

Investor Relations Release

September 4, 2018

MERCEDES-BENZ USA REPORTS AUGUST SALES of 20,339 UNITS

ATLANTA – Mercedes-Benz USA (MBUSA) today reported August sales of 20,339 Mercedes-Benz models, a decrease of 19.8% from August 2017. Mercedes-Benz Vans reported best-ever August sales of 3,745 units (up 4.6%) and smart reported 108 units, bringing MBUSA to a grand total of 24,192 vehicles for the month. On a year-to-date basis, sales of Mercedes-Benz vehicles totaled 199,215, with an additional 23,575 units for Vans and 861 vehicles for smart, bringing the sales volume to 223,651, a decrease of 5.9% from last year.

“While customer demand remains high, our inventory levels are impacted by delayed availability of many of our 2019 models,” said Dietmar Exler, president and CEO of MBUSA. “We are currently replenishing the inventory of our popular 2019 CLA-, GLC-, E- and GLS-Class this month.”

Mercedes-Benz volume leaders in July included the GLC, C-Class and GLE model lines. The GLC took the lead at 4,926, followed closely by C-Class sales of 4,071. The GLE rounded out the top three with 3,622 units sold.

August sales of Mercedes-AMG high-performance totaled 2,032 units, with 19,360 vehicles sold year-to-date.

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 12,678 vehicles in August, an increase of 25.5% when compared to the same month last year (10,105). On a year-to-date basis, MBCPO sold 85,295 vehicles, an increase of 8.0% over 2017 (78,952).

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 and tariff regulations; 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 -- August 2018

Mercedes-Benz Passenger Vehicles	Aug-18	Aug-17	Monthly %	YTD 2018	YTD 2017	Yearly %
B-CLASS*	1	58	-	133	456	-
CLA	1,631	1,972	-17.3%	14,771	12,658	16.7%
C-CLASS	4,071	5,304	-23.2%	37,570	52,755	-28.8%
E-CLASS/CLS	2,251	3,710	-39.3%	27,941	32,345	-13.6%
S-CLASS	595	567	4.9%	9,650	9,620	0.3%
SLC	73	178	-59.0%	1,381	1,993	-30.7%
SL	84	210	-60.0%	1,435	1,814	-20.9%
AMG GT	100	120	-16.7%	1,118	840	33.1%
GLA	1,315	1,994	-34.1%	14,799	14,577	1.5%
GLC	4,926	4,498	9.5%	44,515	28,227	57.7%
GLE	3,622	3,750	-3.4%	30,810	34,458	-10.6%
GLS	1,469	2,610	-43.7%	12,851	20,539	-37.4%
G-CLASS	201	402	-50.0%	2,241	2,960	-24.3%
TOTAL	20,339	25,373	-19.8%	199,215	213,242	-6.6%
Vans¹	3,745	3,581	4.6%	23,575	22,139	6.5%
smart	108	229	-52.8%	861	2,394	-64.0%
MBUSA Combined Total	Aug-18	Aug-17	Monthly %	YTD 2018	YTD 2017	Yearly %
GRAND TOTAL	24,192	29,183	-17.1%	223,651	237,775	-5.9%

*Discontinued model

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.