Our Performance
Strong track record of profitable growth expected to continue in the future

Our Risk Management
With our Governance, our balanced funding strategy and active portfolio steering we are continuing to manage risks on a conservative level

Our Way Forward
We are extending our customer base with innovative solutions as a basis for future revenues
Performance 2016:
Another record year for Daimler Financial Services!

- 47.7% Penetration Rate
- 133bn € Portfolio
- 1.74bn € EBIT
- Excellent cooperation with our brand partners
- Portfolio growth in all regions along with growing sales
- Favorable EBIT development
- High efficiency 0.93%
- Excellent risk management 0.31%
- Sustainable profitability 17.4%
- Operating Ratio
- Net Credit Losses
- Return on Equity
Our portfolio is growing considerably year over year.

Portfolio (in bn €):
- 2008: 63
- 2009: 58
- 2010: 64
- 2011: 72
- 2012: 80
- 2013: 84
- 2014: 99
- 2015: 117
- 2016: 133

Acquisitions (in bn €):
- 2008: 29
- 2009: 25
- 2010: 29
- 2011: 34
- 2012: 38
- 2013: 41
- 2014: 48
- 2015: 58
- 2016: 62

15.9% CAGR
We operate in over 40 Countries with growth in all regions

<table>
<thead>
<tr>
<th>Region</th>
<th>Units (k)</th>
<th>Euro (bn)</th>
<th>CAGR 2014-2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>1,306</td>
<td>54</td>
<td>12%</td>
</tr>
<tr>
<td>Europe</td>
<td>2,175</td>
<td>53</td>
<td>15%</td>
</tr>
<tr>
<td>China</td>
<td>361</td>
<td>9</td>
<td>42%</td>
</tr>
<tr>
<td>Africa &amp; Asia Pacific</td>
<td>463</td>
<td>16</td>
<td>21%</td>
</tr>
</tbody>
</table>

All figures Actuals 2016

- Passenger Cars
- Trucks
- Buses
- Vans
- others
- CAGR 2014-2016
OVER THE LAST YEARS WE HAVE SUBSTANTIALLY INCREASED OUR EFFICIENCY
Our Portfolio performs on an excellent level
DFS applies a comprehensive risk governance covering the full range of our business

RISK TYPES
- Credit Risk
- Interest/ Liquidity Risk
- Residual Value Risk
- Operational Risk
- Political/Legal Risks
- Hard Currency Risk
We mitigate risk and volatility through a balanced mix of funding instruments and clear principles.

Capital Markets
- Strengthen our global footprint and use market opportunities

Bank Loans
- Deepen our excellent bank relationships

ABS
- Globally expand our highly competitive ABS issuances

Deposits
- Maintain well controllable liquidity reserve

STRINGENT FUNDING POLICY WORLDWIDE
- Liquidity matched funding
- Interest rate matched funding
- Currency matched funding
- Country matched funding

2016
- Bank loans
- Deposits
- ABS

2020
- Bank loans
- Deposits
- ABS
- Cap Market
We utilize less than 60% of our risk bearing capacity.

**EQUITY RATIO** IN LINE WITH REGULATORY REQUIREMENTS AND WELL ABOVE RISK PROFILE. CONSERVATIVE RISK STRATEGY AND HIGH ACQUISITION QUALITY ARE KEY.

<table>
<thead>
<tr>
<th>Year</th>
<th>Economic Capital</th>
<th>Risk Buffer</th>
<th>Equity (in bn €)</th>
<th>Equity Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>6.596</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>7.616</td>
<td></td>
<td>7.2%</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>9.872</td>
<td></td>
<td>8.0%</td>
<td>7.4%</td>
</tr>
<tr>
<td>2016</td>
<td>10.448</td>
<td></td>
<td>7.4%</td>
<td></td>
</tr>
</tbody>
</table>
Our acquisition quality is very favorable and the share of excellent acquisitions has constantly increased over time.

*Our acquisition quality is globally measured based on potential loss severity and potential loss frequency.*
With Full Speed into DIGITAL – Expanding our Customer Base and Creating a Unique Customer Experience

**Mobility Services & Ecosystem**

- CAR2GO PILOT IN ULM
- MOOVEL APP
- INVESTMENT INTO MOOVEL
- INVESTMENT INTO FLIXBUS
- INVESTMENT INTO BLACKLIME
- MOOVEL ACQUISITION
- MYTAXI MERGE WITH HAILO
- LAUNCH OF AUTOGRAVITY
- START OF MERCEDES PAY

**FinTech**

- CAR2GO and mytaxi combined 12/16 (YTD) vs. 12/15 (YTD)

** Members **

<table>
<thead>
<tr>
<th>Year</th>
<th>Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>2.2 mill</td>
</tr>
<tr>
<td>2012</td>
<td>6.2 mill</td>
</tr>
</tbody>
</table>

** Combined change**

+131%

** Cities **

<table>
<thead>
<tr>
<th>Year</th>
<th>Cities</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>29</td>
</tr>
<tr>
<td>2016</td>
<td>&gt;50</td>
</tr>
</tbody>
</table>

** Combined change**

+20%

** Transactions **

<table>
<thead>
<tr>
<th>Year</th>
<th>Transactions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>22.20 mill</td>
</tr>
<tr>
<td>2016</td>
<td>22.22 mill</td>
</tr>
</tbody>
</table>

** Combined change**

+90%

*car2go and mytaxi combined 12/16 (YTD) vs. 12/15 (YTD)*
Auto Finance is undergoing rapid digital transformation - Our first FinTech is live and operative since 2016

WITH AUTOGRAVITY WE HARNESS THE POWER OF THE SMARTPHONE TO PROVIDE A FULLY DIGITAL AND SEAMLESS CUSTOMER EXPERIENCE

WITH AUTOGRAVITY WE EXPAND OUR CUSTOMER BASE BY INTEGRATING MULTIPLE LENDERS AND MULTIPLE BRANDS

AUTOGRAVITY ENABLES US TO TRANSFORM CAR FINANCING FROM AN ASSET BASED TO A NON-ASSET BASED BUSINESS

October 2016
- GoLive. First customers. “One of the best new personal finance apps” - Forbes

January 2016
- AutoGravity founded

January 2017
- Additional lenders live on platform “A Top Workplace in Orange County”

as of Q1/2017
- US Nationwide Roll-Out
With Mercedes Pay we enable our customers to purchase all our services via smartphone

FULL MOBILE PAYMENT EXPERIENCE

in-app
on-board
at the gas pump

ONE eWALLET

Maximize customer value
Minimize payment risk
Optimize customer analytics
WE CONTINUE TO FUEL OUR EXCELLENT PERFORMANCE TODAY AND TOMORROW

WE engage customer for life
WE create value for our shareholder
WE offer mobility at your fingertips
WE successfully manage growth
Disclaimer

The figures in this document are preliminary and have neither been approved yet by the Supervisory Board nor audited by the external auditor.

This document contains forward-looking statements that reflect our current views about future events. The words “anticipate,” “assume,” “believe,” “estimate,” “expect,” “intend,” “may,” “can,” “could,” “plan,” “project,” “should” and similar expressions are used to identify forward-looking statements. These statements are subject to many risks and uncertainties, including an adverse development of global economic conditions, in particular a decline of demand in our most important markets; a deterioration of our refinancing possibilities on the credit and financial markets; events of force majeure including natural disasters, acts of terrorism, political unrest, armed conflicts, industrial accidents and their effects on our sales, purchasing, production or financial services activities; changes in currency exchange rates; a shift in consumer preferences towards smaller, lower-margin vehicles; a possible lack of acceptance of our products or services which limits our ability to achieve prices and adequately utilize our production capacities; price increases for fuel or raw materials; disruption of production due to shortages of materials, labor strikes or supplier insolvencies; a decline in resale prices of used vehicles; the effective implementation of cost-reduction and efficiency-optimization measures; the business outlook for companies in which we hold a significant equity interest; the successful implementation of strategic cooperations and joint ventures; changes in laws, regulations and government policies, particularly those relating to vehicle emissions, fuel economy and safety; the resolution of pending government investigations or of investigations requested by governments and the conclusion of pending or threatened future legal proceedings; and other risks and uncertainties, some of which we describe under the heading “Risk and Opportunity Report” in the current Annual Report. If any of these risks and uncertainties materializes or if the assumptions underlying any of our forward-looking statements prove to be incorrect, the actual results may be materially different from those we express or imply by such statements. We do not intend or assume any obligation to update these forward-looking statements since they are based solely on the circumstances at the date of publication.