

DAIMLER

Fact Sheet for Q4 and Full Year 2012

February 7, 2013

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Stock Market Information

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Earnings per share (in EUR)												
basic	1.25	0.99	1.34	1.51	1.03	1.21	2.09	1.61	+30%	5.71	5.32	+7%
diluted	1.25	0.99	1.34	1.51	1.03	1.21	2.09	1.61	+30%	5.71	5.31	+8%
Average number of shares outstanding (in millions) (adjusted for treasury stocks)												
basic	1,066.4	1,065.5	1,066.4	1,065.7	1,067.0	1,066.2	1,067.4	1,066.3	+0%	1,066.8	1,066.0	+0%
diluted	1,067.3	1,067.6	1,066.8	1,067.3	1,067.3	1,066.8	1,067.5	1,066.3	+0%	1,067.1	1,067.1	0%
Number of shares outstanding (at period end, in millions)												
total shares outstanding	1,066.4	1,065.7	1,066.5	1,065.8	1,067.3	1,066.3	1,067.6	1,066.3	+0%			
adjusted for treasury stock	1,066.4	1,065.6	1,066.5	1,065.8	1,067.3	1,066.3	1,067.6	1,066.3	+0%			
Share price Frankfurt (at period end, in EUR)												
	45.21	49.85	35.35	51.90	37.67	33.63	41.32	33.92	+22%			
Market capitalization Frankfurt (at period end, in billions of EUR)												
	48.21	53.12	37.70	55.32	40.20	35.86	44.11	36.17	+22%			

Key Figures and Ratios

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Unit Sales (in units)	502,086	461,742	570,343	527,644	528,559	525,517	597,041	596,203	+0%	2,198,029	2,111,106	+4%
Revenue	27,011	24,729	28,884	26,338	28,572	26,407	29,830	29,066	+3%	114,297	106,540	+7%
EBIT	2,130	2,031	2,243	2,581	1,921	1,968	2,321	2,175	+7%	8,615	8,755	-2%
Net profit (loss), Group	1,416	1,180	1,515	1,704	1,205	1,360	2,359	1,785	+32%	6,495	6,029	+8%
Profit (loss) attributable to shareholders of Daimler AG	1,338	1,059	1,427	1,607	1,103	1,286	2,227	1,715	+30%	6,095	5,667	+8%
Depreciation and amortization (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,019	899	1,003	897	1,027	902	1,018	877	+16%	4,067	3,575	+14%
R&D expenditure total	1,380	1,277	1,381	1,302	1,431	1,434	1,452	1,621	-10%	5,644	5,634	+0%
Expensed R&D costs	1,041	953	1,033	944	1,052	1,030	1,053	1,247	-16%	4,179	4,174	+0%
Capitalized development costs	339	324	348	358	379	404	399	374	+7%	1,465	1,460	+0%
Amortization on capitalized development costs	243	192	241	197	247	206	251	234	+7%	982	829	+18%
Capital expenditure (Property, plant & equipment)	1,042	757	1,310	997	1,021	1,023	1,454	1,381	+5%	4,827	4,158	+16%

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Net liquidity at the beginning of the period	11,981	11,938	10,093	12,415	8,438	11,489	8,207	10,442	-21%	11,981	11,938	+0%
Free cash flow	-1,977	-516	1,005	1,129	-209	-774	2,633	1,150	+129%	1,452	989	+47%
thereof: working capital*	-1,998	-1,165	758	-30	-786	-200	1,252	180	+596%	-774	-1,215	.
Other	89	993	-2,660	-2,055	-22	-273	668	389	+72%	-1,925	-946	.
thereof: dividends Daimler AG	0	0	-2,346	-1,971	0	0	0	0	.	-2,346	-1,971	.
Net liquidity at the end of the period	10,093	12,415	8,438	11,489	8,207	10,442	11,508	11,981	-4%	11,508	11,981	-4%

* Inventories, trade receivables and trade payables

Liquidity

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Group liquidity												
Cash and cash equivalents	11,837	9,202	12,094	9,841	12,279	9,827	10,996	9,576	+15%	10,996	9,576	+15%
Marketable securities and term deposits	1,723	1,899	2,504	1,614	4,023	1,901	5,598	2,281	+145%	5,598	2,281	+145%
Gross liquidity	13,560	11,101	14,598	11,455	16,302	11,728	16,594	11,857	+40%	16,594	11,857	+40%
Financing liabilities (nominal)	-65,507	-51,666	-72,367	-54,302	-75,591	-57,786	-75,586	-62,536	.	-75,586	-62,536	.
Net debt	-51,947	-40,565	-57,769	-42,847	-59,289	-46,058	-58,992	-50,679	.	-58,992	-50,679	.
Liquidity of the industrial business												
Cash and cash equivalents	10,862	8,265	11,081	8,981	11,057	8,811	9,887	8,908	+11%	9,887	8,908	+11%
Marketable securities and term deposits	559	1,030	811	725	2,305	864	3,841	1,171	+228%	3,841	1,171	+228%
Gross liquidity	11,421	9,295	11,892	9,706	13,362	9,675	13,728	10,079	+36%	13,728	10,079	+36%
Financing liabilities (nominal)	-1,328	3,120	-3,454	1,783	-5,155	767	-2,220	1,902	.	-2,220	1,902	.
Net liquidity	10,093	12,415	8,438	11,489	8,207	10,442	11,508	11,981	-4%	11,508	11,981	-4%

Pension and Health-Care Benefits

(in billions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Pension benefits												
Benefit obligations	-19.8	-17.6	-20.2	-17.8	-22.2	-18.0	-23.9	-19.1	.	-23.9	-19.1	.
Plan assets	12.9	11.2	13.0	11.5	13.3	12.4	14.2	12.6	+13%	14.2	12.6	+13%
Funded status	-6.9	-6.4	-7.2	-6.3	-8.9	-5.6	-9.7	-6.5	.	-9.7	-6.5	.
Provisions	2.2	3.5	2.4	3.5	2.5	2.1	1.8	2.1	-14%	1.8	2.1	-14%
Funded position net of provisions	-4.7	-2.9	-4.8	-2.8	-6.4	-3.5	-7.9	-4.4	.	-7.9	-4.4	.
Health-care benefits												
Benefit obligations	-1.3	-1.0	-1.4	-1.0	-1.4	-1.1	-1.5	-1.4	.	-1.5	-1.4	.
Plan assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	.	0.0	0.0	.
Reimbursement Medicare Act	0.1	0.1	0.1	0.1	0.2	0.1	0.2	0.2	+0%	0.2	0.2	+0%
Funded status	-1.2	-0.9	-1.3	-0.9	-1.2	-1.0	-1.3	-1.2	.	-1.3	-1.2	.
Provisions	0.9	0.7	1.0	0.7	0.9	0.8	1.0	0.9	+11%	1.0	0.9	+11%
Funded position net of provisions	-0.3	-0.2	-0.3	-0.2	-0.3	-0.2	-0.3	-0.3	.	-0.3	-0.3	.

Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Mercedes-Benz Cars*	338,303	310,717	370,384	357,636	345,418	337,163	397,464	375,900	+6%	1,451,569	1,381,416	+5%
Daimler Trucks	107,664	89,260	122,217	91,458	119,142	115,634	112,931	129,404	-13%	461,954	425,756	+9%
Mercedes-Benz Vans	51,223	54,018	69,324	67,989	55,742	63,518	76,129	78,668	-3%	252,418	264,193	-4%
Daimler Buses	4,896	7,747	8,418	10,561	8,257	9,202	10,517	12,231	-14%	32,088	39,741	-19%
Daimler Group*	502,086	461,742	570,343	527,644	528,559	525,517	597,041	596,203	+0%	2,198,029	2,111,106	+4%

* Including Mitsubishi vehicles manufactured and/or sold in South Africa.

Production Volume

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Mercedes-Benz Cars*	364,009	341,708	355,578	349,242	367,199	334,084	368,864	367,049	+0%	1,455,650	1,392,083	+5%
Daimler Trucks	114,563	93,727	120,914	92,297	118,892	128,347	96,253	121,547	-21%	450,622	435,918	+3%
Mercedes-Benz Vans	62,974	64,272	67,795	69,169	55,159	64,256	71,568	71,154	+1%	257,496	268,851	-4%
Daimler Buses	6,370	8,145	7,872	10,631	9,207	10,805	7,935	10,810	-27%	31,384	40,391	-22%
Daimler Group*	547,916	507,852	552,159	521,339	550,457	537,492	544,620	570,560	-5%	2,195,152	2,137,243	+3%

* Including vehicles manufactured for Mitsubishi Motors Corporation in South Africa.

Revenue

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Mercedes-Benz Cars	14,937	13,860	15,364	14,647	15,238	13,826	16,121	15,077	+7%	61,660	57,410	+7%
Daimler Trucks	7,383	6,242	8,129	6,648	8,095	7,619	7,782	8,242	-6%	31,389	28,751	+9%
Mercedes-Benz Vans	2,088	1,977	2,420	2,243	2,084	2,222	2,478	2,737	-9%	9,070	9,179	-1%
Daimler Buses	730	831	1,016	1,166	951	1,041	1,232	1,380	-11%	3,929	4,418	-11%
Daimler Financial Services	3,140	3,034	3,260	2,907	3,524	3,006	3,626	3,133	+16%	13,550	12,080	+12%
Reconciliation	-1,267	-1,215	-1,305	-1,273	-1,320	-1,307	-1,409	-1,503	.	-5,301	-5,298	.
Daimler Group	27,011	24,729	28,884	26,338	28,572	26,407	29,830	29,066	+3%	114,297	106,540	+7%

Earnings Before Interest and Taxes (EBIT) and Return on Sales (RoS)

(EBIT in millions of EUR, RoS in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Mercedes-Benz Cars												
EBIT	1,252	1,288	1,314	1,566	975	1,108	848	1,230	-31%	4,389	5,192	-15%
RoS	8.4%	9.3%	8.6%	10.7%	6.4%	8.0%	5.3%	8.2%	.	7.1%	9.0%	.
Daimler Trucks												
EBIT	383	413	524	486	507	555	300	422	-29%	1,714	1,876	-9%
RoS	5.2%	6.6%	6.4%	7.3%	6.3%	7.3%	3.9%	5.1%	.	5.5%	6.5%	.
Mercedes-Benz Vans												
EBIT	168	173	197	206	75	200	101	256	-61%	541	835	-35%
RoS	8.0%	8.8%	8.1%	9.2%	3.6%	9.0%	4.1%	9.4%	.	6.0%	9.1%	.
Daimler Buses												
EBIT	-103	-33	-57	61	-45	25	-27	109	.	-232	162	.
RoS	-14.1%	-4.0%	-5.6%	5.2%	-4.7%	2.4%	-2.2%	7.9%	.	-5.9%	3.7%	.
Daimler Financial Services												
	344	321	338	340	322	337	288	314	-8%	1,292	1,312	-2%
Reconciliation												
	86	-131	-73	-78	87	-257	811	-156	.	911	-622	.
Daimler Group												
	2,130	2,031	2,243	2,581	1,921	1,968	2,321	2,175	+7%	8,615	8,755	-2%

EBIT and RoS from Ongoing Business

(EBIT in millions of EUR, RoS in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Mercedes-Benz Cars												
EBIT	1,252	1,288	1,314	1,566	975	1,108	848	1,230	-31%	4,389	5,192	-15%
RoS	8.4%	9.3%	8.6%	10.7%	6.4%	8.0%	5.3%	8.2%	.	7.1%	9.0%	.
Daimler Trucks												
EBIT	383	462	524	475	507	587	300	454	-34%	1,714	1,978	-13%
RoS	5.2%	7.4%	6.4%	7.1%	6.3%	7.7%	3.9%	5.5%	.	5.5%	6.9%	.
Mercedes-Benz Vans												
EBIT	168	173	197	206	75	200	165	256	-36%	605	835	-28%
RoS	8.0%	8.8%	8.1%	9.2%	3.6%	9.0%	6.7%	9.4%	.	6.7%	9.1%	.
Daimler Buses												
EBIT	-67	-33	-11	61	-29	25	30	109	-72%	-77	162	.
RoS	-9.2%	-4.0%	-1.1%	5.2%	-3.0%	2.4%	2.4%	7.9%	.	-2.0%	3.7%	.
Daimler Financial Services												
	344	350	338	340	322	337	288	295	-2%	1,292	1,322	-2%
Reconciliation												
	86	-131	-73	-78	87	-147	102	-156	.	202	-512	.
Daimler Group												
	2,166	2,109	2,289	2,570	1,937	2,110	1,733	2,188	-21%	8,125	8,977	-9%

Special Items affecting EBIT

(in millions of EUR)

		1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Financial Year	
		2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
Daimler Trucks	Natural disaster in Japan (Q2 2011: primarily insurance compensation)	-	-49	-	11	-	-9	-	-23	-	-70
	Impairment of investment in Kamaz	-	-	-	-	-	-23	-	-9	-	-32
Mercedes-Benz Vans	Impairment of investment in Fujian Benz Automotive Corporation	-	-	-	-	-	-	-64	-	-64	-
Daimler Buses	Business repositioning	-36	-	-46	-	-16	-	-57	-	-155	-
DFS	Natural disaster in Japan	-	-29	-	-	-	-	-	19	-	-10
Reconciliation	Impairment of investment in Renault	-	-	-	-	-	-110	-	-	-	-110
	Sale of EADS shares	-	-	-	-	-	-	709	-	709	-

Mercedes-Benz Cars Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Unit sales (units)	338,303	310,717	370,384	357,636	345,418	337,163	397,464	375,900	+6%	1,451,569	1,381,416	+5%
Retail sales (units)*	340,877	305,533	367,640	359,799	335,393	331,523	379,899	366,079	+4%	1,423,809	1,362,934	+4%
Production (units)	364,009	341,708	355,578	349,242	367,199	334,084	368,864	367,049	+0%	1,455,650	1,392,083	+5%
Revenue (millions of EUR)	14,937	13,860	15,364	14,647	15,238	13,826	16,121	15,077	+7%	61,660	57,410	+7%
EBIT (millions of EUR)	1,252	1,288	1,314	1,566	975	1,108	848	1,230	-31%	4,389	5,192	-15%
Return on sales (%)	8.4%	9.3%	8.6%	10.7%	6.4%	8.0%	5.3%	8.2%	.	7.1%	9.0%	.

* Excluding the Mitsubishi vehicles produced and/or sold in South Africa.

Mercedes-Benz Cars Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Mercedes-Benz Cars	338,303	310,717	370,384	357,636	345,418	337,163	397,464	375,900	+6%	1,451,569	1,381,416	+5%
Western Europe	156,274	139,914	169,347	176,235	143,183	149,683	162,619	159,336	+2%	631,423	625,168	+1%
of which Germany	64,668	55,749	80,911	82,826	68,479	73,496	75,865	78,587	-3%	289,923	290,658	-0%
NAFTA	78,471	67,510	76,851	64,496	83,984	63,265	102,814	93,159	+10%	342,120	288,430	+19%
of which USA	68,603	58,610	65,453	54,193	74,247	55,122	91,438	82,430	+11%	299,741	250,355	+20%
Asia	73,492	75,305	88,910	79,174	82,497	90,037	93,387	90,933	+3%	338,286	335,449	+1%
of which China	42,518	48,861	59,686	52,498	47,127	59,270	59,163	62,430	-5%	208,494	223,059	-7%
Rest of World	30,066	27,988	35,276	37,731	35,754	34,178	38,644	32,472	+19%	139,740	132,369	+6%
of which Mitsubishi vehicles manufactured and/or sold in South Africa	39	1,093	1	1,298	1	247	0	25	-100%	41	2,663	-98%

Mercedes-Benz Cars Retail Sales*

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Mercedes-Benz Cars	340,877	305,533	367,640	359,799	335,393	331,523	379,899	366,079	+4%	1,423,809	1,362,934	+4%
Western Europe	153,121	142,150	169,412	177,576	145,099	152,820	156,818	157,148	-0%	624,450	629,694	-1%
of which Germany	63,680	56,190	80,136	82,552	68,543	73,630	76,602	78,889	-3%	288,961	291,261	-1%
NAFTA	73,133	62,723	81,300	69,567	75,273	68,956	95,816	87,229	+10%	325,522	288,475	+13%
of which USA	63,809	54,623	69,550	58,862	65,612	60,358	85,043	76,651	+11%	284,014	250,494	+13%
Asia	85,798	71,191	81,485	79,119	79,982	75,368	88,354	89,374	-1%	335,619	315,052	+7%
of which China	56,123	45,328	52,016	52,339	48,716	46,284	55,205	60,434	-9%	212,060	204,385	+4%
Rest of World	28,825	29,469	35,443	33,537	35,039	34,379	38,911	32,328	+20%	138,218	129,713	+7%

* Excluding the Mitsubishi vehicles produced and/or sold in South Africa.

Mercedes-Benz Cars Market Shares*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change in % pts.	2012	2011	Change in % pts.
Western Europe	4.9	4.3	5.3	4.9	5.5	5.2	5.5	5.0	+0.5	5.3	5.0	+0.3
of which Germany	9.4	9.1	10.4	9.9	10.0	10.2	10.5	10.2	+0.3	10.1	9.9	+0.2
USA	1.8	1.8	1.8	1.8	1.8	1.9	2.4	2.4	+0.0	2.0	1.9	+0.1
China	1.4	1.2	1.4	1.4	1.4	1.4	1.4	1.4	+0.0	1.4	1.4	+0.0
Japan	0.8	0.8	0.9	1.2	1.0	1.0	1.3	0.9	+0.4	0.9	0.9	+0.0

* Based on estimates in certain markets.

Daimler Trucks Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Incoming orders (units)	106,610	118,872	106,054	121,295	95,432	107,221	108,964	118,134	-8%	417,060	465,522	-10%
Unit sales (units)	107,664	89,260	122,217	91,458	119,142	115,634	112,931	129,404	-13%	461,954	425,756	+9%
Retail sales (units)	104,765	89,629	116,976	87,314	116,689	107,980	116,903	127,630	-8%	455,333	412,553	+10%
Production (units)	114,563	93,727	120,914	92,297	118,892	128,347	96,253	121,547	-21%	450,622	435,918	+3%
Revenue (millions of EUR)	7,383	6,242	8,129	6,648	8,095	7,619	7,782	8,242	-6%	31,389	28,751	+9%
EBIT (millions of EUR)	383	413	524	486	507	555	300	422	-29%	1,714	1,876	-9%
Return on sales (%)	5.2%	6.6%	6.4%	7.3%	6.3%	7.3%	3.9%	5.1%	.	5.5%	6.5%	.

Daimler Trucks Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Daimler Trucks	107,664	89,260	122,217	91,458	119,142	115,634	112,931	129,404	-13%	461,954	425,756	+9%
Western Europe	13,066	11,536	15,041	15,705	14,193	15,967	15,722	18,223	-14%	58,022	61,431	-6%
of which Germany	6,401	5,190	8,189	8,152	7,954	8,372	8,542	9,498	-10%	31,086	31,212	-0%
NAFTA	32,639	22,216	34,573	27,315	35,177	32,762	32,639	31,681	+3%	135,028	113,974	+18%
of which USA	27,432	19,264	28,415	23,302	29,863	27,645	28,116	26,738	+5%	113,826	96,949	+17%
Latin America (excl. Mexico)	9,931	13,813	10,209	13,495	12,541	17,354	13,516	17,278	-22%	46,197	61,940	-25%
Asia	40,047	30,464	46,193	22,840	42,698	35,127	34,796	46,442	-25%	163,734	134,873	+21%
of which Japan	9,778	5,589	8,812	5,120	8,167	6,821	8,218	9,447	-13%	34,975	26,977	+30%
Rest of World	11,981	11,231	16,201	12,103	14,533	14,424	16,258	15,780	+3%	58,973	53,538	+10%

Daimler Trucks Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Daimler Trucks	104,765	89,629	116,976	87,314	116,689	107,980	116,903	127,630	-8%	455,333	412,553	+10%
Western Europe	12,878	11,523	15,630	15,649	14,373	15,379	16,088	17,966	-10%	58,969	60,517	-3%
of which Germany	6,401	5,190	8,189	8,152	7,954	8,372	8,542	9,498	-10%	31,086	31,212	-0%
NAFTA	30,395	22,828	29,642	23,923	33,704	26,852	33,846	29,463	+15%	127,587	103,066	+24%
of which USA	26,110	20,100	24,808	19,870	28,793	22,774	28,607	24,800	+15%	108,318	87,544	+24%
Latin America (excl. Mexico)	10,024	13,875	10,096	13,440	12,027	17,347	15,222	17,278	-12%	47,369	61,940	-24%
Asia	39,938	30,477	45,888	22,893	42,698	35,152	34,815	46,354	-25%	163,339	134,876	+21%
of which Japan	9,778	5,589	8,812	5,120	8,339	6,821	8,228	9,447	-13%	35,157	26,977	+30%
Rest of World	11,530	10,926	15,720	11,409	13,887	13,250	16,932	16,569	+2%	58,069	52,154	+11%

Daimler Trucks Incoming Orders

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Daimler Trucks	106,610	118,872	106,054	121,295	95,432	107,221	108,964	118,134	-8%	417,060	465,522	-10%
Western Europe	14,897	15,837	13,760	14,634	11,984	15,204	13,950	14,752	-5%	54,591	60,427	-10%
of which Germany	8,803	7,611	7,151	7,417	6,384	7,565	6,470	7,273	-11%	28,808	29,866	-4%
NAFTA	27,946	38,410	22,417	32,758	23,663	27,862	35,194	38,773	-9%	109,220	137,803	-21%
of which USA	23,663	32,232	19,151	27,959	20,665	23,744	31,880	31,463	+1%	95,359	115,398	-17%
Latin America* (excl. Mexico)	9,863	12,931	8,921	14,055	11,643	16,627	12,138	14,688	-17%	42,565	58,301	-27%
Asia	39,544	37,101	44,624	39,501	32,219	35,267	34,729	36,621	-5%	151,116	148,490	+2%
of which Japan	8,913	7,062	9,215	7,585	8,368	7,734	8,548	8,436	+1%	35,044	30,817	+14%
Rest of World	14,360	14,593	16,332	20,347	15,923	12,261	12,953	13,300	-3%	59,568	60,501	-2%

* Due to the business model, incoming orders in Brazil correspond with unit sales.

Daimler Trucks Market Shares*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change in % pts.	2012	2011	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
Western Europe MDT/HDT	22.5	20.8	23.3	20.8	24.0	23.1	22.0	23.7	-1.7	22.9	22.3	+0.5
Germany MDT/HDT	39.4	34.2	38.0	34.2	39.9	39.4	39.6	40.4	-0.7	39.2	37.5	+1.7
Brazil MDT/HDT	27.1	26.7	26.3	24.7	25.3	24.8	24.2	25.1	-1.0	25.5	25.2	+0.3
Trucks NAFTA												
(Freightliner/Western Star)												
NAFTA Class 8	35.4	37.0	29.9	31.3	32.6	28.5	34.4	30.6	+3.8	32.9	30.9	+1.9
NAFTA Class 6-7	41.1	37.4	35.7	33.3	35.4	31.0	37.2	35.8	+1.4	36.9	34.1	+2.8
Trucks Asia												
(Fuso)												
Japan Trucks Total	20.2	19.5	20.8	20.0	21.5	19.1	19.4	22.8	-3.4	20.4	20.8	-0.4

* Based on estimates in certain markets.

Mercedes-Benz Vans Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Unit sales (units)	51,223	54,018	69,324	67,989	55,742	63,518	76,129	78,668	-3%	252,418	264,193	-4%
Retail sales (units)	52,131	53,141	68,184	66,778	58,874	64,011	71,089	74,922	-5%	250,278	258,852	-3%
Production (units)	62,974	64,272	67,795	69,169	55,159	64,256	71,568	71,154	+1%	257,496	268,851	-4%
Revenue (millions of EUR)	2,088	1,977	2,420	2,243	2,084	2,222	2,478	2,737	-9%	9,070	9,179	-1%
EBIT (millions of EUR)	168	173	197	206	75	200	101	256	-61%	541	835	-35%
Return on sales (%)	8.0%	8.8%	8.1%	9.2%	3.6%	9.0%	4.1%	9.4%	.	6.0%	9.1%	.

Mercedes-Benz Vans Unit Sales

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Wholesales (in units)	51,223	54,018	69,324	67,989	55,742	63,518	76,129	78,668	-3%	252,418	264,193	-4%
Western Europe	34,394	37,532	46,519	45,791	33,085	40,136	50,909	54,876	-7%	164,907	178,335	-8%
of which Germany	13,445	14,635	20,832	19,574	14,409	18,362	22,358	25,014	-11%	71,044	77,585	-8%
Eastern Europe	4,597	4,672	6,497	5,706	5,821	5,494	7,111	6,774	+5%	24,026	22,646	+6%
NAFTA	4,802	3,921	7,601	6,100	6,884	6,367	7,096	5,922	+20%	26,383	22,310	+18%
of which USA	3,557	3,061	6,310	4,755	5,836	5,578	5,771	4,633	+25%	21,474	18,027	+19%
Latin America (excl. Mexico)	2,946	2,674	2,346	3,112	4,307	3,613	4,355	4,260	+2%	13,954	13,659	+2%
Asia	2,243	3,061	3,407	4,985	3,241	5,381	4,234	4,208	+1%	13,125	17,635	-26%
of which China	1,061	2,040	2,358	3,944	2,270	4,380	3,147	3,150	-0%	8,836	13,514	-35%
Rest of World	2,241	2,158	2,954	2,295	2,404	2,527	2,424	2,628	-8%	10,023	9,608	+4%

Mercedes-Benz Vans Retail Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Retail sales (in units)	52,131	53,141	68,184	66,778	58,874	64,011	71,089	74,922	-5%	250,278	258,852	-3%
Western Europe	35,174	36,931	46,056	45,442	35,891	41,730	46,468	52,144	-11%	163,589	176,247	-7%
of which Germany	13,445	14,635	20,832	19,574	14,409	18,362	22,358	25,014	-11%	71,044	77,585	-8%
Eastern Europe	4,440	4,167	5,940	5,471	5,911	5,196	7,329	6,920	+6%	23,620	21,754	+9%
NAFTA	4,293	3,384	7,238	5,663	7,224	6,286	7,056	5,470	+29%	25,811	20,803	+24%
of which USA	3,129	2,649	6,147	4,446	6,126	5,357	5,527	4,125	+34%	20,929	16,577	+26%
Latin America (excl. Mexico)	2,817	2,721	2,928	3,108	3,833	3,230	4,003	3,856	+4%	13,581	12,915	+5%
Asia	3,092	3,716	3,247	4,812	3,636	4,877	3,878	4,142	-6%	13,853	17,547	-21%
of which China	2,066	2,801	2,249	3,660	2,463	3,447	2,792	3,001	-7%	9,570	12,909	-26%
Rest of World	2,315	2,222	2,775	2,282	2,379	2,692	2,355	2,390	-1%	9,824	9,586	+2%
Market shares* (in percent)												
Western Europe midsize/large	16.9	17.1	18.0	16.8	18.4	18.9	19.4	18.8	+0.6 pts.	18.1	18.0	+0.1 pts.
Germany midsize/large	25.0	27.2	26.9	26.8	25.3	27.4	29.6	30.0	-0.4 pts.	26.7	28.1	-1.4 pts.

* Based on estimates in certain markets.

Daimler Buses Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Unit sales* (units)	4,896	7,747	8,418	10,561	8,257	9,202	10,517	12,231	-14%	32,088	39,741	-19%
Production (units)	6,370	8,145	7,872	10,631	9,207	10,805	7,935	10,810	-27%	31,384	40,391	-22%
Revenue (millions of EUR)	730	831	1,016	1,166	951	1,041	1,232	1,380	-11%	3,929	4,418	-11%
EBIT (millions of EUR)	-103	-33	-57	61	-45	25	-27	109	.	-232	162	.
Return on sales (%)	-14.1%	-4.0%	-5.6%	5.2%	-4.7%	2.4%	-2.2%	7.9%	.	-5.9%	3.7%	.

* Due to the sales structure, retail sales correspond with wholesales.

Daimler Buses Unit Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
Wholesales* (in units)	4,896	7,747	8,418	10,561	8,257	9,202	10,517	12,231	-14%	32,088	39,741	-19%
Western Europe	632	619	1,377	1,348	1,625	1,531	2,217	2,445	-9%	5,851	5,943	-2%
of which Germany	209	226	460	472	382	532	988	984	+0%	2,039	2,214	-8%
Eastern Europe	286	324	531	593	322	297	552	369	+50%	1,691	1,583	+7%
NAFTA	552	632	1,112	1,030	1,026	988	1,253	1,392	-10%	3,943	4,042	-2%
of which USA	41	69	163	129	78	146	103	178	-42%	385	522	-26%
Latin America (excl. Mexico)	2,790	5,569	4,689	6,943	4,807	5,576	5,514	6,960	-21%	17,800	25,048	-29%
Asia	269	312	553	292	390	406	674	657	+3%	1,886	1,667	+13%
Rest of World	367	291	156	355	87	404	307	408	-25%	917	1,458	-37%
Market shares** (in percent)												
Western Europe heavy	27.0	31.3	29.6	26.6	33.9	24.9	30.1	26.6	+3.5 pts.	28.3	27.0	+1.3 pts.
Germany heavy	48.1	50.8	56.0	48.7	44.2	49.4	50.2	47.3	+2.9 pts.	48.9	50.0	-1.1 pts.
Brazil heavy	50.8	39.2	48.4	45.4	39.7	44.8	38.6	42.3	-3.7 pts.	44.2	43.1	+1.1 pts.

* Due to the sales structure, retail sales correspond with wholesales.

** Based on estimates in certain markets.

Daimler Financial Services Overview

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2012	2011	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
New business	8,257	6,906	9,380	8,387	9,968	8,601	10,471	9,627	+9%	38,076	33,521	+14%
Contract volume (end of period)	71,587	61,702	76,096	63,120	77,464	65,767	79,986	71,730	+12%	79,986	71,730	+12%
Revenue	3,140	3,034	3,260	2,907	3,524	3,006	3,626	3,133	+16%	13,550	12,080	+12%
EBIT	344	321	338	340	322	337	288	314	-8%	1,292	1,312	-2%