

Investor Relations Release

January 4, 2019

MERCEDES-BENZ REPORTS DECEMBER SALES of 32,016 UNITS

ATLANTA – Mercedes-Benz USA (MBUSA) today reported December sales of 32,016 Mercedes-Benz models. Mercedes-Benz Vans reported best-ever December sales with 4,116 units and smart reported 122 units, bringing MBUSA to a grand total of 36,254 vehicles for the month. On a year-to-date basis, sales of Mercedes-Benz vehicles totaled 315,959, with an additional 38,178 units for Vans and 1,276 vehicles for smart, bringing the total sales volume to 355,413.

“Despite the delayed availability of some of our most popular models in 2018, we achieved a solid closing of the year thanks to the excellent work of our dealers. We are excited to welcome the next chapter of our product offensive including the all-new A-Class, GLE and Mercedes-AMG GT 4-Door Coupe in the coming months,” said Dietmar Exler, president and CEO of MBUSA. “With the youngest and most comprehensive lineup in the luxury segment, we will continue to advance our position in the marketplace.”

Mercedes-Benz volume leaders in December included the GLC, C-Class and E-Class model lines. The GLC took the lead at 7,294, followed by C-Class sales of 6,799. The E-Class rounded out the top three with 5,042 units sold.

December sales of Mercedes-AMG high-performance totaled 4,132 units, with 28,940 vehicles sold year-to-date.

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 12,750 vehicles in December, an increase of 32.0% when compared to the same month last year (9,660). On a year-to-date basis, MBCPO sold 128,835 vehicles, an increase of 14.3% over 2017 (112,670).

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 -- December 2018

Mercedes-Benz Passenger Vehicles	Dec-18	Dec-17	Monthly %	YTD 2018	YTD 2017	Yearly %
B-CLASS	1	111	-	135	744	-81.9%
CLA	1,708	2,279	-25.1%	22,556	20,669	9.1%
C-CLASS	6,799	6,500	4.6%	60,409	77,447	-22.0%
E-CLASS/CLS	5,042	5,385	-6.4%	46,422	51,312	-9.5%
S-CLASS	1,486	2,184	-32.0%	14,978	15,888	-5.7%
SLC	152	260	-41.5%	1,993	2,860	-30.3%
SL	158	277	-43.0%	2,126	2,940	-27.7%
AMG GT	136	183	-25.7%	1,525	1,608	-5.2%
GLA	2,397	2,580	-7.1%	24,136	24,104	0.1%
GLC	7,294	6,152	18.6%	69,727	48,643	43.3%
GLE	3,734	5,823	-35.9%	46,010	54,595	-15.7%
GLS	2,664	2,998	-11.1%	21,972	32,248	-31.9%
G-CLASS	445	471	-5.5%	3,970	4,188	-5.2%
TOTAL	32,016	35,203	-9.1%	315,959	337,246	-6.3%
Vans¹	4,116	4,047	1.7%	38,178	34,994	9.1%
smart	122	166	-26.5%	1,276	3,071	-58.5%
MBUSA Combined Total	Dec-18	Dec-17	Monthly %	YTD 2018	YTD 2017	Yearly %
GRAND TOTAL	36,254	39,416	-8.0%	355,413	375,311	-5.3%

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.