

December 1, 2016

## **MERCEDES-BENZ REPORTS NOVEMBER SALES OF 30,363 UNITS, UP 1.1%**

ATLANTA – Mercedes-Benz USA (MBUSA) today reported November sales of 30,363 vehicles, increasing 1.1% from the 30,043 vehicles sold during the same month last year. Mercedes-Benz Vans also reported November sales with 2,564 units, and smart reported 563 units, bringing MBUSA grand total to 33,490 vehicles for the month. On a year-to-date basis, Mercedes-Benz retails totaled 308,226. Adding year-to-date-sales of 30,444 for Vans and 5,025 for smart, MBUSA posted a grand total of 343,695 units in November, increasing 0.6% from the previous year.

“As we begin the last month of 2016, November momentum positions us for a strong close to the year,” said Dietmar Exler, president and CEO of MBUSA.

Mercedes-Benz volume leaders in November included the C-Class, GLE and E-Class (including the CLS) model lines. The C-Class took the lead at 7,261, followed by the GLE at 4,694. The E-Class, rounded out the top three with 4,642 units sold.

Mercedes-AMG high-performance models sold 2,590 units in November, with a total of 20,135 units sold year-to-date (up 37.4%).

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 10,091 vehicles in November, an increase of 7.1% from last year (9,422). On a year-to-date basis, MBCPO sold 112,347 vehicles, an increase of 3.3%.

Mercedes-Benz Passenger Vehicles	Nov-16	Nov-15	Monthly %	YTD 2016	YTD 2015	Yearly %
<b>B-CLASS</b>	52	41	26.8%	578	1,809	-68.0%
<b>CLA</b>	2,070	2,611	-20.7%	23,916	27,731	-13.8%
<b>C-CLASS</b>	7,261	7,239	0.3%	69,822	79,057	-11.7%
<b>E-CLASS/CLS</b>	4,642	5,205	-10.8%	46,045	50,308	-8.5%
<b>S-CLASS</b>	1,475	1,856	-20.5%	17,309	19,825	-12.7%
<b>SLC/SLK</b>	270	239	13.0%	3,067	3,892	-21.2%
<b>SL</b>	273	296	-7.8%	3,418	3,680	-7.1%
<b>AMG GT</b>	89	118	-24.6%	1,128	1,115	1.2%
<b>*SLS AMG</b>	0	1	-	1	29	-
<b>GLA</b>	2,227	2,721	-18.2%	22,194	23,393	-5.1%
<b>GLC/GLK</b>	3,876	1,216	218.8%	43,854	23,536	86.3%
<b>GLE/M-CLASS</b>	4,694	5,250	-10.6%	46,217	46,577	-0.8%
<b>GL/GLS</b>	3,108	2,916	6.6%	27,180	24,858	9.3%
<b>G-CLASS</b>	326	334	-2.4%	3,497	3,075	13.7%
<b>TOTAL</b>	<b>30,363</b>	<b>30,043</b>	<b>1.1%</b>	<b>308,226</b>	<b>308,885</b>	<b>-0.2%</b>
<b>Vans<sup>1</sup></b>	<b>2,564</b>	<b>2,770</b>	<b>-7.4%</b>	<b>30,444</b>	<b>25,843</b>	<b>17.8%</b>
<b>smart</b>	<b>563</b>	<b>662</b>	<b>-15.0%</b>	<b>5,025</b>	<b>6,815</b>	<b>-26.3%</b>
<b>MBUSA Combined Total</b>	<b>Nov-16</b>	<b>Nov-15</b>	<b>Monthly %</b>	<b>YTD 2016</b>	<b>YTD 2015</b>	<b>Yearly %</b>
<b>GRAND TOTAL</b>	<b>33,490</b>	<b>33,475</b>	<b>0.0%</b>	<b>343,695</b>	<b>341,543</b>	<b>0.6%</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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