

December 1, 2017

MERCEDES-BENZ USA REPORTS NOVEMBER SALES OF 30,838, UP 1.6%

ATLANTA – Mercedes-Benz USA (MBUSA) today reported November sales of 30,838 units, an increase of 1.6% from the 30,363 vehicles sold during the same period last year. Mercedes-Benz Vans reported best-ever November sales with 3,274 units (up 27.7%) and smart reported 130 units, bringing the MBUSA grand total to 34,242 vehicles for the month (up 2.2%). On a year-to-date basis, Mercedes-Benz retails totaled 302,043 units.

“November was a solid month for Mercedes-Benz, with strong demand for the 2018 model year S-Class, SUV lineup and high-performance AMG GT models,” said Dietmar Exler, president and CEO of MBUSA. “Additionally, our dealer partners and entire MBUSA team played a central role in our first place ranking in the 2017 JD Power Sales Satisfaction Index (SSI) for both luxury and overall industry.”

Mercedes-Benz volume leaders in November included the C-Class, GLC and GLE model lines. The C-Class took the lead at 6,001, followed by GLC sales of 5,357. The GLE rounded out the top three with 4,914 units sold.

Mercedes-AMG high-performance models sold 3,294 units in November, with a total 30,116 sold year-to-date (up 49.6%).

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 7,744 vehicles in November, a decrease of 23.3% when compared to the same month last year (10,091). On a year-to-date basis, MBCPO sold 103,010 vehicles, a decrease of 8.3% over 2016 (112,347).

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 -- November 2017

Mercedes-Benz Passenger Vehicles	Nov-17	Nov-16	Monthly %	YTD 2017	YTD 2016	Yearly %
B-CLASS	31	52	-40.4%	633	578	9.5%
CLA	1,884	2,070	-9.0%	18,390	23,916	-23.1%
C-CLASS	6,001	7,261	-17.4%	70,947	69,822	1.6%
E-CLASS/CLS	4,735	4,642	2.0%	45,927	46,045	-0.3%
S-CLASS	1,803	1,475	22.2%	13,704	17,309	-20.8%
SLC	220	270	-18.5%	2,600	3,067	-15.2%
SL	257	273	-5.9%	2,663	3,418	-22.1%
AMG GT	281	89	215.7%	1,425	1,129	26.2%
GLA	2,288	2,227	2.7%	21,524	22,194	-3.0%
GLC	5,357	3,876	38.2%	42,491	43,854	-3.1%
GLE	4,914	4,694	4.7%	48,772	46,217	5.5%
GLS	2,869	3,108	-7.7%	29,250	27,180	7.6%
G-CLASS	198	326	-39.3%	3,717	3,497	6.3%
TOTAL	30,838	30,363	1.6%	302,043	308,226	-2.0%
Vans¹	3,274	2,564	27.7%	30,947	30,444	1.7%
smart	130	563	-76.9%	2,905	5,025	-42.2%
MBUSA Combined Total	Nov-17	Nov-16	Monthly %	YTD 2017	YTD 2016	Yearly %
GRAND TOTAL	34,242	33,490	2.2%	335,895	343,695	-2.3%

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.