

# DAIMLER

Fact Sheet for Q4 and Full Year 2015

February 18, 2016

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The figures in this document have been adjusted subsequent to the disclosure on February 4, 2016 in order to reflect expenses from the recall in connection with Takata airbags.

## Stock Market Information

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Earnings per share (in EUR)</b>												
basic	1.83	0.96	2.12	1.97	2.23	2.56	1.69	1.02	+66%	7.87	6.51	+21%
diluted	1.83	0.96	2.12	1.97	2.23	2.56	1.69	1.02	+66%	7.87	6.51	+21%
<b>Average number of shares outstanding (in millions)</b> (adjusted for treasury stocks)												
basic	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%	1,069.8	1,069.8	0%
diluted	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%	1,069.8	1,069.8	0%
<b>Number of shares outstanding</b> (at period end, in millions)	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%			
<b>Share price Frankfurt</b> (at period end, in EUR)	89.73	68.59	81.64	68.40	64.85	60.73	77.58	68.97	+12%			
<b>Market capitalization Frankfurt</b> (at period end, in billions of EUR)	96.00	73.38	87.34	73.18	69.38	64.97	83.00	73.79	+12%			

## Key Figures and Ratios

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Unit Sales</b> (in units)	641,614	565,799	714,759	628,857	720,016	637,423	776,625	713,906	+9%	2,853,014	2,545,985	+12%
<b>Revenue</b>	34,236	29,457	37,527	31,544	37,276	33,122	40,428	35,749	+13%	149,467	129,872	+15%
<b>EBIT</b>	2,906	1,787	3,718	3,095	3,661	3,732	2,901	2,138	+36%	13,186	10,752	+23%
<b>Net profit (loss), Group</b>	2,050	1,086	2,372	2,196	2,415	2,821	1,874	1,187	+58%	8,711	7,290	+19%
<b>Profit (loss) attributable to shareholders of Daimler AG</b>	1,963	1,027	2,269	2,104	2,385	2,735	1,807	1,096	+65%	8,424	6,962	+21%
<b>Depreciation and amortization</b> (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,367	1,218	1,286	1,228	1,323	1,227	1,408	1,326	+6%	5,384	4,999	+8%
<b>R&amp;D expenditure total</b>	1,526	1,351	1,621	1,316	1,596	1,414	1,821	1,599	+14%	6,564	5,680	+16%
Expensed R&D costs	1,126	1,076	1,189	1,073	1,132	1,129	1,313	1,254	+5%	4,760	4,532	+5%
Capitalized development costs	400	275	432	243	464	285	508	345	+47%	1,804	1,148	+57%
<b>Amortization on capitalized development costs</b>	300	311	311	306	310	293	324	302	+7%	1,245	1,212	+3%
<b>Capital expenditure total</b>	1,599	1,499	1,827	1,350	1,820	1,565	3,313	2,076	+60%	8,559	6,490	+32%
Investment in pp&e	1,027	1,043	1,045	1,045	1,139	1,169	1,864	1,587	+17%	5,075	4,844	+5%
Capitalized development costs	400	275	432	243	464	285	508	345	+47%	1,804	1,148	+57%
Financial investments and other intangible assets	172	181	350	62	217	111	941	144	+553%	1,680	498	+237%

## Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Net liquidity at the beginning of the period</b>	16,953	13,834	20,522	14,474	18,435	12,696	19,527	17,875	+9%	16,953	13,834	+23%
Free cash flow	2,292	694	1,073	753	1,463	5,375	-868	-1,343	.	3,960	5,479	-28%
thereof: working capital*	-434	-177	-859	-549	-1,224	-325	-162	-1,268	.	-2,679	-2,319	.
Other	1,277	-54	-3,160	-2,531	-371	-196	-79	421	.	-2,333	-2,360	.
thereof: dividends Daimler AG	0	0	-2,621	-2,407	0	0	0	0	.	-2,621	-2,407	.
<b>Net liquidity at the end of the period</b>	20,522	14,474	18,435	12,696	19,527	17,875	18,580	16,953	+10%	18,580	16,953	+10%

\* Inventories, trade receivables and trade payables

## Liquidity

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Group liquidity</b>												
Cash and cash equivalents	12,219	11,819	9,843	10,794	12,057	12,610	9,936	9,667	+3%	9,936	9,667	+3%
Marketable securities and term deposits	6,751	6,474	6,269	6,115	6,391	6,840	8,273	6,634	+25%	8,273	6,634	+25%
<b>Gross liquidity</b>	18,970	18,293	16,112	16,909	18,448	19,450	18,209	16,301	+12%	18,209	16,301	+12%
Financing liabilities (nominal)	-93,412	-77,691	-94,223	-81,164	-95,055	-83,401	-100,559	-86,419	.	-100,559	-86,419	.
<b>Net debt</b>	-74,442	-59,398	-78,111	-64,255	-76,607	-63,951	-82,350	-70,118	.	-82,350	-70,118	.
<b>Liquidity of the industrial business</b>												
Cash and cash equivalents	11,095	10,925	8,822	9,487	10,742	11,659	8,369	8,341	+0%	8,369	8,341	+0%
Marketable securities and term deposits	5,316	4,811	5,015	4,597	5,131	5,357	6,999	5,156	+36%	6,999	5,156	+36%
<b>Gross liquidity</b>	16,411	15,736	13,837	14,084	15,873	17,016	15,368	13,497	+14%	15,368	13,497	+14%
Financing liabilities (nominal)	4,111	-1,262	4,598	-1,388	3,654	859	3,212	3,456	-7%	3,212	3,456	-7%
<b>Net liquidity</b>	20,522	14,474	18,435	12,696	19,527	17,875	18,580	16,953	+10%	18,580	16,953	+10%

## Pension and Health-Care Benefits

(in billions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Pension benefits</b>												
Benefit obligations	-33.0	-24.7	-28.2	-25.8	-28.9	-27.5	-27.6	-30.1	.	-27.6	-30.1	.
Plan assets	19.5	14.8	18.9	15.2	18.1	15.4	20.2	18.6	+9%	20.2	18.6	+9%
Funded status	-13.5	-9.9	-9.3	-10.6	-10.8	-12.1	-7.4	-11.5	.	-7.4	-11.5	.
<b>Health-care benefits</b>												
Benefit obligations	-1.2	-1.3	-1.2	-1.0	-1.1	-1.1	-1.1	-1.2	.	-1.1	-1.2	.
Plan assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	.	0.0	0.0	.
Reimbursement Medicare Act	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.1	-100%	0.0	0.1	-100%
Funded status	-1.1	-1.2	-1.1	-0.9	-1.0	-1.0	-1.1	-1.1	.	-1.1	-1.1	.

## Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>	459,708	389,476	500,694	418,685	508,350	431,041	532,686	483,359	+10%	2,001,438	1,722,561	+16%
<b>Daimler Trucks</b>	112,424	108,529	125,113	126,066	128,496	125,556	136,445	135,517	+1%	502,478	495,668	+1%
<b>Mercedes-Benz Vans</b>	63,805	61,119	81,611	76,009	75,732	72,207	99,869	85,259	+17%	321,017	294,594	+9%
<b>Daimler Buses</b>	5,677	6,675	7,341	8,097	7,438	8,619	7,625	9,771	-22%	28,081	33,162	-15%
<b>Daimler Group</b>	641,614	565,799	714,759	628,857	720,016	637,423	776,625	713,906	+9%	2,853,014	2,545,985	+12%



## Production Volume

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>	494,970	407,458	503,950	406,639	540,200	459,259	520,703	480,759	+8%	2,059,823	1,754,115	+17%
<b>Daimler Trucks</b>	122,236	122,094	126,972	127,651	129,890	124,366	127,565	123,599	+3%	506,663	497,710	+2%
<b>Mercedes-Benz Vans</b>	74,722	73,939	86,507	81,487	77,425	73,140	89,475	70,442	+27%	328,129	299,008	+10%
<b>Daimler Buses</b>	7,758	7,736	7,972	8,855	7,070	8,034	6,292	6,860	-8%	29,092	31,485	-8%
<b>Daimler Group</b>	699,686	611,227	725,401	624,632	754,585	664,799	744,035	681,660	+9%	2,923,707	2,582,318	+13%

## Revenue

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>	19,509	17,004	21,136	17,771	20,707	18,677	22,457	20,132	+12%	83,809	73,584	+14%
<b>Daimler Trucks</b>	8,414	7,121	9,441	7,966	9,650	8,463	10,073	8,839	+14%	37,578	32,389	+16%
<b>Mercedes-Benz Vans</b>	2,415	2,212	2,829	2,494	2,752	2,515	3,477	2,747	+27%	11,473	9,968	+15%
<b>Daimler Buses</b>	877	859	1,037	1,048	1,018	1,034	1,181	1,277	-8%	4,113	4,218	-2%
<b>Daimler Financial Services</b>	4,549	3,809	4,769	3,828	4,702	3,998	4,942	4,356	+13%	18,962	15,991	+19%
<b>Reconciliation</b>	-1,528	-1,548	-1,685	-1,563	-1,553	-1,565	-1,702	-1,602	.	-6,468	-6,278	.
<b>Daimler Group</b>	34,236	29,457	37,527	31,544	37,276	33,122	40,428	35,749	+13%	149,467	129,872	+15%

## Earnings Before Interest and Taxes (EBIT) and Return on Sales (RoS)

(EBIT in millions of EUR, RoS in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>												
EBIT	1,841	1,183	2,227	1,409	2,183	1,584	1,675	1,677	-0%	7,926	5,853	+35%
RoS	9.4%	7.0%	10.5%	7.9%	10.5%	8.5%	7.5%	8.3%	.	9.5%	8.0%	.
<b>Daimler Trucks</b>												
EBIT	472	341	682	455	791	588	631	494	+28%	2,576	1,878	+37%
RoS	5.6%	4.8%	7.2%	5.7%	8.2%	6.9%	6.3%	5.6%	.	6.9%	5.8%	.
<b>Mercedes-Benz Vans</b>												
EBIT	215	123	234	242	193	176	238	141	+69%	880	682	+29%
RoS	8.9%	5.6%	8.3%	9.7%	7.0%	7.0%	6.8%	5.1%	.	7.7%	6.8%	.
<b>Daimler Buses</b>												
EBIT	34	53	57	50	89	64	34	30	+13%	214	197	+9%
RoS	3.9%	6.2%	5.5%	4.8%	8.7%	6.2%	2.9%	2.3%	.	5.2%	4.7%	.
<b>Daimler Financial Services</b>												
EBIT	409	397	445	336	378	355	387	299	+29%	1,619	1,387	+17%
Return on equity (RoE)	20.4%	23.7%	20.7%	19.2%	16.6%	19.4%	16.0%	15.8%	.	18.3%	19.4%	.
<b>Reconciliation</b>												
	-65	-310	73	603	27	965	-64	-503	.	-29	755	.
<b>Daimler Group</b>												
	2,906	1,787	3,718	3,095	3,661	3,732	2,901	2,138	+36%	13,186	10,752	+23%

## EBIT and RoS from Ongoing Business

(EBIT in millions of EUR, RoS in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>												
EBIT	1,794	1,183	2,234	1,409	2,161	1,614	2,154	1,758	+23%	8,343	5,964	+40%
RoS	9.2%	7.0%	10.6%	7.9%	10.4%	8.6%	9.6%	8.7%	.	10.0%	8.1%	.
<b>Daimler Trucks</b>												
EBIT	536	346	717	526	805	618	684	583	+17%	2,742	2,073	+32%
RoS	6.4%	4.9%	7.6%	6.6%	8.3%	7.3%	6.8%	6.6%	.	7.3%	6.4%	.
<b>Mercedes-Benz Vans</b>												
EBIT	221	123	238	181	196	176	297	158	+88%	952	638	+49%
RoS	9.2%	5.6%	8.4%	7.3%	7.1%	7.0%	8.5%	5.8%	.	8.3%	6.4%	.
<b>Daimler Buses</b>												
EBIT	35	54	57	58	90	64	20	35	-43%	202	211	-4%
RoS	4.0%	6.3%	5.5%	5.5%	8.8%	6.2%	1.7%	2.7%	.	4.9%	5.0%	.
<b>Daimler Financial Services</b>												
EBIT	409	397	445	336	378	355	387	299	+29%	1,619	1,387	+17%
Return on equity (RoE)	20.4%	23.7%	20.7%	19.2%	16.6%	19.4%	16.0%	15.8%	.	18.3%	19.4%	.
<b>Reconciliation</b>												
	-65	-31	73	-47	27	-40	-64	-9	.	-29	-127	.
<b>Daimler Group</b>												
	2,930	2,072	3,764	2,463	3,657	2,787	3,478	2,824	+23%	13,829	10,146	+36%

## Special Items affecting EBIT

		1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Financial Year	
		2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
(in millions of EUR)											
Mercedes-Benz Cars	Impairment of investments in the area of alternative drive systems	-	-	-	-	-	-30	-	-	-	-30
	Restructuring of own dealer network	-20	-	-16	-	21	-	-49	-81	-64	-81
	Relocation of headquarters of MBUSA	-20	-	9	-	1	-	-9	-	-19	-
	Sale of real estate in the United States	87	-	-	-	-	-	-	-	87	-
	Recall in connection with Takata airbags	-	-	-	-	-	-	-300	-	-300	-
	Public-sector levies related to prior periods	-	-	-	-	-	-	-121	-	-121	-
Daimler Trucks	Workforce adjustments	-5	-5	-20	-71	-10	-30	-23	-43	-58	-149
	Impairment of investment in Kamaz	-	-	-	-	-	-	-	-30	-	-30
	Restructuring of own dealer network	-4	-	-15	-	-4	-	-24	-16	-47	-16
	Sale of Atlantis Foundries	-55	-	-	-	-	-	-6	-	-61	-
Mercedes-Benz Vans	Reversal of impairment of investment in FBAC	-	-	-	61	-	-	-	-	-	61
	Restructuring of own dealer network	-4	-	-4	-	-3	-	-18	-17	-29	-17
	Relocation of headquarters of MBUSA	-2	-	-	-	-	-	-1	-	-3	-
	Recall in connection with Takata airbags	-	-	-	-	-	-	-40	-	-40	-
Daimler Buses	Business repositioning	-	-1	-	-8	-	-	-	-3	-	-12
	Restructuring of own dealer network	-1	-	-	-	-1	-	-2	-2	-4	-2
	Sale of investment in New MCI Holdings Inc.	-	-	-	-	-	-	16	-	16	-
Reconciliation	Measurement of put option for Rolls-Royce Power Systems Holding	-	-118	-	-	-	-	-	-	-	-118
	Sale of shares in Rolls-Royce Power Systems Holding	-	-	-	-	-	1,006	-	-	-	1,006
	Sale of Tesla shares and hedge of Tesla share price	-	-161	-	-68	-	-1	-	106	-	-124
	Remeasurement of Tesla shares	-	-	-	718	-	-	-	-	-	718
	Expenses related to EU antitrust proceedings	-	-	-	-	-	-	-	-600	-	-600

## Mercedes-Benz Cars Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Unit sales</b> (units)	459,708	389,476	500,694	418,685	508,350	431,041	532,686	483,359	+10%	2,001,438	1,722,561	+16%
<b>Retail sales</b> (units)	458,276	397,708	502,241	432,628	503,853	431,690	526,611	477,897	+10%	1,990,981	1,739,923	+14%
<b>Production</b> (units)	494,970	407,458	503,950	406,639	540,200	459,259	520,703	480,759	+8%	2,059,823	1,754,115	+17%
<b>Revenue</b> (millions of EUR)	19,509	17,004	21,136	17,771	20,707	18,677	22,457	20,132	+12%	83,809	73,584	+14%
<b>EBIT</b> (millions of EUR)	1,841	1,183	2,227	1,409	2,183	1,584	1,675	1,677	-0%	7,926	5,853	+35%
<b>Return on sales</b> (%)	9.4%	7.0%	10.5%	7.9%	10.5%	8.5%	7.5%	8.3%	.	9.5%	8.0%	.
<b>V-Class</b> (included in MBC retail sales)	6,650	5,324	8,564	5,870	7,336	6,918	8,951	6,838	+31%	31,501	24,950	+26%

## Mercedes-Benz Cars Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>	459,708	389,476	500,694	418,685	508,350	431,041	532,686	483,359	+10%	2,001,438	1,722,561	+16%
<b>Western Europe</b>	176,345	152,329	200,939	171,900	191,126	160,264	205,075	184,085	+11%	773,485	668,578	+16%
of which <b>Germany</b>	65,394	59,106	78,689	73,221	73,445	66,201	78,165	73,931	+6%	295,693	272,459	+9%
<b>NAFTA</b>	99,333	86,351	106,241	94,608	100,332	94,874	105,798	114,884	-8%	411,704	390,717	+5%
of which <b>USA</b>	87,714	76,851	90,383	81,914	88,073	84,085	92,938	101,515	-8%	359,108	344,365	+4%
<b>Asia</b>	140,180	114,188	142,228	104,327	163,335	127,744	172,501	129,374	+33%	618,244	475,633	+30%
of which <b>China</b>	87,426	70,343	91,152	68,061	105,675	76,233	116,142	78,026	+49%	400,395	292,663	+37%
of which <b>locally produced vehicles</b>	48,935	33,589	54,099	30,905	72,249	37,779	74,905	43,195	+73%	250,188	145,468	+72%
<b>Rest of World</b>	43,850	36,608	51,286	47,850	53,557	48,159	49,312	55,016	-10%	198,005	187,633	+6%

## Mercedes-Benz Cars Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>	458,276	397,708	502,241	432,628	503,853	431,690	526,611	477,897	+10%	1,990,981	1,739,923	+14%
<b>Western Europe</b>	188,056	158,488	205,098	180,158	196,960	167,219	202,587	175,138	+16%	792,701	681,003	+16%
of which <b>Germany</b>	68,408	61,556	82,240	75,190	76,759	69,642	82,582	75,959	+9%	309,989	282,347	+10%
<b>NAFTA</b>	90,558	84,901	103,226	93,302	99,768	96,800	108,182	112,731	-4%	401,734	387,734	+4%
of which <b>USA</b>	79,708	74,820	88,917	81,393	86,708	85,125	95,215	99,357	-4%	350,548	340,695	+3%
<b>Asia</b>	135,039	117,142	141,702	111,666	155,065	120,129	164,260	132,618	+24%	596,066	481,555	+24%
of which <b>China</b>	82,618	71,661	90,935	73,480	102,875	72,069	110,207	82,206	+34%	386,635	299,416	+29%
of which <b>locally produced vehicles</b>	46,576	34,512	51,817	36,481	67,646	33,630	71,855	43,010	+67%	237,894	147,633	+61%
<b>Rest of World</b>	44,623	37,177	52,215	47,502	52,060	47,542	51,582	57,410	-10%	200,480	189,631	+6%
<b>V-Class</b> (included in MBC retail sales)	6,650	5,324	8,564	5,870	7,336	6,918	8,951	6,838	+31%	31,501	24,950	+26%



## Mercedes-Benz Cars Market Shares\*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change in % pts.	2015	2014	Change in % pts.
<b>Western Europe</b>	5.8	5.3	5.8	5.4	6.0	5.5	6.5	5.7	+0.8	6.0	5.5	+0.5
of which <b>Germany</b>	9.9	9.8	10.1	9.6	10.1	9.5	10.4	9.9	+0.5	10.1	9.7	+0.4
<b>USA</b>	2.0	2.0	1.9	1.8	1.9	2.0	2.2	2.5	-0.3	2.0	2.1	-0.1
<b>China</b>	1.7	1.5	1.9	1.5	2.4	1.5	2.0	1.5	+0.5	1.9	1.5	+0.4
<b>Japan</b>	1.4	1.1	1.5	1.0	1.7	1.5	1.8	1.4	+0.4	1.6	1.3	+0.3

\* Based on estimates in certain markets.

## Daimler Trucks Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Incoming orders</b> (units)	134,148	134,014	123,539	124,694	106,378	118,966	118,255	172,863	-32%	482,320	550,537	-12%
<b>Unit sales</b> (units)	112,424	108,529	125,113	126,066	128,496	125,556	136,445	135,517	+1%	502,478	495,668	+1%
<b>Retail sales</b> (units)	104,783	102,098	121,927	123,795	123,651	119,409	137,901	146,002	-6%	488,262	491,304	-1%
<b>Production</b> (units)	122,236	122,094	126,972	127,651	129,890	124,366	127,565	123,599	+3%	506,663	497,710	+2%
<b>Revenue</b> (millions of EUR)	8,414	7,121	9,441	7,966	9,650	8,463	10,073	8,839	+14%	37,578	32,389	+16%
<b>EBIT</b> (millions of EUR)	472	341	682	455	791	588	631	494	+28%	2,576	1,878	+37%
<b>Return on sales</b> (%)	5.6%	4.8%	7.2%	5.7%	8.2%	6.9%	6.3%	5.6%	.	6.9%	5.8%	.

## Daimler Trucks Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Daimler Trucks</b>	112,424	108,529	125,113	126,066	128,496	125,556	136,445	135,517	+1%	502,478	495,668	+1%
<b>Western Europe</b>	11,453	11,632	15,234	13,241	16,614	14,822	21,498	17,718	+21%	64,799	57,413	+13%
of which <b>Germany</b>	5,042	6,503	7,555	7,129	8,011	6,947	11,403	8,459	+35%	32,011	29,038	+10%
<b>NAFTA</b>	40,844	34,558	49,388	41,142	52,185	43,868	49,503	41,917	+18%	191,920	161,485	+19%
of which <b>USA</b>	35,735	30,592	43,703	35,803	45,613	39,125	41,743	36,099	+16%	166,794	141,619	+18%
<b>Latin America</b> (excl. Mexico)	7,236	10,151	8,549	11,931	7,831	12,528	6,895	12,468	-45%	30,511	47,078	-35%
<b>Asia</b>	37,277	40,640	35,416	42,838	36,081	38,582	38,920	45,163	-14%	147,694	167,223	-12%
of which <b>Japan</b>	12,299	13,439	10,400	8,946	11,706	10,679	11,157	10,787	+3%	45,562	43,851	+4%
<b>Indonesia</b>	9,997	14,159	9,468	19,521	5,416	10,427	7,216	14,170	-49%	32,097	58,277	-45%
<b>India</b>	3,607	2,203	3,043	2,681	3,566	3,026	3,802	2,372	+60%	14,018	10,282	+36%
<b>Rest of World</b>	15,614	11,548	16,526	16,914	15,785	15,756	19,629	18,251	+8%	67,554	62,469	+8%
<b>BFDA - Beijing Foton Daimler</b> Automotive Co. Ltd. (Auman Trucks)	15,902	26,643	18,929	31,242	14,292	18,051	20,067	23,294	-14%	69,190	99,230	-30%
<b>Daimler Trucks including BFDA</b>	128,326	135,172	144,042	157,308	142,788	143,607	156,512	158,811	-1%	571,668	594,898	-4%

## Daimler Trucks Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Daimler Trucks</b>	104,783	102,098	121,927	123,795	123,651	119,409	137,901	146,002	-6%	488,262	491,304	-1%
<b>Western Europe</b>	11,591	12,131	15,237	13,193	16,290	13,683	20,974	17,712	+18%	64,092	56,719	+13%
of which <b>Germany</b>	5,042	6,503	7,555	7,129	8,011	6,947	11,403	8,459	+35%	32,011	29,038	+10%
<b>NAFTA</b>	38,215	32,476	46,241	39,509	47,409	41,049	49,671	44,119	+13%	181,536	157,153	+16%
of which <b>USA</b>	33,769	29,024	40,694	34,243	41,551	36,574	42,229	38,021	+11%	158,243	137,862	+15%
<b>Latin America</b> (excl. Mexico)	5,717	9,542	9,360	11,744	8,501	12,697	7,378	13,770	-46%	30,956	47,753	-35%
<b>Asia</b>	33,248	36,304	35,164	42,414	36,143	36,899	41,057	51,211	-20%	145,612	166,828	-13%
of which <b>Japan</b>	12,397	13,767	10,084	8,567	11,806	10,639	11,194	10,887	+3%	45,481	43,860	+4%
<b>Indonesia</b>	7,527	11,545	8,826	16,280	5,004	9,473	12,561	21,843	-42%	33,918	59,141	-43%
<b>India</b>	3,376	2,425	3,164	2,653	3,625	2,880	3,864	2,444	+58%	14,029	10,402	+35%
<b>Rest of World</b>	16,012	11,645	15,925	16,935	15,308	15,081	18,821	19,190	-2%	66,066	62,851	+5%

## Daimler Trucks Incoming Orders

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Daimler Trucks</b>	134,148	134,014	123,539	124,694	106,378	118,966	118,255	172,863	-32%	482,320	550,537	-12%
<b>Western Europe</b>	17,254	12,627	16,993	14,388	15,117	13,252	15,542	14,585	+7%	64,906	54,852	+18%
of which <b>Germany</b>	8,206	6,339	7,520	5,901	7,172	5,770	7,601	6,450	+18%	30,499	24,460	+25%
<b>NAFTA</b>	52,343	52,172	39,836	39,899	34,437	39,154	41,577	85,340	-51%	168,193	216,565	-22%
of which <b>USA</b>	47,929	45,199	34,822	34,993	28,739	34,057	35,620	75,554	-53%	147,110	189,803	-22%
<b>Latin America</b> (excl. Mexico)*	7,259	9,803	8,063	12,168	6,873	10,594	7,014	13,403	-48%	29,209	45,968	-36%
<b>Asia</b>	36,996	43,728	37,816	40,178	35,458	39,376	35,581	41,295	-14%	145,851	164,577	-11%
of which <b>Japan</b>	11,123	10,952	12,591	12,008	11,829	11,297	11,173	10,140	+10%	46,716	44,397	+5%
<b>Indonesia</b>	10,345	18,832	6,161	10,569	6,369	11,893	6,596	12,862	-49%	29,471	54,156	-46%
<b>India</b>	2,678	2,813	3,640	2,850	3,852	2,574	3,397	3,350	+1%	13,567	11,587	+17%
<b>Rest of World</b>	20,296	15,684	20,831	18,061	14,493	16,590	18,541	18,240	+2%	74,161	68,575	+8%

\* Change in the reporting methodology of incoming orders in Brazil as of January 1, 2015.

## Daimler Trucks Market Shares\*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change in % pts.	2015	2014	Change in % pts.
<b>Trucks Europe / Latin America</b>												
(Mercedes-Benz)												
<b>Western Europe</b> MDT/HDT	21.1	22.0	20.0	26.2	22.8	24.7	24.5	23.9	+0.6	22.5	24.4	-1.9
<b>Germany</b> MDT/HDT	33.2	38.1	31.1	43.1	38.7	39.4	41.3	38.1	+3.2	36.9	39.8	-2.9
<b>Brazil</b> MDT/HDT	22.9	23.7	26.2	25.7	28.8	27.1	27.4	25.8	+1.6	26.7	25.8	+0.9
<b>Trucks NAFTA</b>												
(Freightliner/Western Star)												
<b>NAFTA</b> Class 8	41.5	37.7	35.9	33.8	38.5	35.9	41.6	36.6	+5.0	39.3	35.9	+3.4
<b>NAFTA</b> Class 6-7	41.1	45.3	40.9	40.5	37.3	40.0	40.3	38.3	+2.0	39.7	40.3	-0.6
<b>Trucks Asia</b>												
(FUSO)												
<b>Japan</b> Trucks Total	18.5	19.6	21.0	21.4	22.4	21.4	20.6	18.6	+2.0	20.8	20.1	+0.7
<b>Indonesia</b> Trucks Total	48.0	48.4	48.2	45.6	49.5	47.7	46.9	48.2	-1.3	48.0	47.4	+0.6
(BharatBenz)												
<b>India</b> upper MDT/HDT	6.0	5.1	7.9	6.0	7.4	5.6	7.3	7.5	-0.2	7.3	6.2	+1.1

\* Based on estimates in certain markets.

## Mercedes-Benz Vans Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Unit sales</b> (units)	63,805	61,119	81,611	76,009	75,732	72,207	99,869	85,259	+17%	321,017	294,594	+9%
<b>Retail sales</b> (units)	57,582	53,906	73,652	68,502	69,691	66,485	86,814	77,424	+12%	287,739	266,317	+8%
<b>Production</b> (units)	74,722	73,939	86,507	81,487	77,425	73,140	89,475	70,442	+27%	328,129	299,008	+10%
<b>Revenue</b> (millions of EUR)	2,415	2,212	2,829	2,494	2,752	2,515	3,477	2,747	+27%	11,473	9,968	+15%
<b>EBIT</b> (millions of EUR)	215	123	234	242	193	176	238	141	+69%	880	682	+29%
<b>Return on sales</b> (%)	8.9%	5.6%	8.3%	9.7%	7.0%	7.0%	6.8%	5.1%	.	7.7%	6.8%	.
<b>V-Class retail sales</b> (excluded in MB Vans retail sales)	6,650	5,324	8,564	5,870	7,336	6,918	8,951	6,838	+31%	31,501	24,950	+26%

## Mercedes-Benz Vans Unit Sales

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Wholesales</b> (in units)	63,805	61,119	81,611	76,009	75,732	72,207	99,869	85,259	+17%	321,017	294,594	+9%
<b>Western Europe</b>	41,720	39,057	54,254	49,579	48,114	47,116	64,371	54,267	+19%	208,459	190,019	+10%
of which <b>Germany</b>	18,001	15,657	22,550	21,526	19,549	20,707	28,280	22,008	+28%	88,380	79,898	+11%
<b>Eastern Europe</b>	6,982	5,994	7,847	6,412	8,488	7,006	8,846	11,346	-22%	32,163	30,758	+5%
<b>NAFTA</b>	7,540	6,320	10,337	8,662	9,235	7,852	13,407	8,632	+55%	40,519	31,466	+29%
of which <b>USA</b>	6,212	5,020	8,040	7,188	7,369	6,531	10,755	7,093	+52%	32,376	25,832	+25%
<b>Latin America</b> (excl. Mexico)	3,658	3,647	3,778	4,030	3,478	3,574	4,836	4,812	+0%	15,750	16,063	-2%
<b>Asia</b>	1,622	3,614	2,751	4,971	2,689	4,252	4,719	4,034	+17%	11,781	16,871	-30%
of which <b>China</b>	892	2,695	1,909	3,877	1,704	3,208	2,673	3,057	-13%	7,178	12,837	-44%
<b>Rest of World</b>	2,283	2,487	2,644	2,355	3,728	2,407	3,690	2,168	+70%	12,345	9,417	+31%



## Mercedes-Benz Vans Retail Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Retail sales</b> (in units)	57,582	53,906	73,652	68,502	69,691	66,485	86,814	77,424	+12%	287,739	266,317	+8%
<b>Western Europe</b>	36,917	34,503	48,010	44,935	43,510	42,652	56,101	47,644	+18%	184,538	169,734	+9%
of which <b>Germany</b>	14,809	13,305	18,733	19,267	16,338	17,574	24,236	18,922	+28%	74,116	69,068	+7%
<b>Eastern Europe</b>	5,590	4,990	6,681	5,847	8,233	6,458	8,544	11,438	-25%	29,048	28,733	+1%
<b>NAFTA</b>	6,902	5,767	9,933	8,384	8,856	7,898	11,817	9,317	+27%	37,508	31,366	+20%
of which <b>USA</b>	5,559	4,624	7,975	6,859	6,740	6,302	9,615	7,960	+21%	29,889	25,745	+16%
<b>Latin America</b> (excl. Mexico)	3,902	3,979	3,758	4,009	3,709	3,832	4,240	4,309	-2%	15,609	16,129	-3%
<b>Asia</b>	1,920	2,418	2,511	3,124	2,435	3,270	2,575	2,492	+3%	9,441	11,304	-16%
of which <b>China</b>	1,121	1,854	1,622	2,446	1,674	2,404	1,697	1,809	-6%	6,114	8,513	-28%
<b>Rest of World</b>	2,351	2,249	2,759	2,203	2,948	2,375	3,537	2,224	+59%	11,595	9,051	+28%
<b>V-Class</b> (excluded in MB Vans retail sales)	6,650	5,324	8,564	5,870	7,336	6,918	8,951	6,838	+31%	31,501	24,950	+26%
<b>Market shares*</b> (in percent)												
<b>Western Europe**</b> small	2.7	3.2	3.0	2.9	3.2	3.4	3.7	3.4	+0.3 pts.	3.1	3.2	-0.1 pts.
<b>Western Europe**</b> midsize/large	16.8	17.6	17.9	17.8	19.2	19.1	19.8	18.3	+1.5 pts.	18.4	18.2	+0.2 pts.
<b>Germany</b> midsize/large	25.3	26.8	25.6	25.7	27.7	27.2	29.5	26.6	+2.9 pts.	27.1	26.5	+0.6 pts.
<b>USA</b> large	8.2	7.9	8.6	7.7	8.7	9.0	9.2	11.3	-2.1 pts.	8.7	8.9	-0.2 pts.

\* Based on estimates in certain markets.

\*\* Excluding United Kingdom.

## Daimler Buses Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Unit sales*</b> (units)	5,677	6,675	7,341	8,097	7,438	8,619	7,625	9,771	-22%	28,081	33,162	-15%
<b>Production</b> (units)	7,758	7,736	7,972	8,855	7,070	8,034	6,292	6,860	-8%	29,092	31,485	-8%
<b>Revenue</b> (millions of EUR)	877	859	1,037	1,048	1,018	1,034	1,181	1,277	-8%	4,113	4,218	-2%
<b>EBIT</b> (millions of EUR)	34	53	57	50	89	64	34	30	+13%	214	197	+9%
<b>Return on sales</b> (%)	3.9%	6.2%	5.5%	4.8%	8.7%	6.2%	2.9%	2.3%	.	5.2%	4.7%	.

\* Due to the sales structure, retail sales correspond with wholesales.

## Daimler Buses Unit Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Wholesales*</b> (in units)	5,677	6,675	7,341	8,097	7,438	8,619	7,625	9,771	-22%	28,081	33,162	-15%
<b>Western Europe</b>	1,249	1,086	1,769	1,706	1,835	1,857	2,904	2,908	-0%	7,757	7,557	+3%
of which <b>Germany</b>	321	533	691	728	535	493	1,240	1,111	+12%	2,787	2,865	-3%
<b>Eastern Europe</b>	443	405	590	459	323	271	535	448	+19%	1,891	1,583	+19%
<b>NAFTA</b>	581	739	951	1,012	1,236	932	1,221	1,005	+21%	3,989	3,688	+8%
of which <b>Mexico</b>	577	725	945	998	1,226	917	1,216	993	+22%	3,964	3,633	+9%
<b>Latin America</b> (excl. Mexico)	2,932	3,992	3,307	4,290	3,471	4,692	2,199	4,640	-53%	11,909	17,614	-32%
of which <b>Brazil</b>	2,207	3,479	1,901	3,464	1,929	3,295	1,179	3,336	-65%	7,216	13,574	-47%
<b>Asia</b>	138	86	242	311	251	420	399	300	+33%	1,030	1,117	-8%
<b>Rest of World</b>	334	367	482	319	322	447	367	470	-22%	1,505	1,603	-6%
<b>Market shares**</b> (in percent)												
<b>Western Europe</b> heavy	31.7	39.0	34.1	34.0	32.3	33.2	28.8	32.7	-3.9 pts.	30.9	34.4	-3.5 pts.
<b>Germany</b> heavy	37.4	62.3	55.8	65.1	51.6	61.0	48.2	47.9	+0.3 pts.	49.3	57.1	-7.8 pts.
<b>Brazil</b> heavy	51.1	45.5	55.8	45.7	53.7	49.7	47.4	56.7	-9.3 pts.	52.5	49.7	+2.8 pts.

\* Due to the sales structure, retail sales correspond with wholesales.

\*\* Based on estimates in certain markets.

## Daimler Financial Services Overview

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2015	2014	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>New business</b>	13,227	9,838	14,765	11,515	14,589	12,406	15,310	14,153	+8%	57,891	47,912	+21%
<b>Contract volume</b> (end of period)	108,728	84,328	110,593	88,084	110,956	93,721	116,727	98,967	+18%	116,727	98,967	+18%
<b>Revenue</b>	4,549	3,809	4,769	3,828	4,702	3,998	4,942	4,356	+13%	18,962	15,991	+19%
<b>EBIT</b>	409	397	445	336	378	355	387	299	+29%	1,619	1,387	+17%
<b>Return on equity</b> (%)	20.4%	23.7%	20.7%	19.2%	16.6%	19.4%	16.0%	15.8%	.	18.3%	19.4%	.