Fact Sheet for Q1 2014

April 30, 2014
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Daimler Group

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- Daimler Buses 26 - 27
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## Stock Market Information

<table>
<thead>
<tr>
<th></th>
<th>2nd Quarter</th>
<th></th>
<th>3rd Quarter</th>
<th></th>
<th>4th Quarter</th>
<th></th>
<th>1st Quarter</th>
<th></th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Earnings per share (in EUR)</strong>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>basic</td>
<td>2.65</td>
<td>1.39</td>
<td>1.72</td>
<td>1.06</td>
<td>1.53</td>
<td>2.31</td>
<td>0.96</td>
<td>0.50</td>
<td>+92%</td>
</tr>
<tr>
<td>diluted</td>
<td>2.65</td>
<td>1.39</td>
<td>1.72</td>
<td>1.06</td>
<td>1.53</td>
<td>2.31</td>
<td>0.96</td>
<td>0.50</td>
<td>+92%</td>
</tr>
<tr>
<td><strong>Average number of</strong></td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>shares outstanding (in millions)</strong> (adjusted for treasury stocks)</td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>basic</td>
<td>1,068.4</td>
<td>1,066.4</td>
<td>1,069.4</td>
<td>1,067.0</td>
<td>1,069.7</td>
<td>1,067.4</td>
<td>1,069.8</td>
<td>1,067.7</td>
<td>+0%</td>
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<tr>
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<td>1,068.7</td>
<td>1,066.8</td>
<td>1,069.6</td>
<td>1,067.3</td>
<td>1,069.8</td>
<td>1,067.5</td>
<td>1,069.8</td>
<td>1,068.1</td>
<td>+0%</td>
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<tr>
<td><strong>Number of shares outstanding</strong> (at period end, in millions)</td>
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<tr>
<td></td>
<td>1,069.0</td>
<td>1,066.5</td>
<td>1,069.6</td>
<td>1,067.3</td>
<td>1,069.8</td>
<td>1,067.6</td>
<td>1,069.8</td>
<td>1,067.9</td>
<td>+0%</td>
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<td><strong>Share price Frankfurt</strong></td>
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<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>(at period end, in EUR)</td>
<td>46.49</td>
<td>35.35</td>
<td>57.62</td>
<td>37.67</td>
<td>62.90</td>
<td>41.32</td>
<td>68.59</td>
<td>42.45</td>
<td>+62%</td>
</tr>
<tr>
<td><strong>Market capitalization Frankfurt</strong> (at period end, in billions of EUR)</td>
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<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>49.70</td>
<td>37.70</td>
<td>61.63</td>
<td>40.20</td>
<td>67.29</td>
<td>44.11</td>
<td>73.38</td>
<td>45.33</td>
<td>+62%</td>
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* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.
### Key Figures and Ratios

<table>
<thead>
<tr>
<th></th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Unit Sales (in units)</strong></td>
<td>605,823</td>
<td>570,343</td>
<td>594,874</td>
<td>528,559</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>29,692</td>
<td>28,884</td>
<td>30,099</td>
<td>28,572</td>
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<tr>
<td><strong>EBIT</strong>*</td>
<td>5,242</td>
<td>2,268</td>
<td>2,231</td>
<td>1,923</td>
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<tr>
<td><strong>Net profit (loss), Group</strong>*</td>
<td>4,583</td>
<td>1,565</td>
<td>1,897</td>
<td>1,238</td>
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<tr>
<td><strong>Profit (loss) attributable to shareholders of Daimler AG</strong>*</td>
<td>2,834</td>
<td>1,477</td>
<td>1,836</td>
<td>1,135</td>
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<tr>
<td><strong>Depreciation and amortization</strong></td>
<td>1,094</td>
<td>1,003</td>
<td>1,102</td>
<td>1,027</td>
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<td><strong>R&amp;D expenditure total</strong></td>
<td>1,371</td>
<td>1,381</td>
<td>1,431</td>
<td>1,452</td>
</tr>
<tr>
<td><strong>Expensed R&amp;D costs</strong>**</td>
<td>1,016</td>
<td>1,033</td>
<td>1,022</td>
<td>1,053</td>
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<tr>
<td><strong>Capitalized development costs</strong></td>
<td>355</td>
<td>348</td>
<td>295</td>
<td>379</td>
</tr>
<tr>
<td><strong>Amortization on capitalized development costs</strong></td>
<td>278</td>
<td>241</td>
<td>298</td>
<td>247</td>
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<tr>
<td><strong>Capital expenditure total</strong></td>
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<td>2,089</td>
<td>1,543</td>
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<td><strong>Investment in pp&amp;e</strong></td>
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<td>1,310</td>
<td>1,216</td>
<td>1,021</td>
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<tr>
<td><strong>Capitalized development costs</strong></td>
<td>355</td>
<td>348</td>
<td>295</td>
<td>379</td>
</tr>
<tr>
<td><strong>Other intangible assets</strong></td>
<td>203</td>
<td>124</td>
<td>73</td>
<td>90</td>
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<td><strong>Financial investments</strong></td>
<td>199</td>
<td>307</td>
<td>73</td>
<td>53</td>
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* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.
** The 2013 figures have been adjusted due to a reclassification in the functional costs.
## Free Cash Flow and Net Liquidity of the Industrial Business

<table>
<thead>
<tr>
<th></th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net liquidity</strong></td>
<td></td>
<td></td>
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<tr>
<td>at the beginning of the period</td>
<td>10,019 10,093</td>
<td>11,326 8,438</td>
<td>12,577 8,207</td>
<td>13,834 11,508</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>3,454 1,005</td>
<td>1,577 -209</td>
<td>963 2,633</td>
<td>694 -1,152</td>
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<td>thereof: working capital*</td>
<td>-177 758</td>
<td>-42 -786</td>
<td>36 1,252</td>
<td>-177 -447</td>
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<tr>
<td>Other</td>
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<td>-326 -22</td>
<td>294 668</td>
<td>-54 -337</td>
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<tr>
<td>thereof: dividends Daimler AG</td>
<td>-2,349 -2,346</td>
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<td>0 0</td>
<td>0 0</td>
</tr>
<tr>
<td><strong>Net liquidity</strong></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>at the end of the period</td>
<td>11,326 8,438</td>
<td>12,577 8,207</td>
<td>13,834 11,508</td>
<td>14,474 10,019</td>
</tr>
</tbody>
</table>

* Inventories, trade receivables and trade payables
## Liquidity

<table>
<thead>
<tr>
<th>(in millions of EUR)</th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Group liquidity</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>11,607</td>
<td>12,094</td>
<td>10,615</td>
<td>12,279</td>
<td>11,053</td>
</tr>
<tr>
<td>Marketable securities and term deposits</td>
<td>7,263</td>
<td>2,504</td>
<td>7,219</td>
<td>4,023</td>
<td>7,066</td>
</tr>
<tr>
<td><strong>Gross liquidity</strong></td>
<td>18,870</td>
<td>14,598</td>
<td>17,834</td>
<td>16,302</td>
<td>18,119</td>
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<tr>
<td>Financing liabilities (nominal)</td>
<td>-78,262</td>
<td>-72,367</td>
<td>-76,239</td>
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## Liquidity of the industrial business

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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash and cash equivalents</strong></td>
<td>10,691</td>
<td>11,081</td>
<td>9,862</td>
<td>11,057</td>
<td>9,845</td>
<td>9,887</td>
<td>10,925</td>
<td>10,348</td>
<td>+6%</td>
</tr>
<tr>
<td><strong>Marketable securities and term deposits</strong></td>
<td>5,452</td>
<td>811</td>
<td>5,523</td>
<td>2,305</td>
<td>5,303</td>
<td>3,841</td>
<td>4,811</td>
<td>4,284</td>
<td>+12%</td>
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<td><strong>Gross liquidity</strong></td>
<td>16,143</td>
<td>11,892</td>
<td>15,385</td>
<td>13,362</td>
<td>15,148</td>
<td>13,728</td>
<td>15,736</td>
<td>14,632</td>
<td>+8%</td>
</tr>
<tr>
<td><strong>Net liquidity</strong></td>
<td>11,326</td>
<td>8,438</td>
<td>12,577</td>
<td>8,207</td>
<td>13,834</td>
<td>11,508</td>
<td>14,474</td>
<td>10,019</td>
<td>+44%</td>
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</table>
## Pension and Health-Care Benefits*

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<tr>
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<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pension benefits</strong></td>
<td></td>
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</tr>
<tr>
<td>Benefit obligations</td>
<td>-23.5</td>
<td>-20.2</td>
<td>-23.6</td>
<td>-22.2</td>
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<tr>
<td>Plan assets</td>
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<td>12.9</td>
<td>14.1</td>
<td>13.3</td>
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<tr>
<td>Funded status</td>
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<td>-7.3</td>
<td>-9.5</td>
<td>-8.9</td>
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<tr>
<td><strong>Health-care benefits</strong></td>
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<tr>
<td>Benefit obligations</td>
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<td>-1.4</td>
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<tr>
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<td>0.0</td>
<td>0.0</td>
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<td>Reimbursement Medicare Act</td>
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<td>-1.3</td>
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* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.
## Unit Sales

<table>
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<tr>
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<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Mercedes-Benz Cars</strong></td>
<td>404,711</td>
<td>370,384</td>
<td>395,446</td>
<td>345,418</td>
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<tr>
<td><strong>Daimler Trucks</strong></td>
<td>123,763</td>
<td>122,217</td>
<td>124,465</td>
<td>119,142</td>
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<tr>
<td><strong>Mercedes-Benz Vans</strong></td>
<td>69,436</td>
<td>69,324</td>
<td>65,314</td>
<td>55,742</td>
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<td><strong>Daimler Buses</strong></td>
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<td>8,418</td>
<td>9,649</td>
<td>8,257</td>
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<tr>
<td><strong>Daimler Group</strong></td>
<td>605,823</td>
<td>570,343</td>
<td>594,874</td>
<td>528,559</td>
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# Production Volume

<table>
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<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
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<tbody>
<tr>
<td></td>
<td>2013</td>
<td>2013</td>
<td>2013</td>
<td>2014</td>
</tr>
<tr>
<td></td>
<td>2012</td>
<td>2012</td>
<td>2012</td>
<td>2013</td>
</tr>
<tr>
<td>Change</td>
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</tr>
<tr>
<td>Mercedes-Benz Cars</td>
<td>412,009</td>
<td>391,934</td>
<td>410,674</td>
<td>407,458</td>
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<td>355,578</td>
<td>367,199</td>
<td>368,864</td>
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<td></td>
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<tr>
<td>Daimler Trucks</td>
<td>127,401</td>
<td>128,289</td>
<td>123,440</td>
<td>122,094</td>
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<tr>
<td></td>
<td>120,914</td>
<td>118,892</td>
<td>96,253</td>
<td>111,150</td>
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<tr>
<td></td>
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<tr>
<td>Mercedes-Benz Vans</td>
<td>72,811</td>
<td>62,843</td>
<td>71,852</td>
<td>73,939</td>
</tr>
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<td></td>
<td>67,795</td>
<td>55,159</td>
<td>71,568</td>
<td>63,169</td>
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<td>Daimler Buses</td>
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<td>544,620</td>
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## Revenue

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<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
<th>Change</th>
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<tbody>
<tr>
<td></td>
<td>2013</td>
<td>2012</td>
<td>2013</td>
<td>2012</td>
<td></td>
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<tr>
<td><strong>Mercedes-Benz Cars</strong></td>
<td>16,324</td>
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<td>16,521</td>
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<td>17,352</td>
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<tr>
<td><strong>Daimler Trucks</strong></td>
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<td>8,095</td>
<td>8,502</td>
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<td><strong>Mercedes-Benz Vans</strong></td>
<td>2,434</td>
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<td>2,084</td>
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<tr>
<td><strong>Daimler Buses</strong></td>
<td>934</td>
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<td>951</td>
<td>1,293</td>
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<td><strong>Daimler Financial Services</strong></td>
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<tr>
<td><strong>Reconciliation</strong></td>
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<td></td>
<td></td>
<td></td>
<td>-1,548</td>
</tr>
<tr>
<td><strong>Daimler Group</strong></td>
<td>29,692</td>
<td>28,884</td>
<td>30,099</td>
<td>28,572</td>
<td>32,089</td>
</tr>
<tr>
<td></td>
<td>+13%</td>
<td></td>
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</tbody>
</table>
Earnings Before Interest and Taxes (EBIT) and Return on Sales (RoS)*

<table>
<thead>
<tr>
<th>(EBIT in millions of EUR, RoS in %)</th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
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<tbody>
<tr>
<td>Mercedes-Benz Cars</td>
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<tr>
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<td>1,041</td>
<td>1,337</td>
<td>1,200</td>
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<tr>
<td>RoS</td>
<td>6.4%</td>
<td>8.7%</td>
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<tr>
<td>Daimler Trucks</td>
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<tr>
<td>EBIT</td>
<td>434</td>
<td>524</td>
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<tr>
<td>Mercedes-Benz Vans</td>
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<tr>
<td>EBIT</td>
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<td>8.4%</td>
<td>8.3%</td>
<td>6.7%</td>
<td>3.6%</td>
<td>7.2%</td>
</tr>
<tr>
<td>Daimler Buses</td>
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<tr>
<td>RoS</td>
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<tr>
<td>EBIT</td>
<td>319</td>
<td>338</td>
<td>322</td>
<td>322</td>
<td>313</td>
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<tr>
<td>Return on equity (RoE)</td>
<td>19.1%</td>
<td>23.5%</td>
<td>19.3%</td>
<td>21.2%</td>
<td>18.8%</td>
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<tr>
<td>Reconciliation</td>
<td></td>
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<tr>
<td>thereof: share of result of EADS</td>
<td>3,217</td>
<td>-72</td>
<td>-24</td>
<td>88</td>
<td>-21</td>
</tr>
<tr>
<td></td>
<td>3,209</td>
<td>17</td>
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* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

** Thereof gain on the sale of EADS shares: 913 million EUR.
EBIT and RoS from Ongoing Business*  

<table>
<thead>
<tr>
<th></th>
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<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
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<td>8.0%</td>
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<tr>
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<td>530</td>
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<td>204</td>
<td>200</td>
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<td>75</td>
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<tr>
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<td>8.4%</td>
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<td>7.2%</td>
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<tr>
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</tr>
<tr>
<td>EBIT</td>
<td>319</td>
<td>338</td>
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<td>18.8%</td>
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<tr>
<td><strong>Reconciliation</strong></td>
<td></td>
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<td></td>
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<tr>
<td>thereof: share of result of EADS</td>
<td>22</td>
<td>-72</td>
<td>-16</td>
<td>88</td>
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<tr>
<td></td>
<td>0</td>
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<td>0</td>
<td>105</td>
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<td><strong>Daimler Group</strong></td>
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<td>2,314</td>
<td>2,300</td>
<td>1,965</td>
<td>2,563</td>
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* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.
## Special Items affecting EBIT

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<tr>
<th>(in millions of EUR)</th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Mercedes-Benz Cars</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Impairment of investments in the area of alternative drive systems</td>
<td>-43</td>
<td>-</td>
<td>-51</td>
<td>-26</td>
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<tr>
<td><strong>Daimler Trucks</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Workforce adjustments*</td>
<td>-82</td>
<td>-</td>
<td>-8</td>
<td>-</td>
</tr>
<tr>
<td><strong>Mercedes-Benz Vans</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Impairment of investment in Fujian Benz Automotive Corporation</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Daimler Buses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business repositioning</td>
<td>-20</td>
<td>-46</td>
<td>-2</td>
<td>-16</td>
</tr>
<tr>
<td><strong>Reconciliation</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Divestiture of EADS shares</td>
<td>3,209</td>
<td>-</td>
<td>13</td>
<td>-</td>
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<tr>
<td>Measurement of put option for Rolls-Royce Power Systems Holding</td>
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<td>-</td>
<td>-21</td>
<td>-</td>
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<tr>
<td>Hedge of Tesla share price</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
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* Daimler Trucks expects expenses from workforce adjustments in a total of up to €150 million in 2014 and 2015, the majority of which will be recognized in 2014.
## Mercedes-Benz Cars

### Overview

<table>
<thead>
<tr>
<th></th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Unit sales</strong> (units)</td>
<td>404,711</td>
<td>370,384</td>
<td>395,446</td>
<td>345,418</td>
</tr>
<tr>
<td><strong>Retail sales</strong>* (units)</td>
<td>395,774</td>
<td>367,640</td>
<td>390,116</td>
<td>335,393</td>
</tr>
<tr>
<td><strong>Production</strong> (units)</td>
<td>412,009</td>
<td>355,578</td>
<td>391,934</td>
<td>367,199</td>
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<tr>
<td><strong>Revenue</strong> (millions of EUR)</td>
<td>16,324</td>
<td>15,364</td>
<td>16,521</td>
<td>15,238</td>
</tr>
<tr>
<td><strong>EBIT</strong> (millions of EUR)</td>
<td>1,041</td>
<td>1,337</td>
<td>1,200</td>
<td>973</td>
</tr>
<tr>
<td><strong>Return on sales</strong> (%)</td>
<td>6.4%</td>
<td>8.7%</td>
<td>7.3%</td>
<td>6.4%</td>
</tr>
</tbody>
</table>

* Including vehicles of the V-Class segment as of Q1 2014 (5,324 units).
## Mercedes-Benz Cars
### Unit Sales

<table>
<thead>
<tr>
<th></th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Mercedes-Benz Cars</strong></td>
<td>404,711 370,384</td>
<td>395,446 345,418</td>
<td>423,895 397,464</td>
<td>389,476 341,511</td>
</tr>
<tr>
<td><strong>Western Europe</strong></td>
<td>178,247 169,347</td>
<td>151,438 143,183</td>
<td>160,786 162,619</td>
<td>152,329 149,691</td>
</tr>
<tr>
<td>of which <strong>Germany</strong></td>
<td>79,774 80,911</td>
<td>69,908 68,479</td>
<td>69,082 75,865</td>
<td>59,106 61,130</td>
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<tr>
<td><strong>NAFTA</strong></td>
<td>88,546 76,851</td>
<td>91,758 83,984</td>
<td>104,978 102,814</td>
<td>86,351 77,775</td>
</tr>
<tr>
<td>of which <strong>USA</strong></td>
<td>76,476 65,453</td>
<td>80,106 74,247</td>
<td>93,927 91,438</td>
<td>76,851 67,998</td>
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<tr>
<td><strong>Asia</strong></td>
<td>93,100 88,910</td>
<td>107,445 82,497</td>
<td>109,775 93,387</td>
<td>114,188 78,745</td>
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<tr>
<td>of which <strong>China</strong></td>
<td>60,043 59,686</td>
<td>64,808 47,127</td>
<td>67,464 59,163</td>
<td>70,343 46,412</td>
</tr>
<tr>
<td><strong>Rest of World</strong></td>
<td>44,818 35,276</td>
<td>44,805 35,754</td>
<td>48,356 38,644</td>
<td>36,608 35,300</td>
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### Mercedes-Benz Cars

**Retail Sales***

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<th>4th Quarter</th>
<th>1st Quarter</th>
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<td></td>
<td>2013</td>
<td>2012</td>
<td>2013</td>
<td>2012</td>
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<td>395,774</td>
<td>367,640</td>
<td>390,116</td>
<td>335,393</td>
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<tr>
<td></td>
<td>426,088</td>
<td>379,899</td>
<td>397,708</td>
<td>350,530</td>
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<tr>
<td><strong>Western Europe</strong></td>
<td>173,633</td>
<td>169,412</td>
<td>158,154</td>
<td>158,488</td>
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<tr>
<td><strong>of which Germany</strong></td>
<td>78,686</td>
<td>80,136</td>
<td>71,743</td>
<td>61,556</td>
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<td></td>
<td>158,372</td>
<td>145,099</td>
<td>156,818</td>
<td>151,833</td>
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<tr>
<td></td>
<td>158,154</td>
<td>156,818</td>
<td>61,556</td>
<td>60,394</td>
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<tr>
<td><strong>NAFTA</strong></td>
<td>86,509</td>
<td>81,300</td>
<td>84,901</td>
<td>81,002</td>
</tr>
<tr>
<td><strong>of which USA</strong></td>
<td>75,038</td>
<td>69,550</td>
<td>74,820</td>
<td>71,473</td>
</tr>
<tr>
<td></td>
<td>86,891</td>
<td>75,273</td>
<td>95,816</td>
<td>81,002</td>
</tr>
<tr>
<td></td>
<td>99,756</td>
<td>85,043</td>
<td>74,820</td>
<td>71,473</td>
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<tr>
<td><strong>Asia</strong></td>
<td>92,568</td>
<td>81,485</td>
<td>117,142</td>
<td>83,135</td>
</tr>
<tr>
<td><strong>of which China</strong></td>
<td>57,468</td>
<td>52,016</td>
<td>71,661</td>
<td>50,049</td>
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<td></td>
<td>101,332</td>
<td>79,982</td>
<td>117,142</td>
<td>83,135</td>
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<td>66,725</td>
<td>55,205</td>
<td>71,661</td>
<td>50,049</td>
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<tr>
<td><strong>Rest of World</strong></td>
<td>43,064</td>
<td>35,443</td>
<td>47,758</td>
<td>34,560</td>
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<td>43,521</td>
<td>35,039</td>
<td>37,177</td>
<td>34,560</td>
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**Note:** Including vehicles of the V-Class segment as of Q1 2014 (5,324 units).
## Mercedes-Benz Cars

### Market Shares*

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<th>4th Quarter</th>
<th>1st Quarter</th>
<th>Change in % pts.</th>
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<td>5.3</td>
<td>5.7</td>
<td>5.5</td>
<td>5.6</td>
</tr>
<tr>
<td>of which <strong>Germany</strong></td>
<td>10.5</td>
<td>10.4</td>
<td>10.5</td>
<td>10.0</td>
<td>9.7</td>
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<td><strong>USA</strong></td>
<td>1.8</td>
<td>1.8</td>
<td>1.9</td>
<td>1.8</td>
<td>2.6</td>
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<tr>
<td><strong>China</strong></td>
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<td>1.4</td>
<td>1.3</td>
<td>1.4</td>
<td>1.5</td>
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<tr>
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<td>0.9</td>
<td>1.3</td>
<td>1.0</td>
<td>1.4</td>
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* Based on estimates in certain markets.
# Daimler Trucks Overview

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<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
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</thead>
<tbody>
<tr>
<td><strong>Incoming orders</strong> (units)</td>
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<td>125,901</td>
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<td><strong>Unit sales</strong> (units)</td>
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<td><strong>Retail sales</strong> (units)</td>
<td>124,065</td>
<td>116,976</td>
<td>118,448</td>
<td>116,689</td>
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<td><strong>Production</strong> (units)</td>
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<td>120,914</td>
<td>128,289</td>
<td>118,892</td>
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<td><strong>Revenue</strong> (millions of EUR)</td>
<td>7,965</td>
<td>8,129</td>
<td>7,982</td>
<td>8,095</td>
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<tr>
<td><strong>EBIT</strong> (millions of EUR)</td>
<td>434</td>
<td>524</td>
<td>522</td>
<td>501</td>
</tr>
<tr>
<td><strong>Return on sales</strong> (%)</td>
<td>5.4%</td>
<td>6.4%</td>
<td>6.5%</td>
<td>6.2%</td>
</tr>
</tbody>
</table>


## Daimler Trucks

### Unit Sales (in units)

<table>
<thead>
<tr>
<th></th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
<th>Change</th>
</tr>
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<tbody>
<tr>
<td><strong>Daimler Trucks</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Western Europe</strong></td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>of which <strong>Germany</strong></td>
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<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>14,270</td>
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<td>16,662</td>
<td>14,193</td>
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<td><strong>NAFTA</strong></td>
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<tr>
<td>of which <strong>USA</strong></td>
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<td>34,924</td>
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<td>35,177</td>
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<td>30,467</td>
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<td><strong>Latin America (excl. Mexico)</strong></td>
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<td></td>
<td>16,051</td>
<td>10,209</td>
<td>16,204</td>
<td>12,541</td>
<td>14,080</td>
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<tr>
<td><strong>Asia</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>of which <strong>Japan</strong></td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td></td>
<td>41,955</td>
<td>46,193</td>
<td>41,115</td>
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<tr>
<td></td>
<td>8,758</td>
<td>8,812</td>
<td>10,081</td>
<td>8,167</td>
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<tr>
<td><strong>Rest of World</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td>16,563</td>
<td>16,201</td>
<td>15,539</td>
<td>14,533</td>
<td>18,628</td>
</tr>
<tr>
<td><strong>BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)</strong></td>
<td></td>
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<td></td>
</tr>
<tr>
<td></td>
<td>28,229</td>
<td>-</td>
<td>24,129</td>
<td>13,942</td>
<td>27,939</td>
</tr>
<tr>
<td><strong>Daimler Trucks including BFDA</strong></td>
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<tr>
<td></td>
<td>151,992</td>
<td>122,217</td>
<td>148,594</td>
<td>133,084</td>
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</table>
## Daimler Trucks

### Retail Sales

<table>
<thead>
<tr>
<th></th>
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<th></th>
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<th></th>
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<th></th>
<th>Change</th>
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<tr>
<td></td>
<td>124,065</td>
<td>116,976</td>
<td>118,448</td>
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<td>141,996</td>
<td>116,903</td>
<td>102,098</td>
<td>100,748</td>
<td>+1%</td>
</tr>
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<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>14,286</td>
<td>15,630</td>
<td>14,760</td>
<td>14,373</td>
<td>24,770</td>
<td>16,088</td>
<td>12,131</td>
<td>12,020</td>
<td>+1%</td>
</tr>
<tr>
<td>of which Germany</td>
<td>7,623</td>
<td>8,189</td>
<td>7,861</td>
<td>7,954</td>
<td>11,796</td>
<td>8,542</td>
<td>6,503</td>
<td>6,212</td>
<td>+5%</td>
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<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>35,910</td>
<td>29,642</td>
<td>33,901</td>
<td>33,704</td>
<td>36,627</td>
<td>33,846</td>
<td>32,476</td>
<td>31,896</td>
<td>+2%</td>
</tr>
<tr>
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<td>30,673</td>
<td>24,808</td>
<td>29,459</td>
<td>28,793</td>
<td>31,974</td>
<td>28,607</td>
<td>29,024</td>
<td>27,981</td>
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<tr>
<td>Latin America (excl. Mexico)</td>
<td>16,206</td>
<td>10,096</td>
<td>14,870</td>
<td>12,027</td>
<td>15,108</td>
<td>15,222</td>
<td>9,542</td>
<td>12,070</td>
<td>-21%</td>
</tr>
<tr>
<td>Asia</td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>41,383</td>
<td>45,888</td>
<td>39,491</td>
<td>42,698</td>
<td>46,733</td>
<td>34,815</td>
<td>36,304</td>
<td>35,188</td>
<td>+3%</td>
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<td>of which Japan</td>
<td>8,618</td>
<td>8,812</td>
<td>10,034</td>
<td>8,339</td>
<td>10,500</td>
<td>8,228</td>
<td>13,767</td>
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<td>16,280</td>
<td>15,720</td>
<td>15,426</td>
<td>13,887</td>
<td>18,758</td>
<td>16,932</td>
<td>11,645</td>
<td>9,574</td>
<td>+22%</td>
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# Daimler Trucks
## Incoming Orders

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<tr>
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<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
<th>Change</th>
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<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>125,791</td>
<td>106,054</td>
<td>125,901</td>
<td>95,432</td>
<td>119,564</td>
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<tr>
<td><strong>Western Europe</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>of which <strong>Germany</strong></td>
<td>8,046</td>
<td>7,151</td>
<td>12,523</td>
<td>6,384</td>
<td>5,165</td>
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<td></td>
<td>17,263</td>
<td>13,760</td>
<td>22,348</td>
<td>11,984</td>
<td>9,863</td>
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<td><strong>NAFTA</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>of which <strong>USA</strong></td>
<td>26,968</td>
<td>19,151</td>
<td>30,251</td>
<td>20,665</td>
<td>37,521</td>
</tr>
<tr>
<td></td>
<td>31,730</td>
<td>22,417</td>
<td>33,002</td>
<td>23,663</td>
<td>42,069</td>
</tr>
<tr>
<td><strong>Latin America (excl. Mexico)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>15,239</td>
<td>8,921</td>
<td>14,764</td>
<td>11,643</td>
<td>9,812</td>
</tr>
<tr>
<td><strong>Asia</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>of which <strong>Japan</strong></td>
<td>11,808</td>
<td>9,215</td>
<td>10,681</td>
<td>8,368</td>
<td>11,690</td>
</tr>
<tr>
<td></td>
<td>43,512</td>
<td>44,624</td>
<td>37,714</td>
<td>32,219</td>
<td>43,358</td>
</tr>
<tr>
<td><strong>Rest of World</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>18,047</td>
<td>16,332</td>
<td>18,073</td>
<td>15,923</td>
<td>14,462</td>
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</table>
# Daimler Trucks

## Market Shares*

<table>
<thead>
<tr>
<th></th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Trucks Europe / Latin America</strong> (Mercedes-Benz)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Western Europe MDT/HDT</td>
<td>24.0</td>
<td>23.3</td>
<td>24.3</td>
<td>24.0</td>
</tr>
<tr>
<td>Germany MDT/HDT</td>
<td>39.5</td>
<td>38.0</td>
<td>40.3</td>
<td>39.9</td>
</tr>
<tr>
<td>Brazil MDT/HDT</td>
<td>24.9</td>
<td>26.3</td>
<td>24.5</td>
<td>25.3</td>
</tr>
<tr>
<td><strong>Trucks NAFTA</strong> (Freightliner/Western Star)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NAFTA Class 8</td>
<td>35.9</td>
<td>29.9</td>
<td>35.4</td>
<td>32.6</td>
</tr>
<tr>
<td>NAFTA Class 6-7</td>
<td>43.7</td>
<td>35.7</td>
<td>44.6</td>
<td>35.4</td>
</tr>
<tr>
<td><strong>Trucks Asia</strong> (FUSO) (BharatBenz)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Japan Trucks Total</td>
<td>19.9</td>
<td>20.8</td>
<td>21.1</td>
<td>21.5</td>
</tr>
<tr>
<td>India MDT/HDT</td>
<td>2.8</td>
<td>-</td>
<td>3.9</td>
<td>-</td>
</tr>
</tbody>
</table>

* Based on estimates in certain markets.
# Mercedes-Benz Vans

## Overview

<table>
<thead>
<tr>
<th></th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Unit sales</strong> (units)</td>
<td>69,436</td>
<td>69,324</td>
<td>65,314</td>
<td>55,742</td>
</tr>
<tr>
<td><strong>Retail sales</strong> * (units)</td>
<td>68,631</td>
<td>68,184</td>
<td>66,984</td>
<td>58,874</td>
</tr>
<tr>
<td><strong>Production</strong> (units)</td>
<td>72,811</td>
<td>67,795</td>
<td>62,843</td>
<td>55,159</td>
</tr>
<tr>
<td><strong>Revenue</strong> (millions of EUR)</td>
<td>2,434</td>
<td>2,420</td>
<td>2,253</td>
<td>2,084</td>
</tr>
<tr>
<td><strong>EBIT</strong> (millions of EUR)</td>
<td>204</td>
<td>200</td>
<td>152</td>
<td>75</td>
</tr>
<tr>
<td><strong>Return on sales</strong> (%)</td>
<td>8.4%</td>
<td>8.3%</td>
<td>6.7%</td>
<td>3.6%</td>
</tr>
</tbody>
</table>

* Excluding vehicles of the V-Class segment as of Q1 2014 (5,324 units).
## Mercedes-Benz Vans
### Unit Sales

<table>
<thead>
<tr>
<th></th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wholesales (in units)</td>
<td>69,436</td>
<td>69,324</td>
<td>65,314</td>
<td>55,742</td>
</tr>
<tr>
<td>Western Europe</td>
<td>42,480</td>
<td>46,519</td>
<td>39,528</td>
<td>33,085</td>
</tr>
<tr>
<td>of which Germany</td>
<td>18,573</td>
<td>20,832</td>
<td>17,323</td>
<td>14,409</td>
</tr>
<tr>
<td>Eastern Europe</td>
<td>7,243</td>
<td>6,497</td>
<td>7,180</td>
<td>5,821</td>
</tr>
<tr>
<td>NAFTA</td>
<td>7,585</td>
<td>7,601</td>
<td>6,773</td>
<td>6,884</td>
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<tr>
<td>of which USA</td>
<td>6,108</td>
<td>6,310</td>
<td>5,546</td>
<td>5,836</td>
</tr>
<tr>
<td>Latin America (excl. Mexico)</td>
<td>5,162</td>
<td>2,346</td>
<td>5,176</td>
<td>4,307</td>
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<tr>
<td>Asia</td>
<td>4,692</td>
<td>3,407</td>
<td>4,347</td>
<td>3,241</td>
</tr>
<tr>
<td>of which China</td>
<td>3,310</td>
<td>2,358</td>
<td>3,466</td>
<td>2,270</td>
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<tr>
<td>Rest of World</td>
<td>2,274</td>
<td>2,954</td>
<td>2,310</td>
<td>2,404</td>
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</table>
## Mercedes-Benz Vans

### Retail Sales and Market Shares

<table>
<thead>
<tr>
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<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Retail sales</strong></td>
<td><strong>(in units)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Western Europe</td>
<td>68,631</td>
<td>68,184</td>
<td>66,984</td>
<td>58,874</td>
<td>80,163</td>
</tr>
<tr>
<td>of which Germany</td>
<td>43,391</td>
<td>46,056</td>
<td>40,879</td>
<td>35,891</td>
<td>52,335</td>
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<td>Eastern Europe</td>
<td>6,690</td>
<td>5,940</td>
<td>7,139</td>
<td>5,911</td>
<td>7,604</td>
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<td>6,978</td>
<td>7,238</td>
<td>6,959</td>
<td>7,224</td>
<td>8,121</td>
</tr>
<tr>
<td>of which USA</td>
<td>5,649</td>
<td>6,147</td>
<td>5,457</td>
<td>6,126</td>
<td>6,876</td>
</tr>
<tr>
<td>Latin America (excl. Mexico)</td>
<td>4,672</td>
<td>2,928</td>
<td>5,312</td>
<td>3,833</td>
<td>4,891</td>
</tr>
<tr>
<td>Asia</td>
<td>4,411</td>
<td>3,247</td>
<td>4,330</td>
<td>3,636</td>
<td>4,764</td>
</tr>
<tr>
<td>of which China</td>
<td>3,199</td>
<td>2,249</td>
<td>3,532</td>
<td>2,463</td>
<td>3,578</td>
</tr>
<tr>
<td>Rest of World</td>
<td>2,489</td>
<td>2,775</td>
<td>2,365</td>
<td>2,379</td>
<td>2,448</td>
</tr>
<tr>
<td><strong>Market shares</strong></td>
<td><strong>(in percent)</strong></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Western Europe</td>
<td>3.3</td>
<td>-</td>
<td>3.2</td>
<td>-</td>
<td>3.0</td>
</tr>
<tr>
<td>of which small</td>
<td>16.1</td>
<td>18.0</td>
<td>18.7</td>
<td>20.1</td>
<td>19.8</td>
</tr>
<tr>
<td>Germany</td>
<td>23.5</td>
<td>24.7</td>
<td>26.6</td>
<td>25.3</td>
<td>29.5</td>
</tr>
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</table>

* Excluding vehicles of the V-Class segment as of Q1 2014 (5,324 units).
** Based on estimates in certain markets.
*** Excluding United Kingdom.
### Daimler Buses Overview

<table>
<thead>
<tr>
<th></th>
<th>Unit sales* (units)</th>
<th>Production (units)</th>
<th>Revenue (millions of EUR)</th>
<th>EBIT (millions of EUR)</th>
<th>Return on sales (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2nd Quarter</td>
<td>3rd Quarter</td>
<td>4th Quarter</td>
<td>1st Quarter</td>
<td></td>
</tr>
<tr>
<td><strong>Unit sales</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>7,913</td>
<td>9,649</td>
<td>10,110</td>
<td>6,675</td>
<td>6,033</td>
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<tr>
<td>2012</td>
<td>8,418</td>
<td>8,257</td>
<td>10,517</td>
<td>6,033</td>
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<tr>
<td><strong>Production</strong></td>
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</tr>
<tr>
<td>2013</td>
<td>9,269</td>
<td>9,488</td>
<td>8,352</td>
<td>7,736</td>
<td>7,358</td>
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<td>2012</td>
<td>7,872</td>
<td>9,207</td>
<td>7,935</td>
<td>7,358</td>
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<td><strong>Revenue</strong></td>
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<tr>
<td>2013</td>
<td>934</td>
<td>1,127</td>
<td>1,293</td>
<td>859</td>
<td>751</td>
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<tr>
<td>2012</td>
<td>1,016</td>
<td>951</td>
<td>1,232</td>
<td>751</td>
<td></td>
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<tr>
<td><strong>EBIT</strong></td>
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<td></td>
</tr>
<tr>
<td>2013</td>
<td>27</td>
<td>59</td>
<td>69</td>
<td>53</td>
<td>53</td>
</tr>
<tr>
<td>2012</td>
<td>-59</td>
<td>-36</td>
<td>-21</td>
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<td></td>
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<tr>
<td><strong>Return on sales</strong></td>
<td></td>
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<td></td>
<td></td>
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<tr>
<td>2013</td>
<td>2.9%</td>
<td>5.2%</td>
<td>5.3%</td>
<td>6.2%</td>
<td></td>
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<tr>
<td>2012</td>
<td>-5.8%</td>
<td>-3.8%</td>
<td>-1.7%</td>
<td>-4.1%</td>
<td></td>
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</table>

* Due to the sales structure, retail sales correspond with wholesales.
## Daimler Buses
### Unit Sales and Market Shares

<table>
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<tr>
<th></th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wholesales* (in units)</td>
<td>7,913</td>
<td>8,418</td>
<td>9,649</td>
<td>8,257</td>
</tr>
<tr>
<td>Western Europe</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>of which Germany</td>
<td>1,488</td>
<td>1,377</td>
<td>1,696</td>
<td>1,625</td>
</tr>
<tr>
<td></td>
<td>503</td>
<td>460</td>
<td>573</td>
<td>382</td>
</tr>
<tr>
<td>Eastern Europe</td>
<td>632</td>
<td>531</td>
<td>405</td>
<td>322</td>
</tr>
<tr>
<td>NAFTA</td>
<td>712</td>
<td>1,112</td>
<td>944</td>
<td>1,026</td>
</tr>
<tr>
<td>of which Mexico</td>
<td>704</td>
<td>946</td>
<td>923</td>
<td>931</td>
</tr>
<tr>
<td>Latin America (excl. Mexico)</td>
<td>4,529</td>
<td>4,689</td>
<td>5,750</td>
<td>4,807</td>
</tr>
<tr>
<td>of which Brazil</td>
<td>2,956</td>
<td>2,942</td>
<td>3,798</td>
<td>2,900</td>
</tr>
<tr>
<td>Asia</td>
<td>349</td>
<td>553</td>
<td>435</td>
<td>390</td>
</tr>
<tr>
<td>Rest of World</td>
<td>203</td>
<td>156</td>
<td>419</td>
<td>390</td>
</tr>
</tbody>
</table>

### Market shares** (in percent)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Western Europe heavy</td>
<td>29.1</td>
<td>29.6</td>
<td>33.5</td>
<td>33.9</td>
<td>28.1</td>
<td>30.1</td>
<td>39.0</td>
</tr>
<tr>
<td>Germany heavy</td>
<td>52.0</td>
<td>56.0</td>
<td>56.1</td>
<td>44.2</td>
<td>47.7</td>
<td>50.2</td>
<td>62.3</td>
</tr>
<tr>
<td>Brazil heavy</td>
<td>43.5</td>
<td>51.8</td>
<td>45.4</td>
<td>45.5</td>
<td>50.2</td>
<td>41.1</td>
<td>45.5</td>
</tr>
</tbody>
</table>

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

** Based on estimates in certain markets.
# Daimler Financial Services

## Overview

<table>
<thead>
<tr>
<th>(in millions of EUR)</th>
<th>2nd Quarter</th>
<th>3rd Quarter</th>
<th>4th Quarter</th>
<th>1st Quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>New business</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>10,292</td>
<td>9,380</td>
<td>10,379</td>
<td>9,968</td>
</tr>
<tr>
<td><strong>Contract volume</strong> (end of period)</td>
<td>81,404</td>
<td>76,096</td>
<td>81,962</td>
<td>77,464</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>3,548</td>
<td>3,260</td>
<td>3,657</td>
<td>3,524</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>319</td>
<td>338</td>
<td>322</td>
<td>322</td>
</tr>
<tr>
<td><strong>Return on equity (%)</strong></td>
<td>19.1%</td>
<td>23.5%</td>
<td>19.3%</td>
<td>21.2%</td>
</tr>
</tbody>
</table>