

Investor Relations Release

November 4, 2019

Mercedes-Benz USA reports October Sales of 27,867 Vehicles, up 1.2%

ATLANTA – Mercedes-Benz USA (MBUSA) today reported October sales of 27,867 Mercedes-Benz models, a 1.2% increase over October 2018. Additionally, Mercedes-Benz Vans recorded October sales of 4,263, bringing MBUSA to a grand total of 32,130 vehicles for the month, an increase of 1.3%. On a year-to-date basis, MBUSA recorded sales of 252,079 Mercedes-Benz passenger vehicles and 33,109 Vans. This brings MBUSA's total year-to-date sales to 285,188 units, surpassing last year's volume for the same period.

“October's performance was fueled by strong demand for our SUV lineup, led by the GLC, GLE and all-new GLS,” said Nicholas Speeks, President and CEO of MBUSA.

Mercedes-Benz volume leaders in October included the GLC, GLE and E-Class/CLS model lines. The GLC led totals with 7,083 vehicles followed by GLE with sales of 4,782.

The E-Class/CLS rounded out the top three with 3,177 units.

October sales of Mercedes-AMG high-performance models totaled 1,890 units (+89.0%) with 26,858 vehicles sold year-to-date (+23.6%).

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 12,221 vehicles in October, an increase of 23.3% versus last year. On a year-to-date basis, MBCPO sold 109,889 vehicles, an increase of 4.2% from the previous year.

Note:

Mercedes-Benz's unit sales by region and market as well as by model represent merely an excerpt from Mercedes-Benz's total unit sales, it being possible for a model to be included in different segments.

With regard to Mercedes-Benz's total unit sales, there is no possibility of models being double-counted.

This document contains forward-looking statements that reflect our current views about future events. The words “anticipate,” “assume,” “believe,” “estimate,” “expect,” “intend,” “may,” “can,” “could,” “plan,” “project,” “should” and similar expressions are used to identify forward-looking statements. These statements are subject to many risks and uncertainties, including an adverse development of global economic conditions, in particular a decline of demand in our most important markets; a deterioration of our refinancing possibilities on the credit and financial markets; events of force majeure including natural disasters, acts of terrorism, political unrest, armed conflicts, industrial accidents and their effects on our sales, purchasing, production or financial services activities; changes in currency exchange rates and tariff regulations; a shift in consumer preferences towards smaller, lower-margin vehicles; a possible lack of acceptance of our products or services which limits our ability to achieve prices and adequately utilize our production capacities; price increases for fuel or raw materials; disruption of production due to shortages of materials, labor strikes or supplier insolvencies; a decline in resale prices of used vehicles; the effective implementation of cost-reduction and efficiency-optimization measures; the business outlook for companies in which we hold a significant equity interest; the successful implementation of strategic cooperations and joint ventures; changes in laws, regulations and government policies, particularly those relating to vehicle emissions, fuel economy and safety; the resolution of pending government investigations or of investigations requested by governments and the conclusion of pending or threatened future legal proceedings; and other risks and uncertainties, some of which we describe under the heading “Risk and Opportunity Report” in the current Annual Report. If any of these risks and uncertainties materializes or if the assumptions underlying any of our forward-looking statements prove to be incorrect, the actual results may be materially different from those we express or imply by such statements. We do not intend or assume any obligation to update these forward-looking statements since they are based solely on the circumstances at the date of publication.

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MERCEDES-BENZ USA
Sales -- October 2019

Mercedes-Benz Passenger Vehicles	Oct-19	Oct-18	Monthly %	YTD 2019	YTD 2018	Yearly %
A-CLASS	1,491	-	-	14,931	-	-
B-CLASS*	1	1	0.0%	9	134	-93.3%
CLA	1,122	1,868	-39.9%	9,415	19,016	-50.5%
C-CLASS	3,096	5,581	-44.5%	41,271	47,833	-13.7%
E-CLASS/CLS	3,177	4,186	-24.1%	33,081	36,199	-8.6%
S-CLASS	1,211	1,486	-18.5%	9,989	11,820	-15.5%
SLC	89	186	-52.2%	1,631	1,692	-3.6%
SL	117	218	-46.3%	1,450	1,787	-18.9%
AMG GT	361	79	357.0%	3,229	1,286	151.1%
GLA	2,448	2,093	17.0%	17,580	19,328	-9.0%
GLC	7,083	5,649	25.4%	59,699	56,234	6.2%
GLE	4,782	3,671	30.3%	38,141	38,288	-0.4%
GLS	2,733	2,142	27.6%	16,430	16,547	-0.7%
G-CLASS	156	377	-58.6%	5,223	2,757	89.4%
TOTAL	27,867	27,537	1.2%	252,079	252,921	-0.3%
Vans¹	4,263	4,182	1.9%	33,109	32,205	2.8%
MBUSA Combined Total	Oct-19	Oct-18	Monthly %	YTD 2019	YTD 2018	Yearly %
GRAND TOTAL	32,130	31,719	1.3%	285,188	285,126	0.0%

*Model has been discontinued in the US market.

¹ Mercedes-Benz, Freightliner Sprinter and Metris Vans are sold and marketed in the U.S. by Mercedes-Benz USA and Daimler Vans USA, respectively.