

# DAIMLER

Fact Sheet for Q3 and January-September 2014

October 23, 2014

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## Stock Market Information

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Earnings per share (in EUR)*</b>												
basic	1.53	2.31	0.96	0.50	1.97	2.65	2.56	1.72	+49%	5.48	4.87	+13%
diluted	1.53	2.31	0.96	0.50	1.97	2.65	2.56	1.72	+49%	5.48	4.87	+13%
<b>Average number of shares outstanding (in millions)</b> (adjusted for treasury stocks)												
basic	1,069.7	1,067.4	1,069.8	1,067.7	1,069.8	1,068.4	1,069.8	1,069.4	+0%	1,069.8	1,068.5	+0%
diluted	1,069.8	1,067.5	1,069.8	1,068.1	1,069.8	1,068.7	1,069.8	1,069.6	+0%	1,069.8	1,068.8	+0%
<b>Number of shares outstanding</b> (at period end, in millions)	1,069.8	1,067.6	1,069.8	1,067.9	1,069.8	1,069.0	1,069.8	1,069.6	+0%			
<b>Share price Frankfurt</b> (at period end, in EUR)	62.90	41.32	68.59	42.45	68.40	46.49	60.73	57.62	+5%			
<b>Market capitalization Frankfurt</b> (at period end, in billions of EUR)	67.29	44.11	73.38	45.33	73.18	49.70	64.97	61.63	+5%			

\* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

## Key Figures and Ratios

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Unit Sales</b> (in units)	651,326	597,041	565,799	501,600	628,857	605,823	637,423	594,874	+7%	1,832,079	1,702,297	+8%
<b>Revenue</b>	32,089	29,830	29,457	26,102	31,544	29,692	33,122	30,099	+10%	94,123	85,893	+10%
<b>EBIT*</b>	2,425	2,531	1,787	917	3,095	5,242	3,732	2,231	+67%	8,614	8,390	+3%
<b>Net profit (loss), Group*</b>	1,676	2,602	1,086	564	2,196	4,583	2,821	1,897	+49%	6,103	7,044	-13%
<b>Profit (loss) attributable to shareholders of Daimler AG*</b>	1,636	2,469	1,027	536	2,104	2,834	2,735	1,836	+49%	5,866	5,206	+13%
<b>Depreciation and amortization</b> (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,113	1,018	1,218	1,059	1,228	1,094	1,227	1,102	+11%	3,673	3,255	+13%
<b>R&amp;D expenditure total</b>	1,441	1,452	1,351	1,360	1,316	1,371	1,414	1,317	+7%	4,081	4,048	+1%
Expensed R&D costs**	1,126	1,053	1,076	1,041	1,073	1,016	1,129	1,022	+10%	3,278	3,079	+6%
Capitalized development costs	315	399	275	319	243	355	285	295	-3%	803	969	-17%
<b>Amortization on capitalized development costs</b>	302	251	311	256	306	278	293	298	-2%	910	832	+9%
<b>Capital expenditure total</b>	2,909	2,137	1,499	1,679	1,350	1,794	1,565	1,567	-0%	4,414	5,040	-12%
Investment in pp&e	1,754	1,454	1,043	1,058	1,045	1,037	1,169	1,126	+4%	3,257	3,221	+1%
Capitalized development costs	315	399	275	319	243	355	285	295	-3%	803	969	-17%
Financial investments and other intangible assets	840	284	181	302	62	402	111	146	-24%	354	850	-58%

\* 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

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Net liquidity</b>												
<b>at the beginning of the period</b>	12,577	8,207	13,834	11,508	14,474	10,019	12,696	11,326	+12%	13,834	11,508	+20%
Free cash flow	963	2,633	694	-1,152	753	3,454	5,375	1,577	+241%	6,822	3,879	+76%
thereof: working capital*	36	1,252	-177	-447	-549	-177	-325	-42	.	-1,051	-666	.
Other	294	668	-54	-337	-2,531	-2,147	-196	-326	.	-2,781	-2,810	.
thereof: dividends Daimler AG	0	0	0	0	-2,407	-2,349	0	0	.	-2,407	-2,349	.
<b>Net liquidity</b>												
<b>at the end of the period</b>	13,834	11,508	14,474	10,019	12,696	11,326	17,875	12,577	+42%	17,875	12,577	+42%

\* Inventories, trade receivables and trade payables

## Liquidity

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	Q3 2014	2013	Change
<b>Group liquidity</b>												
Cash and cash equivalents	11,053	10,996	11,819	11,355	10,794	11,607	12,610	10,615	+19%	12,610	11,053	+14%
Marketable securities and term deposits	7,066	5,598	6,474	6,331	6,115	7,263	6,840	7,219	-5%	6,840	7,066	-3%
<b>Gross liquidity</b>	18,119	16,594	18,293	17,686	16,909	18,870	19,450	17,834	+9%	19,450	18,119	+7%
Financing liabilities (nominal)	-77,741	-75,586	-77,691	-78,512	-81,164	-78,262	-83,401	-76,239	.	-83,401	-77,741	.
<b>Net debt</b>	-59,622	-58,992	-59,398	-60,826	-64,255	-59,392	-63,951	-58,405	.	-63,951	-59,622	.
<b>Liquidity of the industrial business</b>												
Cash and cash equivalents	9,845	9,887	10,925	10,348	9,487	10,691	11,659	9,862	+18%	11,659	9,845	+18%
Marketable securities and term deposits	5,303	3,841	4,811	4,284	4,597	5,452	5,357	5,523	-3%	5,357	5,303	+1%
<b>Gross liquidity</b>	15,148	13,728	15,736	14,632	14,084	16,143	17,016	15,385	+11%	17,016	15,148	+12%
Financing liabilities (nominal)	-1,314	-2,220	-1,262	-4,613	-1,388	-4,817	859	-2,808	.	859	-1,314	.
<b>Net liquidity</b>	13,834	11,508	14,474	10,019	12,696	11,326	17,875	12,577	+42%	17,875	13,834	+29%

## Pension and Health-Care Benefits\*

(in billions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	Q3 2014	2013	Change
<b>Pension benefits</b>												
Benefit obligations	-23.2	-23.9	-24.7	-24.0	-25.8	-23.5	-27.5	-23.6	.	-27.5	-23.2	.
Plan assets	14.6	14.2	14.8	14.3	15.2	13.9	15.4	14.1	+9%	15.4	14.6	+5%
Funded status	-8.6	-9.7	-9.9	-9.7	-10.6	-9.6	-12.1	-9.5	.	-12.1	-8.6	.
<b>Health-care benefits</b>												
Benefit obligations	-1.2	-1.5	-1.3	-1.5	-1.0	-1.4	-1.1	-1.3	.	-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	0.1	0.2	0.1	0.2	0.1	0.1	0.1	0.1	0%	0.1	0.1	0%
Funded status	-1.1	-1.3	-1.2	-1.3	-0.9	-1.3	-1.0	-1.2	.	-1.0	-1.1	.

\* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

## Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>	423,895	397,464	389,476	341,511	418,685	404,711	431,041	395,446	+9%	1,239,202	1,141,668	+9%
<b>Daimler Trucks</b>	134,550	112,931	108,529	101,433	126,066	123,763	125,556	124,465	+1%	360,151	349,661	+3%
<b>Mercedes-Benz Vans</b>	82,771	76,129	61,119	52,623	76,009	69,436	72,207	65,314	+11%	209,335	187,373	+12%
<b>Daimler Buses</b>	10,110	10,517	6,675	6,033	8,097	7,913	8,619	9,649	-11%	23,391	23,595	-1%
<b>Daimler Group</b>	651,326	597,041	565,799	501,600	628,857	605,823	637,423	594,874	+7%	1,832,079	1,702,297	+8%



## Production Volume

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>	410,674	368,864	407,458	374,041	406,639	412,009	459,259	391,934	+17%	1,273,356	1,177,984	+8%
<b>Daimler Trucks</b>	123,440	96,253	122,094	111,150	127,651	127,401	124,366	128,289	-3%	374,111	366,840	+2%
<b>Mercedes-Benz Vans</b>	71,852	71,568	73,939	63,169	81,487	72,811	73,140	62,843	+16%	228,566	198,823	+15%
<b>Daimler Buses</b>	8,352	7,935	7,736	7,358	8,855	9,269	8,034	9,488	-15%	24,625	26,115	-6%
<b>Daimler Group</b>	614,318	544,620	611,227	555,718	624,632	621,490	664,799	592,554	+12%	1,900,658	1,769,762	+7%

## Revenue

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>	17,352	16,121	17,004	14,110	17,771	16,324	18,677	16,521	+13%	53,452	46,955	+14%
<b>Daimler Trucks</b>	8,502	7,782	7,121	7,024	7,966	7,965	8,463	7,982	+6%	23,550	22,971	+3%
<b>Mercedes-Benz Vans</b>	2,696	2,478	2,212	1,986	2,494	2,434	2,515	2,253	+12%	7,221	6,673	+8%
<b>Daimler Buses</b>	1,293	1,232	859	751	1,048	934	1,034	1,127	-8%	2,941	2,812	+5%
<b>Daimler Financial Services</b>	3,740	3,626	3,809	3,577	3,828	3,548	3,998	3,657	+9%	11,635	10,782	+8%
<b>Reconciliation</b>	-1,494	-1,409	-1,548	-1,346	-1,563	-1,513	-1,565	-1,441	.	-4,676	-4,300	.
<b>Daimler Group</b>	32,089	29,830	29,457	26,102	31,544	29,692	33,122	30,099	+10%	94,123	85,893	+10%

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

(EBIT in millions of EUR, RoS in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>												
EBIT	1,305	851	1,183	460	1,409	1,041	1,584	1,200	+32%	4,176	2,701	+55%
RoS	7.5%	5.3%	7.0%	3.3%	7.9%	6.4%	8.5%	7.3%	.	7.8%	5.8%	.
<b>Daimler Trucks</b>												
EBIT	565	294	341	116	455	434	588	522	+13%	1,384	1,072	+29%
RoS	6.6%	3.8%	4.8%	1.7%	5.7%	5.4%	6.9%	6.5%	.	5.9%	4.7%	.
<b>Mercedes-Benz Vans</b>												
EBIT	194	101	123	81	242	204	176	152	+16%	541	437	+24%
RoS	7.2%	4.1%	5.6%	4.1%	9.7%	8.4%	7.0%	6.7%	.	7.5%	6.5%	.
<b>Daimler Buses</b>												
EBIT	69	-21	53	-31	50	27	64	59	+8%	167	55	+204%
RoS	5.3%	-1.7%	6.2%	-4.1%	4.8%	2.9%	6.2%	5.2%	.	5.7%	2.0%	.
<b>Daimler Financial Services</b>												
EBIT	313	289	397	314	336	319	355	322	+10%	1,088	955	+14%
Return on equity (RoE)	18.8%	18.7%	23.7%	19.6%	19.2%	19.1%	19.4%	19.3%	.	20.7%	19.3%	.
<b>Reconciliation</b>												
thereof: share of result of EADS	-21	1,017	-310	-23	603	3,217	965	-24	.	1,258	3,170	-60%
	1	969**	0	34	0	3,209	0	13	-100%	0	3,256	-100%
<b>Daimler Group</b>												
	2,425	2,531	1,787	917	3,095	5,242	3,732	2,231	+67%	8,614	8,390	+3%

\* 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\*

(EBIT in millions of EUR, RoS in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>												
EBIT	1,385	851	1,183	460	1,409	1,084	1,614	1,251	+29%	4,206	2,795	+50%
RoS	8.0%	5.3%	7.0%	3.3%	7.9%	6.6%	8.6%	7.6%	.	7.9%	6.0%	.
<b>Daimler Trucks</b>												
EBIT	578	294	346	129	526	516	618	530	+17%	1,490	1,175	+27%
RoS	6.8%	3.8%	4.9%	1.8%	6.6%	6.5%	7.3%	6.6%	.	6.3%	5.1%	.
<b>Mercedes-Benz Vans</b>												
EBIT	194	165	123	81	181	204	176	152	+16%	480	437	+10%
RoS	7.2%	6.7%	5.6%	4.1%	7.3%	8.4%	7.0%	6.7%	.	6.6%	6.5%	.
<b>Daimler Buses</b>												
EBIT	82	36	54	-27	58	47	64	61	+5%	176	81	+117%
RoS	6.3%	2.9%	6.3%	-3.6%	5.5%	5.0%	6.2%	5.4%	.	6.0%	2.9%	.
<b>Daimler Financial Services</b>												
EBIT	313	289	397	314	336	319	355	322	+10%	1,088	955	+14%
Return on equity (RoE)	18.8%	18.7%	23.7%	19.6%	19.2%	19.1%	19.4%	19.3%	.	20.7%	19.3%	.
<b>Reconciliation</b>												
thereof: share of result of EADS	11	104	-31	-8	-47	22	-40	-16	.	-118	-2	.
	0	56	0	34	0	0	0	0	.	0	34	-100%
<b>Daimler Group</b>												
	2,563	1,739	2,072	949	2,463	2,192	2,787	2,300	+21%	7,322	5,441	+35%

\* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

## Special Items affecting EBIT

(in millions of EUR)		4th Quarter		1st Quarter		2nd Quarter		3rd Quarter		January - September	
		2013	2012	2014	2013	2014	2013	2014	2013	2014	2013
Mercedes-Benz Cars	Impairment of investments in the area of alternative drive systems	-80	-	-	-	-	-43	-30	-51	-30	-94
	Daimler Trucks	Workforce adjustments*	-13	-	-5	-13	-71	-82	-30	-8	-106
Mercedes-Benz Vans	Impairment of investment in Fujian Benz Automotive Corp. (FBAC)	-	-64	-	-	-	-	-	-	-	-
	Reversal of impairment of investment in FBAC	-	-	-	-	61	-	-	-	61	-
Daimler Buses	Business repositioning	-13	-57	-1	-4	-8	-20	-	-2	-9	-26
Reconciliation	Divestiture of EADS shares	1	913	-	-	-	3,209	-	13	-	3,222
	Measurement of put option for Rolls-Royce Power Systems Holding	-10	-	-118	-15	-	-14	-	-21	-118	-50
	Sale of shares in Rolls-Royce Power Systems Holding	-	-	-	-	-	-	1,006	-	1,006	-
	Hedge of Tesla share price	-23	-	-161	-	-68	-	-1	-	-230	-
	Remeasurment of Tesla shares	-	-	-	-	718	-	-	-	718	-

\* Daimler Trucks expects expenses from workforce adjustments in a total of more than €150 million in 2014 and 2015, the majority of which will be recognized in 2014.

## Mercedes-Benz Cars Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Unit sales</b> (units)	423,895	397,464	389,476	341,511	418,685	404,711	431,041	395,446	+9%	1,239,202	1,141,668	+9%
<b>Retail sales*</b> (units)	426,088	379,899	397,708	350,530	432,628	395,774	431,690	390,116	+11%	1,262,026	1,136,420	+11%
<b>Production</b> (units)	410,674	368,864	407,458	374,041	406,639	412,009	459,259	391,934	+17%	1,273,356	1,177,984	+8%
<b>Revenue</b> (millions of EUR)	17,352	16,121	17,004	14,110	17,771	16,324	18,677	16,521	+13%	53,452	46,955	+14%
<b>EBIT</b> (millions of EUR)	1,305	851	1,183	460	1,409	1,041	1,584	1,200	+32%	4,176	2,701	+55%
<b>Return on sales</b> (%)	7.5%	5.3%	7.0%	3.3%	7.9%	6.4%	8.5%	7.3%	.	7.8%	5.8%	.

\* Including vehicles of the V-Class segment as of Q1 2014 (Q1 2014: 5,324 units; Q2 2014: 5,870 units; Q3 2014: 6,918 units).

## Mercedes-Benz Cars Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>	423,895	397,464	389,476	341,511	418,685	404,711	431,041	395,446	+9%	1,239,202	1,141,668	+9%
<b>Western Europe</b>	160,786	162,619	152,329	149,691	171,900	178,247	160,264	151,438	+6%	484,493	479,376	+1%
of which <b>Germany</b>	69,082	75,865	59,106	61,130	73,221	79,774	66,201	69,908	-5%	198,528	210,812	-6%
<b>NAFTA</b>	104,978	102,814	86,351	77,775	94,608	88,546	94,874	91,758	+3%	275,833	258,079	+7%
of which <b>USA</b>	93,927	91,438	76,851	67,998	81,914	76,476	84,085	80,106	+5%	242,850	224,580	+8%
<b>Asia</b>	109,775	93,387	114,188	78,745	104,327	93,100	127,744	107,445	+19%	346,259	279,290	+24%
of which <b>China</b>	67,464	59,163	70,343	46,412	68,061	60,043	76,233	64,808	+18%	214,637	171,263	+25%
<b>Rest of World</b>	48,356	38,644	36,608	35,300	47,850	44,818	48,159	44,805	+7%	132,617	124,923	+6%

## Mercedes-Benz Cars Retail Sales\*

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>	426,088	379,899	397,708	350,530	432,628	395,774	431,690	390,116	+11%	1,262,026	1,136,420	+11%
<b>Western Europe</b>	158,154	156,818	158,488	151,833	180,158	173,633	167,219	158,372	+6%	505,865	483,838	+5%
of which <b>Germany</b>	71,743	76,602	61,556	60,394	75,190	78,686	69,642	71,297	-2%	206,388	210,377	-2%
<b>NAFTA</b>	111,554	95,816	84,901	81,002	93,302	86,509	96,800	86,891	+11%	275,003	254,402	+8%
of which <b>USA</b>	99,756	85,043	74,820	71,473	81,393	75,038	85,125	75,549	+13%	241,338	222,060	+9%
<b>Asia</b>	108,622	88,354	117,142	83,135	111,666	92,568	120,129	101,332	+19%	348,937	277,035	+26%
of which <b>China</b>	66,725	55,205	71,661	50,049	73,480	57,468	72,069	61,402	+17%	217,210	168,919	+29%
<b>Rest of World</b>	47,758	38,911	37,177	34,560	47,502	43,064	47,542	43,521	+9%	132,221	121,145	+9%

\* Including vehicles of the V-Class segment as of Q1 2014 (Q1 2014: 5,324 units; Q2 2014: 5,870 units; Q3 2014: 6,918 units).



## Mercedes-Benz Cars Market Shares\*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change in % pts.	2014	2013	Change in % pts.
<b>Western Europe</b>	5.6	5.5	5.3	5.4	5.4	5.6	5.5	5.7	-0.2	5.4	5.6	-0.2
of which <b>Germany</b>	9.7	10.5	9.8	10.4	9.6	10.5	9.5	10.5	-1.0	9.6	10.5	-0.9
<b>USA</b>	2.6	2.4	2.0	1.9	1.8	1.8	2.0	1.9	+0.1	1.9	1.9	0.0
<b>China</b>	1.5	1.4	1.5	1.3	1.5	1.5	1.5	1.3	+0.2	1.5	1.3	+0.2
<b>Japan</b>	1.4	1.3	1.1	0.9	1.0	1.2	1.5	1.3	+0.2	1.2	1.2	0.0

\* Based on estimates in certain markets.

## Daimler Trucks Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Incoming orders</b> (units)	119,564	108,964	134,014	126,877	124,694	125,791	118,966	125,901	-6%	377,674	378,569	-0%
<b>Unit sales</b> (units)	134,550	112,931	108,529	101,433	126,066	123,763	125,556	124,465	+1%	360,151	349,661	+3%
<b>Retail sales</b> (units)	141,996	116,903	102,098	100,748	123,795	124,065	119,409	118,448	+1%	345,302	343,261	+1%
<b>Production</b> (units)	123,440	96,253	122,094	111,150	127,651	127,401	124,366	128,289	-3%	374,111	366,840	+2%
<b>Revenue</b> (millions of EUR)	8,502	7,782	7,121	7,024	7,966	7,965	8,463	7,982	+6%	23,550	22,971	+3%
<b>EBIT</b> (millions of EUR)	565	294	341	116	455	434	588	522	+13%	1,384	1,072	+29%
<b>Return on sales</b> (%)	6.6%	3.8%	4.8%	1.7%	5.7%	5.4%	6.9%	6.5%	.	5.9%	4.7%	.

## Daimler Trucks Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Daimler Trucks</b>	134,550	112,931	108,529	101,433	126,066	123,763	125,556	124,465	+1%	360,151	349,661	+3%
<b>Western Europe</b>	22,968	15,722	11,632	11,968	13,241	14,270	14,822	16,662	-11%	39,695	42,900	-7%
of which <b>Germany</b>	11,796	8,542	6,503	6,212	7,129	7,623	6,947	7,861	-12%	20,579	21,696	-5%
<b>NAFTA</b>	34,508	32,639	34,558	30,642	41,142	34,924	43,868	35,125	+25%	119,568	100,691	+19%
of which <b>USA</b>	30,467	28,116	30,592	26,641	35,803	30,011	39,125	30,665	+28%	105,520	87,317	+21%
<b>Latin America</b> (excl. Mexico)	14,080	13,516	10,151	12,987	11,931	16,051	12,528	16,204	-23%	34,610	45,242	-24%
<b>Asia</b>	44,366	34,796	40,640	35,221	42,838	41,955	38,582	41,115	-6%	122,060	118,291	+3%
of which <b>Japan</b>	10,634	8,218	13,439	8,862	8,946	8,758	10,679	10,081	+6%	33,064	27,701	+19%
<b>Rest of World</b>	18,628	16,258	11,548	10,615	16,914	16,563	15,756	15,359	+3%	44,218	42,537	+4%
<b>BFDA - Beijing Foton Daimler</b> Automotive Co. Ltd. (Auman Trucks)	27,939	17,430	26,643	23,001	31,242	28,229	18,051	24,129	-25%	75,936	75,359	+1%
<b>Daimler Trucks including BFDA</b>	162,489	130,361	135,172	124,434	157,308	151,992	143,607	148,594	-3%	436,087	425,020	+3%

## Daimler Trucks Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Daimler Trucks</b>	141,996	116,903	102,098	100,748	123,795	124,065	119,409	118,448	+1%	345,302	343,261	+1%
<b>Western Europe</b>	24,770	16,088	12,131	12,020	13,193	14,286	13,683	14,760	-7%	39,007	41,066	-5%
of which <b>Germany</b>	11,796	8,542	6,503	6,212	7,129	7,623	6,947	7,861	-12%	20,579	21,696	-5%
<b>NAFTA</b>	36,627	33,846	32,476	31,896	39,509	35,910	41,049	33,901	+21%	113,034	101,707	+11%
of which <b>USA</b>	31,974	28,607	29,024	27,981	34,243	30,673	36,574	29,459	+24%	99,841	88,113	+13%
<b>Latin America</b> (excl. Mexico)	15,108	15,222	9,542	12,070	11,744	16,206	12,697	14,870	-15%	33,983	43,146	-21%
<b>Asia</b>	46,733	34,815	36,304	35,188	42,414	41,383	36,899	39,491	-7%	115,617	116,062	-0%
of which <b>Japan</b>	10,500	8,228	13,767	8,849	8,567	8,618	10,639	10,034	+6%	32,973	27,501	+20%
<b>Rest of World</b>	18,758	16,932	11,645	9,574	16,935	16,280	15,081	15,426	-2%	43,661	41,280	+6%

## Daimler Trucks Incoming Orders

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Daimler Trucks</b>	119,564	108,964	134,014	126,877	124,694	125,791	118,966	125,901	-6%	377,674	378,569	-0%
<b>Western Europe</b>	9,863	13,950	12,627	15,256	14,388	17,263	13,252	22,348	-41%	40,267	54,867	-27%
of which <b>Germany</b>	5,165	6,470	6,339	7,617	5,901	8,046	5,770	12,523	-54%	18,010	28,186	-36%
<b>NAFTA</b>	42,069	35,194	52,172	35,933	39,899	31,730	39,154	33,002	+19%	131,225	100,665	+30%
of which <b>USA</b>	37,521	31,880	45,199	31,193	34,993	26,968	34,057	30,251	+13%	114,249	88,412	+29%
<b>Latin America</b> (excl. Mexico)	9,812	12,138	9,803	13,806	12,168	15,239	10,594	14,764	-28%	32,565	43,809	-26%
<b>Asia</b>	43,358	34,729	43,728	45,422	40,178	43,512	39,376	37,714	+4%	123,282	126,648	-3%
of which <b>Japan</b>	11,690	8,548	10,952	9,890	12,008	11,808	11,297	10,681	+6%	34,257	32,379	+6%
<b>Rest of World</b>	14,462	12,953	15,684	16,460	18,061	18,047	16,590	18,073	-8%	50,335	52,580	-4%

## Daimler Trucks Market Shares\*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change in % pts.	2014	2013	Change in % pts.
<b>Trucks Europe / Latin America</b>												
(Mercedes-Benz)												
<b>Western Europe</b> MDT/HDT	24.6	22.0	22.0	22.5	26.2	24.0	24.7	24.3	+0.4	24.7	23.8	+0.9
<b>Germany</b> MDT/HDT	39.0	39.6	38.1	41.2	43.1	39.5	39.4	40.3	-0.9	40.7	40.1	+0.6
<b>Brazil</b> MDT/HDT	25.5	24.2	23.7	22.9	25.7	24.9	27.1	24.5	+2.6	25.8	24.3	+1.5
<b>Trucks NAFTA</b>												
(Freightliner/Western Star)												
<b>NAFTA</b> Class 8	34.3	34.4	37.7	42.1	33.8	35.9	35.9	35.4	+0.5	35.5	37.0	-1.5
<b>NAFTA</b> Class 6-7	39.6	37.2	45.3	46.7	40.5	43.7	40.0	44.6	-4.6	41.3	44.8	-3.5
<b>Trucks Asia</b>												
(FUSO)												
<b>Japan</b> Trucks Total	20.3	19.4	19.6	19.2	21.4	19.9	21.4	21.1	+0.3	21.0	20.2	+0.8
(BharatBenz)												
<b>India</b> MDT/HDT	3.2	-	3.9	2.0	5.3	2.8	5.7	3.9	+1.8	5.1	2.9	+2.2

\* Based on estimates in certain markets.

## Mercedes-Benz Vans Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Unit sales</b> (units)	82,771	76,129	61,119	52,623	76,009	69,436	72,207	65,314	+11%	209,335	187,373	+12%
<b>Retail sales*</b> (units)	80,163	71,089	53,906	52,752	68,502	68,631	66,485	66,984	-1%	188,893	188,367	+0%
<b>Production</b> (units)	71,852	71,568	73,939	63,169	81,487	72,811	73,140	62,843	+16%	228,566	198,823	+15%
<b>Revenue</b> (millions of EUR)	2,696	2,478	2,212	1,986	2,494	2,434	2,515	2,253	+12%	7,221	6,673	+8%
<b>EBIT</b> (millions of EUR)	194	101	123	81	242	204	176	152	+16%	541	437	+24%
<b>Return on sales</b> (%)	7.2%	4.1%	5.6%	4.1%	9.7%	8.4%	7.0%	6.7%	.	7.5%	6.5%	.

\* Excluding vehicles of the V-Class segment as of Q1 2014 (Q1 2014: 5,324 units; Q2 2014: 5,870 units; Q3 2014: 6,918 units).

## Mercedes-Benz Vans Unit Sales

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Wholesales</b> (in units)	82,771	76,129	61,119	52,623	76,009	69,436	72,207	65,314	+11%	209,335	187,373	+12%
<b>Western Europe</b>	54,521	50,909	39,057	32,646	49,579	42,480	47,116	39,528	+19%	135,752	114,654	+18%
of which <b>Germany</b>	23,029	22,358	15,657	12,595	21,526	18,573	20,707	17,323	+20%	57,890	48,491	+19%
<b>Eastern Europe</b>	7,240	7,111	5,994	5,213	6,412	7,243	7,006	7,180	-2%	19,412	19,636	-1%
<b>NAFTA</b>	8,590	7,096	6,320	5,120	8,662	7,585	7,852	6,773	+16%	22,834	19,478	+17%
of which <b>USA</b>	7,172	5,771	5,020	3,976	7,188	6,108	6,531	5,546	+18%	18,739	15,630	+20%
<b>Latin America</b> (excl. Mexico)	5,133	4,355	3,647	4,109	4,030	5,162	3,574	5,176	-31%	11,251	14,447	-22%
<b>Asia</b>	4,696	4,234	3,614	3,035	4,971	4,692	4,252	4,347	-2%	12,837	12,074	+6%
of which <b>China</b>	3,558	3,147	2,695	2,371	3,877	3,310	3,208	3,466	-7%	9,780	9,147	+7%
<b>Rest of World</b>	2,591	2,424	2,487	2,500	2,355	2,274	2,407	2,310	+4%	7,249	7,084	+2%



## Mercedes-Benz Vans Retail Sales and Market Shares

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Retail sales*</b> (in units)	80,163	71,089	53,906	52,752	68,502	68,631	66,485	66,984	-1%	188,893	188,367	+0%
<b>Western Europe</b>	52,335	46,468	34,503	33,100	44,935	43,391	42,652	40,879	+4%	122,090	117,370	+4%
of which <b>Germany</b>	23,029	22,358	13,305	12,595	19,267	18,573	17,574	17,323	+1%	50,146	48,491	+3%
<b>Eastern Europe</b>	7,604	7,329	4,990	4,856	5,847	6,690	6,458	7,139	-10%	17,295	18,685	-7%
<b>NAFTA</b>	8,121	7,056	5,767	4,896	8,384	6,978	7,898	6,959	+13%	22,049	18,833	+17%
of which <b>USA</b>	6,876	5,527	4,624	3,834	6,859	5,649	6,302	5,457	+15%	17,785	14,940	+19%
<b>Latin America</b> (excl. Mexico)	4,891	4,003	3,979	4,296	4,009	4,672	3,832	5,312	-28%	11,820	14,280	-17%
<b>Asia</b>	4,764	3,878	2,418	3,177	3,124	4,411	3,270	4,330	-24%	8,812	11,918	-26%
of which <b>China</b>	3,578	2,792	1,854	2,504	2,446	3,199	2,404	3,532	-32%	6,704	9,235	-27%
<b>Rest of World</b>	2,448	2,355	2,249	2,427	2,203	2,489	2,375	2,365	+0%	6,827	7,281	-6%
<b>Market shares**</b> (in percent)												
<b>Western Europe***</b> small	3.0	-	3.2	3.6	2.9	3.3	3.5	3.2	+0.3 pts.	3.1	3.3	-0.2 pts.
<b>Western Europe***</b> midsize/large	19.8	18.9	17.6	16.2	17.8	16.1	18.5	18.8	-0.3 pts.	17.9	17.1	+0.8 pts.
<b>Germany</b> midsize/large	29.5	29.6	26.8	24.7	25.7	23.5	25.4	26.5	-1.1 pts.	25.9	25.0	+0.9 pts.

\* Excluding vehicles of the V-Class segment as of Q1 2014 (Q1 2014: 5,324 units; Q2 2014: 5,870 units; Q3 2014: 6,918 units).

\*\* Based on estimates in certain markets.

\*\*\* Excluding United Kingdom.

## Daimler Buses Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Unit sales*</b> (units)	10,110	10,517	6,675	6,033	8,097	7,913	8,619	9,649	-11%	23,391	23,595	-1%
<b>Production</b> (units)	8,352	7,935	7,736	7,358	8,855	9,269	8,034	9,488	-15%	24,625	26,115	-6%
<b>Revenue</b> (millions of EUR)	1,293	1,232	859	751	1,048	934	1,034	1,127	-8%	2,941	2,812	+5%
<b>EBIT</b> (millions of EUR)	69	-21	53	-31	50	27	64	59	+8%	167	55	+204%
<b>Return on sales</b> (%)	5.3%	-1.7%	6.2%	-4.1%	4.8%	2.9%	6.2%	5.2%	.	5.7%	2.0%	.

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

## Daimler Buses Unit Sales and Market Shares

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>Wholesales*</b> (in units)	10,110	10,517	6,675	6,033	8,097	7,913	8,619	9,649	-11%	23,391	23,595	-1%
<b>Western Europe</b>	2,992	2,217	1,086	538	1,706	1,488	1,857	1,696	+9%	4,649	3,722	+25%
of which <b>Germany</b>	1,133	988	533	231	728	503	493	573	-14%	1,754	1,307	+34%
<b>Eastern Europe</b>	457	552	405	447	459	632	271	405	-33%	1,135	1,484	-24%
<b>NAFTA</b>	1,014	1,253	739	366	1,012	712	932	944	-1%	2,683	2,022	+33%
of which <b>Mexico</b>	983	1,150	725	349	998	704	917	923	-1%	2,640	1,976	+34%
<b>Latin America</b> (excl. Mexico)	4,698	5,514	3,992	4,141	4,290	4,529	4,692	5,750	-18%	12,974	14,420	-10%
of which <b>Brazil</b>	3,480	3,577	3,479	2,646	3,464	2,956	3,295	3,798	-13%	10,238	9,400	+9%
<b>Asia</b>	516	674	86	404	311	349	420	435	-3%	817	1,188	-31%
<b>Rest of World</b>	433	307	367	137	319	203	447	419	+7%	1,133	759	+49%
<b>Market shares**</b> (in percent)												
<b>Western Europe</b> heavy	28.1	30.1	39.0	30.8	34.0	29.1	33.2	33.5	-0.3 pts.	34.2	30.9	+3.3 pts.
<b>Germany</b> heavy	47.7	50.2	62.3	56.3	65.1	52.0	61.0	56.1	+4.9 pts.	64.0	54.7	+9.3 pts.
<b>Brazil</b> heavy	50.2	41.1	45.5	36.2	45.7	43.5	49.7	45.4	+4.3 pts.	47.0	40.9	+6.1 pts.

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

\*\* Based on estimates in certain markets.

## Daimler Financial Services Overview

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2013	2012	2014	2013	2014	2013	2014	2013	Change	2014	2013	Change
<b>New business</b>	11,243	10,471	9,838	8,619	11,515	10,292	12,406	10,379	+20%	33,759	29,290	+15%
<b>Contract volume</b> (end of period)	83,539	79,986	84,328	81,656	88,084	81,404	93,721	81,962	+14%	93,721	81,962	+14%
<b>Revenue</b>	3,740	3,626	3,809	3,577	3,828	3,548	3,998	3,657	+9%	11,635	10,782	+8%
<b>EBIT</b>	313	289	397	314	336	319	355	322	+10%	1,088	955	+14%
<b>Return on equity</b> (%)	18.8%	18.7%	23.7%	19.6%	19.2%	19.1%	19.4%	19.3%	.	20.7%	19.3%	.