Fact Sheet for Q1 2014

April 30, 2014

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#### **Stock Market Information**

	2nd Q	uarter	3rd Qı	uarter	4th Qı	uarter	19	st Quarter	
	2013	2012	2013	2012	2013	2012	2014	2013	Change
Earnings per share (in EUR)*									
basic	2.65	1.39	1.72	1.06	1.53	2.31	0.96	0.50	+92%
diluted	2.65	1.39	1.72	1.06	1.53	2.31	0.96	0.50	+92%
Average number of									
shares outstanding (in millions)									
(adjusted for treasury stocks)									
basic	1,068.4	1,066.4	1,069.4	1,067.0	1,069.7	1,067.4	1,069.8	1,067.7	+0%
diluted	1,068.7	1,066.8	1,069.6	1,067.3	1,069.8	1,067.5	1,069.8	1,068.1	+0%
Number of shares outstanding (at period end, in millions)	1,069.0	1,066.5	1,069.6	1,067.3	1,069.8	1,067.6	1,069.8	1,067.9	+0%
Share price Frankfurt (at period end, in EUR)	46.49	35.35	57.62	37.67	62.90	41.32	68.59	42.45	+62%
Market capitalization Frankfurt (at period end, in billions of EUR)	49.70	37.70	61.63	40.20	67.29	44.11	73.38	45.33	+62%

<sup>\*</sup> The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

#### **Key Figures and Ratios**

	2nd O	luarter	3rd O	luarter	4th O	luarter	1	st Quarter	-
(in millions of EUR)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Unit Sales (in units)	605,823	570,343	594,874	528,559	651,326	597,041	565,799	501,600	+13%
Revenue	29,692	28,884	30,099	28,572	32,089	29,830	29,457	26,102	+13%
EBIT*	5,242	2,268	2,231	1,923	2,425	2,531	1,787	917	+95%
Net profit (loss), Group*	4,583	1,565	1,897	1,238	1,676	2,602	1,086	564	+93%
Profit (loss) attributable to shareholders of Daimler AG*	2,834	1,477	1,836	1,135	1,636	2,469	1,027	536	+92%
Depreciation and amortization (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,094	1,003	1,102	1,027	1,113	1,018	1,218	1,059	+15%
R&D expenditure total Expensed R&D costs**	1,371	1,381 1,033	1,317	1,431	1,441	1,452	1,351 1,076	1,360	-1% +3%
Capitalized development costs	1,016 355	348	1,022 295	1,052 379	1,126 315	1,053 399	275	1,041 319	+3% -14%
Amortization on capitalized development costs	278	241	298	247	302	251	311	256	+21%
Capital expenditure total	1,794	2,089	1,567	1,543	2,909	2,137	1,499	1,679	-11%
Investment in pp&e	1,037	1,310	1,126	1,021	1,754	1,454	1,043	1,058	-1%
Capitalized development costs	355	348	295	379	315	399	275	319	-14%
Other intangible assets	203	124	73	90	123	100	112	249	-55%
Financial investments	199	307	73	53	717	184	69	53	+30%

<sup>\*</sup> The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

<sup>\*\*</sup> The 2013 figures have been adjusted due to a reclassification in the functional costs.

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

	2nd Qı	uarter	3rd Qu	ıarter	4th Qւ	uarter	15	st Quarter	
(in millions of EUR)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Net liquidity									
at the beginning of the period	10,019	10,093	11,326	8,438	12,577	8,207	13,834	11,508	+20%
Free cash flow	3,454	1,005	1,577	-209	963	2,633	694	-1,152	
thereof: working capital*	-177	758	-42	-786	36	1,252	-177	-447	
Other	-2,147	-2,660	-326	-22	294	668	-54	-337	•
thereof: dividends Daimler AG	-2,349	-2,346	0	0	0	0	0	0	
Net liquidity									
at the end of the period	11,326	8,438	12,577	8,207	13,834	11,508	14,474	10,019	+44%

<sup>\*</sup> Inventories, trade receivables and trade payables

## Liquidity

	2nd Q	uarter	3rd Q	uarter	4th Q	uarter	1:	st Quarter	
(in millions of EUR)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Group liquidity									
Cash and cash equivalents	11,607	12,094	10,615	12,279	11,053	10,996	11,819	11,355	+4%
Marketable securities and term deposits	7,263	2,504	7,219	4,023	7,066	5,598	6,474	6,331	+2%
Gross liquidity	18,870	14,598	17,834	16,302	18,119	16,594	18,293	17,686	+3%
Financing liabilities (nominal)	-78,262	-72,367	-76,239	-75,591	-77,741	-75,586	-77,691	-78,512	
Net debt	-59,392	-57,769	-58,405	-59,289	-59,622	-58,992	-59,398	-60,826	•
Liquidity of the industrial business									
Cash and cash equivalents	10,691	11,081	9,862	11,057	9,845	9,887	10,925	10,348	+6%
Marketable securities and term deposits	5,452	811	5,523	2,305	5,303	3,841	4,811	4,284	+12%
Gross liquidity	16,143	11,892	15,385	13,362	15,148	13,728	15,736	14,632	+8%
Financing liabilities (nominal)	-4,817	-3,454	-2,808	-5,155	-1,314	-2,220	-1,262	-4,613	
Net liquidity	11,326	8,438	12,577	8,207	13,834	11,508	14,474	10,019	+44%

#### Pension and Health-Care Benefits\*

	2nd Qı	uarter	3rd Qu	ıarter	4th Qu	ıarter	1s	t Quarter	
(in billions of EUR)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Pension benefits									
Benefit obligations	-23.5	-20.2	-23.6	-22.2	-23.2	-23.9	-24.7	-24.0	
Plan assets	13.9	12.9	14.1	13.3	14.6	14.2	14.8	14.3	+3%
Funded status	-9.6	-7.3	-9.5	-8.9	-8.6	-9.7	-9.9	-9.7	
Health-care benefits									
Benefit obligations	-1.4	-1.4	-1.3	-1.4	-1.2	-1.5	-1.3	-1.5	
Plan assets	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	0.2	0.1	0.2	-50%
Funded status	-1.3	-1.3	-1.2	-1.3	-1.1	-1.3	-1.2	-1.3	

<sup>\*</sup> The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

#### **Unit Sales**

	2nd O	luarter	3rd Q	uarter	4th O	uarter	1st Quarter		
(in units)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Mercedes-Benz Cars	404,711	370,384	395,446	345,418	423,895	397,464	389,476	341,511	+14%
Daimler Trucks	123,763	122,217	124,465	119,142	134,550	112,931	108,529	101,433	+7%
Mercedes-Benz Vans	69,436	69,324	65,314	55,742	82,771	76,129	61,119	52,623	+16%
Daimler Buses	7,913	8,418	9,649	8,257	10,110	10,517	6,675	6,033	+11%
Daimler Group	605,823	570,343	594,874	528,559	651,326	597,041	565,799	501,600	+13%

#### **Production Volume**

	2nd C	luarter	3rd Q	uarter	4th Q	uarter	1	st Quarter	
(in units)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Mercedes-Benz Cars	412,009	355,578	391,934	367,199	410,674	368,864	407,458	374,041	+9%
Daimler Trucks	127,401	120,914	128,289	118,892	123,440	96,253	122,094	111,150	+10%
Mercedes-Benz Vans	72,811	67,795	62,843	55,159	71,852	71,568	73,939	63,169	+17%
Daimler Buses	9,269	7,872	9,488	9,207	8,352	7,935	7,736	7,358	+5%
Daimler Group	621,490	552,159	592,554	550,457	614,318	544,620	611,227	555,718	+10%

#### Revenue

	2nd Qı	uarter	3rd Qu	ıarter	4th Qu	ıarter	1s	t Quarter	
(in millions of EUR)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Mercedes-Benz Cars	16,324	15,364	16,521	15,238	17,352	16,121	17,004	14,110	+21%
Daimler Trucks	7,965	8,129	7,982	8,095	8,502	7,782	7,121	7,024	+1%
Mercedes-Benz Vans	2,434	2,420	2,253	2,084	2,696	2,478	2,212	1,986	+11%
Daimler Buses	934	1,016	1,127	951	1,293	1,232	859	751	+14%
Daimler Financial Services	3,548	3,260	3,657	3,524	3,740	3,626	3,809	3,577	+6%
Reconciliation	-1,513	-1,305	-1,441	-1,320	-1,494	-1,409	-1,548	-1,346	
Daimler Group	29,692	28,884	30,099	28,572	32,089	29,830	29,457	26,102	+13%

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

	2nd Qા	uarter	3rd Qu	ıarter	4th Qu	arter	1s	t Quarter	
(EBIT in millions of EUR, RoS in %)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Mercedes-Benz Cars									
EBIT	1,041	1,337	1,200	973	1,305	851	1,183	460	+157%
RoS	6.4%	8.7%	7.3%	6.4%	7.5%	5.3%	7.0%	3.3%	
Daimler Trucks									
EBIT	434	524	522	501	565	294	341	116	+194%
RoS	5.4%	6.4%	6.5%	6.2%	6.6%	3.8%	4.8%	1.7%	
Mercedes-Benz Vans									
EBIT	204	200	152	75	194	101	123	81	+52%
RoS	8.4%	8.3%	6.7%	3.6%	7.2%	4.1%	5.6%	4.1%	
Daimler Buses									
EBIT	27	-59	59	-36	69	-21	53	-31	
RoS	2.9%	-5.8%	5.2%	-3.8%	5.3%	-1.7%	6.2%	-4.1%	
Daimler Financial Services									
EBIT	319	338	322	322	313	289	397	314	+26%
Return on equity (RoE)	19.1%	23.5%	19.3%	21.2%	18.8%	18.7%	23.7%	19.6%	
Reconciliation	3,217	-72	-24	88	-21	1,017	-310	-23	
thereof: share of result of EADS	3,209	17	13	105	1	969**	0	34	-100%
Daimler Group	5,242	2,268	2,231	1,923	2,425	2,531	1,787	917	+95%

<sup>\*</sup> The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

<sup>\*\*</sup> Thereof gain on the sale of EADS shares: 913 million EUR.

#### EBIT and RoS from Ongoing Business\*

	2nd Qા	uarter	3rd Qu	ıarter	4th Qւ	ıarter	1s	t Quarter	
(EBIT in millions of EUR, RoS in %)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Mercedes-Benz Cars									
EBIT	1,084	1,337	1,251	999	1,385	851	1,183	460	+157%
RoS	6.6%	8.7%	7.6%	6.6%	8.0%	5.3%	7.0%	3.3%	
Daimler Trucks									
EBIT	516	524	530	501	578	294	346	129	+168%
RoS	6.5%	6.4%	6.6%	6.2%	6.8%	3.8%	4.9%	1.8%	•
Mercedes-Benz Vans									
EBIT	204	200	152	75	194	165	123	81	+52%
RoS	8.4%	8.3%	6.7%	3.6%	7.2%	6.7%	5.6%	4.1%	
Daimler Buses									
EBIT	47	-13	61	-20	82	36	54	-27	
RoS	5.0%	-1.3%	5.4%	-2.1%	6.3%	2.9%	6.3%	-3.6%	
Daimler Financial Services									
EBIT	319	338	322	322	313	289	397	314	+26%
Return on equity (RoE)	19.1%	23.5%	19.3%	21.2%	18.8%	18.7%	23.7%	19.6%	
Reconciliation	22	-72	-16	88	11	104	-31	-8	
thereof: share of result of EADS	0	17	0	105	0	56	0	34	-100%
Daimler Group	2,192	2,314	2,300	1,965	2,563	1,739	2,072	949	+118%

<sup>\*</sup> The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

#### Special Items affecting EBIT

		2nd Q	uarter	3rd Qu	arter	4th Qu	uarter	1st Qu	arter
(in millio	ons of EUR)	2013	2012	2013	2012	2013	2012	2014	2013
Mercedes- Benz Cars	Impairment of investments in the area of alternative drive systems	-43	-	-51	-26	-80	-	-	-
Daimler Trucks	Workforce adjustments*	-82	-	-8	-	-13	-	-5	-13
Mercedes- Benz Vans	Impairment of investment in Fujian Benz Automotive Corporation	-	-	-	-	-	-64	-	-
Daimler Buses	Business repositioning	-20	-46	-2	-16	-13	-57	-1	-4
ation	Divestiture of EADS shares	3,209	-	13	-	1	913	-	_
Reconciliation	Measurement of put option for Rolls-Royce Power Systems Holding	-14	-	-21	-	-10	-	-118	-15
Reco	Hedge of Tesla share price	-	-	-	-	-23	-	-161	-

<sup>\*</sup> Daimler Trucks expects expenses from workforce adjustments in a total of up to €150 million in 2014 and 2015, the majority of which will be recognized in 2014.

## Mercedes-Benz Cars Overview

	2nd Q	uarter	3rd Q	uarter	4th Q	uarter	1:	st Quarter	
	2013	2012	2013	2012	2013	2012	2014	2013	Change
Unit sales (units)	404,711	370,384	395,446	345,418	423,895	397,464	389,476	341,511	+14%
Retail sales* (units)	395,774	367,640	390,116	335,393	426,088	379,899	397,708	350,530	+13%
Production (units)	412,009	355,578	391,934	367,199	410,674	368,864	407,458	374,041	+9%
Revenue (millions of EUR)	16,324	15,364	16,521	15,238	17,352	16,121	17,004	14,110	+21%
EBIT (millions of EUR)	1,041	1,337	1,200	973	1,305	851	1,183	460	+157%
Return on sales (%)	6.4%	8.7%	7.3%	6.4%	7.5%	5.3%	7.0%	3.3%	

<sup>\*</sup> Including vehicles of the V-Class segment as of Q1 2014 (5,324 units).

## Mercedes-Benz Cars Unit Sales

	2nd O	uarter	3rd Q	uarter	4th Q	uarter	1:	st Quarter	
(in units)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Mercedes-Benz Cars	404,711	370,384	395,446	345,418	423,895	397,464	389,476	341,511	+14%
Western Europe	178,247	169,347	151,438	143,183	160,786	162,619	152,329	149,691	+2%
of which <b>Germany</b>	79,774	80,911	69,908	68,479	69,082	75,865	59,106	61,130	-3%
NAFTA	88,546	76,851	91,758	83,984	104,978	102,814	86,351	77,775	+11%
of which <b>USA</b>	76,476	65,453	80,106	74,247	93,927	91,438	76,851	67,998	+13%
Asia	93,100	88,910	107,445	82,497	109,775	93,387	114,188	78,745	+45%
of which <b>China</b>	60,043	59,686	64,808	47,127	67,464	59,163	70,343	46,412	+52%
Rest of World	44,818	35,276	44,805	35,754	48,356	38,644	36,608	35,300	+4%

## Mercedes-Benz Cars Retail Sales\*

(in unita)	2nd Q	uarter	3rd Q	uarter	4th Q	uarter	1:	st Quarter	
(in units)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Mercedes-Benz Cars	395,774	367,640	390,116	335,393	426,088	379,899	397,708	350,530	+13%
Western Europe	173,633	169,412	158,372	145,099	158,154	156,818	158,488	151,833	+4%
of which <b>Germany</b>	78,686	80,136	71,297	68,543	71,743	76,602	61,556	60,394	+2%
NAFTA	86,509	81,300	86,891	75,273	111,554	95,816	84,901	81,002	+5%
of which <b>USA</b>	75,038	69,550	75,549	65,612	99,756	85,043	74,820	71,473	+5%
Asia	92,568	81,485	101,332	79,982	108,622	88,354	117,142	83,135	+41%
of which <b>China</b>	57,468	52,016	61,402	48,716	66,725	55,205	71,661	50,049	+43%
Rest of World	43,064	35,443	43,521	35,039	47,758	38,911	37,177	34,560	+8%

<sup>\*</sup> Including vehicles of the V-Class segment as of Q1 2014 (5,324 units).

# Mercedes-Benz Cars Market Shares\*

(* - 0()	2nd Q	uarter	3rd Qı	uarter	4th Q	uarter	1:	st Quarter	•
(in %)	2013	2012	2013	2012	2013	2012	2014	2013	Change in % pts.
Western Europe of which Germany	5.6 10.5	5.3 10.4	5. <i>7</i> 10.5	5.5 10.0	5.6 9.7	5.5 10.5	5.3 9.8	5.4 10.4	-0.1 -0.6
USA	1.8	1.8	1.9	1.8	2.6	2.4	2.0	1.9	+0.1
China	1.5	1.4	1.3	1.4	1.5	1.4	1.5	1.3	+0.2
Japan	1.2	0.9	1.3	1.0	1.4	1.3	1.1	0.9	+0.2

<sup>\*</sup> Based on estimates in certain markets.

# Daimler Trucks Overview

	2nd Q	uarter	3rd Q	uarter	4th Q	uarter	1:	st Quarter	
	2013	2012	2013	2012	2013	2012	2014	2013	Change
Incoming orders (units)	125,791	106,054	125,901	95,432	119,564	108,964	134,014	126,877	+6%
Unit sales (units)	123,763	122,217	124,465	119,142	134,550	112,931	108,529	101,433	+7%
Retail sales (units)	124,065	116,976	118,448	116,689	141,996	116,903	102,098	100,748	+1%
Production (units)	127,401	120,914	128,289	118,892	123,440	96,253	122,094	111,150	+10%
Revenue (millions of EUR)	7,965	8,129	7,982	8,095	8,502	7,782	7,121	7,024	+1%
EBIT (millions of EUR)	434	524	522	501	565	294	341	116	+194%
Return on sales (%)	5.4%	6.4%	6.5%	6.2%	6.6%	3.8%	4.8%	1.7%	

## Daimler Trucks Unit Sales

	2nd Q	uarter	3rd Q	uarter	4th Q	uarter	1:	st Quarter	
(in units)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Daimler Trucks	123,763	122,217	124,465	119,142	134,550	112,931	108,529	101,433	+7%
Western Europe	14,270	15,041	16,662	14,193	22,968	15,722	11,632	11,968	-3%
of which <b>Germany</b>	7,623	8,189	7,861	7,954	11,796	8,542	6,503	6,212	+5%
NAFTA	34,924	34,573	35,125	35,177	34,508	32,639	34,558	30,642	+13%
of which <b>USA</b>	30,011	28,415	30,665	29,863	30,467	28,116	30,592	26,641	+15%
Latin America (excl. Mexico)	16,051	10,209	16,204	12,541	14,080	13,516	10,151	12,987	-22%
Asia	41,955	46,193	41,115	42,698	44,366	34,796	40,640	35,221	+15%
of which Japan	8,758	8,812	10,081	8,167	10,634	8,218	13,439	8,862	+52%
Rest of World	16,563	16,201	15,359	14,533	18,628	16,258	11,548	10,615	+9%
BFDA - Beijing Foton Daimler									
Automotive Co. Ltd. (Auman Trucks)	28,229	-	24,129	13,942	27,939	17,430	26,643	23,001	+16%
Daimler Trucks including BFDA	151,992	122,217	148,594	133,084	162,489	130,361	135,172	124,434	+9%

## Daimler Trucks Retail Sales

	2nd O	uarter	3rd Q	uarter	4th Q	uarter	1:	st Quarter	
(in units)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Daimler Trucks	124,065	116,976	118,448	116,689	141,996	116,903	102,098	100,748	+1%
Western Europe	14,286	15,630	14,760	14,373	24,770	16,088	12,131	12,020	+1%
of which <b>Germany</b>	7,623	8,189	7,861	7,954	11,796	8,542	6,503	6,212	+5%
NAFTA	35,910	29,642	33,901	33,704	36,627	33,846	32,476	31,896	+2%
of which <b>USA</b>	30,673	24,808	29,459	28,793	31,974	28,607	29,024	27,981	+4%
Latin America (excl. Mexico)	16,206	10,096	14,870	12,027	15,108	15,222	9,542	12,070	-21%
Asia	41,383	45,888	39,491	42,698	46,733	34,815	36,304	35,188	+3%
of which <b>Japan</b>	8,618	8,812	10,034	8,339	10,500	8,228	13,767	8,849	+56%
Rest of World	16,280	15,720	15,426	13,887	18,758	16,932	11,645	9,574	+22%

# Daimler Trucks<br/>Incoming Orders

	2nd Q	uarter	3rd Qı	uarter	4th Q	uarter	1:	st Quarter	
(in units)	2013	2012	2013	2012	2013	2012	2014	2013	Change
Daimler Trucks	125,791	106,054	125,901	95,432	119,564	108,964	134,014	126,877	+6%
Western Europe	17,263	13,760	22,348	11,984	9,863	13,950	12,627	15,256	-17%
of which <b>Germany</b>	8,046	7,151	12,523	6,384	5,165	6,470	6,339	7,617	-17%
NAFTA	31,730	22,417	33,002	23,663	42,069	35,194	52,172	35,933	+45%
of which <b>USA</b>	26,968	19,151	30,251	20,665	37,521	31,880	45,199	31,193	+45%
Latin America (excl. Mexico)	15,239	8,921	14,764	11,643	9,812	12,138	9,803	13,806	-29%
Asia	43,512	44,624	37,714	32,219	43,358	34,729	43,728	45,422	-4%
of which Japan	11,808	9,215	10,681	8,368	11,690	8,548	10,952	9,890	+11%
Rest of World	18,047	16,332	18,073	15,923	14,462	12,953	15,684	16,460	-5%

## Daimler Trucks Market Shares\*

2nd Q	uarter	3rd Qı	uarter	4th Qւ	uarter	19	st Quarter	٢
2013	2012	2013	2012	2013	2012	2014	2013	Change in % pts.
24.0	23.3	24.3	24.0	24.6	22.0	22.0	22.5	-0.5
39.5	38.0	40.3	39.9	39.0	39.6	38.1	41.2	-3.1
24.9	26.3	24.5	25.3	25.5	24.2	23.7	22.9	+0.8
35.9	29.9	35.4	32.6	34.3	34.4	37.7	42.1	-4.4
43.7	35.7	44.6	35.4	39.6	37.2	45.3	46.7	-1.4
19.9	20.8	21.1	21.5	20.3	19.4	19.6	19.2	+0.4
2.8	-	3.9	-	3.2	-	3.9	2.0	+1.9
	24.0 39.5 24.9 35.9 43.7	24.0 23.3 39.5 38.0 24.9 26.3 35.9 29.9 43.7 35.7	24.0     23.3     24.3       39.5     38.0     40.3       24.9     26.3     24.5       35.9     29.9     35.4       43.7     35.7     44.6       19.9     20.8     21.1	24.0     23.3     24.3     24.0       39.5     38.0     40.3     39.9       24.9     26.3     24.5     25.3       35.9     29.9     35.4     32.6       43.7     35.7     44.6     35.4       19.9     20.8     21.1     21.5	24.0     23.3     24.3     24.0     24.6       39.5     38.0     40.3     39.9     39.0       24.9     26.3     24.5     25.3     25.5       35.9     29.9     35.4     32.6     34.3       43.7     35.7     44.6     35.4     39.6       19.9     20.8     21.1     21.5     20.3	2013     2012     2013     2012     2013     2012       24.0     23.3     24.3     24.0     24.6     22.0       39.5     38.0     40.3     39.9     39.0     39.6       24.9     26.3     24.5     25.3     25.5     24.2       35.9     29.9     35.4     32.6     34.3     34.4       43.7     35.7     44.6     35.4     39.6     37.2       19.9     20.8     21.1     21.5     20.3     19.4	2013         2012         2013         2012         2013         2012         2014           24.0         23.3         24.3         24.0         24.6         22.0         22.0           39.5         38.0         40.3         39.9         39.0         39.6         38.1           24.9         26.3         24.5         25.3         25.5         24.2         23.7           35.9         29.9         35.4         32.6         34.3         34.4         37.7           43.7         35.7         44.6         35.4         39.6         37.2         45.3           19.9         20.8         21.1         21.5         20.3         19.4         19.6	2013         2012         2013         2012         2013         2012         2014         2013           24.0         23.3         24.3         24.0         24.6         22.0         22.0         22.5           39.5         38.0         40.3         39.9         39.0         39.6         38.1         41.2           24.9         26.3         24.5         25.3         25.5         24.2         23.7         22.9           35.9         29.9         35.4         32.6         34.3         34.4         37.7         42.1           43.7         35.7         44.6         35.4         39.6         37.2         45.3         46.7           19.9         20.8         21.1         21.5         20.3         19.4         19.6         19.2

<sup>\*</sup> Based on estimates in certain markets.

## Mercedes-Benz Vans Overview

	2nd Qı	uarter	3rd Qເ	uarter	4th Qւ	uarter	1s	t Quarter	
	2013	2012	2013	2012	2013	2012	2014	2013	Change
Unit sales (units)	69,436	69,324	65,314	55,742	82,771	76,129	61,119	52,623	+16%
Retail sales* (units)	68,631	68,184	66,984	58,874	80,163	71,089	53,906	52,752	+2%
Production (units)	72,811	67,795	62,843	55,159	71,852	71,568	73,939	63,169	+17%
Revenue (millions of EUR)	2,434	2,420	2,253	2,084	2,696	2,478	2,212	1,986	+11%
EBIT (millions of EUR)	204	200	152	75	194	101	123	81	+52%
Return on sales (%)	8.4%	8.3%	6.7%	3.6%	7.2%	4.1%	5.6%	4.1%	

 $<sup>^{\</sup>star}$  Excluding vehicles of the V-Class segment as of Q1 2014 (5,324 units).

## Mercedes-Benz Vans Unit Sales

	2nd Q	uarter	3rd Qı	uarter	4th Qı	uarter	15	st Quarter	
	2013	2012	2013	2012	2013	2012	2014	2013	Change
Wholesales (in units)	69,436	69,324	65,314	55,742	82,771	76,129	61,119	52,623	+16%
Western Europe	42,480	46,519	39,528	33,085	54,521	50,909	39,057	32,646	+20%
of which <b>Germany</b>	18,573	20,832	17,323	14,409	23,029	22,358	15,657	12,595	+24%
Eastern Europe	7,243	6,497	7,180	5,821	7,240	7,111	5,994	5,213	+15%
NAFTA	7,585	7,601	6,773	6,884	8,590	7,096	6,320	5,120	+23%
of which <b>USA</b>	6,108	6,310	5,546	5,836	7,172	5,771	5,020	3,976	+26%
Latin America (excl. Mexico)	5,162	2,346	5,176	4,307	5,133	4,355	3,647	4,109	-11%
Asia	4,692	3,407	4,347	3,241	4,696	4,234	3,614	3,035	+19%
of which <b>China</b>	3,310	2,358	3,466	2,270	3,558	3,147	2,695	2,371	+14%
Rest of World	2,274	2,954	2,310	2,404	2,591	2,424	2,487	2,500	-1%

#### Mercedes-Benz Vans Retail Sales and Market Shares

	2nd Q	uarter	3rd Qı	uarter	4th Qı	uarter	19	st Quarter	
	2013	2012	2013	2012	2013	2012	2014	2013	Change
Retail sales* (in units)	68,631	68,184	66,984	58,874	80,163	71,089	53,906	52,752	+2%
Western Europe	43,391	46,056	40,879	35,891	52,335	46,468	34,503	33,100	+4%
of which <b>Germany</b>	18,573	20,832	17,323	14,409	23,029	22,358	13,305	12,595	+6%
Eastern Europe	6,690	5,940	7,139	5,911	7,604	7,329	4,990	4,856	+3%
NAFTA	6,978	7,238	6,959	7,224	8,121	7,056	5,767	4,896	+18%
of which <b>USA</b>	5,649	6,147	5,457	6,126	6,876	5,527	4,624	3,834	+21%
Latin America (excl. Mexico)	4,672	2,928	5,312	3,833	4,891	4,003	3,979	4,296	-7%
Asia	4,411	3,247	4,330	3,636	4,764	3,878	2,418	3,177	-24%
of which <b>China</b>	3,199	2,249	3,532	2,463	3,578	2,792	1,854	2,504	-26%
Rest of World	2,489	2,775	2,365	2,379	2,448	2,355	2,249	2,427	-7%
Market shares** (in percent)									
Western Europe*** small	3.3	-	3.2	-	3.0	-	3.4	3.6	-0.2 pt
Western Europe * * * midsize/large	16.1	18.0	18.7	20.1	19.8	18.9	17.0	16.2	+0.8 pt
Germany midsize/large	23.5	24.7	26.6	25.3	29.5	29.6	25.7	24.7	+1.0 pt

<sup>\*</sup> Excluding vehicles of the V-Class segment as of Q1 2014 (5,324 units).

<sup>\*\*</sup> Based on estimates in certain markets.

<sup>\*\*\*</sup> Excluding United Kingdom.

## Daimler Buses Overview

	2nd Qı	uarter	3rd Qu	arter	4th Qւ	ıarter	1st Quarter		
	2013	2012	2013	2012	2013	2012	2014	2013	Change
Unit sales* (units)	7,913	8,418	9,649	8,257	10,110	10,517	6,675	6,033	+11%
Production (units)	9,269	7,872	9,488	9,207	8,352	7,935	7,736	7,358	+5%
Revenue (millions of EUR)	934	1,016	1,127	951	1,293	1,232	859	751	+14%
EBIT (millions of EUR)	27	-59	59	-36	69	-21	53	-31	
Return on sales (%)	2.9%	-5.8%	5.2%	-3.8%	5.3%	-1.7%	6.2%	-4.1%	

<sup>\*</sup> Due to the sales structure, retail sales correspond with wholesales.

## Daimler Buses Unit Sales and Market Shares

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2013	2012	2013	2012	2013	2012	2014	2013	Change
Wholesales* (in units)	7,913	8,418	9,649	8,257	10,110	10,517	6,675	6,033	+11%
Western Europe	1,488	1,377	1,696	1,625	2,992	2,217	1,086	538	+102%
of which <b>Germany</b>	503	460	573	382	1,133	988	533	231	+131%
Eastern Europe	632	531	405	322	457	552	405	447	-9%
NAFTA	712	1,112	944	1,026	1,014	1,253	739	366	+102%
of which <b>Mexico</b>	704	946	923	931	983	1,150	725	349	+108%
Latin America (excl. Mexico)	4,529	4,689	5,750	4,807	4,698	5,514	3,992	4,141	-4%
of which <b>Brazil</b>	2,956	2,942	3,798	2,900	3,480	3,577	3,479	2,646	+31%
Asia	349	553	435	390	516	674	86	404	-79%
Rest of World	203	156	419	87	433	307	367	137	+168%
Market shares** (in percent)									
Western Europe heavy	29.1	29.6	33.5	33.9	28.1	30.1	39.0	30.8	+8.2 pts
Germany heavy	52.0	56.0	56.1	44.2	47.7	50.2	62.3	56.3	+6.0 pts
Brazil heavy	43.5	51.8	45.4	45.5	50.2	41.1	45.5	36.2	+9.3 pts

<sup>\*</sup> Due to the sales structure, retail sales correspond with wholesales.

<sup>\*\*</sup> Based on estimates in certain markets.

### Daimler Financial Services Overview

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2013	2012	2013	2012	2013	2012	2014	2013	Change
New business	10,292	9,380	10,379	9,968	11,243	10,471	9,838	8,619	+14%
Contract volume (end of period)	81,404	76,096	81,962	77,464	83,539	79,986	84,328	81,656	+3%
Revenue	3,548	3,260	3,657	3,524	3,740	3,626	3,809	3,577	+6%
EBIT	319	338	322	322	313	289	397	314	+26%
LDII	319	330	322	322	313	209	397	314	+20%
Return on equity (%)	19.1%	23.5%	19.3%	21.2%	18.8%	18.7%	23.7%	19.6%	•