

## Investor Relations Release

Date:  
December 2, 2015

In the following please find the Mercedes-Benz USA sales release for November 2015:

### **MERCEDES-BENZ USA REPORTS NOVEMBER SALES OF 33,475**

#### **MBUSA posts 4.0% YTD increase moving toward record year**

ATLANTA – Mercedes-Benz USA (MBUSA) today reported November sales of 33,475 units, a decrease of 11.7% from the 37,925 vehicles sold during the same month last year. While MBUSA recorded its highest month of the year; runout of popular model lines and limited availability of top-selling SUVs, including the new GLC, resulted in a decline from last November, which was the highest sales month in MBUSA history.

Despite the constraints, MBUSA president and CEO Stephen Cannon said, “November brought us enough volume to assure an all-time record year for MBUSA.”

Mercedes-Benz Vans delivered 2,770 sales for the month of November, up 9.4% over November 2014, while smart recorded 662

units in November. On a year-to-date basis, Mercedes-Benz retails totaled 308,885, up 4.2%. Adding year-to-date sales of 25,843 for Vans and 6,815 for smart, MBUSA posted a grand total of 341,543 units through November, up 4.0%.

November sales for the Mercedes-Benz brand were led by the C-Class, GLE and E-Class model lines. The C-Class took the top spot with 7,239 units, followed by the newly introduced GLE-Class. The GLE finished second this month with 4,883 sales, a total of 14,353 units sold during its first four months on the market.

The brand's AMG high-performance models posted a 121% monthly sales increase to 2,186 units in November, while year-to-date sales climbed 43.9% to 14,649. Sales of Mercedes-Benz BlueTEC diesel models recorded 583 for the month and 10,436 year-to-date.

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models delivered November sales of 9,406. On a year-to-date basis, MBCPO has sold 108,635 vehicles, an increase of 0.8% over the comparable period last year (107,800 vehicles).

## **About Mercedes-Benz USA**

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Mercedes-Benz USA (MBUSA), headquartered in Atlanta, is responsible for the distribution, marketing and customer service for all Mercedes-Benz products in the United States. MBUSA offers drivers the most diverse lineup in the luxury segment with 15 model lines ranging from the sporty CLA-Class four-door coupe to the flagship S-Class and the Mercedes-AMG GT S.

MBUSA is also responsible for Mercedes-Benz Vans and smart products in the U.S. 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).

Accredited journalists can visit our media site at [www.media.mbusa.com](http://www.media.mbusa.com).

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MERCEDES-BENZ USA  
Sales – November 2015

Mercedes-Benz Passenger Vehicles	Nov-15	Nov-14	Monthly %	YTD 2015	YTD 2014	Yearly %
B-CLASS	41	193	-78.8%	1,809	450	302.0%
CLA-CLASS	2,611	3,898	-33.0%	27,731	24,701	12.3%
C-CLASS	7,239	9,259	-21.8%	79,057	66,841	18.3%
E-CLASS <sup>2</sup>	4,751	4,737	0.3%	44,737	61,284	-27.0%
S-CLASS	1,856	2,883	-35.2%	19,771	22,444	-11.9%
CL-CLASS	0	11	-100.0%	54	207	-73.9%
SL-CLASS	296	386	-23.3%	3,680	4,491	-18.1%
AMG GT	118	-	-	1,115	-	-
SLS AMG	1	3	-66.7%	29	226	-87.2%
SLK-CLASS	239	317	-24.6%	3,892	4,353	-10.6%
CLS-CLASS	454	224	102.7%	5,571	6,406	-13.0%
R-CLASS <sup>2</sup>	0	0	-	4	7	-42.9%
M-CLASS	367	5,190	-92.9%	32,220	41,101	-21.6%
G-CLASS	334	294	13.6%	3,075	2,715	13.3%
GL-CLASS	2,916	3,085	-4.9%	24,858	23,203	7.1%
GLA-CLASS	2,721	1,812	50.2%	23,393	4,810	386.3%
GLC-CLASS <sup>3</sup>	505	-	-	507	-	-
GLE-CLASS <sup>4</sup>	4,883	-	-	14,353	-	-
GLK-CLASS	711	2,326	-69.4%	23,029	33,143	-30.5%
<b>TOTAL</b>	<b>30,043</b>	<b>34,578</b>	<b>-13.1%</b>	<b>308,885</b>	<b>296,382</b>	<b>4.2%</b>
<b>Vans<sup>1</sup></b>	<b>2,770</b>	<b>2,532</b>	<b>9.4%</b>	<b>25,843</b>	<b>22,457</b>	<b>15.1%</b>
<b>smart</b>	<b>662</b>	<b>815</b>	<b>-18.8%</b>	<b>6,815</b>	<b>9,480</b>	<b>-28.1%</b>
<b>MBUSA Combined Total</b>	<b>Nov-15</b>	<b>Nov-14</b>	<b>Monthly %</b>	<b>YTD 2015</b>	<b>YTD 2014</b>	<b>Yearly %</b>
<b>GRAND TOTAL</b>	<b>33,475</b>	<b>37,925</b>	<b>-11.7%</b>	<b>341,543</b>	<b>328,319</b>	<b>4.0%</b>

<sup>1</sup> Mercedes-Benz, Freightliner Sprinter and Metris Vans are sold and marketed in the U.S. by Mercedes-Benz USA and Daimler Vans USA, respectively.

<sup>2</sup> Model is out of production.

<sup>3</sup> Includes CY2014 CLK-Class sales.

<sup>4</sup> GLE-Class introduced August 2015.

<sup>5</sup> GLC-Class numbers reflect European deliveries. USA release is December 2015.