

Investor Relations Release

August 1, 2018

MERCEDES-BENZ USA REPORTS JULY SALES of 20,034 UNITS

ATLANTA – Mercedes-Benz USA (MBUSA) today reported July sales of 20,034 Mercedes-Benz models, a decrease of 22.7% from July 2017. Mercedes-Benz Vans reported July sales of 2,921 units (up 5.9%) and smart reported 103 units, bringing MBUSA to a grand total of 23,058 vehicles for the month. On a year-to-date basis, sales of Mercedes-Benz vehicles totaled 178,882, with an additional 19,831 units for Vans and 753 vehicles for smart, bringing the sales volume to 199,466, a decrease of 4.4% from last year.

“July sales were impacted by a number of factors, resulting in a temporary dealer inventory shortfall relating to our changeover to model year 2019,” said Dietmar Exler, president and CEO of MBUSA. “We also experienced a mainframe outage which affected our dealers’ ability to conduct business during the busiest week of the month. The IT recovery is nearing completion, and we are working closely with our customers and dealers to help alleviate any inconvenience resulting from the model year 2019 delays. While we expect to replenish our inventory levels in the fall, these developments will likely have a negative impact on sales in the coming months.”

Mercedes-Benz volume leaders in July included the GLE, GLC and C-Class model lines. The GLE took the lead at 4,447, followed closely by GLC sales of 4,446. The C-Class rounded out the top three with 3,841 units sold.

July sales of Mercedes-AMG high-performance totaled 2,008 units, with 17,328 vehicles sold year-to-date.

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 10,508 vehicles in July, an increase of 21.4% when compared to the same month last year (8,654). On a year-to-date basis, MBCPO sold 72,629 vehicles, an increase of 5.5% over 2017 (68,848).

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.

If you have any questions, please contact our Investor Relations Team:

<https://www.daimler.com/investors/services/contacts.html>

E-mail: ir.dai@daimler.com

Fax: +49 (0) 711 17 94075

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MERCEDES-BENZ USA
Sales -- July 2018

Mercedes-Benz Passenger Vehicles	Jul-18	Jul-17	Monthly %	YTD 2018	YTD 2017	Yearly %
B-CLASS	0	81	-	132	398	-66.8%
CLA	1,424	2,181	-34.7%	13,140	10,686	23.0%
C-CLASS	3,841	4,899	-21.6%	33,500	47,451	-29.4%
E-CLASS/CLS	2,252	3,876	-41.9%	25,692	28,635	-10.3%
S-CLASS	630	1,470	-57.1%	9,055	9,053	0.0%
SLC	127	199	-36.2%	1,308	1,815	-27.9%
SL	95	154	-38.3%	1,351	1,604	-15.8%
AMG GT	104	179	-41.9%	1,018	720	41.4%
GLA	1,322	2,223	-40.5%	13,484	12,583	7.2%
GLC	4,446	4,002	11.1%	39,591	23,729	66.8%
GLE	4,447	3,879	14.6%	27,188	30,708	-11.5%
GLS	1,184	2,403	-50.7%	11,383	17,929	-36.5%
G-CLASS	162	363	-55.4%	2,040	2,558	-20.3%
TOTAL	20,034	25,909	-22.7%	178,882	187,869	-4.8%
Vans¹	2,921	2,758	5.9%	19,831	18,558	6.9%
smart	103	182	-43.4%	753	2,165	-65.2%
MBUSA Combined Total	Jul-18	Jul-17	Monthly %	YTD 2018	YTD 2017	Yearly %
GRAND TOTAL	23,058	28,849	-20.1%	199,466	208,592	-4.4%

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.