

DAIMLER

Fact Sheet for Q1 2016

April 22, 2016

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Stock Market Information

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Earnings per share (in EUR)									
basic	2.12	1.97	2.23	2.56	1.69	1.02	1.26	1.83	-31%
diluted	2.12	1.97	2.23	2.56	1.69	1.02	1.26	1.83	-31%
Average number of shares outstanding (in millions) (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%
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%
Number of shares outstanding (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%
Share price Frankfurt (at period end, in EUR)									
	81.64	68.40	64.85	60.73	77.58	68.97	67.37	89.73	-25%
Market capitalization Frankfurt (at period end, in billions of EUR)									
	87.34	73.18	69.38	64.97	83.00	73.79	72.07	96.00	-25%

Key Figures and Ratios

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Unit Sales (in units)	714,759	628,857	720,016	637,423	776,625	713,906	683,885	641,614	+7%
Revenue	37,527	31,544	37,276	33,122	40,428	35,749	35,047	34,236	+2%
EBIT	3,718	3,095	3,661	3,732	2,901	2,138	2,148	2,906	-26%
Net profit (loss), Group	2,372	2,196	2,415	2,821	1,874	1,187	1,400	2,050	-32%
Profit (loss) attributable to shareholders of Daimler AG	2,269	2,104	2,385	2,735	1,807	1,096	1,353	1,963	-31%
Depreciation and amortization (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,286	1,228	1,323	1,227	1,408	1,326	1,335	1,367	-2%
R&D expenditure total	1,621	1,316	1,596	1,414	1,821	1,599	1,724	1,526	+13%
Expensed R&D costs	1,189	1,073	1,132	1,129	1,313	1,254	1,238	1,126	+10%
Capitalized development costs	432	243	464	285	508	345	486	400	+22%
Amortization on capitalized development costs	311	306	310	293	324	302	314	300	+5%
Capital expenditure total	1,827	1,350	1,820	1,565	3,313	2,076	1,784	1,599	+12%
Investment in pp&e	1,045	1,045	1,139	1,169	1,864	1,587	1,123	1,027	+9%
Capitalized development costs	432	243	464	285	508	345	486	400	+22%
Financial investments and other intangible assets	350	62	217	111	941	144	175	172	+2%

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Net liquidity at the beginning of the period	20,522	14,474	18,435	12,696	19,527	17,875	18,580	16,953	+10%
Free cash flow	1,073	753	1,463	5,375	-868	-1,343	264	2,292	-88%
thereof: working capital*	-859	-549	-1,224	-325	-162	-1,268	-223	-434	.
Other	-3,160	-2,531	-371	-196	-79	421	-379	1,277	.
thereof: dividends Daimler AG	-2,621	-2,407	0	0	0	0	0	0	.
Net liquidity at the end of the period	18,435	12,696	19,527	17,875	18,580	16,953	18,465	20,522	-10%

* Inventories, trade receivables and trade payables.

Liquidity

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Group liquidity									
Cash and cash equivalents	9,843	10,794	12,057	12,610	9,936	9,667	12,723	12,219	+4%
Marketable securities and term deposits	6,269	6,115	6,391	6,840	8,273	6,634	10,342	6,751	+53%
Gross liquidity	16,112	16,909	18,448	19,450	18,209	16,301	23,065	18,970	+22%
Financing liabilities (nominal)	-94,223	-81,164	-95,055	-83,401	-100,559	-86,419	-104,060	-93,412	.
Net debt	-78,111	-64,255	-76,607	-63,951	-82,350	-70,118	-80,995	-74,442	.
Liquidity of the industrial business									
Cash and cash equivalents	8,822	9,487	10,742	11,659	8,369	8,341	11,156	11,095	+1%
Marketable securities and term deposits	5,015	4,597	5,131	5,357	6,999	5,156	9,078	5,316	+71%
Gross liquidity	13,837	14,084	15,873	17,016	15,368	13,497	20,234	16,411	+23%
Financing liabilities (nominal)	4,598	-1,388	3,654	859	3,212	3,456	-1,769	4,111	.
Net liquidity	18,435	12,696	19,527	17,875	18,580	16,953	18,465	20,522	-10%

Pension and Health-Care Benefits

(in billions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Pension benefits									
Benefit obligations	-28.2	-25.8	-28.9	-27.5	-27.6	-30.1	-30.2	-33.0	.
Plan assets	18.9	15.2	18.1	15.4	20.2	18.6	20.0	19.5	+3%
Funded status	-9.3	-10.6	-10.8	-12.1	-7.4	-11.5	-10.2	-13.5	.
Health-care benefits									
Benefit obligations	-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	.
Reimbursement Medicare Act	0.1	0.1	0.1	0.1	0.0	0.1	0.0	0.1	-100%
Funded status	-1.1	-0.9	-1.0	-1.0	-1.1	-1.1	-1.1	-1.1	.

Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Mercedes-Benz Cars	500,694	418,685	508,350	431,041	532,686	483,359	496,756	459,708	+8%
Daimler Trucks	125,113	126,066	128,496	125,556	136,445	135,517	105,664	112,424	-6%
Mercedes-Benz Vans	81,611	76,009	75,732	72,207	99,869	85,259	76,647	63,805	+20%
Daimler Buses	7,341	8,097	7,438	8,619	7,625	9,771	4,818	5,677	-15%
Daimler Group	714,759	628,857	720,016	637,423	776,625	713,906	683,885	641,614	+7%

Production Volume

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Mercedes-Benz Cars	503,950	406,639	540,200	459,259	520,703	480,759	523,029	494,970	+6%
Daimler Trucks	126,972	127,651	129,890	124,366	127,565	123,599	111,909	122,236	-8%
Mercedes-Benz Vans	86,507	81,487	77,425	73,140	89,475	70,442	89,741	74,722	+20%
Daimler Buses	7,972	8,855	7,070	8,034	6,292	6,860	5,576	7,758	-28%
Daimler Group	725,401	624,632	754,585	664,799	744,035	681,660	730,255	699,686	+4%

Revenue

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Mercedes-Benz Cars	21,136	17,771	20,707	18,677	22,457	20,132	19,980	19,509	+2%
Daimler Trucks	9,441	7,966	9,650	8,463	10,073	8,839	8,204	8,414	-2%
Mercedes-Benz Vans	2,829	2,494	2,752	2,515	3,477	2,747	2,815	2,415	+17%
Daimler Buses	1,037	1,048	1,018	1,034	1,181	1,277	830	877	-5%
Daimler Financial Services	4,769	3,828	4,702	3,998	4,942	4,356	4,862	4,549	+7%
Reconciliation	-1,685	-1,563	-1,553	-1,565	-1,702	-1,602	-1,644	-1,528	.
Daimler Group	37,527	31,544	37,276	33,122	40,428	35,749	35,047	34,236	+2%

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

(EBIT in millions of EUR, RoS in %)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Mercedes-Benz Cars									
EBIT	2,227	1,409	2,183	1,584	1,675	1,677	1,395	1,841	-24%
RoS	10.5%	7.9%	10.5%	8.5%	7.5%	8.3%	7.0%	9.4%	.
Daimler Trucks									
EBIT	682	455	791	588	631	494	516	472	+9%
RoS	7.2%	5.7%	8.2%	6.9%	6.3%	5.6%	6.3%	5.6%	.
Mercedes-Benz Vans									
EBIT	234	242	193	176	238	141	301	215	+40%
RoS	8.3%	9.7%	7.0%	7.0%	6.8%	5.1%	10.7%	8.9%	.
Daimler Buses									
EBIT	57	50	89	64	34	30	39	34	+15%
RoS	5.5%	4.8%	8.7%	6.2%	2.9%	2.3%	4.7%	3.9%	.
Daimler Financial Services									
EBIT	445	336	378	355	387	299	432	409	+6%
Return on equity (RoE)	20.7%	19.2%	16.6%	19.4%	16.0%	15.8%	17.4%	20.4%	.
Reconciliation									
	73	603	27	965	-64	-503	-535	-65	.
Daimler Group									
	3,718	3,095	3,661	3,732	2,901	2,138	2,148	2,906	-26%

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EBIT and RoS from Ongoing Business

(EBIT in millions of EUR, RoS in %)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Mercedes-Benz Cars									
EBIT	2,234	1,409	2,161	1,614	2,154	1,758	1,425	1,794	-21%
RoS	10.6%	7.9%	10.4%	8.6%	9.6%	8.7%	7.1%	9.2%	.
Daimler Trucks									
EBIT	717	526	805	618	684	583	517	536	-4%
RoS	7.6%	6.6%	8.3%	7.3%	6.8%	6.6%	6.3%	6.4%	.
Mercedes-Benz Vans									
EBIT	238	181	196	176	297	158	336	221	+52%
RoS	8.4%	7.3%	7.1%	7.0%	8.5%	5.8%	11.9%	9.2%	.
Daimler Buses									
EBIT	57	58	90	64	20	35	39	35	+11%
RoS	5.5%	5.5%	8.8%	6.2%	1.7%	2.7%	4.7%	4.0%	.
Daimler Financial Services									
EBIT	445	336	378	355	387	299	432	409	+6%
Return on equity (RoE)	20.7%	19.2%	16.6%	19.4%	16.0%	15.8%	17.4%	20.4%	.
Reconciliation									
	73	-47	27	-40	-64	-9	-69	-65	.
Daimler Group									
	3,764	2,463	3,657	2,787	3,478	2,824	2,680	2,930	-9%

Special Items affecting EBIT

		2nd Quarter		3rd Quarter		4th Quarter		1st Quarter	
		2015	2014	2015	2014	2015	2014	2016	2015
(in millions of EUR)									
Mercedes-Benz Cars	Impairment of investments in the area of alternative drive systems	-	-	-	-30	-	-	-	-
	Restructuring of own dealer network	-16	-	21	-	-49	-81	-10	-20
	Relocation of headquarters of MBUSA	9	-	1	-	-9	-	-	-20
	Sale of real estate in the United States	-	-	-	-	-	-	-	87
	Recall in connection with Takata airbags	-	-	-	-	-300	-	-20	-
	Public-sector levies related to prior periods	-	-	-	-	-121	-	-	-
Daimler Trucks	Workforce adjustments	-20	-71	-10	-30	-23	-43	-	-5
	Impairment of investment in Kamaz	-	-	-	-	-	-30	-	-
	Restructuring of own dealer network	-15	-	-4	-	-24	-16	-1	-4
	Sale of Atlantis Foundries	-	-	-	-	-6	-	-	-55
Mercedes-Benz Vans	Reversal of impairment of investment in FBAC	-	61	-	-	-	-	-	-
	Restructuring of own dealer network	-4	-	-3	-	-18	-17	-1	-4
	Relocation of headquarters of MBUSA	-	-	-	-	-1	-	-	-2
	Recall in connection with Takata airbags	-	-	-	-	-40	-	-4	-
	Workforce adjustments in Germany	-	-	-	-	-	-	-30	-
Daimler Buses	Business repositioning	-	-8	-	-	-	-3	-	-
	Restructuring of own dealer network	-	-	-1	-	-2	-2	-	-1
	Sale of investment in New MCI Holdings Inc.	-	-	-	-	16	-	-	-
Reconciliation	Sale of shares in Rolls-Royce Power Systems Holding	-	-	-	1,006	-	-	-	-
	Sale of Tesla shares and hedge of Tesla share price	-	-68	-	-1	-	106	-	-
	Remeasurement of Tesla shares	-	718	-	-	-	-	-	-
	Expenses related to EU antitrust proceedings	-	-	-	-	-	-600	-	-
	Impairment of investment in BAIC Motor	-	-	-	-	-	-	-244	-
	Losses from currency transactions (not alloc. to business operations)	-	-	-	-	-	-	-222	-

Mercedes-Benz Cars Overview

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Unit sales (units)	500,694	418,685	508,350	431,041	532,686	483,359	496,756	459,708	+8%
Retail sales (units)	502,241	432,628	503,853	431,690	526,611	477,897	518,940	458,276	+13%
Production (units)	503,950	406,639	540,200	459,259	520,703	480,759	523,029	494,970	+6%
Revenue (millions of EUR)	21,136	17,771	20,707	18,677	22,457	20,132	19,980	19,509	+2%
EBIT (millions of EUR)	2,227	1,409	2,183	1,584	1,675	1,677	1,395	1,841	-24%
Return on sales (%)	10.5%	7.9%	10.5%	8.5%	7.5%	8.3%	7.0%	9.4%	.
V-Class retail sales (included in MBC retail sales)	8,564	5,870	7,336	6,918	8,951	6,838	9,401	6,650	+41%

Mercedes-Benz Cars Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Mercedes-Benz Cars	500,694	418,685	508,350	431,041	532,686	483,359	496,756	459,708	+8%
Western Europe	200,939	171,900	191,126	160,264	205,075	184,085	200,445	176,345	+14%
of which Germany	78,689	73,221	73,445	66,201	78,165	73,931	69,723	65,394	+7%
NAFTA	106,241	94,608	100,332	94,874	105,798	114,884	89,827	99,333	-10%
of which USA	90,383	81,914	88,073	84,085	92,938	101,515	77,253	87,714	-12%
Asia	142,228	104,327	163,335	127,744	172,501	129,374	162,691	140,180	+16%
of which China	91,152	68,061	105,675	76,233	116,142	78,026	108,342	87,426	+24%
of which locally produced vehicles	54,099	30,905	72,249	37,779	74,905	43,195	69,832	48,935	+43%
Rest of World	51,286	47,850	53,557	48,159	49,312	55,016	43,793	43,850	-0%

Mercedes-Benz Cars Retail Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Mercedes-Benz Cars	502,241	432,628	503,853	431,690	526,611	477,897	518,940	458,276	+13%
Europe	231,969	206,714	222,565	191,497	229,953	202,978	238,143	209,362	+14%
of which Western Europe	205,098	180,158	196,960	167,219	202,587	175,138	215,147	188,056	+14%
of which Germany	82,240	75,190	76,759	69,642	82,582	75,959	72,806	68,408	+6%
NAFTA	103,226	93,302	99,768	96,800	108,182	112,731	89,801	90,558	-1%
of which USA	88,917	81,393	86,708	85,125	95,215	99,357	77,045	79,708	-3%
Asia	141,702	111,666	155,065	120,129	164,260	132,618	168,608	135,039	+25%
of which China	90,935	73,480	102,875	72,069	110,207	82,206	110,870	82,618	+34%
of which locally produced vehicles	52,424	37,528	68,212	34,577	72,407	43,712	72,327	47,097	+54%
Rest of World	25,344	20,946	26,455	23,264	24,216	29,570	22,388	23,317	-4%
V-Class (included in MBC retail sales)	8,564	5,870	7,336	6,918	8,951	6,838	9,401	6,650	+41%

Mercedes-Benz Cars Market Shares*

(in %)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change in % pts.
Western Europe	5.8	5.4	6.0	5.5	6.5	5.7	6.1	5.8	+0.3
of which Germany	10.1	9.6	10.1	9.5	10.4	9.9	9.8	9.9	-0.1
USA	1.9	1.8	1.9	2.0	2.2	2.5	1.9	2.0	-0.1
China	1.9	1.5	2.4	1.5	2.0	1.5	2.0	1.7	+0.3
Japan	1.5	1.0	1.7	1.5	1.8	1.4	1.5	1.4	+0.1

* Based on estimates in certain markets.

Daimler Trucks Overview

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Incoming orders (units)	123,539	124,694	106,378	118,966	118,255	172,863	98,583	134,148	-27%
Unit sales (units)	125,113	126,066	128,496	125,556	136,445	135,517	105,664	112,424	-6%
Retail sales (units)	121,927	123,795	123,651	119,409	137,901	146,002	105,152	104,783	+0%
Production (units)	126,972	127,651	129,890	124,366	127,565	123,599	111,909	122,236	-8%
Revenue (millions of EUR)	9,441	7,966	9,650	8,463	10,073	8,839	8,204	8,414	-2%
EBIT (millions of EUR)	682	455	791	588	631	494	516	472	+9%
Return on sales (%)	7.2%	5.7%	8.2%	6.9%	6.3%	5.6%	6.3%	5.6%	.

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Daimler Trucks Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Daimler Trucks	125,113	126,066	128,496	125,556	136,445	135,517	105,664	112,424	-6%
EU 30*	18,028	15,013	19,938	17,264	24,793	20,583	15,469	13,656	+13%
of which Germany	7,555	7,129	8,011	6,947	11,403	8,459	5,515	5,042	+9%
NAFTA	49,388	41,142	52,185	43,868	49,503	41,917	40,428	40,844	-1%
of which USA	43,703	35,803	45,613	39,125	41,743	36,099	35,975	35,735	+1%
Latin America (excl. Mexico)	8,549	11,931	7,831	12,528	6,895	12,468	5,966	7,236	-18%
Asia	35,416	42,838	36,081	38,582	38,920	45,163	35,419	37,277	-5%
of which Japan	10,400	8,946	11,706	10,679	11,157	10,787	12,370	12,299	+1%
Indonesia	9,468	19,521	5,416	10,427	7,216	14,170	7,391	9,997	-26%
India	3,043	2,681	3,566	3,026	3,802	2,372	4,037	3,607	+12%
Rest of World	13,732	15,142	12,461	13,314	16,334	15,386	8,382	13,411	-37%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	18,929	31,242	14,292	18,051	20,067	23,294	17,139	15,902	+8%
Daimler Trucks including BFDA	144,042	157,308	142,788	143,607	156,512	158,811	122,803	128,326	-4%

* European Union, Switzerland and Norway.

Daimler Trucks Retail Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Daimler Trucks	121,927	123,795	123,651	119,409	137,901	146,002	105,152	104,783	+0%
EU 30*	18,050	15,030	19,478	15,962	24,443	20,609	14,939	13,782	+8%
of which Germany	7,555	7,129	8,011	6,947	11,403	8,459	5,515	5,042	+9%
NAFTA	46,241	39,509	47,409	41,049	49,671	44,119	40,561	38,215	+6%
of which USA	40,694	34,243	41,551	36,574	42,229	38,021	35,762	33,769	+6%
Latin America (excl. Mexico)	9,360	11,744	8,501	12,697	7,378	13,770	6,162	5,717	+8%
Asia	35,164	42,414	36,143	36,899	41,057	51,211	35,191	33,248	+6%
of which Japan	10,084	8,567	11,806	10,639	11,194	10,887	12,390	12,397	-0%
Indonesia	8,826	16,280	5,004	9,473	12,561	21,843	7,287	7,527	-3%
India	3,164	2,653	3,625	2,880	3,864	2,444	3,690	3,376	+9%
Rest of World	13,112	15,098	12,120	12,802	15,352	16,293	8,299	13,821	-40%

* European Union, Switzerland and Norway.

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Daimler Trucks Incoming Orders

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Daimler Trucks	123,539	124,694	106,378	118,966	118,255	172,863	98,583	134,148	-27%
EU 30*	21,220	16,542	17,098	15,740	19,517	17,242	20,736	20,191	+3%
of which Germany	7,520	5,901	7,172	5,770	7,601	6,450	8,994	8,206	+10%
NAFTA	39,836	39,899	34,437	39,154	41,577	85,340	29,378	52,343	-44%
of which USA	34,822	34,993	28,739	34,057	35,620	75,554	21,134	47,929	-56%
Latin America (excl. Mexico)**	8,063	12,168	6,873	10,594	7,014	13,403	5,731	7,259	-21%
Asia	37,816	40,178	35,458	39,376	35,581	41,295	33,404	36,996	-10%
of which Japan	12,591	12,008	11,829	11,297	11,173	10,140	12,297	11,123	+11%
Indonesia	6,161	10,569	6,369	11,893	6,596	12,862	6,536	10,345	-37%
India	3,640	2,850	3,852	2,574	3,397	3,350	3,715	2,678	+39%
Rest of World	16,604	15,907	12,512	14,102	14,566	15,583	9,334	17,359	-46%

* European Union, Switzerland and Norway.

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

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Daimler Trucks Market Shares*

(in %)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change in % pts.
Trucks Europe / Latin America									
(Mercedes-Benz)									
EU 30** MDT/HDT	19.7	25.0	22.5	23.7	23.1	23.4	19.0	20.7	-1.7
Germany MDT/HDT	31.1	43.1	38.7	39.4	41.3	38.1	35.8	33.2	+2.6
Brazil MDT/HDT	26.2	25.7	28.8	27.1	27.4	25.8	28.7	22.9	+5.8
Trucks NAFTA									
(Freightliner/Western Star)									
NAFTA Class 8	35.9	33.8	38.5	35.9	41.6	36.6	44.4	41.5	+2.9
NAFTA Class 6-7	40.9	40.5	37.3	40.0	40.3	38.3	41.9	41.1	+0.8
Trucks Asia									
(FUSO)									
Japan Trucks Total	21.0	21.4	22.4	21.4	20.6	18.6	19.4	18.5	+0.9
Indonesia Trucks Total	48.2	45.6	49.5	47.7	46.9	48.2	47.6	48.0	-0.4
(BharatBenz)									
India upper MDT/HDT	7.9	6.0	7.4	5.6	7.3	7.5	6.6	6.0	+0.6

* Based on estimates in certain markets.

** European Union, Switzerland and Norway.

Mercedes-Benz Vans Overview

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Unit sales (units)	81,611	76,009	75,732	72,207	99,869	85,259	76,647	63,805	+20%
Retail sales (units)	73,652	68,502	69,691	66,485	86,814	77,424	66,387	57,582	+15%
Production (units)	86,507	81,487	77,425	73,140	89,475	70,442	89,741	74,722	+20%
Revenue (millions of EUR)	2,829	2,494	2,752	2,515	3,477	2,747	2,815	2,415	+17%
EBIT (millions of EUR)	234	242	193	176	238	141	301	215	+40%
Return on sales (%)	8.3%	9.7%	7.0%	7.0%	6.8%	5.1%	10.7%	8.9%	.
V-Class retail sales (excluded in MB Vans retail sales)	8,564	5,870	7,336	6,918	8,951	6,838	9,401	6,650	+41%

Mercedes-Benz Vans Unit Sales

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Wholesales (in units)	81,611	76,009	75,732	72,207	99,869	85,259	76,647	63,805	+20%
Western Europe	54,254	49,579	48,114	47,116	64,371	54,267	50,283	41,720	+21%
of which Germany	22,550	21,526	19,549	20,707	28,280	22,008	19,213	18,001	+7%
Eastern Europe	7,847	6,412	8,488	7,006	8,846	11,346	7,290	6,982	+4%
NAFTA	10,337	8,662	9,235	7,852	13,407	8,632	10,249	7,540	+36%
of which USA	8,040	7,188	7,369	6,531	10,755	7,093	8,068	6,212	+30%
Latin America (excl. Mexico)	3,778	4,030	3,478	3,574	4,836	4,812	2,480	3,658	-32%
Asia	2,751	4,971	2,689	4,252	4,719	4,034	3,118	1,622	+92%
of which China	1,909	3,877	1,704	3,208	2,673	3,057	1,488	892	+67%
Rest of World	2,644	2,355	3,728	2,407	3,690	2,168	3,227	2,283	+41%

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Mercedes-Benz Vans Retail Sales and Market Shares

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Retail sales (in units)	73,652	68,502	69,691	66,485	86,814	77,424	66,387	57,582	+15%
Western Europe	48,010	44,935	43,510	42,652	56,101	47,644	42,646	36,917	+16%
of which Germany	18,733	19,267	16,338	17,574	24,236	18,922	15,461	14,809	+4%
Eastern Europe	6,681	5,847	8,233	6,458	8,544	11,438	6,090	5,590	+9%
NAFTA	9,933	8,384	8,856	7,898	11,817	9,317	9,267	6,902	+34%
of which USA	7,975	6,859	6,740	6,302	9,615	7,960	7,240	5,559	+30%
Latin America (excl. Mexico)	3,758	4,009	3,709	3,832	4,240	4,309	3,111	3,902	-20%
Asia	2,511	3,124	2,435	3,270	2,575	2,492	2,329	1,920	+21%
of which China	1,622	2,446	1,674	2,404	1,697	1,809	1,546	1,121	+38%
Rest of World	2,759	2,203	2,948	2,375	3,537	2,224	2,944	2,351	+25%
V-Class (excluded in MB Vans retail sales)	8,564	5,870	7,336	6,918	8,951	6,838	9,401	6,650	+41%
Market shares* (in percent)									
Western Europe** small	3.0	2.9	3.2	3.4	3.7	3.4	2.9	2.7	+0.2 pts.
Western Europe** midsize/large	17.9	17.8	19.2	19.1	19.8	18.3	18.5	16.8	+1.7 pts.
Germany midsize/large	25.6	25.7	27.7	27.2	29.5	26.6	27.2	25.3	+1.9 pts.
USA large	8.6	7.7	8.7	9.0	9.2	11.3	6.9	8.2	-1.3 pts.

* Based on estimates in certain markets.

** Excluding United Kingdom.

Daimler Buses Overview

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Unit sales* (units)	7,341	8,097	7,438	8,619	7,625	9,771	4,818	5,677	-15%
Production (units)	7,972	8,855	7,070	8,034	6,292	6,860	5,576	7,758	-28%
Revenue (millions of EUR)	1,037	1,048	1,018	1,034	1,181	1,277	830	877	-5%
EBIT (millions of EUR)	57	50	89	64	34	30	39	34	+15%
Return on sales (%)	5.5%	4.8%	8.7%	6.2%	2.9%	2.3%	4.7%	3.9%	.

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

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Daimler Buses Unit Sales and Market Shares

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
Wholesales* (in units)	7,341	8,097	7,438	8,619	7,625	9,771	4,818	5,677	-15%
Western Europe	1,769	1,706	1,835	1,857	2,904	2,908	1,358	1,249	+9%
of which Germany	691	728	535	493	1,240	1,111	482	321	+50%
Eastern Europe	590	459	323	271	535	448	387	443	-13%
NAFTA	951	1,012	1,236	932	1,221	1,005	549	581	-6%
of which Mexico	945	998	1,226	917	1,216	993	542	577	-6%
Latin America (excl. Mexico)	3,307	4,290	3,471	4,692	2,199	4,640	2,156	2,932	-26%
of which Brazil	1,901	3,464	1,929	3,295	1,179	3,336	1,460	2,207	-34%
Asia	242	311	251	420	399	300	183	138	+33%
Rest of World	482	319	322	447	367	470	185	334	-45%
Market shares** (in percent)									
Western Europe heavy	34.1	34.0	32.3	33.2	28.8	32.7	33.5	31.7	+1.8 pts.
Germany heavy	55.8	65.1	51.6	61.0	48.2	47.9	54.1	37.4	+16.7 pts.
Brazil heavy	55.8	45.7	53.7	49.7	47.4	56.7	55.1	51.1	+4.0 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)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2015	2014	2015	2014	2015	2014	2016	2015	Change
New business	14,765	11,515	14,589	12,406	15,310	14,153	13,707	13,227	+4%
Contract volume (end of period)	110,593	88,084	110,956	93,721	116,727	98,967	115,704	108,728	+6%
Revenue	4,769	3,828	4,702	3,998	4,942	4,356	4,862	4,549	+7%
EBIT	445	336	378	355	387	299	432	409	+6%
Return on equity (%)	20.7%	19.2%	16.6%	19.4%	16.0%	15.8%	17.4%	20.4%	.