

## **MERCEDES-BENZ REPORTS OCTOBER SALES OF 28,659 UNITS**

November 2, 2016

### **MBUSA posts 0.7% YTD increase**

ATLANTA – Mercedes-Benz USA (MBUSA) today reported October sales of 28,659 vehicles, decreasing 1.0% from the 28,952 vehicles sold during the same month last year. Mercedes-Benz Vans also reported October sales with 2,724 units, down 2.7% and smart reported 418 units, bringing MBUSA grand total to 31,801 vehicles for the month, down 2.1% from last year. On a year-to-date basis, Mercedes-Benz retails totaled 277,863. Adding year-to-date-sales of 27,880 for Vans and 4,462 for smart, MBUSA posted a grand total of 310,205 units in October, increasing 0.7% from the previous year.

“We’re on track for another great year as we continue into the fourth quarter,” said Dietmar Exler, president and CEO of MBUSA. “Overall MBUSA sales for the year are outperforming last year, which was our highest year on record.”

Mercedes-Benz volume leaders in October included the C-Class, GLE and E-Class (including the CLS) model lines. The C-Class took the lead at 6,227, followed by the GLE at 4,042. The E-Class, rounded out the top three with 3,827 units sold.

Mercedes-AMG high-performance models sold 1,903 units in October, with a total of 17,545 units sold year-to-date (up 40.8 %).

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 10,022 vehicles in October, an increase of 4.1% from last year (9,629). On a year-to-date basis, MBCPO sold 102,256 vehicles, an increase of 2.9%.

Mercedes-Benz Passenger Vehicles	Oct-16	Oct-15	Monthly %	YTD 2016	YTD 2015	Yearly %
<b>B-CLASS</b>	58	81	-28.4%	526	1,768	-70.2%
CLA	2,295	1,867	22.9%	21,846	25,120	-13.0%
<b>C-CLASS</b>	6,227	7,283	-14.5%	62,561	71,818	-12.9%
E-CLASS/CLS	3,827	5,162	-25.9%	41,403	45,103	-8.2%
<b>S-CLASS</b>	2,420	1,921	26.0%	15,834	17,969	-11.9%
SLC/SLK	238	516	-53.9%	2,797	3,653	-23.4%
SL	299	252	18.7%	3,145	3,384	-7.1%
AMG GT	81	105	-22.9%	1,039	997	4.2%
*SLS AMG	0	1	-	1	28	-
GLA	2,560	2,025	26.4%	19,967	20,672	-3.4%
GLC/GLK	3,588	1,943	84.7%	39,978	22,320	79.1%
GLE/M-CLASS	4,042	4,880	-17.2%	41,523	41,327	0.5%
GL/GLS	2,828	2,613	8.2%	24,072	21,942	9.7%
G-CLASS	196	303	-35.3%	3,171	2,741	15.7%
<b>TOTAL</b>	<b>28,659</b>	<b>28,952</b>	<b>-1.0%</b>	<b>277,863</b>	<b>278,842</b>	<b>-0.4%</b>
Vans <sup>1</sup>	2,724	2,799	-2.7%	27,880	23,073	20.8%
smart	418	721	-42.0%	4,462	6,153	-27.5%
<b>MBUSA Combined Total</b>	<b>Oct-16</b>	<b>Oct-15</b>	<b>Monthly %</b>	<b>YTD 2016</b>	<b>YTD 2015</b>	<b>Yearly %</b>
<b>GRAND TOTAL</b>	<b>31,801</b>	<b>32,472</b>	<b>-2.1%</b>	<b>310,205</b>	<b>308,068</b>	<b>0.7%</b>
<p><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.</p> <p>*out of production</p>						

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.

If you have any questions, please contact our Investor Relations Team:

**Bjoern Scheib**

Tel. +49/711-17-95256

**Lutz Deus**

Tel. +49/711-17-92261

**Christian Crusen**

Tel. +49/711-17-97778

**Rolf Bassermann**

Tel. +49/711-17-95277

**Julian Krell**

Tel. +49/711-17-99320

**Edith Callsen**

Tel. +49/711-17-97366

**Daniel Eichele**

Tel. +49/711-17-92104

**Viktor Schmidt**

Tel. +49/711-17-76169

**E-mail:** [ir.dai@daimler.com](mailto:ir.dai@daimler.com)