

## Investor Relations Release

December 3, 2018

## **MERCEDES-BENZ REPORTS NOVEMBER SALES of 31,022 UNITS, UP 0.6%**

ATLANTA – Mercedes-Benz USA (MBUSA) today reported November sales of 31,022 Mercedes-Benz models, an increase of 0.6% from November 2017. Mercedes-Benz Vans reported 1,857 units and smart reported 100 units, bringing MBUSA to a grand total of 32,979 vehicles for the month. On a year-to-date basis, sales of Mercedes-Benz vehicles totaled 283,943, with an additional 34,062 units for Vans and 1,154 vehicles for smart, bringing the total sales volume to 319,159.

“Demand for our SUV lineup including the GLA, GLC and new G-Class combined with increases for the E-Class and new CLS fueled results for the month,” said Dietmar Exler, president and CEO of MBUSA. “We anticipate a solid close to the final weeks of 2018.”

Mercedes-Benz volume leaders in November included the GLC, C-Class and E-Class model lines. The GLC took the lead at 6,199, followed by C-Class sales of 5,777. The E-Class rounded out the top three with 5,181 units sold.

November sales of Mercedes-AMG high-performance totaled 3,070 units, with 24,808 vehicles sold year-to-date.

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 10,607 vehicles in November, an increase of 37.0% when compared to the same month last year (7,744). On a year-to-date basis, MBCPO sold 116,085 vehicles, an increase of 12.7% over 2017 (103,310).

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 -- November 2018

Mercedes-Benz Passenger Vehicles	Nov-18	Nov-17	Monthly %	YTD 2018	YTD 2017	Yearly %
<b>B-CLASS</b>	0	31	-	134	633	-78.8%
CLA	1,832	1,884	-2.8%	20,848	18,390	13.4%
<b>C-CLASS</b>	5,777	6,001	-3.7%	53,610	70,947	-24.4%
<b>E-CLASS/CLS</b>	5,181	4,735	9.4%	41,380	45,927	-9.9%
<b>S-CLASS</b>	1,672	1,803	-7.3%	13,492	13,704	-1.5%
SLC	149	220	-32.3%	1,841	2,600	-29.2%
SL	181	257	-29.6%	1,968	2,663	-26.1%
AMG GT	103	281	-63.3%	1,389	1,425	-2.5%
GLA	2,411	2,288	5.4%	21,739	21,524	1.0%
GLC	6,199	5,357	15.7%	62,433	42,491	46.9%
GLE	3,988	4,914	-18.8%	42,276	48,772	-13.3%
GLS	2,761	2,869	-3.8%	19,308	29,250	-34.0%
<b>G-CLASS</b>	768	198	287.9%	3,525	3,717	-5.2%
<b>TOTAL</b>	<b>31,022</b>	<b>30,838</b>	<b>0.6%</b>	<b>283,943</b>	<b>302,043</b>	<b>-6.0%</b>
Vans <sup>1</sup>	1,857	3,274	-43.3%	34,062	30,947	10.1%
smart	100	130	-23.1%	1,154	2,905	-60.3%
<b>MBUSA Combined Total</b>	<b>Nov-18</b>	<b>Nov-17</b>	<b>Monthly %</b>	<b>YTD 2018</b>	<b>YTD 2017</b>	<b>Yearly %</b>
<b>GRAND TOTAL</b>	<b>32,979</b>	<b>34,242</b>	<b>-3.7%</b>	<b>319,159</b>	<b>335,895</b>	<b>-5.0%</b>

<sup>1</sup> Mercedes-Benz, Freightliner Sprinter and Metris Vans are sold and marketed in the U.S. by Mercedes-Benz USA and Daimler Vans USA, respectively.