

October 4, 2016

## **MERCEDES-BENZ USA CLOSES OUT THIRD QUARTER WITH RECORD SEPTEMBER SALES**

ATLANTA – Mercedes-Benz USA (MBUSA) today reported best-ever September sales of 29,500 vehicles, increasing 1.7% from the 29,020 vehicles sold during the same month last year. Mercedes-Benz Vans also reported best-ever September sales with 2,970 units, up 28.2% and smart reported 605 units, bringing MBUSA grand total to 33,075 vehicles for the month, up 3.1% from last year. On a year-to-date basis, Mercedes-Benz retails totaled 249,204. Adding year-to-date-sales of 25,156 for Vans and 4,044 for smart, MBUSA posted a grand total of 278,404 units in September, increasing 1.0% from the previous year.

“Record third quarter results were fueled by several best-ever months,” said Dietmar Exler, president and CEO of MBUSA. “We expect this momentum to carry us into the final quarter, with continued strong performance in SUVs and dream cars.”

Mercedes-Benz volume leaders in September included the C-Class, GLC and E-Class (including the CLS) model lines. The C-Class took the lead at 6,600, followed by the GLC at 4,873. The E-Class, rounded out the top three with 4,824 units sold.

Mercedes-AMG high-performance models sold 1,511 units in September, with a total of 15,642 units sold year-to-date (up 53.1 %).

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 9,598 vehicles in September, a decrease of -15.8% from last year (11,397). On a year-to-date basis, MBCPO sold 92,234 vehicles, an increase of 2.8%.

Mercedes-Benz Passenger Vehicles	Sep 16	Sep 15	Monthly %	YTD 2016	YTD 2015	Yearly %
<b>B-CLASS</b>	51	147	-65.3%	468	1,687	-72.3%
<b>CLA</b>	1,845	2,089	-11.7%	19,551	23,253	-15.9%
<b>C-CLASS</b>	6,600	7,660	-13.8%	56,334	64,535	-12.7%
<b>E-CLASS/CLS</b>	4,824	4,472	7.9%	37,576	39,941	-5.9%
<b>S-CLASS</b>	1,440	1,956	-26.4%	13,414	16,048	-16.4%
<b>SLC/SLK</b>	238	339	-29.8%	2,559	3,137	-18.4%
<b>SL</b>	326	259	25.9%	2,846	3,132	-9.1%
<b>AMG GT</b>	111	109	1.8%	959	892	7.5%
<b>*SLS AMG</b>	0	0	-	0	27	-
<b>GLA</b>	2,032	2,125	-4.4%	17,407	18,647	-6.6%
<b>GLC/GLK</b>	4,873	2,056	137.0%	36,390	20,377	78.6%
<b>GLE/M-CLASS</b>	4,127	5,151	-19.9%	37,481	36,447	2.8%
<b>GL/GLS</b>	2,782	2,448	13.6%	21,244	19,329	9.9%
<b>G-CLASS</b>	251	209	20.1%	2,975	2,438	22.0%
<b>TOTAL</b>	<b>29,500</b>	<b>29,020</b>	<b>1.7%</b>	<b>249,204</b>	<b>249,890</b>	<b>-0.3%</b>
<b>Vans<sup>1</sup></b>	<b>2,970</b>	<b>2,317</b>	<b>28.2%</b>	<b>25,156</b>	<b>20,274</b>	<b>24.1%</b>
<b>smart</b>	<b>605</b>	<b>750</b>	<b>-19.3%</b>	<b>4,044</b>	<b>5,432</b>	<b>-25.6%</b>
<b>MBUSA Combined Total</b>	<b>Sep 16</b>	<b>Sep 15</b>	<b>Monthly %</b>	<b>YTD 2016</b>	<b>YTD 2015</b>	<b>Yearly %</b>
<b>GRAND TOTAL</b>	<b>33,075</b>	<b>32,087</b>	<b>3.1%</b>	<b>278,404</b>	<b>275,596</b>	<b>1.0%</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.

\*out of production

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.

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