

Investor Relations Release

December 4, 2019

Mercedes-Benz USA reports November Sales of 33,721 Vehicles, up 8.7% for the month

ATLANTA – Mercedes-Benz USA (MBUSA) today reported November sales of 33,721 Mercedes-Benz models, an 8.7% increase over November 2018. Additionally, Mercedes-Benz Vans recorded November sales of 3,542, bringing MBUSA to a grand total of 37,263 vehicles for the month, an increase of 13.3%. On a year-to-date basis, MBUSA recorded sales of 285,800 Mercedes-Benz passenger vehicles, up 0.7% over 2018, and 36,650 Vans. This brings MBUSA's total year-to-date sales to 322,450 units, surpassing last year's volume for the same period by 1.4%.

“November was a solid month for Mercedes-Benz thanks to the enthusiastic response to our refreshed SUV lineup,” said Nicholas Speeks, President and CEO of MBUSA. “Along with the impetus from our model offensive, we moved ahead on a year-to-date basis and are looking to continue that momentum through the end of the year.”

Mercedes-Benz volume leaders in November included the GLC, GLE and C-Class model lines. The GLC led totals with 7,515 vehicles followed by GLE with sales of 6,052. The C-Class rounded out the top three with 4,469 units.

November sales of Mercedes-AMG high-performance models totaled 3,651 units (+18.9%) with 30,509 vehicles sold year-to-date (+23.0%).

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 11,594 vehicles in November, an increase of 9.3% versus last year. On a year-to-date basis, MBCPO sold 121,483 vehicles, an increase of 4.7% from the previous year.

Note:

Mercedes-Benz's unit sales by region and market as well as by model represent merely an excerpt from Mercedes-Benz's total unit sales, it being possible for a model to be included in different segments.

With regard to Mercedes-Benz's total unit sales, there is no possibility of models being double-counted.

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 2019

Mercedes-Benz Passenger Vehicles	Nov-19	Nov-18	Monthly %	YTD 2019	YTD 2018	Yearly %
A-CLASS	1,544	-	-	16,475	-	-
B-CLASS*	0	0	0.0%	9	134	-93.3%
CLA	1,641	1,832	-10.4%	11,056	20,848	-47.0%
C-CLASS	4,469	5,777	-22.6%	45,740	53,610	-14.7%
E-CLASS/CLS	3,689	5,181	-28.8%	36,770	41,380	-11.1%
S-CLASS	1,452	1,672	-13.2%	11,441	13,492	-15.2%
SLC	62	149	-58.4%	1,693	1,841	-8.0%
SL	100	181	-44.8%	1,550	1,968	-21.2%
AMG GT	534	103	418.4%	3,763	1,389	170.9%
GLA	2,461	2,411	2.1%	20,041	21,739	-7.8%
GLC	7,515	6,199	21.2%	67,214	62,433	7.7%
GLE	6,052	3,988	51.8%	44,193	42,276	4.5%
GLS	2,893	2,761	4.8%	19,323	19,308	0.1%
G-CLASS	1,309	768	70.4%	6,532	3,525	85.3%
TOTAL	33,721	31,022	8.7%	285,800	283,943	0.7%
Vans¹	3,542	1,857	90.7%	36,650	34,062	7.6%
MBUSA Combined Total	Nov-19	Nov-18	Monthly %	YTD 2019	YTD 2018	Yearly %
GRAND TOTAL	37,263	32,879	13.3%	322,450	318,005	1.4%

*Model has been discontinued in the U.S. market.

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.