

MERCEDES-BENZ USA REPORTS MAY SALES OF 26,893

June 2, 2017

ATLANTA – Mercedes-Benz USA (MBUSA) today reported May sales volume at 26,893 units, a decrease of 8.2% from the 29,299 vehicles sold during the same month last year. On a year-to-date basis, Mercedes-Benz retails totaled 132,966 units, down 1.0% from the previous year, which was an all-time record for MBUSA. Adding 3,066 units for Vans and 331 units for smart, MBUSA achieved a grand total of 30,242 vehicles for the month, down 7.1% from May of last year.

“High demand combined with short supplies on some of our most popular models (GLC, CLA and GLA) during the new model changeover created some challenges,” said Dietmar Exler, president and CEO of MBUSA. “With 2018 models, particularly CLA and GLA, now arriving in dealer showrooms we expect to be back on track for a strong year.”

Mercedes-Benz volume leaders in May included the C-Class, GLE and E-Class (including the CLS) model lines. The C-Class took the lead at 6,996, followed by the GLE sales of 4,631. The E-Class rounded out the top three with 4,068 units sold.

Mercedes-AMG high-performance models sold 2,848 units in May, with a total of 14,317 units sold year-to-date (up 53.2%).

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 10,887 vehicles in May, a decrease of 4.0% when compared to the same month last year (11,343). On a year-to-date basis, MBCPO sold 51,239 vehicles, an increase of 1.1% over 2016 (50,700).

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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MERCEDES-BENZ USA
Sales -- May 2017

Mercedes-Benz Passenger Vehicles	May-17	May-16	Monthly %	YTD 2017	YTD 2016	Yearly %
B-CLASS	46	49	-6.1%	271	266	1.9%
CLA	1,310	2,310	-43.3%	6,387	11,315	-43.6%
C-CLASS	6,996	6,954	0.6%	35,436	30,438	16.4%
E-CLASS/CLS	4,068	3,699	10.0%	20,443	18,166	12.5%
S-CLASS	1,275	1,510	-15.6%	6,414	7,006	-8.4%
SLC	224	254	-11.8%	1,415	1,569	-9.8%
SL	235	408	-42.4%	1,229	1,607	-23.5%
AMG GT	59	99	-40.4%	419	599	-30.1%
*SLS AMG	-	-	-	4	1	-
GLA	1,025	2,085	-50.8%	8,279	11,065	-25.2%
GLC	3,737	4,183	-10.7%	15,998	19,620	-18.5%
GLE	4,631	4,003	15.7%	22,005	20,671	6.5%
GLS	2,864	3,358	-14.7%	12,870	10,229	25.8%
G-CLASS	423	387	9.3%	1,796	1,752	2.5%
TOTAL	26,893	29,299	-8.2%	132,966	134,304	-1.0%
Vans¹	3,066	2,848	7.7%	12,692	12,677	0.1%
smart	331	420	-21.2%	1,757	2,186	-19.6%
MBUSA Combined Total	May-17	May-16	Monthly %	YTD 2017	YTD 2016	Yearly %
GRAND TOTAL	30,290	32,567	-7.0%	147,415	149,167	-1.2%

¹ 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