

January 3, 2018

MERCEDES-BENZ USA CLOSES OUT 2017 WITH BEST SALES MONTH EVER RECORD DECEMBER TOTAL OF 35,203, UP 10.0%

ATLANTA – Mercedes-Benz USA (MBUSA) today reported highest monthly sales in its history with a best-ever December total of 35,203 units, an increase of 10.0% from the 32,011 vehicles sold during the same period last year. Mercedes-Benz Vans reported best-ever December sales with 4,047 units (up 4.8%) and smart reported 166 units, bringing MBUSA to a record December with 39,416 vehicles (up 6.4%). On a year-to-date basis, Mercedes-Benz retails totaled 337,246 units.

“We are proud to build upon the strong momentum we established as the luxury leader,” said Dietmar Exler, president and CEO of MBUSA. “MBUSA’s success stems from our incredible product lineup, the best dealers in the industry and a laser focus on customer experience.”

Mercedes-Benz volume leaders in December included the C-Class, GLC and GLE model lines. The C-Class took the lead at 6,500, followed by GLC sales of 6,152. The GLE rounded out the top three with 5,823 units sold.

Mercedes-AMG high-performance models sold 3,788 units in December, with a total 33,904 sold year-to-date (up 45.8%).

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 9,660 vehicles in December, a decrease of 12.0% when compared to the same month last year (10,981). On a year-to-date basis, MBCPO sold 112,670 vehicles, a decrease of 8.6% over 2016 (123,328).

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 -- December 2017

Mercedes-Benz Passenger Vehicles	Dec-17	Dec-16	Monthly %	YTD 2017	YTD 2016	Yearly %
B-CLASS	111	54	105.6%	744	632	17.7%
CLA	2,279	1,876	21.5%	20,669	25,792	-19.9%
C-CLASS	6,500	7,345	-11.5%	77,447	77,167	0.4%
E-CLASS/CLS	5,385	4,851	11.0%	51,312	50,896	0.8%
S-CLASS	2,184	1,494	46.2%	15,888	18,803	-15.5%
SLC	260	330	-21.2%	2,860	3,397	-15.8%
SL	277	304	-8.9%	2,940	3,722	-21.0%
AMG GT	183	99	84.8%	1,608	1,227	31.1%
GLA	2,580	2,351	9.7%	24,104	24,545	-1.8%
GLC	6,152	4,018	53.1%	48,643	47,872	1.6%
GLE	5,823	5,574	4.5%	54,595	51,791	5.4%
GLS	2,998	3,262	-8.1%	32,248	30,442	5.9%
G-CLASS	471	453	4.0%	4,188	3,950	6.0%
TOTAL	35,203	32,011	10.0%	337,246	340,237	-0.9%
Vans¹	4,047	3,860	4.8%	34,994	34,304	2.0%
smart	166	1,186	-86.0%	3,071	6,211	-50.6%
MBUSA Combined Total	Dec-17	Dec-16	Monthly %	YTD 2017	YTD 2016	Yearly %
GRAND TOTAL	39,416	37,057	6.4%	375,311	380,752	-1.4%

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.