

DAIMLER

Fact Sheet for Q4 and Full Year 2016

February 2, 2017

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Stock Market Information

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Earnings per share (in EUR)												
basic	1.26	1.83	2.27	2.12	2.43	2.23	2.01	1.69	+19%	7.97	7.87	+1%
diluted	1.26	1.83	2.27	2.12	2.43	2.23	2.01	1.69	+19%	7.97	7.87	+1%
Average number of shares outstanding (in millions) (adjusted for treasury stocks)												
basic	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%	1,069.8	1,069.8	0%
diluted	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%	1,069.8	1,069.8	0%
Number of shares outstanding (at period end, in millions)	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%			
Share price Frankfurt (at period end, in EUR)	67.37	89.73	53.52	81.64	62.71	64.85	70.72	77.58	-9%			
Market capitalization Frankfurt (at period end, in billions of EUR)	72.07	96.00	57.26	87.34	67.09	69.38	75.66	83.00	-9%			

Key Figures and Ratios

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Unit Sales (in units)	683,885	641,614	761,340	714,759	754,130	720,016	799,031	776,625	+3%	2,998,386	2,853,014	+5%
Revenue	35,047	34,236	38,616	37,527	38,597	37,276	41,001	40,428	+1%	153,261	149,467	+3%
EBIT	2,148	2,906	3,258	3,718	4,037	3,661	3,459	2,901	+19%	12,902	13,186	-2%
Net profit (loss), Group	1,400	2,050	2,452	2,372	2,726	2,415	2,206	1,874	+18%	8,784	8,711	+1%
Profit (loss) attributable to shareholders of Daimler AG	1,353	1,963	2,429	2,269	2,595	2,385	2,149	1,807	+19%	8,526	8,424	+1%
Depreciation and amortization (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,335	1,367	1,344	1,286	1,419	1,323	1,380	1,408	-2%	5,478	5,384	+2%
R&D expenditure total	1,724	1,526	1,831	1,621	1,892	1,596	2,125	1,821	+17%	7,572	6,564	+15%
Expensed R&D costs	1,238	1,126	1,263	1,189	1,298	1,132	1,458	1,313	+11%	5,257	4,760	+10%
Capitalized development costs	486	400	568	432	594	464	667	508	+31%	2,315	1,804	+28%
Amortization on capitalized development costs	314	300	318	311	318	310	318	324	-2%	1,268	1,245	+2%
Capital expenditure total	1,784	1,599	2,235	1,827	2,273	1,820	4,078*	3,313	+23%	10,370*	8,559	+21%
Investment in pp&e	1,123	1,027	1,332	1,045	1,427	1,139	2,007	1,864	+8%	5,889	5,075	+16%
Capitalized development costs	486	400	568	432	594	464	667	508	+31%	2,315	1,804	+28%
Financial investments and other intangible assets	175	172	335	350	252	217	1,404*	941	+49%	2,166*	1,680	+29%

* Including €1,100 million relating to the acquisition of Athlon Car Lease International. In addition, financial liabilities (net) of Athlon companies in the amount of €2,550 million were settled in the context of the acquisition.

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Net liquidity at the beginning of the period	18,580	16,953	18,465	20,522	17,448	18,435	17,906	19,527	-8%	18,580	16,953	+10%
Free cash flow	264	2,292	1,856	1,073	473	1,463	1,281	-868	.	3,874	3,960	-2%
thereof: working capital*	-223	-434	247	-859	-1,197	-1,224	-299	-162	.	-1,472	-2,679	.
Other	-379	1,277	-2,873	-3,160	-15	-371	550	-79	.	-2,717	-2,333	.
thereof: dividends Daimler AG	0	0	-3,477	-2,621	0	0	0	0	.	-3,477	-2,621	.
Net liquidity at the end of the period	18,465	20,522	17,448	18,435	17,906	19,527	19,737	18,580	+6%	19,737	18,580	+6%

* Inventories, trade receivables and trade payables.

Liquidity

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Group liquidity												
Cash and cash equivalents	12,723	12,219	13,988	9,843	14,189	12,057	10,981	9,936	+11%	10,981	9,936	+11%
Marketable securities and term deposits	10,342	6,751	8,952	6,269	9,362	6,391	10,748	8,273	+30%	10,748	8,273	+30%
Gross liquidity	23,065	18,970	22,940	16,112	23,551	18,448	21,729	18,209	+19%	21,729	18,209	+19%
Financing liabilities (nominal)	-104,060	-93,412	-109,489	-94,223	-110,880	-95,055	-117,625	-100,559	.	-117,625	-100,559	.
Net debt	-80,995	-74,442	-86,549	-78,111	-87,329	-76,607	-95,896	-82,350	.	-95,896	-82,350	.
Liquidity of the industrial business												
Cash and cash equivalents	11,156	11,095	12,665	8,822	12,577	10,742	8,751	8,369	+5%	8,751	8,369	+5%
Marketable securities and term deposits	9,078	5,316	7,701	5,015	8,149	5,131	9,498	6,999	+36%	9,498	6,999	+36%
Gross liquidity	20,234	16,411	20,366	13,837	20,726	15,873	18,249	15,368	+19%	18,249	15,368	+19%
Financing liabilities (nominal)	-1,769	4,111	-2,918	4,598	-2,820	3,654	1,488	3,212	-54%	1,488	3,212	-54%
Net liquidity	18,465	20,522	17,448	18,435	17,906	19,527	19,737	18,580	+6%	19,737	18,580	+6%

Pension and Health-Care Benefits

(in billions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Pension benefits												
Benefit obligations	-30.2	-33.0	-32.3	-28.2	-33.6	-28.9	-31.2	-27.6	.	-31.2	-27.6	.
Plan assets	20.0	19.5	22.1	18.9	22.7	18.1	23.4	20.2	+16%	23.4	20.2	+16%
Funded status	-10.2	-13.5	-10.2	-9.3	-10.9	-10.8	-7.8	-7.4	.	-7.8	-7.4	.
Health-care benefits												
Benefit obligations	-1.1	-1.2	-1.1	-1.2	-1.2	-1.1	-1.2	-1.1	.	-1.2	-1.1	.
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	0.0	0.1	0.0	0.1	0.0	0.1	0.1	0.0	.	0.1	0.0	.
Funded status	-1.1	-1.1	-1.1	-1.1	-1.2	-1.0	-1.1	-1.1	.	-1.1	-1.1	.

Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	496,756	459,708	546,517	500,694	565,564	508,350	589,119	532,686	+11%	2,197,956	2,001,438	+10%
Daimler Trucks	105,664	112,424	108,282	125,113	97,143	128,496	104,019	136,445	-24%	415,108	502,478	-17%
Mercedes-Benz Vans	76,647	63,805	99,583	81,611	85,238	75,732	97,628	99,869	-2%	359,096	321,017	+12%
Daimler Buses	4,818	5,677	6,958	7,341	6,185	7,438	8,265	7,625	+8%	26,226	28,081	-7%
Daimler Group	683,885	641,614	761,340	714,759	754,130	720,016	799,031	776,625	+3%	2,998,386	2,853,014	+5%

Production Volume

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	523,029	494,970	570,041	503,950	596,443	540,200	545,839	520,703	+5%	2,235,352	2,059,823	+9%
Daimler Trucks	111,909	122,236	110,501	126,972	98,741	129,890	90,114	127,565	-29%	411,265	506,663	-19%
Mercedes-Benz Vans	89,741	74,722	103,688	86,507	84,123	77,425	91,022	89,475	+2%	368,574	328,129	+12%
Daimler Buses	5,576	7,758	6,600	7,972	6,952	7,070	7,052	6,292	+12%	26,180	29,092	-10%
Daimler Group	730,255	699,686	790,830	725,401	786,259	754,585	734,027	744,035	-1%	3,041,371	2,923,707	+4%

Revenue

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	19,980	19,509	22,122	21,136	23,251	20,707	23,931	22,457	+7%	89,284	83,809	+7%
Daimler Trucks	8,204	8,414	8,666	9,441	7,851	9,650	8,466	10,073	-16%	33,187	37,578	-12%
Mercedes-Benz Vans	2,815	2,415	3,441	2,829	3,120	2,752	3,459	3,477	-1%	12,835	11,473	+12%
Daimler Buses	830	877	1,122	1,037	937	1,018	1,287	1,181	+9%	4,176	4,113	+2%
Daimler Financial Services	4,862	4,549	5,014	4,769	5,133	4,702	5,651	4,942	+14%	20,660	18,962	+9%
Reconciliation	-1,644	-1,528	-1,749	-1,685	-1,695	-1,553	-1,793	-1,702	.	-6,881	-6,468	.
Daimler Group	35,047	34,236	38,616	37,527	38,597	37,276	41,001	40,428	+1%	153,261	149,467	+3%

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		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars												
EBIT	1,395	1,841	1,410	2,227	2,746	2,183	2,561	1,675	+53%	8,112	7,926	+2%
RoS	7.0%	9.4%	6.4%	10.5%	11.8%	10.5%	10.7%	7.5%	.	9.1%	9.5%	.
Daimler Trucks												
EBIT	516	472	621	682	464	791	347	631	-45%	1,948	2,576	-24%
RoS	6.3%	5.6%	7.2%	7.2%	5.9%	8.2%	4.1%	6.3%	.	5.9%	6.9%	.
Mercedes-Benz Vans												
EBIT	301	215	401	234	312	193	156	238	-34%	1,170	880	+33%
RoS	10.7%	8.9%	11.7%	8.3%	10.0%	7.0%	4.5%	6.8%	.	9.1%	7.7%	.
Daimler Buses												
EBIT	39	34	88	57	45	89	77	34	+126%	249	214	+16%
RoS	4.7%	3.9%	7.8%	5.5%	4.8%	8.7%	6.0%	2.9%	.	6.0%	5.2%	.
Daimler Financial Services												
EBIT	432	409	479	445	438	378	390	387	+1%	1,739	1,619	+7%
Return on equity (RoE)	17.4%	20.4%	19.3%	20.7%	17.7%	16.6%	15.2%	16.0%	.	17.4%	18.3%	.
Reconciliation												
	-535	-65	259	73	32	27	-72	-64	.	-316	-29	.
Daimler Group												
	2,148	2,906	3,258	3,718	4,037	3,661	3,459	2,901	+19%	12,902	13,186	-2%

EBIT and RoS adjusted for special items

(EBIT in millions of EUR, RoS in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars												
EBIT	1,425	1,794	2,209	2,234	2,659	2,161	2,634	2,154	+22%	8,927	8,343	+7%
RoS	7.1%	9.2%	10.0%	10.6%	11.4%	10.4%	11.0%	9.6%	.	10.0%	10.0%	.
Daimler Trucks												
EBIT	517	536	661	717	510	805	365	684	-47%	2,053	2,742	-25%
RoS	6.3%	6.4%	7.6%	7.6%	6.5%	8.3%	4.3%	6.8%	.	6.2%	7.3%	.
Mercedes-Benz Vans												
EBIT	336	221	462	238	319	196	185	297	-38%	1,302	952	+37%
RoS	11.9%	9.2%	13.4%	8.4%	10.2%	7.1%	5.3%	8.5%	.	10.1%	8.3%	.
Daimler Buses												
EBIT	39	35	89	57	52	90	78	20	+290%	258	202	+28%
RoS	4.7%	4.0%	7.9%	5.5%	5.5%	8.8%	6.1%	1.7%	.	6.2%	4.9%	.
Daimler Financial Services												
EBIT	432	409	479	445	438	378	390	387	+1%	1,739	1,619	+7%
Return on equity (RoE)	17.4%	20.4%	19.3%	20.7%	17.7%	16.6%	15.2%	16.0%	.	17.4%	18.3%	.
Reconciliation	-69	-65	73	73	32	27	-72	-64	.	-36	-29	.
Daimler Group	2,680	2,930	3,973	3,764	4,010	3,657	3,580	3,478	+3%	14,243	13,829	+3%

Special Items affecting EBIT

(in millions of EUR)		1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Financial Year	
		2016	2015	2016	2015	2016	2015	2016	2015	2016	2015
Mercedes-Benz Cars	Restructuring of own dealer network	-10	-20	-11	-16	41	21	-53	-49	-33	-64
	Relocation of headquarters of MBUSA	-	-20	-	9	-	1	-	-9	-	-19
	Sale of real estate in the United States	-	87	-	-	-	-	-	-	-	87
	Expenses in connection with Takata airbags	-20	-	-440	-	-	-	-20	-300	-480	-300
	Public-sector levies related to prior periods	-	-	-	-	-	-	-	-121	-	-121
	Profit/loss in connection with remeasurement of inventories	-	-	-284	-	46	-	-	-	-238	-
	Settlement in connection with patent dispute	-	-	-64	-	-	-	-	-	-64	-
Daimler Trucks	Workforce adjustments	-	-5	-34	-20	-49	-10	-8	-23	-91	-58
	Restructuring of own dealer network	-1	-4	-6	-15	3	-4	-10	-24	-14	-47
	Sale of Atlantis Foundries	-	-55	-	-	-	-	-	-6	-	-61
Mercedes-Benz Vans	Restructuring of own dealer network	-1	-4	-2	-4	-	-3	-8	-18	-11	-29
	Relocation of headquarters of MBUSA	-	-2	-	-	-	-	-	-1	-	-3
	Expenses in connection with Takata airbags	-4	-	-59	-	-7	-	-13	-40	-83	-40
	Workforce adjustments in Germany	-30	-	-	-	-	-	-8	-	-38	-
Daimler Buses	Restructuring of own dealer network	-	-1	-1	-	1	-1	-	-2	0	-4
	Sale of investment in New MCI Holdings Inc.	-	-	-	-	-	-	-	16	-	16
	Workforce adjustments	-	-	-	-	-8	-	-1	-	-9	-
Reconciliation	Expenses related to legal proceedings	-	-	-400	-	-	-	-	-	-400	-
	Impairment of investment in BAIC Motor	-244	-	-	-	-	-	-	-	-244	-
	Losses from currency transactions (not alloc. to business operations)	-222	-	-19	-	-	-	-	-	-241	-
	Contribution of shares of Renault and Nissan to pension plan assets	-	-	605	-	-	-	-	-	605	-

Mercedes-Benz Cars Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Unit sales (units)	496,756	459,708	546,517	500,694	565,564	508,350	589,119	532,686	+11%	2,197,956	2,001,438	+10%
Retail sales (units)	518,940	458,276	561,189	502,241	563,487	503,853	584,798	526,611	+11%	2,228,414	1,990,981	+12%
Production (units)	523,029	494,970	570,041	503,950	596,443	540,200	545,839	520,703	+5%	2,235,352	2,059,823	+9%
Revenue (millions of EUR)	19,980	19,509	22,122	21,136	23,251	20,707	23,931	22,457	+7%	89,284	83,809	+7%
EBIT (millions of EUR)	1,395	1,841	1,410	2,227	2,746	2,183	2,561	1,675	+53%	8,112	7,926	+2%
Return on sales (%)	7.0%	9.4%	6.4%	10.5%	11.8%	10.5%	10.7%	7.5%	.	9.1%	9.5%	.
V-Class retail sales (included in MBC retail sales)	9,401	6,650	12,879	8,564	12,177	7,336	12,238	8,951	+37%	46,695	31,501	+48%

Mercedes-Benz Cars

Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	496,756	459,708	546,517	500,694	565,564	508,350	589,119	532,686	+11%	2,197,956	2,001,438	+10%
Europe	222,663	196,723	256,260	227,526	244,553	218,602	256,247	230,872	+11%	979,723	873,723	+12%
of which Germany	69,723	65,394	84,040	78,689	79,064	73,445	80,873	78,165	+3%	313,700	295,693	+6%
NAFTA	89,830	99,333	100,934	106,241	105,123	100,332	110,219	105,798	+4%	406,106	411,704	-1%
of which USA	77,256	87,714	86,624	90,383	89,878	88,073	93,449	92,938	+1%	347,207	359,108	-3%
Asia	162,691	140,180	165,803	142,228	190,566	163,335	196,332	172,501	+14%	715,392	618,244	+16%
of which China	108,342	87,426	117,134	91,152	126,601	105,675	135,487	116,142	+17%	487,564	400,395	+22%
of which locally produced vehicles	69,832	48,935	73,566	54,099	83,376	72,249	90,295	74,905	+21%	317,069	250,188	+27%
Rest of World	21,572	23,472	23,520	24,699	25,322	26,081	26,321	23,515	+12%	96,735	97,767	-1%

Mercedes-Benz Cars Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	518,940	458,276	561,189	502,241	563,487	503,853	584,798	526,611	+11%	2,228,414	1,990,981	+12%
Europe	238,143	209,362	264,310	231,969	247,262	222,565	256,665	229,953	+12%	1,006,380	893,849	+13%
of which Germany	72,806	68,408	88,465	82,240	83,493	76,759	86,082	82,582	+4%	330,846	309,989	+7%
NAFTA	89,804	90,558	103,179	103,226	103,093	99,768	108,161	108,182	-0%	404,237	401,734	+1%
of which USA	77,048	79,708	88,345	88,917	87,866	86,708	93,204	95,215	-2%	346,463	350,548	-1%
Asia	168,608	135,039	170,253	141,702	188,877	155,065	194,211	164,260	+18%	721,949	596,066	+21%
of which China	110,870	82,618	118,267	90,935	130,409	102,875	134,383	110,207	+22%	493,929	386,635	+28%
of which locally produced vehicles	72,327	47,097	78,538	52,424	85,523	68,212	85,328	72,407	+18%	321,716	240,140	+34%
Rest of World	22,385	23,317	23,447	25,344	24,255	26,455	25,761	24,216	+6%	95,848	99,332	-4%
V-Class (included in MBC retail sales)	9,401	6,650	12,879	8,564	12,177	7,336	12,238	8,951	+37%	46,695	31,501	+48%

Mercedes-Benz Cars Market Shares*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change in % pts.	2016	2015	Change in % pts.
European Union	5.8	5.5	6.1	5.7	6.6	6.1	6.5	6.0	+0.5	6.2	5.8	+0.4
of which Germany	9.8	9.9	10.4	10.1	10.5	10.1	11.3	10.4	+0.9	10.4	10.1	+0.3
USA	1.9	2.0	1.9	1.9	2.0	1.9	2.1	2.2	-0.1	2.0	2.0	-0.0
China	2.0	1.7	2.3	1.9	2.5	2.4	1.8	2.0	-0.2	2.1	1.9	+0.2
Japan	1.5	1.4	1.7	1.5	1.9	1.7	1.8	1.8	0.0	1.7	1.6	+0.1

* Based on estimates in certain markets.

Daimler Trucks Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Incoming orders (units)	98,583	134,148	93,880	123,539	83,944	106,378	109,951	118,255	-7%	386,358	482,320	-20%
Unit sales (units)	105,664	112,424	108,282	125,113	97,143	128,496	104,019	136,445	-24%	415,108	502,478	-17%
Retail sales (units)	105,152	104,783	112,684	121,927	102,999	123,651	114,881	137,901	-17%	435,716	488,262	-11%
Production (units)	111,909	122,236	110,501	126,972	98,741	129,890	90,114	127,565	-29%	411,265	506,663	-19%
Revenue (millions of EUR)	8,204	8,414	8,666	9,441	7,851	9,650	8,466	10,073	-16%	33,187	37,578	-12%
EBIT (millions of EUR)	516	472	621	682	464	791	347	631	-45%	1,948	2,576	-24%
Return on sales (%)	6.3%	5.6%	7.2%	7.2%	5.9%	8.2%	4.1%	6.3%	.	5.9%	6.9%	.

Daimler Trucks Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Daimler Trucks	105,664	112,424	108,282	125,113	97,143	128,496	104,019	136,445	-24%	415,108	502,478	-17%
EU30*	15,469	13,656	20,381	18,028	21,307	19,938	22,616	24,793	-9%	79,773	76,415	+4%
of which Germany	5,515	5,042	8,335	7,555	8,306	8,011	9,334	11,403	-18%	31,490	32,011	-2%
NAFTA	40,428	40,844	40,643	49,388	31,433	52,185	33,197	49,503	-33%	145,701	191,920	-24%
of which USA	35,975	35,735	34,163	43,703	25,221	45,613	26,225	41,743	-37%	121,584	166,794	-27%
Latin America (excl. Mexico)	5,966	7,236	6,779	8,549	7,656	7,831	7,091	6,895	+3%	27,492	30,511	-10%
of which Brazil	2,864	4,205	2,971	4,366	3,453	4,343	2,814	3,464	-19%	12,102	16,378	-26%
Asia	35,419	37,277	30,385	35,416	28,070	36,081	31,575	38,920	-19%	125,449	147,694	-15%
of which Japan	12,370	12,299	11,025	10,400	11,749	11,706	11,267	11,157	+1%	46,411	45,562	+2%
Indonesia	7,391	9,997	5,642	9,468	6,690	5,416	8,227	7,216	+14%	27,950	32,097	-13%
India	4,037	3,607	3,906	3,043	2,438	3,566	2,700	3,802	-29%	13,081	14,018	-7%
Rest of World	8,382	13,411	10,094	13,732	8,677	12,461	9,540	16,334	-42%	36,693	55,938	-34%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	17,139	15,902	21,259	18,929	16,913	14,292	22,529	20,067	+12%	77,840	69,190	+13%
Daimler Trucks including BFDA	122,803	128,326	129,541	144,042	114,056	142,788	126,548	156,512	-19%	492,948	571,668	-14%

* European Union, Switzerland and Norway.

Daimler Trucks Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Daimler Trucks	105,152	104,783	112,684	121,927	102,999	123,651	114,881	137,901	-17%	435,716	488,262	-11%
EU30*	14,939	13,782	20,315	18,050	19,348	19,478	24,292	24,443	-1%	78,894	75,753	+4%
of which Germany	5,515	5,042	8,335	7,555	8,306	8,011	9,334	11,403	-18%	31,490	32,011	-2%
NAFTA	40,561	38,215	43,537	46,241	36,846	47,409	36,316	49,671	-27%	157,260	181,536	-13%
of which USA	35,762	33,769	36,739	40,694	30,392	41,551	28,898	42,229	-32%	131,791	158,243	-17%
Latin America (excl. Mexico)	6,162	5,717	7,206	9,360	7,534	8,501	7,384	7,378	+0%	28,286	30,956	-9%
of which Brazil	3,085	2,796	3,309	5,115	3,229	4,773	3,320	4,063	-18%	12,943	16,747	-23%
Asia	35,191	33,248	30,731	35,164	30,726	36,143	36,839	41,057	-10%	133,487	145,612	-8%
of which Japan	12,390	12,397	10,872	10,084	11,760	11,806	11,018	11,194	-2%	46,040	45,481	+1%
Indonesia	7,287	7,527	6,727	8,826	6,460	5,004	11,285	12,561	-10%	31,759	33,918	-6%
India	3,690	3,376	3,663	3,164	2,653	3,625	2,302	3,864	-40%	12,308	14,029	-12%
Rest of World	8,299	13,821	10,895	13,112	8,545	12,120	10,050	15,352	-35%	37,789	54,405	-31%

* European Union, Switzerland and Norway.

Daimler Trucks Incoming Orders

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Daimler Trucks	98,583	134,148	93,880	123,539	83,944	106,378	109,951	118,255	-7%	386,358	482,320	-20%
EU30*	20,736	20,191	19,868	21,220	17,067	17,098	21,988	19,517	+13%	79,659	78,026	+2%
of which Germany	8,994	8,206	7,291	7,520	6,678	7,172	7,815	7,601	+3%	30,778	30,499	+1%
NAFTA	29,378	52,343	24,948	39,836	23,840	34,437	40,361	41,577	-3%	118,527	168,193	-30%
of which USA	21,134	47,929	19,989	34,822	21,444	28,739	34,558	35,620	-3%	97,125	147,110	-34%
Latin America (excl. Mexico)	5,731	7,259	6,740	8,063	7,103	6,873	6,418	7,014	-8%	25,992	29,209	-11%
of which Brazil	2,864	4,205	2,971	4,366	3,453	4,343	2,814	3,464	-19%	12,102	16,378	-26%
Asia	33,404	36,996	31,547	37,816	28,739	35,458	31,336	35,581	-12%	125,026	145,851	-14%
of which Japan	12,297	11,123	13,147	12,591	12,059	11,829	10,817	11,173	-3%	48,320	46,716	+3%
Indonesia	6,536	10,345	7,260	6,161	6,080	6,369	7,999	6,596	+21%	27,875	29,471	-5%
India	3,715	2,678	3,560	3,640	2,463	3,852	2,529	3,397	-26%	12,267	13,567	-10%
Rest of World	9,334	17,359	10,777	16,604	7,195	12,512	9,848	14,566	-32%	37,154	61,041	-39%

* European Union, Switzerland and Norway.

Daimler Trucks Market Shares*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change in % pts.	2016	2015	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
EU30** MDT/HDT	20.1	20.9	21.5	20.4	22.3	23.6	21.7	23.5	-1.8	21.6	22.4	-0.8
Germany MDT/HDT	35.8	33.2	36.9	31.1	37.9	38.7	37.4	41.3	-3.9	37.2	36.9	+0.3
Brazil MDT/HDT	28.7	22.9	30.8	26.2	26.8	28.8	32.0	27.4	+4.6	29.8	26.7	+3.1
Trucks NAFTA												
(Freightliner/Western Star)												
NAFTA Class 8	44.4	41.5	43.2	35.9	39.0	38.5	35.8	41.6	-5.8	40.0	39.3	+0.7
NAFTA Class 6-7	41.9	41.1	36.4	40.9	39.7	37.3	35.7	40.3	-4.6	37.9	39.7	-1.8
Trucks Asia												
(FUSO)												
Japan Trucks Total	19.4	18.5	20.9	21.0	21.2	22.4	19.7	20.6	-0.9	20.4	20.8	-0.4
Indonesia Trucks Total	47.6	48.0	46.5	48.2	45.5	49.5	47.1	46.9	+0.2	46.7	48.0	-1.3
(BharatBenz)												
India upper MDT/HDT	6.6	6.0	7.1	7.9	7.1	7.4	6.4	7.3	-0.9	6.8	7.3	-0.5

* Based on estimates in certain markets.

** European Union including Switzerland and Norway, excluding United Kingdom.

Mercedes-Benz Vans Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Unit sales (units)	76,647	63,805	99,583	81,611	85,238	75,732	97,628	99,869	-2%	359,096	321,017	+12%
Retail sales (units)	66,387	57,582	82,572	73,652	74,625	69,691	85,654	86,814	-1%	309,238	287,739	+7%
Production (units)	89,741	74,722	103,688	86,507	84,123	77,425	91,022	89,475	+2%	368,574	328,129	+12%
Revenue (millions of EUR)	2,815	2,415	3,441	2,829	3,120	2,752	3,459	3,477	-1%	12,835	11,473	+12%
EBIT (millions of EUR)	301	215	401	234	312	193	156	238	-34%	1,170	880	+33%
Return on sales (%)	10.7%	8.9%	11.7%	8.3%	10.0%	7.0%	4.5%	6.8%	.	9.1%	7.7%	.
V-Class retail sales (excluded in MB Vans retail sales)	9,401	6,650	12,879	8,564	12,177	7,336	12,238	8,951	+37%	46,695	31,501	+48%

Mercedes-Benz Vans Unit Sales

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Wholesales (in units)	76,647	63,805	99,583	81,611	85,238	75,732	97,628	99,869	-2%	359,096	321,017	+12%
EU30*	53,942	44,717	69,532	57,679	57,761	51,228	68,625	68,365	+0%	249,860	221,989	+13%
of which Germany	19,213	18,001	26,830	22,550	23,327	19,549	26,760	28,280	-5%	96,130	88,380	+9%
NAFTA	10,249	7,540	11,635	10,337	10,570	9,235	10,900	13,407	-19%	43,354	40,519	+7%
of which USA	8,068	6,212	8,837	8,040	8,171	7,369	8,673	10,755	-19%	33,749	32,376	+4%
Latin America (excl. Mexico)	2,480	3,658	3,045	3,778	3,390	3,478	3,582	4,836	-26%	12,497	15,750	-21%
Asia	3,118	1,622	6,441	2,751	6,607	2,689	6,360	4,719	+35%	22,526	11,781	+91%
of which China	1,488	892	4,230	1,909	4,124	1,704	3,794	2,673	+42%	13,636	7,178	+90%
Rest of World	6,858	6,268	8,930	7,066	6,910	9,102	8,161	8,542	-4%	30,859	30,978	-0%

* European Union, Switzerland and Norway.

Mercedes-Benz Vans Retail Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Retail sales (in units)	66,387	57,582	82,572	73,652	74,625	69,691	85,654	86,814	-1%	309,238	287,739	+7%
EU30*	45,533	39,270	58,008	50,816	50,642	46,199	59,663	59,979	-1%	213,846	196,264	+9%
of which Germany	15,461	14,809	22,181	18,733	18,853	16,338	22,315	24,236	-8%	78,810	74,116	+6%
NAFTA	9,267	6,902	11,333	9,933	11,959	8,856	11,147	11,817	-6%	43,706	37,508	+17%
of which USA	7,240	5,559	8,522	7,975	9,394	6,740	9,148	9,615	-5%	34,304	29,889	+15%
Latin America (excl. Mexico)	3,111	3,902	3,275	3,758	3,249	3,709	3,675	4,240	-13%	13,310	15,609	-15%
Asia	2,329	1,920	2,681	2,511	2,558	2,435	3,020	2,575	+17%	10,588	9,441	+12%
of which China	1,546	1,121	1,754	1,622	1,512	1,674	1,989	1,697	+17%	6,801	6,114	+11%
Rest of World	6,147	5,588	7,275	6,634	6,217	8,492	8,149	8,203	-1%	27,788	28,917	-4%
V-Class (excluded in MB Vans retail sales)	9,401	6,650	12,879	8,564	12,177	7,336	12,238	8,951	+37%	46,695	31,501	+48%
Market shares (in percent)												
Western Europe** small	3.1	2.8	2.9	3.1	3.3	3.2	3.2	3.7	-0.5 pts.	3.1	3.2	-0.1 pts.
Western Europe** midsize/large	19.5	16.1	21.0	19.4	19.0	19.5	18.2	18.2	0.0 pts.	18.4	18.4	0.0 pts.
Germany midsize/large	27.2	25.3	26.9	25.6	26.4	27.7	29.1	29.5	-0.4 pts.	27.3	27.1	+0.2 pts.
USA large	6.9	8.2	7.0	8.6	9.0	8.7	7.7	9.2	-1.5 pts.	7.6	8.7	-1.1 pts.

* European Union, Switzerland and Norway.

** Excluding United Kingdom; based on estimates in certain markets.

Daimler Buses Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Unit sales* (units)	4,818	5,677	6,958	7,341	6,185	7,438	8,265	7,625	+8%	26,226	28,081	-7%
Production (units)	5,576	7,758	6,600	7,972	6,952	7,070	7,052	6,292	+12%	26,180	29,092	-10%
Revenue (millions of EUR)	830	877	1,122	1,037	937	1,018	1,287	1,181	+9%	4,176	4,113	+2%
EBIT (millions of EUR)	39	34	88	57	45	89	77	34	+126%	249	214	+16%
Return on sales (%)	4.7%	3.9%	7.8%	5.5%	4.8%	8.7%	6.0%	2.9%	.	6.0%	5.2%	.

* 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		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Wholesales* (in units)	4,818	5,677	6,958	7,341	6,185	7,438	8,265	7,625	+8%	26,226	28,081	-7%
EU30**	1,572	1,390	2,239	1,991	1,842	1,935	3,185	3,257	-2%	8,838	8,573	+3%
of which Germany	482	321	726	691	569	535	1,286	1,240	+4%	3,063	2,787	+10%
NAFTA	549	581	628	951	1,195	1,236	1,461	1,221	+20%	3,833	3,989	-4%
of which Mexico	542	577	614	945	1,166	1,226	1,458	1,216	+20%	3,780	3,964	-5%
Latin America (excl. Mexico)	2,156	2,932	2,988	3,307	2,237	3,471	2,456	2,199	+12%	9,837	11,909	-17%
of which Brazil	1,460	2,207	1,796	1,901	1,012	1,929	669	1,179	-43%	4,937	7,216	-32%
Asia	183	138	521	242	470	251	585	399	+47%	1,759	1,030	+71%
Rest of World	358	636	582	850	441	545	578	549	+5%	1,959	2,580	-24%
Market shares*** (in percent)												
EU30** heavy	32.5	32.0	30.8	30.1	28.5	30.2	27.1	26.8	+0.2 pts.	29.7	29.5	+0.2 pts.
Germany heavy	55.3	43.4	53.4	54.9	45.0	51.5	47.5	48.2	-0.7 pts.	50.1	49.3	+0.8 pts.
Brazil heavy	55.1	51.1	59.2	56.7	62.0	53.7	55.3	47.4	+7.9 pts.	58.4	52.5	+5.9 pts.

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

** European Union, Switzerland and Norway.

*** Based on estimates in certain markets.

Daimler Financial Services Overview

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
New business	13,707	13,227	15,415	14,765	15,658	14,589	17,030	15,310	+11%	61,810	57,891	+7%
Contract volume (end of period)	115,704	108,728	120,319	110,593	122,118	110,956	132,565	116,727	+14%	132,565	116,727	+14%
Revenue	4,862	4,549	5,014	4,769	5,133	4,702	5,651	4,942	+14%	20,660	18,962	+9%
EBIT	432	409	479	445	438	378	390	387	+1%	1,739	1,619	+7%
Return on equity (%)	17.4%	20.4%	19.3%	20.7%	17.7%	16.6%	15.2%	16.0%	.	17.4%	18.3%	.