

DAIMLER

Fact Sheet for Q3 and January-September 2017

October 20, 2017

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Stock Market Information

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Earnings per share (in EUR)												
basic	2.01	1.69	2.53	1.26	2.28	2.27	2.03	2.43	-16%	6.84	5.96	+15%
diluted	2.01	1.69	2.53	1.26	2.28	2.27	2.03	2.43	-16%	6.84	5.96	+15%
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)	70.72	77.58	69.20	67.37	63.37	53.52	67.47	62.71	+8%			
Market capitalization Frankfurt (at period end, in billions of EUR)	75.66	83.00	74.03	72.07	67.80	57.26	72.18	67.09	+8%			

Key Figures and Ratios

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Unit Sales (in units)	799,031	776,625	754,259	683,885	822,504	761,340	824,130	754,130	+9%	2,400,893	2,199,355	+9%
Revenue	41,001	40,428	38,776	35,047	41,158	38,616	40,807	38,597	+6%	120,741	112,260	+8%
EBIT	3,459	2,901	4,008	2,148	3,746	3,258	3,458	4,037	-14%	11,212	9,443	+19%
Net profit (loss), Group	2,206	1,874	2,801	1,400	2,507	2,452	2,268	2,726	-17%	7,576	6,578	+15%
Profit (loss) attributable to shareholders of Daimler AG	2,149	1,807	2,706	1,353	2,439	2,429	2,177	2,595	-16%	7,322	6,377	+15%
R&D expenditure total	2,125	1,821	2,133	1,724	2,132	1,831	2,296	1,892	+21%	6,561	5,447	+20%
Expensed R&D costs	1,458	1,313	1,448	1,238	1,414	1,263	1,647	1,298	+27%	4,509	3,799	+19%
Capitalized development costs	667	508	685	486	718	568	649	594	+9%	2,052	1,648	+25%
Amortization on capitalized development costs	318	324	326	314	331	318	330	318	+4%	987	950	+4%
Depreciation and amortization* (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,350	1,385	1,369	1,317	1,356	1,325	1,360	1,404	-3%	4,085	4,046	+1%
Capital expenditure total*	2,897	3,258	2,213	1,768	2,718	2,211	2,548	2,224	+15%	7,479	6,203	+21%
Investment in pp&e	1,993	1,854	1,290	1,116	1,397	1,325	1,450	1,418	+2%	4,137	3,859	+7%
Capitalized development costs	667	508	685	486	718	568	649	594	+9%	2,052	1,648	+25%
Financial investments and other intangible assets	237	896	238	166	603	318	449	212	+112%	1,290	696	+85%

* Industrial business.

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Net liquidity												
at the beginning of the period	17,906	19,527	19,737	18,580	21,073	18,465	18,382	17,448	+5%	19,737	18,580	+6%
Free cash flow	1,281	-868	1,945	264	1,093	1,856	2,733	473	+478%	5,771	2,593	+123%
thereof: working capital*	-299	-162	882	-223	98	247	-118	-1,197	.	862	-1,173	.
Other	550	-79	-609	-379	-3,784	-2,873	-283	-15	.	-4,676	-3,267	.
thereof: dividends Daimler AG	0	0	0	0	-3,477	-3,477	0	0	.	-3,477	-3,477	.
Net liquidity												
at the end of the period	19,737	18,580	21,073	18,465	18,382	17,448	20,832	17,906	+16%	20,832	17,906	+16%

* Inventories, trade receivables and trade payables.

Liquidity

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	Q3 2017	2016	Change
Group liquidity												
Cash and cash equivalents	10,981	9,936	12,966	12,723	12,995	13,988	17,401	14,189	+23%	17,401	10,981	+58%
Marketable securities and term deposits	10,748	8,273	8,652	10,342	8,801	8,952	9,501	9,362	+1%	9,501	10,748	-12%
Gross liquidity	21,729	18,209	21,618	23,065	21,796	22,940	26,902	23,551	+14%	26,902	21,729	+24%
Financing liabilities (nominal)	-117,625	-100,559	-117,411	-104,060	-119,426	-109,489	-123,889	-110,880	.	-123,889	-117,625	.
Net debt	-95,896	-82,350	-95,793	-80,995	-97,630	-86,549	-96,987	-87,329	.	-96,987	-95,896	.
Liquidity of the industrial business												
Cash and cash equivalents	8,751	8,369	11,307	11,156	11,030	12,665	15,168	12,577	+21%	15,168	8,751	+73%
Marketable securities and term deposits	9,498	6,999	7,443	9,078	7,635	7,701	8,368	8,149	+3%	8,368	9,498	-12%
Gross liquidity	18,249	15,368	18,750	20,234	18,665	20,366	23,536	20,726	+14%	23,536	18,249	+29%
Financing liabilities (nominal)	1,488	3,212	2,323	-1,769	-283	-2,918	-2,704	-2,820	.	-2,704	1,488	.
Net liquidity	19,737	18,580	21,073	18,465	18,382	17,448	20,832	17,906	+16%	20,832	19,737	+6%

Pension and Health-Care Benefits

(in billions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	Q3 2017	2016	Change
Pension benefits												
Benefit obligations	-31.2	-27.6	-31.2	-30.2	-31.7	-32.3	-31.7	-33.6	.	-31.7	-31.2	.
Plan assets	23.4	20.2	23.5	20.0	23.6	22.1	23.7	22.7	+4%	23.7	23.4	+1%
Funded status	-7.8	-7.4	-7.7	-10.2	-8.1	-10.2	-8.0	-10.9	.	-8.0	-7.8	.
Funding ratio	75.0%	73.2%	75.3%	66.2%	74.4%	68.4%	74.8%	67.6%	.	74.8%	75.0%	.
Health-care benefits												
Benefit obligations	-1.2	-1.1	-1.2	-1.1	-1.1	-1.1	-1.1	-1.2	.	-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	0.0	0.1	0.0	0.1	0.0	0.1	0.0	.	0.1	0.1	0%
Funded status	-1.1	-1.1	-1.1	-1.1	-1.0	-1.1	-1.0	-1.2	.	-1.0	-1.1	.

Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Mercedes-Benz Cars	589,119	532,686	568,070	496,756	595,178	546,517	597,253	565,564	+6%	1,760,501	1,608,837	+9%
Daimler Trucks	104,019	136,445	94,007	105,664	116,429	108,282	126,558	97,143	+30%	336,994	311,089	+8%
Mercedes-Benz Vans	97,628	99,869	86,778	76,647	103,393	99,583	93,106	85,238	+9%	283,277	261,468	+8%
Daimler Buses	8,265	7,625	5,404	4,818	7,504	6,958	7,213	6,185	+17%	20,121	17,961	+12%
Daimler Group	799,031	776,625	754,259	683,885	822,504	761,340	824,130	754,130	+9%	2,400,893	2,199,355	+9%

Production Volume

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Mercedes-Benz Cars	545,839	520,703	584,942	523,029	600,358	570,041	639,058	596,443	+7%	1,824,358	1,689,513	+8%
Daimler Trucks	90,114	127,565	104,799	111,909	119,522	110,501	129,845	98,741	+32%	354,166	321,151	+10%
Mercedes-Benz Vans	91,022	89,475	104,116	89,741	100,884	103,688	84,821	84,123	+1%	289,821	277,552	+4%
Daimler Buses	7,052	6,292	6,583	5,576	7,973	6,600	7,089	6,952	+2%	21,645	19,128	+13%
Daimler Group	734,027	744,035	800,440	730,255	828,737	790,830	860,813	786,259	+9%	2,489,990	2,307,344	+8%

Revenue

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Mercedes-Benz Cars	23,931	22,457	22,723	19,980	23,571	22,122	23,449	23,251	+1%	69,743	65,353	+7%
Daimler Trucks	8,466	10,073	7,940	8,204	9,028	8,666	9,199	7,851	+17%	26,167	24,721	+6%
Mercedes-Benz Vans	3,459	3,477	2,993	2,815	3,324	3,441	3,077	3,120	-1%	9,394	9,376	+0%
Daimler Buses	1,287	1,181	900	830	1,154	1,122	1,010	937	+8%	3,064	2,889	+6%
Daimler Financial Services	5,651	4,942	5,911	4,862	5,930	5,014	5,835	5,133	+14%	17,676	15,009	+18%
Reconciliation	-1,793	-1,702	-1,691	-1,644	-1,849	-1,749	-1,763	-1,695	.	-5,303	-5,088	.
Daimler Group	41,001	40,428	38,776	35,047	41,158	38,616	40,807	38,597	+6%	120,741	112,260	+8%

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		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Mercedes-Benz Cars												
EBIT	2,561	1,675	2,234	1,395	2,404	1,410	2,147	2,746	-22%	6,785	5,551	+22%
RoS	10.7%	7.5%	9.8%	7.0%	10.2%	6.4%	9.2%	11.8%	.	9.7%	8.5%	.
Daimler Trucks												
EBIT	347	631	668	516	543	621	614	464	+32%	1,825	1,601	+14%
RoS	4.1%	6.3%	8.4%	6.3%	6.0%	7.2%	6.7%	5.9%	.	7.0%	6.5%	.
Mercedes-Benz Vans												
EBIT	156	238	357	301	358	401	218	312	-30%	933	1,014	-8%
RoS	4.5%	6.8%	11.9%	10.7%	10.8%	11.7%	7.1%	10.0%	.	9.9%	10.8%	.
Daimler Buses												
EBIT	77	34	65	39	64	88	26	45	-42%	155	172	-10%
RoS	6.0%	2.9%	7.2%	4.7%	5.5%	7.8%	2.6%	4.8%	.	5.1%	6.0%	.
Daimler Financial Services												
EBIT	390	387	524	432	522	479	507	438	+16%	1,553	1,349	+15%
Return on equity (RoE)	15.2%	16.0%	19.3%	17.4%	18.8%	19.3%	18.5%	17.7%	.	18.9%	18.1%	.
Reconciliation												
	-72	-64	160	-535	-145	259	-54	32	.	-39	-244	.
Daimler Group												
	3,459	2,901	4,008	2,148	3,746	3,258	3,458	4,037	-14%	11,212	9,443	+19%

Disclosed Items Affecting EBIT

(in millions of EUR)		4th Quarter		1st Quarter		2nd Quarter		3rd Quarter		January - September	
		2016	2015	2017	2016	2017	2016	2017	2016	2017	2016
Mercedes-Benz Cars	Restructuring of own dealer network	-53	-49	-	-10	-	-11	-	41	-	20
	Relocation of headquarters of MBUSA	-	-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	-	-	-	-	-	-284	-	46	-	-238
	Settlement in connection with patent dispute	-	-	-	-	-	-64	-	-	-	-64
	Involvement of new investors in HERE	-	-	183	-	-	-	-	-	183	-
	Expenses for a specific vehicle recall	-	-	-	-	-	-	-230	-	-230	-
	Expenses for voluntary service activities	-	-	-	-	-	-	-223	-	-223	-
Daimler Trucks	Workforce adjustments	-8	-23	-	-	-	-34	-	-49	-	-83
	Restructuring of own dealer network	-10	-24	-	-1	-	-6	-	3	-	-4
	Sale of Atlantis Foundries	-	-6	-	-	-	-	-	-	-	-
	Sale of real estate at the Kawasaki site in Japan	-	-	267	-	-	-	-	-	267	-
	Expenses related to fixed cost optimization	-	-	-	-	-24	-	-70	-	-94	-
Mercedes-Benz Vans	Restructuring of own dealer network	-8	-18	-	-1	-	-2	-	-	-	-3
	Relocation of headquarters of MBUSA	-	-1	-	-	-	-	-	-	-	-
	Expenses in connection with Takata airbags	-13	-40	-	-4	-	-59	-	-7	-	-70
	Workforce adjustments in Germany	-8	-	-	-30	-	-	-	-	-	-30
Daimler Buses	Restructuring of own dealer network	-	-2	-	-	-	-1	-	1	-	0
	Sale of investment in New MCI Holdings Inc.	-	16	-	-	-	-	-	-	-	-
	Workforce adjustments	-1	-	-	-	-	-	-	-8	-	-8
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

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Unit sales (units)	589,119	532,686	568,070	496,756	595,178	546,517	597,253	565,564	+6%	1,760,501	1,608,837	+9%
Retail sales (units)	584,798	526,611	594,781	518,940	619,367	561,189	603,766	563,487	+7%	1,817,914	1,643,616	+11%
Production (units)	545,839	520,703	584,942	523,029	600,358	570,041	639,058	596,443	+7%	1,824,358	1,689,513	+8%
Revenue (millions of EUR)	23,931	22,457	22,723	19,980	23,571	22,122	23,449	23,251	+1%	69,743	65,353	+7%
EBIT (millions of EUR)	2,561	1,675	2,234	1,395	2,404	1,410	2,147	2,746	-22%	6,785	5,551	+22%
Return on sales (%)	10.7%	7.5%	9.8%	7.0%	10.2%	6.4%	9.2%	11.8%	.	9.7%	8.5%	.
V-Class retail sales (included in MBC retail sales)	12,238	8,951	12,567	9,401	15,963	12,879	14,437	12,177	+19%	42,967	34,457	+25%

Mercedes-Benz Cars Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Mercedes-Benz Cars	589,119	532,686	568,070	496,756	595,178	546,517	597,253	565,564	+6%	1,760,501	1,608,837	+9%
Europe	256,247	230,872	241,403	222,663	270,433	256,260	252,839	244,553	+3%	764,675	723,476	+6%
of which Germany	80,873	78,165	74,072	69,723	85,369	84,040	82,805	79,064	+5%	242,246	232,827	+4%
NAFTA	110,219	105,798	93,184	89,830	94,554	100,934	98,149	105,123	-7%	285,887	295,887	-3%
of which USA	93,449	92,938	78,425	77,256	77,605	86,624	82,175	89,878	-9%	238,205	253,758	-6%
Asia	196,332	172,501	210,730	162,691	204,709	165,803	219,287	190,566	+15%	634,726	519,060	+22%
of which China	135,487	116,142	154,563	108,342	150,146	117,134	153,269	126,601	+21%	457,978	352,077	+30%
of which locally produced vehicles	90,295	74,905	109,438	69,832	101,371	73,566	104,246	83,376	+25%	315,055	226,774	+39%
Rest of World	26,321	23,515	22,753	21,572	25,482	23,520	26,978	25,322	+7%	75,213	70,414	+7%

Mercedes-Benz Cars Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Mercedes-Benz Cars	584,798	526,611	594,781	518,940	619,367	561,189	603,766	563,487	+7%	1,817,914	1,643,616	+11%
Europe	256,665	229,953	258,524	238,143	277,951	264,310	261,192	247,262	+6%	797,667	749,715	+6%
of which Germany	86,082	82,582	77,837	72,806	90,605	88,465	87,183	83,493	+4%	255,625	244,764	+4%
NAFTA	108,161	108,182	95,523	89,804	100,557	103,179	96,890	103,093	-6%	292,970	296,076	-1%
of which USA	93,204	95,215	80,155	77,048	83,733	88,345	80,943	87,866	-8%	244,831	253,259	-3%
Asia	194,211	164,260	216,943	168,608	215,185	170,253	219,395	188,877	+16%	651,523	527,738	+23%
of which China	134,383	110,207	151,878	110,870	154,792	118,267	157,682	130,409	+21%	464,352	359,546	+29%
of which locally produced vehicles	85,328	72,407	105,180	72,327	107,783	78,538	109,071	85,523	+28%	322,034	236,388	+36%
Rest of World	25,761	24,216	23,791	22,385	25,674	23,447	26,289	24,255	+8%	75,754	70,087	+8%
V-Class (included in MBC retail sales)	12,238	8,951	12,567	9,401	15,963	12,879	14,437	12,177	+19%	42,967	34,457	+25%

Mercedes-Benz Cars Market Shares*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change in % pts.	2017	2016	Change in % pts.
European Union	6.5	6.0	5.9	5.8	6.3	6.0	6.7	6.6	+0.1	6.4	6.1	+0.3
of which Germany	11.3	10.4	10.1	9.8	10.6	10.4	11.3	10.5	+0.8	10.6	10.3	+0.3
USA	2.1	2.2	2.0	1.9	1.9	1.9	1.8	2.0	-0.2	1.9	1.9	0.0
China	1.8	2.0	2.7	2.0	2.9	2.3	2.8	2.5	+0.3	2.8	2.3	+0.5
Japan	1.8	1.8	1.4	1.5	1.6	1.7	1.8	1.9	-0.1	1.6	1.7	-0.1

* Based on estimates in certain markets.

Daimler Trucks Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Incoming orders (units)	109,951	118,255	123,728	98,583	114,360	93,880	116,691	83,944	+39%	354,779	276,407	+28%
Unit sales (units)	104,019	136,445	94,007	105,664	116,429	108,282	126,558	97,143	+30%	336,994	311,089	+8%
Retail sales (units)	114,881	137,901	98,058	105,152	112,481	112,684	116,280	102,999	+13%	326,819	320,835	+2%
Production (units)	90,114	127,565	104,799	111,909	119,522	110,501	129,845	98,741	+32%	354,166	321,151	+10%
Revenue (millions of EUR)	8,466	10,073	7,940	8,204	9,028	8,666	9,199	7,851	+17%	26,167	24,721	+6%
EBIT (millions of EUR)	347	631	668	516	543	621	614	464	+32%	1,825	1,601	+14%
Return on sales (%)	4.1%	6.3%	8.4%	6.3%	6.0%	7.2%	6.7%	5.9%	.	7.0%	6.5%	.

Daimler Trucks Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Daimler Trucks	104,019	136,445	94,007	105,664	116,429	108,282	126,558	97,143	+30%	336,994	311,089	+8%
EU30*	22,616	24,793	17,394	15,469	20,431	20,381	20,874	21,307	-2%	58,699	57,157	+3%
of which Germany	9,334	11,403	6,458	5,515	8,069	8,335	8,104	8,306	-2%	22,631	22,156	+2%
NAFTA	33,197	49,503	32,906	40,428	42,293	40,643	45,290	31,433	+44%	120,489	112,504	+7%
of which USA	26,225	41,743	28,906	35,975	35,861	34,163	38,616	25,221	+53%	103,383	95,359	+8%
Latin America (excl. Mexico)	7,091	6,895	6,324	5,966	7,028	6,779	7,978	7,656	+4%	21,330	20,401	+5%
of which Brazil	2,814	3,464	2,427	2,864	2,920	2,971	3,662	3,453	+6%	9,009	9,288	-3%
Asia	31,575	38,920	30,000	35,419	35,682	30,385	39,977	28,070	+42%	105,659	93,874	+13%
of which Japan	11,267	11,157	11,608	12,370	10,195	11,025	11,862	11,749	+1%	33,665	35,144	-4%
Indonesia	8,227	7,216	7,232	7,391	9,823	5,642	11,936	6,690	+78%	28,991	19,723	+47%
India	2,700	3,802	3,736	4,037	3,554	3,906	4,855	2,438	+99%	12,145	10,381	+17%
Rest of World	9,540	16,334	7,383	8,382	10,995	10,094	12,439	8,677	+43%	30,817	27,153	+13%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	22,529	20,067	26,433	17,139	28,623	21,259	30,031	16,913	+78%	85,087	55,311	+54%
Daimler Trucks including BFDA	126,548	156,512	120,440	122,803	145,052	129,541	156,589	114,056	+37%	422,081	366,400	+15%

* European Union, Switzerland and Norway.

Daimler Trucks Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Daimler Trucks	114,881	137,901	98,058	105,152	112,481	112,684	116,280	102,999	+13%	326,819	320,835	+2%
EU30*	24,292	24,443	16,601	14,939	20,979	20,315	19,307	19,348	-0%	56,887	54,602	+4%
of which Germany	9,334	11,403	6,458	5,515	8,069	8,335	8,104	8,306	-2%	22,631	22,156	+2%
NAFTA	36,316	49,671	31,823	40,561	39,965	43,537	41,147	36,846	+12%	112,935	120,944	-7%
of which USA	28,898	42,229	27,790	35,762	33,393	36,739	35,464	30,392	+17%	96,647	102,893	-6%
Latin America (excl. Mexico)	7,384	7,378	6,399	6,162	6,992	7,206	7,769	7,534	+3%	21,160	20,902	+1%
of which Brazil	3,320	4,063	2,508	3,085	2,954	3,309	3,507	3,229	+9%	8,969	9,623	-7%
Asia	36,839	41,057	35,965	35,191	33,550	30,731	36,492	30,726	+19%	106,007	96,648	+10%
of which Japan	11,018	11,194	11,843	12,390	10,076	10,872	12,015	11,760	+2%	33,934	35,022	-3%
Indonesia	11,285	12,561	9,733	7,287	9,795	6,727	10,008	6,460	+55%	29,536	20,474	+44%
India	2,302	3,864	4,486	3,690	3,256	3,663	4,559	2,653	+72%	12,301	10,006	+23%
Rest of World	10,050	15,352	7,270	8,299	10,995	10,895	11,565	8,545	+35%	29,830	27,739	+8%

* European Union, Switzerland and Norway.

Daimler Trucks Incoming Orders

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Daimler Trucks	109,951	118,255	123,728	98,583	114,360	93,880	116,691	83,944	+39%	354,779	276,407	+28%
EU30*	21,988	19,517	21,310	20,736	19,738	19,868	18,968	17,067	+11%	60,016	57,671	+4%
of which Germany	7,815	7,601	8,748	8,994	7,496	7,291	6,578	6,678	-1%	22,822	22,963	-1%
NAFTA	40,361	41,577	45,967	29,378	35,989	24,948	35,106	23,840	+47%	117,062	78,166	+50%
of which USA	34,558	35,620	37,792	21,134	31,075	19,989	27,194	21,444	+27%	96,061	62,567	+54%
Latin America (excl. Mexico)	6,418	7,014	5,419	5,731	6,576	6,740	8,128	7,103	+14%	20,123	19,574	+3%
of which Brazil	2,814	3,464	2,427	2,864	2,920	2,971	3,662	3,453	+6%	9,009	9,288	-3%
Asia	31,336	35,581	40,233	33,404	39,000	31,547	42,858	28,739	+49%	122,091	93,690	+30%
of which Japan	10,817	11,173	12,500	12,297	12,284	13,147	11,579	12,059	-4%	36,363	37,503	-3%
Indonesia	7,999	6,596	11,855	6,536	10,290	7,260	14,365	6,080	+136%	36,510	19,876	+84%
India	2,529	3,397	4,336	3,715	4,953	3,560	5,069	2,463	+106%	14,358	9,738	+47%
Rest of World	9,848	14,566	10,799	9,334	13,057	10,777	11,631	7,195	+62%	35,487	27,306	+30%

* European Union, Switzerland and Norway.

Daimler Trucks Market Shares*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change in % pts.	2017	2016	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
EU30** HDT/MDT	21.3	23.1	18.8	18.8	20.9	20.5	22.1	21.2	+0.9	20.8	20.3	+0.5
Germany HDT/MDT	37.4	41.3	34.7	35.8	35.6	36.9	38.0	37.9	+0.1	36.3	37.0	-0.7
Brazil HDT/MDT	32.0	27.4	30.6	28.7	28.7	30.8	28.3	26.8	+1.5	28.9	28.7	+0.2
Trucks NAFTA												
(Freightliner/Western Star)												
NAFTA Class 8	35.8	41.6	41.1	44.4	40.4	43.2	38.6	39.0	-0.4	39.8	42.0	-2.2
NAFTA Class 6-7	35.7	40.3	40.5	41.9	39.9	36.4	36.1	39.7	-3.6	38.6	38.9	-0.3
Trucks Asia												
(FUSO)												
Japan Trucks Total	19.7	20.6	17.6	19.4	18.8	20.9	19.4	21.2	-1.8	18.8	20.7	-1.9
Indonesia Trucks Total	47.1	46.9	n.a.***	47.6	n.a.***	46.5	n.a.***	45.5	-	n.a.***	46.4	-
(BharatBenz)												
India HDT/upper MDT	6.4	7.3	7.2	6.6	8.7	7.1	10.8	7.1	+3.7	9.0	7.0	+2.0

* Based on estimates in certain markets.

** European Union including Switzerland and Norway.

*** Data not available due to legal changes.

Mercedes-Benz Vans Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Unit sales (units)	97,628	99,869	86,778	76,647	103,393	99,583	93,106	85,238	+9%	283,277	261,468	+8%
Retail sales (units)	85,654	86,814	72,144	66,387	87,447	82,572	82,322	74,625	+10%	241,913	223,584	+8%
Production (units)	91,022	89,475	104,116	89,741	100,884	103,688	84,821	84,123	+1%	289,821	277,552	+4%
Revenue (millions of EUR)	3,459	3,477	2,993	2,815	3,324	3,441	3,077	3,120	-1%	9,394	9,376	+0%
EBIT (millions of EUR)	156	238	357	301	358	401	218	312	-30%	933	1,014	-8%
Return on sales (%)	4.5%	6.8%	11.9%	10.7%	10.8%	11.7%	7.1%	10.0%	.	9.9%	10.8%	.
V-Class retail sales (excluded from MB Vans retail sales)	12,238	8,951	12,567	9,401	15,963	12,879	14,437	12,177	+19%	42,967	34,457	+25%

Mercedes-Benz Vans Unit Sales

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Wholesales (in units)	97,628	99,869	86,778	76,647	103,393	99,583	93,106	85,238	+9%	283,277	261,468	+8%
EU30*	68,625	68,365	60,539	53,942	70,357	69,532	58,966	57,761	+2%	189,862	181,235	+5%
of which Germany	26,760	28,280	20,965	19,213	27,441	26,830	23,687	23,327	+2%	72,093	69,370	+4%
NAFTA	10,900	13,407	8,531	10,249	11,955	11,635	12,630	10,570	+19%	33,116	32,454	+2%
of which USA	8,673	10,755	6,251	8,068	8,994	8,837	9,555	8,171	+17%	24,800	25,076	-1%
Latin America (excl. Mexico)	3,582	4,836	3,860	2,480	3,974	3,045	4,134	3,390	+22%	11,968	8,915	+34%
Asia	6,360	4,719	6,787	3,118	8,856	6,441	9,106	6,607	+38%	24,749	16,166	+53%
of which China	3,794	2,673	4,404	1,488	6,312	4,230	6,758	4,124	+64%	17,474	9,842	+78%
Rest of World	8,161	8,542	7,061	6,858	8,251	8,930	8,270	6,910	+20%	23,582	22,698	+4%

* European Union, Switzerland and Norway.

Mercedes-Benz Vans Retail Sales and Market Shares

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Retail sales (in units)	85,654	86,814	72,144	66,387	87,447	82,572	82,322	74,625	+10%	241,913	223,584	+8%
EU30*	59,663	59,979	49,204	45,533	60,512	58,008	53,821	50,642	+6%	163,537	154,183	+6%
of which Germany	22,315	24,236	16,769	15,461	21,946	22,181	18,792	18,853	-0%	57,507	56,495	+2%
NAFTA	11,147	11,817	9,720	9,267	11,114	11,333	12,396	11,959	+4%	33,230	32,559	+2%
of which USA	9,148	9,615	7,433	7,240	8,367	8,522	9,427	9,394	+0%	25,227	25,156	+0%
Latin America (excl. Mexico)	3,675	4,240	3,970	3,111	3,893	3,275	4,152	3,249	+28%	12,015	9,635	+25%
Asia	3,020	2,575	3,312	2,329	3,859	2,681	4,332	2,558	+69%	11,503	7,568	+52%
of which China	1,989	1,697	2,120	1,546	2,762	1,754	2,991	1,512	+98%	7,873	4,812	+64%
Rest of World	8,149	8,203	5,938	6,147	8,069	7,275	7,621	6,217	+23%	21,628	19,639	+10%
V-Class (excluded from MB Vans retail sales)	12,238	8,951	12,567	9,401	15,963	12,879	14,437	12,177	+19%	42,967	34,457	+25%
Market shares** (in percent)												
EU30* small	3.2	3.7	3.0	2.9	2.9	2.9	3.0	3.2	-0.2 pts.	3.0	3.0	0.0 pts.
EU30* midsize/large	17.2	18.0	15.7	16.4	16.4	16.9	17.0	16.6	+0.4 pts.	16.4	16.6	-0.2 pts.
Germany midsize/large	29.1	29.5	27.1	27.2	25.4	26.9	26.3	26.2	+0.1 pts.	26.2	26.7	-0.5 pts.
USA large	7.7	9.2	7.3	6.9	6.3	6.9	8.4	9.0	-0.6 pts.	7.3	7.6	-0.3 pts.

* European Union, Switzerland and Norway.

** Based on estimates in certain markets.

Daimler Buses Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Unit sales* (units)	8,265	7,625	5,404	4,818	7,504	6,958	7,213	6,185	+17%	20,121	17,961	+12%
Production (units)	7,052	6,292	6,583	5,576	7,973	6,600	7,089	6,952	+2%	21,645	19,128	+13%
Revenue (millions of EUR)	1,287	1,181	900	830	1,154	1,122	1,010	937	+8%	3,064	2,889	+6%
EBIT (millions of EUR)	77	34	65	39	64	88	26	45	-42%	155	172	-10%
Return on sales (%)	6.0%	2.9%	7.2%	4.7%	5.5%	7.8%	2.6%	4.8%	.	5.1%	6.0%	.

* 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		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
Wholesales* (in units)	8,265	7,625	5,404	4,818	7,504	6,958	7,213	6,185	+17%	20,121	17,961	+12%
EU30**	3,185	3,257	1,392	1,572	2,202	2,239	1,864	1,842	+1%	5,458	5,653	-3%
of which Germany	1,286	1,240	509	482	811	726	568	569	-0%	1,888	1,777	+6%
NAFTA	1,461	1,221	757	549	1,041	628	852	1,195	-29%	2,650	2,372	+12%
of which Mexico	1,458	1,216	738	542	1,020	614	846	1,166	-27%	2,604	2,322	+12%
Latin America (excl. Mexico)	2,456	2,199	2,398	2,156	3,448	2,988	3,643	2,237	+63%	9,489	7,381	+29%
of which Brazil	669	1,179	1,399	1,460	2,108	1,796	2,084	1,012	+106%	5,591	4,268	+31%
Asia	585	399	515	183	439	521	597	470	+27%	1,551	1,174	+32%
Rest of World	578	549	342	358	374	582	257	441	-42%	973	1,381	-30%
Market shares*** (in percent)												
EU30** heavy	27.4	26.7	30.5	32.5	32.2	30.8	25.1	28.5	-3.4 pts.	29.1	30.6	-1.5 pts.
Germany heavy	47.5	48.2	57.4	55.3	55.1	53.4	45.4	45.0	+0.4 pts.	53.0	51.1	+1.9 pts.
Brazil heavy	55.5	47.4	42.2	55.1	51.3	59.2	56.4	62.0	-5.6 pts.	51.7	59.1	-7.4 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)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2016	2015	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
New business	17,030	15,310	16,812	13,707	17,925	15,415	17,437	15,658	+11%	52,174	44,780	+17%
Contract volume (end of period)	132,565	116,727	135,036	115,704	134,156	120,319	135,771	122,118	+11%	135,771	122,118	+11%
Revenue	5,651	4,942	5,911	4,862	5,930	5,014	5,835	5,133	+14%	17,676	15,009	+18%
EBIT	390	387	524	432	522	479	507	438	+16%	1,553	1,349	+15%
Return on equity (%)	15.2%	16.0%	19.3%	17.4%	18.8%	19.3%	18.5%	17.7%	.	18.9%	18.1%	.