

## Investor Relations Release

Date:  
October 1, 2013

In the following please find the Mercedes-Benz USA sales release for September 2013:

### **MERCEDES-BENZ DELIVERS BANNER Q3 FINISH WITH SEPTEMBER SALES OF 24,697**

#### **MBUSA posts ninth month of record sales for 2013 at 236,933**

MONTVALE, N.J. – Mercedes-Benz USA (MBUSA) today reported the highest September sales in its history with 27,474 units sold across the Mercedes-Benz, Sprinter and smart model lines—an increase of 5.8% from the 25,980 vehicles sold in September 2012. Retail volumes for the Mercedes-Benz brand rose 6.7% over the same period last year to 24,697, while year-to-date sales hit a benchmark 215,056 units, up 12.2%. Adding year-to-date sales of 14,940 for Sprinter Vans and 6,937 vehicles at smart, MBUSA’s year-to-date total reached 236,933 units, marking a best-ever third quarter for both the Mercedes-Benz brand and MBUSA.

“We’re making history this month and not just in terms of our record sales pace,” said Steve Cannon, president and CEO of MBUSA.

“September marked a recalibration moment for Mercedes-Benz as we began delivery of our new gateway, the CLA, to dealerships across the country. After just over a week on the market, this car sold more than

2,300 units. We're confident the CLA will be a driving point of our success as we head toward another banner sales year."

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September sales for the Mercedes-Benz brand were led by the C-, E- and M-Class model lines. The sporty C-Class took the top spot at 6,389 units sold, followed by the E-Class with sales of 5,647 vehicles, up 17.0%. MBUSA's top-selling SUV, the M-Class, rounded out the top three at 3,180 units, a 30.4% increase over the same period last year.

In total, sales of Mercedes-Benz passenger cars climbed 10.9% compared to the first three quarters of 2012, increasing to 138,282 from 124,637. Likewise, the brand's light truck offerings were up 14.6% from the 66,981 units sold in the first nine months of 2012 to 76,774 in 2013.

The Sprinter model line posted a month-to-date increase of 20.0% to 2,152 units, boosted by sales of the redesigned 2014 lineup which began rolling into dealerships at the beginning of September. Month-to-date volumes at smart reached 625 units.

Sales of Mercedes-Benz's BlueTEC diesel models were 1,364 in September, up 193.3% from the 465 vehicles sold during the same period last year. The company's high-performance AMG models finished the month with sales of 675, up 48.4% from September 2012.

Separately, through the Mercedes-Benz Certified Pre-Owned (MBCPO) program, MBUSA sold 6,649 vehicles in September. On a year-to-date basis, MBCPO sold 72,890 vehicles, up 22.3% over the 59,586 units sold during the comparable period in 2012.

**About Mercedes-Benz USA**

Mercedes-Benz USA (MBUSA), headquartered in Montvale, New Jersey, is responsible for the distribution, marketing and customer service for all Mercedes-Benz products in the United States. MBUSA offers drivers the most diverse line-up in the luxury segment with 14 model lines ranging from the sporty C-Class to the flagship S-Class sedans and the SLS AMG supercar.

MBUSA is also responsible for the distribution, marketing and customer service of Mercedes-Benz Sprinter Vans and smart in the US. More information on MBUSA and its products can be found at [www.mbusa.com](http://www.mbusa.com), [www.mbsprinterusa.com](http://www.mbsprinterusa.com) and [www.smartusa.com](http://www.smartusa.com)

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MERCEDES-BENZ USA  
Sales -- September 2013

Mercedes-Benz Passenger Vehicles	Sep-13	Sep-12	Monthly %	YTD 2013	YTD 2012	Yearly %
<b>CLA-CLASS</b>	2,310	-	-	2,310	-	-
<b>C-CLASS</b>	6,389	7,872	-18.8%	66,596	57,740	15.3%
<b>E-CLASS</b>	5,647	4,826	17.0%	46,006	44,796	2.7%
<b>S-CLASS</b>	387	925	-58.2%	7,625	8,214	-7.2%
<b>CL-CLASS</b>	42	45	-6.7%	361	535	-32.5%
<b>SL-CLASS</b>	535	621	-13.8%	5,570	3,249	71.4%
<b>SLS AMG</b>	23	37	-37.8%	324	706	-54.1%
<b>SLK-CLASS</b>	404	416	-2.9%	3,569	3,288	8.5%
<b>CLS-CLASS</b>	906	709	27.8%	5,921	6,109	-3.1%
<b>R-CLASS</b>	1	17	-94.1%	29	1,433	-98.0%
<b>M-CLASS</b>	3,180	2,439	30.4%	29,400	27,098	8.5%
<b>G-CLASS</b>	137	83	65.1%	1,878	751	150.1%
<b>GL-CLASS</b>	2,349	1,960	19.8%	22,182	17,558	26.3%
<b>GLK-CLASS</b>	2,387	3,206	-25.5%	23,285	20,141	15.6%
<b>TOTAL</b>	<b>24,697</b>	<b>23,156</b>	<b>6.7%</b>	<b>215,056</b>	<b>191,618</b>	<b>12.2%</b>
<b>*SPRINTER</b>	2,152	1,794	20.0%	14,940	15,402	-3.0%
<b>**smart</b>	625	1,030	-39.3%	6,937	7,311	-5.1%
<b>MBUSA Combined Total</b>	<b>Sep-13</b>	<b>Sep-12</b>	<b>Monthly %</b>	<b>YTD 2013</b>	<b>YTD 2012</b>	<b>Yearly %</b>
<b>GRAND TOTAL</b>	<b>27,474</b>	<b>25,980</b>	<b>5.8%</b>	<b>236,933</b>	<b>214,331</b>	<b>10.5%</b>
<i>*Mercedes-Benz and Freightliner Sprinter Vans are sold and marketed in the U.S. by Mercedes-Benz USA and Daimler Vans USA, respectively.</i>						