

DAIMLER

Fact Sheet for Q2 2017 and H1 2017

July 26, 2017

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Stock Market Information

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Earnings per share (in EUR)												
basic	2.43	2.23	2.01	1.69	2.53	1.26	2.28	2.27	+0%	4.81	3.54	+36%
diluted	2.43	2.23	2.01	1.69	2.53	1.26	2.28	2.27	+0%	4.81	3.54	+36%
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)	62.71	64.85	70.72	77.58	69.20	67.37	63.37	53.52	+18%			
Market capitalization Frankfurt (at period end, in billions of EUR)	67.09	69.38	75.66	83.00	74.03	72.07	67.80	57.26	+18%			

Key Figures and Ratios

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Unit Sales (in units)	754,130	720,016	799,031	776,625	754,259	683,885	822,504	761,340	+8%	1,576,763	1,445,225	+9%
Revenue	38,597	37,276	41,001	40,428	38,776	35,047	41,158	38,616	+7%	79,934	73,663	+9%
EBIT	4,037	3,661	3,459	2,901	4,008	2,148	3,746	3,258	+15%	7,754	5,406	+43%
Net profit (loss), Group	2,726	2,415	2,206	1,874	2,801	1,400	2,507	2,452	+2%	5,308	3,852	+38%
Profit (loss) attributable to shareholders of Daimler AG	2,595	2,385	2,149	1,807	2,706	1,353	2,439	2,429	+0%	5,145	3,782	+36%
R&D expenditure total	1,892	1,596	2,125	1,821	2,133	1,724	2,132	1,831	+16%	4,265	3,555	+20%
Expensed R&D costs	1,298	1,132	1,458	1,313	1,448	1,238	1,414	1,263	+12%	2,862	2,501	+14%
Capitalized development costs	594	464	667	508	685	486	718	568	+26%	1,403	1,054	+33%
Amortization on capitalized development costs	318	310	318	324	326	314	331	318	+4%	657	632	+4%
Depreciation and amortization* (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,404	1,309	1,350	1,385	1,369	1,317	1,356	1,325	+2%	2,725	2,642	+3%
Capital expenditure total*	2,224	1,777	2,897	3,258	2,213	1,768	2,718	2,211	+23%	4,931	3,979	+24%
Investment in pp&e	1,418	1,131	1,993	1,854	1,290	1,116	1,397	1,325	+5%	2,687	2,441	+10%
Capitalized development costs	594	464	667	508	685	486	718	568	+26%	1,403	1,054	+33%
Financial investments and other intangible assets	212	182	237	896	238	166	603	318	+90%	841	484	+74%

* Industrial business.

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Net liquidity												
at the beginning of the period	17,448	18,435	17,906	19,527	19,737	18,580	21,073	18,465	+14%	19,737	18,580	+6%
Free cash flow	473	1,463	1,281	-868	1,945	264	1,093	1,856	-41%	3,038	2,120	+43%
thereof: working capital*	-1,197	-1,224	-299	-162	882	-223	98	247	-60%	980	24	.
Other	-15	-371	550	-79	-609	-379	-3,784	-2,873	.	-4,393	-3,252	.
thereof: dividends Daimler AG	0	0	0	0	0	0	-3,477	-3,477	.	-3,477	-3,477	.
Net liquidity												
at the end of the period	17,906	19,527	19,737	18,580	21,073	18,465	18,382	17,448	+5%	18,382	17,448	+5%

* Inventories, trade receivables and trade payables.

Liquidity

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	Q2 2017	2016	Change
Group liquidity												
Cash and cash equivalents	14,189	12,057	10,981	9,936	12,966	12,723	12,995	13,988	-7%	12,995	10,981	+18%
Marketable securities and term deposits	9,362	6,391	10,748	8,273	8,652	10,342	8,801	8,952	-2%	8,801	10,748	-18%
Gross liquidity	23,551	18,448	21,729	18,209	21,618	23,065	21,796	22,940	-5%	21,796	21,729	+0%
Financing liabilities (nominal)	-110,880	-95,055	-117,625	-100,559	-117,411	-104,060	-119,426	-109,489	.	-119,426	-117,625	.
Net debt	-87,329	-76,607	-95,896	-82,350	-95,793	-80,995	-97,630	-86,549	.	-97,630	-95,896	.
Liquidity of the industrial business												
Cash and cash equivalents	12,577	10,742	8,751	8,369	11,307	11,156	11,030	12,665	-13%	11,030	8,751	+26%
Marketable securities and term deposits	8,149	5,131	9,498	6,999	7,443	9,078	7,635	7,701	-1%	7,635	9,498	-20%
Gross liquidity	20,726	15,873	18,249	15,368	18,750	20,234	18,665	20,366	-8%	18,665	18,249	+2%
Financing liabilities (nominal)	-2,820	3,654	1,488	3,212	2,323	-1,769	-283	-2,918	.	-283	1,488	.
Net liquidity	17,906	19,527	19,737	18,580	21,073	18,465	18,382	17,448	+5%	18,382	19,737	-7%

Pension and Health-Care Benefits

(in billions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	Q2 2017	2016	Change
Pension benefits												
Benefit obligations	-33.6	-28.9	-31.2	-27.6	-31.2	-30.2	-31.7	-32.3	.	-31.7	-31.2	.
Plan assets	22.7	18.1	23.4	20.2	23.5	20.0	23.6	22.1	+7%	23.6	23.4	+1%
Funded status	-10.9	-10.8	-7.8	-7.4	-7.7	-10.2	-8.1	-10.2	.	-8.1	-7.8	.
Funding ratio	67.6%	62.6%	75.0%	73.2%	75.3%	66.2%	74.4%	68.4%	.	74.4%	75.0%	.
Health-care benefits												
Benefit obligations	-1.2	-1.1	-1.2	-1.1	-1.2	-1.1	-1.1	-1.1	.	-1.1	-1.2	.
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	0.1	0.0	0.1	0.0	0.1	0.0	.	0.1	0.1	0%
Funded status	-1.2	-1.0	-1.1	-1.1	-1.1	-1.1	-1.0	-1.1	.	-1.0	-1.1	.

Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Mercedes-Benz Cars	565,564	508,350	589,119	532,686	568,070	496,756	595,178	546,517	+9%	1,163,248	1,043,273	+11%
Daimler Trucks	97,143	128,496	104,019	136,445	94,007	105,664	116,429	108,282	+8%	210,436	213,946	-2%
Mercedes-Benz Vans	85,238	75,732	97,628	99,869	86,778	76,647	103,393	99,583	+4%	190,171	176,230	+8%
Daimler Buses	6,185	7,438	8,265	7,625	5,404	4,818	7,504	6,958	+8%	12,908	11,776	+10%
Daimler Group	754,130	720,016	799,031	776,625	754,259	683,885	822,504	761,340	+8%	1,576,763	1,445,225	+9%

Production Volume

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Mercedes-Benz Cars	596,443	540,200	545,839	520,703	584,942	523,029	600,358	570,041	+5%	1,185,300	1,093,070	+8%
Daimler Trucks	98,741	129,890	90,114	127,565	104,799	111,909	119,522	110,501	+8%	224,321	222,410	+1%
Mercedes-Benz Vans	84,123	77,425	91,022	89,475	104,116	89,741	100,884	103,688	-3%	205,000	193,429	+6%
Daimler Buses	6,952	7,070	7,052	6,292	6,583	5,576	7,973	6,600	+21%	14,556	12,176	+20%
Daimler Group	786,259	754,585	734,027	744,035	800,440	730,255	828,737	790,830	+5%	1,629,177	1,521,085	+7%

Revenue

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Mercedes-Benz Cars	23,251	20,707	23,931	22,457	22,723	19,980	23,571	22,122	+7%	46,294	42,102	+10%
Daimler Trucks	7,851	9,650	8,466	10,073	7,940	8,204	9,028	8,666	+4%	16,968	16,870	+1%
Mercedes-Benz Vans	3,120	2,752	3,459	3,477	2,993	2,815	3,324	3,441	-3%	6,317	6,256	+1%
Daimler Buses	937	1,018	1,287	1,181	900	830	1,154	1,122	+3%	2,054	1,952	+5%
Daimler Financial Services	5,133	4,702	5,651	4,942	5,911	4,862	5,930	5,014	+18%	11,841	9,876	+20%
Reconciliation	-1,695	-1,553	-1,793	-1,702	-1,691	-1,644	-1,849	-1,749	.	-3,540	-3,393	.
Daimler Group	38,597	37,276	41,001	40,428	38,776	35,047	41,158	38,616	+7%	79,934	73,663	+9%

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

(EBIT in millions of EUR, RoS in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Mercedes-Benz Cars												
EBIT	2,746	2,183	2,561	1,675	2,234	1,395	2,404	1,410	+70%	4,638	2,805	+65%
RoS	11.8%	10.5%	10.7%	7.5%	9.8%	7.0%	10.2%	6.4%	.	10.0%	6.7%	.
Daimler Trucks												
EBIT	464	791	347	631	668	516	543	621	-13%	1,211	1,137	+7%
RoS	5.9%	8.2%	4.1%	6.3%	8.4%	6.3%	6.0%	7.2%	.	7.1%	6.7%	.
Mercedes-Benz Vans												
EBIT	312	193	156	238	357	301	358	401	-11%	715	702	+2%
RoS	10.0%	7.0%	4.5%	6.8%	11.9%	10.7%	10.8%	11.7%	.	11.3%	11.2%	.
Daimler Buses												
EBIT	45	89	77	34	65	39	64	88	-27%	129	127	+2%
RoS	4.8%	8.7%	6.0%	2.9%	7.2%	4.7%	5.5%	7.8%	.	6.3%	6.5%	.
Daimler Financial Services												
EBIT	438	378	390	387	524	432	522	479	+9%	1,046	911	+15%
Return on equity (RoE)	17.7%	16.6%	15.2%	16.0%	19.3%	17.4%	18.8%	19.3%	.	19.1%	18.4%	.
Reconciliation												
	32	27	-72	-64	160	-535	-145	259	.	15	-276	.
Daimler Group												
	4,037	3,661	3,459	2,901	4,008	2,148	3,746	3,258	+15%	7,754	5,406	+43%

Disclosed Items Affecting EBIT

(in millions of EUR)		3rd Quarter		4th Quarter		1st Quarter		2nd Quarter		January - June	
		2016	2015	2016	2015	2017	2016	2017	2016	2017	2016
Mercedes-Benz Cars	Restructuring of own dealer network	41	21	-53	-49	-	-10	-	-11	-	-21
	Relocation of headquarters of MBUSA	-	1	-	-9	-	-	-	-	-	-
	Expenses in connection with Takata airbags	-	-	-20	-300	-	-20	-	-440	-	-460
	Public-sector levies related to prior periods	-	-	-	-121	-	-	-	-	-	-
	Profit/loss in connection with remeasurement of inventories	46	-	-	-	-	-	-	-284	-	-284
	Settlement in connection with patent dispute	-	-	-	-	-	-	-	-64	-	-64
	Involvement of new investors in HERE	-	-	-	-	183	-	-	-	183	-
Daimler Trucks	Workforce adjustments	-49	-10	-8	-23	-	-	-	-34	-	-34
	Restructuring of own dealer network	3	-4	-10	-24	-	-1	-	-6	-	-7
	Sale of Atlantis Foundries	-	-	-	-6	-	-	-	-	-	-
	Sale of real estate at the Kawasaki site in Japan	-	-	-	-	267	-	-	-	267	-
	Expenses related to fixed cost optimization	-	-	-	-	-	-	-24	-	-24	-
Mercedes-Benz Vans	Restructuring of own dealer network	-	-3	-8	-18	-	-1	-	-2	-	-3
	Relocation of headquarters of MBUSA	-	-	-	-1	-	-	-	-	-	-
	Expenses in connection with Takata airbags	-7	-	-13	-40	-	-4	-	-59	-	-63
	Workforce adjustments in Germany	-	-	-8	-	-	-30	-	-	-	-30
Daimler Buses	Restructuring of own dealer network	1	-1	-	-2	-	-	-	-1	-	-1
	Sale of investment in New MCI Holdings Inc.	-	-	-	16	-	-	-	-	-	-
	Workforce adjustments	-8	-	-1	-	-	-	-	-	-	-
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
	Impairment reversal of investment in BAIC Motor	-	-	-	-	240	-	-	-	240	-

Mercedes-Benz Cars Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Unit sales (units)	565,564	508,350	589,119	532,686	568,070	496,756	595,178	546,517	+9%	1,163,248	1,043,273	+11%
Retail sales (units)	563,487	503,853	584,798	526,611	594,781	518,940	619,367	561,189	+10%	1,214,148	1,080,129	+12%
Production (units)	596,443	540,200	545,839	520,703	584,942	523,029	600,358	570,041	+5%	1,185,300	1,093,070	+8%
Revenue (millions of EUR)	23,251	20,707	23,931	22,457	22,723	19,980	23,571	22,122	+7%	46,294	42,102	+10%
EBIT (millions of EUR)	2,746	2,183	2,561	1,675	2,234	1,395	2,404	1,410	+70%	4,638	2,805	+65%
Return on sales (%)	11.8%	10.5%	10.7%	7.5%	9.8%	7.0%	10.2%	6.4%	.	10.0%	6.7%	.
V-Class retail sales (included in MBC retail sales)	12,177	7,336	12,238	8,951	12,567	9,401	15,963	12,879	+24%	28,530	22,280	+28%

Mercedes-Benz Cars Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Mercedes-Benz Cars	565,564	508,350	589,119	532,686	568,070	496,756	595,178	546,517	+9%	1,163,248	1,043,273	+11%
Europe	244,553	218,602	256,247	230,872	241,403	222,663	270,433	256,260	+6%	511,836	478,923	+7%
of which Germany	79,064	73,445	80,873	78,165	74,072	69,723	85,369	84,040	+2%	159,441	153,763	+4%
NAFTA	105,123	100,332	110,219	105,798	93,184	89,830	94,554	100,934	-6%	187,738	190,764	-2%
of which USA	89,878	88,073	93,449	92,938	78,425	77,256	77,605	86,624	-10%	156,030	163,880	-5%
Asia	190,566	163,335	196,332	172,501	210,730	162,691	204,709	165,803	+23%	415,439	328,494	+26%
of which China	126,601	105,675	135,487	116,142	154,563	108,342	150,146	117,134	+28%	304,709	225,476	+35%
of which locally produced vehicles	83,376	72,249	90,295	74,905	109,438	69,832	101,371	73,566	+38%	210,809	143,398	+47%
Rest of World	25,322	26,081	26,321	23,515	22,753	21,572	25,482	23,520	+8%	48,235	45,092	+7%

Mercedes-Benz Cars Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Mercedes-Benz Cars	563,487	503,853	584,798	526,611	594,781	518,940	619,367	561,189	+10%	1,214,148	1,080,129	+12%
Europe	247,262	222,565	256,665	229,953	258,524	238,143	277,951	264,310	+5%	536,475	502,453	+7%
of which Germany	83,493	76,759	86,082	82,582	77,837	72,806	90,605	88,465	+2%	168,442	161,271	+4%
NAFTA	103,093	99,768	108,161	108,182	95,523	89,804	100,557	103,179	-3%	196,080	192,983	+2%
of which USA	87,866	86,708	93,204	95,215	80,155	77,048	83,733	88,345	-5%	163,888	165,393	-1%
Asia	188,877	155,065	194,211	164,260	216,943	168,608	215,185	170,253	+26%	432,128	338,861	+28%
of which China	130,409	102,875	134,383	110,207	151,878	110,870	154,792	118,267	+31%	306,670	229,137	+34%
of which locally produced vehicles	85,523	68,212	85,328	72,407	105,180	72,327	107,783	78,538	+37%	212,963	150,865	+41%
Rest of World	24,255	26,455	25,761	24,216	23,791	22,385	25,674	23,447	+9%	49,465	45,832	+8%
V-Class (included in MBC retail sales)	12,177	7,336	12,238	8,951	12,567	9,401	15,963	12,879	+24%	28,530	22,280	+28%

Mercedes-Benz Cars Market Shares*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change in % pts.	2017	2016	Change in % pts.
European Union	6.6	6.1	6.5	6.0	5.9	5.8	6.3	6.0	+0.3	6.1	5.9	+0.2
of which Germany	10.5	10.1	11.3	10.4	10.1	9.8	10.6	10.4	+0.2	10.3	10.1	+0.2
USA	2.0	1.9	2.1	2.2	2.0	1.9	1.9	1.9	0.0	1.9	1.9	0.0
China	2.5	2.4	1.8	2.0	2.7	2.0	2.9	2.3	+0.6	2.8	2.1	+0.7
Japan	1.9	1.7	1.8	1.8	1.4	1.5	1.6	1.7	-0.1	1.5	1.6	-0.1

* Based on estimates in certain markets.

Daimler Trucks Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Incoming orders (units)	83,944	106,378	109,951	118,255	123,728	98,583	114,360	93,880	+22%	238,088	192,463	+24%
Unit sales (units)	97,143	128,496	104,019	136,445	94,007	105,664	116,429	108,282	+8%	210,436	213,946	-2%
Retail sales (units)	102,999	123,651	114,881	137,901	98,058	105,152	112,481	112,684	-0%	210,539	217,836	-3%
Production (units)	98,741	129,890	90,114	127,565	104,799	111,909	119,522	110,501	+8%	224,321	222,410	+1%
Revenue (millions of EUR)	7,851	9,650	8,466	10,073	7,940	8,204	9,028	8,666	+4%	16,968	16,870	+1%
EBIT (millions of EUR)	464	791	347	631	668	516	543	621	-13%	1,211	1,137	+7%
Return on sales (%)	5.9%	8.2%	4.1%	6.3%	8.4%	6.3%	6.0%	7.2%	.	7.1%	6.7%	.

Daimler Trucks Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Daimler Trucks	97,143	128,496	104,019	136,445	94,007	105,664	116,429	108,282	+8%	210,436	213,946	-2%
EU30*	21,307	19,938	22,616	24,793	17,394	15,469	20,431	20,381	+0%	37,825	35,850	+6%
of which Germany	8,306	8,011	9,334	11,403	6,458	5,515	8,069	8,335	-3%	14,527	13,850	+5%
NAFTA	31,433	52,185	33,197	49,503	32,906	40,428	42,293	40,643	+4%	75,199	81,071	-7%
of which USA	25,221	45,613	26,225	41,743	28,906	35,975	35,861	34,163	+5%	64,767	70,138	-8%
Latin America (excl. Mexico)	7,656	7,831	7,091	6,895	6,324	5,966	7,028	6,779	+4%	13,352	12,745	+5%
of which Brazil	3,453	4,343	2,814	3,464	2,427	2,864	2,920	2,971	-2%	5,347	5,835	-8%
Asia	28,070	36,081	31,575	38,920	30,000	35,419	35,682	30,385	+17%	65,682	65,804	-0%
of which Japan	11,749	11,706	11,267	11,157	11,608	12,370	10,195	11,025	-8%	21,803	23,395	-7%
Indonesia	6,690	5,416	8,227	7,216	7,232	7,391	9,823	5,642	+74%	17,055	13,033	+31%
India	2,438	3,566	2,700	3,802	3,736	4,037	3,554	3,906	-9%	7,290	7,943	-8%
Rest of World	8,677	12,461	9,540	16,334	7,383	8,382	10,995	10,094	+9%	18,378	18,476	-1%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	16,913	14,292	22,529	20,067	26,433	17,139	28,623	21,259	+35%	55,056	38,398	+43%
Daimler Trucks including BFDA	114,056	142,788	126,548	156,512	120,440	122,803	145,052	129,541	+12%	265,492	252,344	+5%

* European Union, Switzerland and Norway.

Daimler Trucks Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Daimler Trucks	102,999	123,651	114,881	137,901	98,058	105,152	112,481	112,684	-0%	210,539	217,836	-3%
EU30*	19,348	19,478	24,292	24,443	16,601	14,939	20,979	20,315	+3%	37,580	35,254	+7%
of which Germany	8,306	8,011	9,334	11,403	6,458	5,515	8,069	8,335	-3%	14,527	13,850	+5%
NAFTA	36,846	47,409	36,316	49,671	31,823	40,561	39,965	43,537	-8%	71,788	84,098	-15%
of which USA	30,392	41,551	28,898	42,229	27,790	35,762	33,393	36,739	-9%	61,183	72,501	-16%
Latin America (excl. Mexico)	7,534	8,501	7,384	7,378	6,399	6,162	6,992	7,206	-3%	13,391	13,368	+0%
of which Brazil	3,229	4,773	3,320	4,063	2,508	3,085	2,954	3,309	-11%	5,462	6,394	-15%
Asia	30,726	36,143	36,839	41,057	35,965	35,191	33,550	30,731	+9%	69,515	65,922	+5%
of which Japan	11,760	11,806	11,018	11,194	11,843	12,390	10,076	10,872	-7%	21,919	23,262	-6%
Indonesia	6,460	5,004	11,285	12,561	9,733	7,287	9,795	6,727	+46%	19,528	14,014	+39%
India	2,653	3,625	2,302	3,864	4,486	3,690	3,256	3,663	-11%	7,742	7,353	+5%
Rest of World	8,545	12,120	10,050	15,352	7,270	8,299	10,995	10,895	+1%	18,265	19,194	-5%

* European Union, Switzerland and Norway.

Daimler Trucks Incoming Orders

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Daimler Trucks	83,944	106,378	109,951	118,255	123,728	98,583	114,360	93,880	+22%	238,088	192,463	+24%
EU30*	17,067	17,098	21,988	19,517	21,310	20,736	19,738	19,868	-1%	41,048	40,604	+1%
of which Germany	6,678	7,172	7,815	7,601	8,748	8,994	7,496	7,291	+3%	16,244	16,285	-0%
NAFTA	23,840	34,437	40,361	41,577	45,967	29,378	35,989	24,948	+44%	81,956	54,326	+51%
of which USA	21,444	28,739	34,558	35,620	37,792	21,134	31,075	19,989	+55%	68,867	41,123	+67%
Latin America (excl. Mexico)	7,103	6,873	6,418	7,014	5,419	5,731	6,576	6,740	-2%	11,995	12,471	-4%
of which Brazil	3,453	4,343	2,814	3,464	2,427	2,864	2,920	2,971	-2%	5,347	5,835	-8%
Asia	28,739	35,458	31,336	35,581	40,233	33,404	39,000	31,547	+24%	79,233	64,951	+22%
of which Japan	12,059	11,829	10,817	11,173	12,500	12,297	12,284	13,147	-7%	24,784	25,444	-3%
Indonesia	6,080	6,369	7,999	6,596	11,855	6,536	10,290	7,260	+42%	22,145	13,796	+61%
India	2,463	3,852	2,529	3,397	4,336	3,715	4,953	3,560	+39%	9,289	7,275	+28%
Rest of World	7,195	12,512	9,848	14,566	10,799	9,334	13,057	10,777	+21%	23,856	20,111	+19%

* European Union, Switzerland and Norway.

Daimler Trucks Market Shares*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change in % pts.	2017	2016	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
EU30** HDT/MDT	22.3	23.6	21.7	23.5	19.6	20.1	21.8	21.5	+0.3	21.0	21.0	0.0
Germany HDT/MDT	37.9	38.7	37.4	41.3	34.7	35.8	35.6	36.9	-1.3	35.3	36.5	-1.2
Brazil HDT/MDT	26.8	28.8	32.0	27.4	30.6	28.7	28.7	30.8	-2.1	29.4	30.0	-0.6
Trucks NAFTA												
(Freightliner/Western Star)												
NAFTA Class 8	39.0	38.5	35.8	41.6	41.1	44.4	40.4	43.2	-2.8	40.6	43.6	-3.0
NAFTA Class 6-7	39.7	37.3	35.7	40.3	40.5	41.9	39.9	36.4	+3.5	40.1	38.5	+1.6
Trucks Asia												
(FUSO)												
Japan Trucks Total	21.2	22.4	19.7	20.6	17.6	19.4	18.8	20.9	-2.1	18.4	20.4	-2.0
Indonesia Trucks Total	45.5	49.5	47.1	46.9	n.a.***	47.6	n.a.***	46.5	-	n.a.***	46.9	-
(BharatBenz)												
India HDT/upper MDT	7.1	7.4	6.4	7.3	7.2	6.6	8.7	7.1	+1.6	8.1	6.9	+1.2

* Based on estimates in certain markets.

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

*** Data not available due to legal changes.

Mercedes-Benz Vans Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Unit sales (units)	85,238	75,732	97,628	99,869	86,778	76,647	103,393	99,583	+4%	190,171	176,230	+8%
Retail sales (units)	74,625	69,691	85,654	86,814	72,144	66,387	87,447	82,572	+6%	159,591	148,959	+7%
Production (units)	84,123	77,425	91,022	89,475	104,116	89,741	100,884	103,688	-3%	205,000	193,429	+6%
Revenue (millions of EUR)	3,120	2,752	3,459	3,477	2,993	2,815	3,324	3,441	-3%	6,317	6,256	+1%
EBIT (millions of EUR)	312	193	156	238	357	301	358	401	-11%	715	702	+2%
Return on sales (%)	10.0%	7.0%	4.5%	6.8%	11.9%	10.7%	10.8%	11.7%	.	11.3%	11.2%	.
V-Class retail sales (excluded in MB Vans retail sales)	12,177	7,336	12,238	8,951	12,567	9,401	15,963	12,879	+24%	28,530	22,280	+28%

Mercedes-Benz Vans Unit Sales

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Wholesales (in units)	85,238	75,732	97,628	99,869	86,778	76,647	103,393	99,583	+4%	190,171	176,230	+8%
EU30*	57,761	51,228	68,625	68,365	60,539	53,942	70,357	69,532	+1%	130,896	123,474	+6%
of which Germany	23,327	19,549	26,760	28,280	20,965	19,213	27,441	26,830	+2%	48,406	46,043	+5%
NAFTA	10,570	9,235	10,900	13,407	8,531	10,249	11,955	11,635	+3%	20,486	21,884	-6%
of which USA	8,171	7,369	8,673	10,755	6,251	8,068	8,994	8,837	+2%	15,245	16,905	-10%
Latin America (excl. Mexico)	3,390	3,478	3,582	4,836	3,860	2,480	3,974	3,045	+31%	7,834	5,525	+42%
Asia	6,607	2,689	6,360	4,719	6,787	3,118	8,856	6,441	+37%	15,643	9,559	+64%
of which China	4,124	1,704	3,794	2,673	4,404	1,488	6,312	4,230	+49%	10,716	5,718	+87%
Rest of World	6,910	9,102	8,161	8,542	7,061	6,858	8,251	8,930	-8%	15,312	15,788	-3%

* European Union, Switzerland and Norway.

Mercedes-Benz Vans Retail Sales and Market Shares

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Retail sales (in units)	74,625	69,691	85,654	86,814	72,144	66,387	87,447	82,572	+6%	159,591	148,959	+7%
EU30*	50,642	46,199	59,663	59,979	49,204	45,533	60,512	58,008	+4%	109,716	103,541	+6%
of which Germany	18,853	16,338	22,315	24,236	16,769	15,461	21,946	22,181	-1%	38,715	37,642	+3%
NAFTA	11,959	8,856	11,147	11,817	9,720	9,267	11,114	11,333	-2%	20,834	20,600	+1%
of which USA	9,394	6,740	9,148	9,615	7,433	7,240	8,367	8,522	-2%	15,800	15,762	+0%
Latin America (excl. Mexico)	3,249	3,709	3,675	4,240	3,970	3,111	3,893	3,275	+19%	7,863	6,386	+23%
Asia	2,558	2,435	3,020	2,575	3,312	2,329	3,859	2,681	+44%	7,171	5,010	+43%
of which China	1,512	1,674	1,989	1,697	2,120	1,546	2,762	1,754	+57%	4,882	3,300	+48%
Rest of World	6,217	8,492	8,149	8,203	5,938	6,147	8,069	7,275	+11%	14,007	13,422	+4%
V-Class (excluded in MB Vans retail sales)	12,177	7,336	12,238	8,951	12,567	9,401	15,963	12,879	+24%	28,530	22,280	+28%
Market shares** (in percent)												
EU30* small	3.2	3.0	3.2	3.7	3.0	2.9	2.9	2.9	0.0 pts.	3.0	2.9	+0.1 pts.
EU30* midsize/large	16.6	17.6	17.2	18.0	15.8	16.4	16.4	16.9	-0.5 pts.	16.1	16.6	-0.5 pts.
Germany midsize/large	26.2	27.7	29.1	29.5	27.1	27.2	25.4	26.9	-1.5 pts.	26.1	27.0	-0.9 pts.
USA large	9.0	8.7	7.7	9.2	7.3	6.9	6.3	6.9	-0.6 pts.	6.8	6.9	-0.1 pts.

* European Union, Switzerland and Norway.

** Based on estimates in certain markets.

Daimler Buses Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Unit sales* (units)	6,185	7,438	8,265	7,625	5,404	4,818	7,504	6,958	+8%	12,908	11,776	+10%
Production (units)	6,952	7,070	7,052	6,292	6,583	5,576	7,973	6,600	+21%	14,556	12,176	+20%
Revenue (millions of EUR)	937	1,018	1,287	1,181	900	830	1,154	1,122	+3%	2,054	1,952	+5%
EBIT (millions of EUR)	45	89	77	34	65	39	64	88	-27%	129	127	+2%
Return on sales (%)	4.8%	8.7%	6.0%	2.9%	7.2%	4.7%	5.5%	7.8%	.	6.3%	6.5%	.

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

Daimler Buses Unit Sales and Market Shares

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
Wholesales* (in units)	6,185	7,438	8,265	7,625	5,404	4,818	7,504	6,958	+8%	12,908	11,776	+10%
EU30**	1,842	1,935	3,185	3,257	1,392	1,572	2,202	2,239	-2%	3,594	3,811	-6%
of which Germany	569	535	1,286	1,240	509	482	811	726	+12%	1,320	1,208	+9%
NAFTA	1,195	1,236	1,461	1,221	757	549	1,041	628	+66%	1,798	1,177	+53%
of which Mexico	1,166	1,226	1,458	1,216	738	542	1,020	614	+66%	1,758	1,156	+52%
Latin America (excl. Mexico)	2,237	3,471	2,456	2,199	2,398	2,156	3,448	2,988	+15%	5,846	5,144	+14%
of which Brazil	1,012	1,929	669	1,179	1,399	1,460	2,108	1,796	+17%	3,507	3,256	+8%
Asia	470	251	585	399	515	183	439	521	-16%	954	704	+36%
Rest of World	441	545	578	549	342	358	374	582	-36%	716	940	-24%
Market shares*** (in percent)												
EU30** heavy	28.5	30.2	27.1	26.8	30.5	32.5	32.1	30.8	+1.3 pts.	31.3	31.6	-0.3 pts.
Germany heavy	45.0	51.5	47.5	48.2	57.4	55.3	55.1	53.4	+1.7 pts.	56.2	54.3	+1.9 pts.
Brazil heavy	62.0	53.7	55.3	47.4	42.2	55.1	51.3	59.2	-7.9 pts.	48.1	57.3	-9.2 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)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2016	2015	2016	2015	2017	2016	2017	2016	Change	2017	2016	Change
New business	15,658	14,589	17,030	15,310	16,812	13,707	17,925	15,415	+16%	34,737	29,122	+19%
Contract volume (end of period)	122,118	110,956	132,565	116,727	135,036	115,704	134,156	120,319	+12%	134,156	120,319	+12%
Revenue	5,133	4,702	5,651	4,942	5,911	4,862	5,930	5,014	+18%	11,841	9,876	+20%
EBIT	438	378	390	387	524	432	522	479	+9%	1,046	911	+15%
Return on equity (%)	17.7%	16.6%	15.2%	16.0%	19.3%	17.4%	18.8%	19.3%	.	19.1%	18.4%	.