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## **MERCEDES-BENZ USA REPORTS BEST YEAR EVER WITH 2016 SALES OF 380,752**

ATLANTA – Mercedes-Benz USA (MBUSA) closed out 2016 with its highest annual volume in the U.S. market, topping 2015's best ever record. MBUSA today reported December sales of 37,057 vehicles. Mercedes-Benz Vans reported December sales with 3,860 units, and smart reported 1,186 units, bringing MBUSA's grand total to 37,057 vehicles for the month. On a year-to-date basis, Mercedes-Benz retails totaled 340,237. Adding year-to-date-sales of 34,304 for Vans and 6,211 for smart, MBUSA posted a grand total of 380,752 units in December, increasing 0.1% from the previous year.

"MBUSA maintained a consistent pace throughout the year, which led us to our best sales result ever. In 2016, Mercedes-Benz was the best-selling luxury franchise in the U.S.," said Dietmar Exler, president and CEO of MBUSA. "I want to thank Stuttgart, our dealers and everyone at MBUSA for helping us to have such an incredible year."

Mercedes-Benz volume leaders in December included the C-Class, GLE and E-Class (including the CLS) model lines. The C-Class took the lead at 7,345, followed by the GLE at 5,574. The E-Class rounded out the top three with 4,851 units sold.

Mercedes-AMG high-performance models sold 3,126 units in December, with a total of 23,261 units sold year-to-date (up 33.3%).

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 10,981 vehicles in December. On a year-to-date basis, MBCPO sold 123,332 vehicles, an increase of 2.3%.

Mercedes-Benz Passenger Vehicles	Dez 16	Dez 15	Monthly %	YTD 2016	YTD 2015	Yearly %
<b>B-CLASS</b>	54	97	-44.3%	632	1,906	-66.8%
<b>CLA</b>	1,876	1,912	-1.9%	25,792	29,643	-13.0%
<b>C-CLASS</b>	7,345	7,023	4.6%	77,167	86,080	-10.4%
<b>E-CLASS/CLS</b>	4,851	5,580	-13.1%	50,896	55,888	-8.9%
<b>S-CLASS</b>	1,494	2,163	-30.9%	18,803	21,988	-14.5%
<b>SLC/SLK</b>	330	290	13.8%	3,397	4,182	-18.8%
<b>SL</b>	304	380	-20.0%	3,722	4,060	-8.3%
<b>AMG GT</b>	99	162	-38.9%	1,227	1,277	-3.9%
<b>*SLS AMG</b>	0	0	-	1	29	-
<b>GLA</b>	2,351	2,200	6.9%	24,545	25,593	-4.1%
<b>GLC/GLK</b>	4,018	4,366	-8.0%	47,872	27,902	71.6%
<b>GLE/M-CLASS</b>	5,574	6,640	-16.1%	51,791	53,217	-2.7%
<b>GL/GLS</b>	3,262	2,849	14.5%	30,442	27,707	9.9%
<b>G-CLASS</b>	453	541	-16.3%	3,950	3,616	9.2%
<b>TOTAL</b>	<b>32,011</b>	<b>34,203</b>	<b>-6.4%</b>	<b>340,237</b>	<b>343,088</b>	<b>-0.8%</b>
<b>Vans<sup>1</sup></b>	<b>3,860</b>	<b>4,046</b>	<b>-4.6%</b>	<b>34,304</b>	<b>29,889</b>	<b>14.8%</b>
<b>smart</b>	<b>1,186</b>	<b>669</b>	<b>77.3%</b>	<b>6,211</b>	<b>7,484</b>	<b>-17.0%</b>
<b>MBUSA Combined Total</b>	<b>Dez 16</b>	<b>Dez 15</b>	<b>Monthly %</b>	<b>YTD 2016</b>	<b>YTD 2015</b>	<b>Yearly %</b>
<b>GRAND TOTAL</b>	<b>37,057</b>	<b>38,918</b>	<b>-4.8%</b>	<b>380,752</b>	<b>380,461</b>	<b>0.1%</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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