

DAIMLER

Q1 2016 Results

Bodo Uebber

Member of the Board of Management

Finance & Controlling and Daimler Financial Services

April 22, 2016

Contents

Results for Q1 2016

Outlook for 2016

Development at the divisions



Highlights of Q1 2016

| | | |
|--|---------|-------|
| Strong growth in Group unit sales | 683,900 | + 7 % |
| Highest Q1 unit sales so far at Mercedes-Benz Cars | 496,800 | + 8 % |
| EBIT from ongoing business | € 2.7bn | - 9 % |

World premiere of the new Mercedes-Benz E-Class

Presentation of the new Mercedes-Benz GLC Coupé and C-Class Cabriolet

Debut of the new four-cylinder diesel engine OM 654

World premiere of a group of connected and autonomous trucks (Platoon) driving on a public highway

Announcement of €500 million investment in a second battery factory in Germany

Daimler Financial Services AG awarded Germany's best employer in its category

Key financials

| | Q1 2015 | Q1 2016 |
|--|---------|-------------|
| Revenue | 34.2 | 35.0 |
| EBIT | | |
| as reported | 2.9 | 2.1 |
| from ongoing business | 2.9 | 2.7 |
| Net profit | 2.1 | 1.4 |
| Earnings per share (in euros) | 1.83 | 1.26 |
| Net liquidity industrial business (2015: year-end) | 18.6 | 18.5 |
| Free cash flow of the industrial business | 2.3 | 0.3 |

in billions of euros

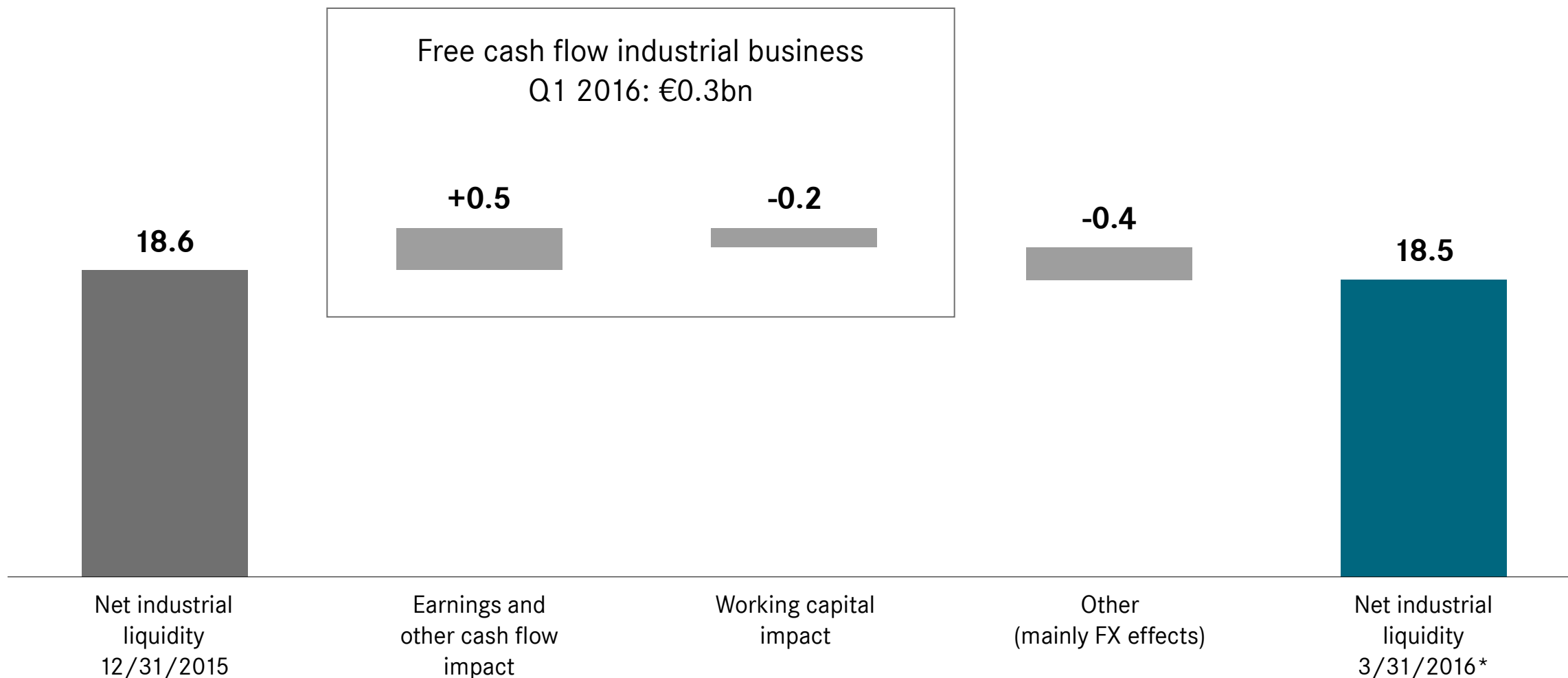
Key balance sheet and financial figures

| Daimler Group | Dec. 31, 2015 | March 31, 2016 |
|----------------------------|---------------|----------------|
| Equity ratio | 23.6% | 22.9% |
| Gross liquidity | 18.2 | 23.1 |
| Industrial business | | |
| Equity ratio | 44.2% | 40.8% |
| Net liquidity | 18.6 | 18.5 |

in billions of euros

Net industrial liquidity: development in Q1 2016

- in billions of euros -



* dividend not paid out until April

Unit sales

| | Q1 2015 | Q1 2016 | % change |
|----------------------|---------|--------------|----------|
| Daimler Group | 641.6 | 683.9 | +7 |
| of which | | | |
| Mercedes-Benz Cars | 459.7 | 496.8 | +8 |
| Daimler Trucks | 112.4 | 105.7 | -6 |
| Mercedes-Benz Vans | 63.8 | 76.6 | +20 |
| Daimler Buses | 5.7 | 4.8 | -15 |

in thousands of units

Mercedes-Benz Cars: product highlights



New Mercedes-Benz E-Class



New Mercedes-Benz GLC Coupé



New Mercedes-Benz C-Class Cabriolet



New Mercedes-Benz SL

Mercedes-Benz Cars: product highlights

Autonomous driving and parking



Daimler Trucks: product highlights

Autonomous truck platooning with three WiFi connected Mercedes-Benz trucks



Mercedes-Benz Vans: product highlights

Market premiere of Mercedes-Benz V-Class in China



Daimler Buses: product highlights



Mercedes-Benz CapaCity L



Mercedes-Benz Tourismo



Setra TopClass 500



BharatBenz bus from the Chennai plant

Revenue by division

| | Q1 2015 | Q1 2016 | % change |
|--|---------|--------------|----------|
| Daimler Group | 34.2 | 35.0 | +2 |
| of which | | | |
| Mercedes-Benz Cars | 19.5 | 20.0 | +2 |
| Daimler Trucks | 8.4 | 8.2 | -2 |
| Mercedes-Benz Vans | 2.4 | 2.8 | +17 |
| Daimler Buses | 0.9 | 0.8 | -5 |
| Daimler Financial Services | 4.5 | 4.9 | +7 |
| Contract volume of Daimler Financial Services* | 116.7 | 115.7 | -1 |

in billions of euros

* figures as of December 31, 2015 and March 31, 2016

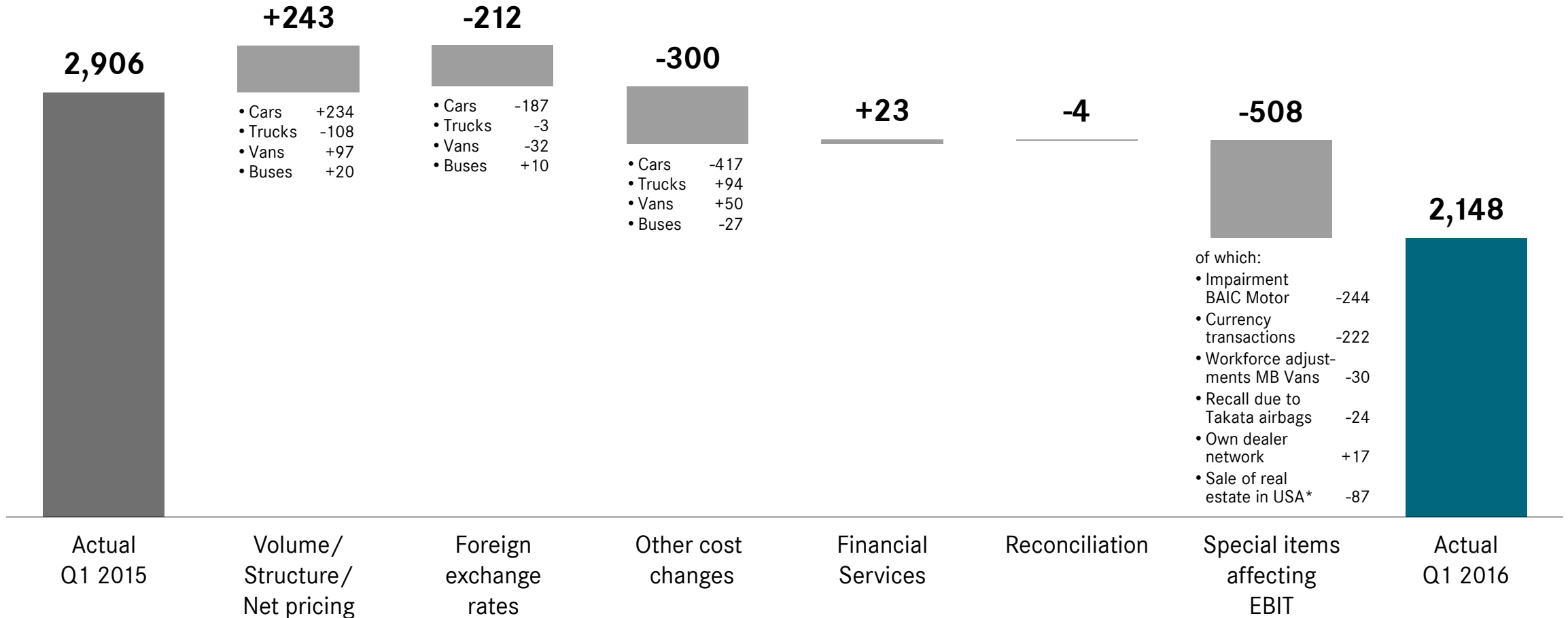
EBIT by division

| - EBIT in millions of euros; RoS in % - | Q1 2015 | | Q1 2016 | |
|---|---------|------|--------------|-------------|
| | EBIT | RoS* | EBIT | RoS* |
| Daimler Group | 2,906 | 8.4 | 2,148 | 5.7 |
| of which | | | | |
| Mercedes-Benz Cars | 1,841 | 9.4 | 1,395 | 7.0 |
| Daimler Trucks | 472 | 5.6 | 516 | 6.3 |
| Mercedes-Benz Vans | 215 | 8.9 | 301 | 10.7 |
| Daimler Buses | 34 | 3.9 | 39 | 4.7 |
| Daimler Financial Services | 409 | - | 432 | - |
| Reconciliation | -65 | - | -535 | - |

* Return on sales; Daimler Group excluding Daimler Financial Services

Group EBIT in Q1 2016

- in millions of euros -



* in Q1 2015

Special items affecting EBIT

| | Q1 2015 | Q1 2016 |
|--|---------|---------|
| Mercedes-Benz Cars | | |
| Restructuring of own dealer network | -20 | -10 |
| Relocation of headquarters of MBUSA | -20 | - |
| Sale of real estate in the United States | +87 | - |
| Recall in connection with Takata airbags | - | -20 |
| Daimler Trucks | | |
| Workforce adjustments | -5 | - |
| Restructuring of own dealer network | -4 | -1 |
| Sale of Atlantis Foundries | -55 | - |
| Mercedes-Benz Vans | | |
| Restructuring of own dealer network | -4 | -1 |
| Relocation of headquarters of MBUSA | -2 | - |
| Recall in connection with Takata airbags | - | -4 |
| Workforce adjustments in Germany | - | -30 |
| Daimler Buses | | |
| Restructuring of own dealer network | -1 | - |
| Reconciliation | | |
| Impairment of investment in BAIC Motor | - | -244 |
| Losses from currency transactions (not allocated to business operations) | - | -222 |

in millions of euros

EBIT from ongoing business

| - EBIT in millions of euros; RoS in % - | Q1 2015 | | Q1 2016 | |
|---|---------|------|--------------|-------------|
| | EBIT | RoS* | EBIT | RoS* |
| Daimler Group | 2,930 | 8.5 | 2,680 | 7.4 |
| of which | | | | |
| Mercedes-Benz Cars | 1,794 | 9.2 | 1,425 | 7.1 |
| Daimler Trucks | 536 | 6.4 | 517 | 6.3 |
| Mercedes-Benz Vans | 221 | 9.2 | 336 | 11.9 |
| Daimler Buses | 35 | 4.0 | 39 | 4.7 |
| Daimler Financial Services | 409 | - | 432 | - |
| Reconciliation | -65 | - | -69 | - |

* Return on sales; Daimler Group excluding Daimler Financial Services

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Mercedes-Benz Cars: our product offensive continues



GLS facelift



E-Class sedan



smart cabrio



SL facelift



CLA facelift



E-Class
(long wheelbase)



smart EV

| | | | | | | | | | | | |
|------|------|-------|-------|-----|------|------|--------|-------|------|------|------|
| Jan. | Feb. | March | April | May | June | July | August | Sept. | Oct. | Nov. | Dec. |
|------|------|-------|-------|-----|------|------|--------|-------|------|------|------|

2016



S-Class Cabriolet



C-Class Cabriolet



E-Class
station wagon



SLC facelift



GLC Coupé

2017

Assumptions for automotive markets in 2016

| | | |
|--------------------------------------|----------------|--|
| Car markets | Global | around +3% |
| | Western Europe | slight growth |
| | USA | around the prior-year level |
| | China | significant growth |
| Medium- and heavy-duty truck markets | NAFTA region | around -10% |
| | Europe | around +5% |
| | Japan* | around the prior-year level |
| | Brazil | around -20% |
| | Indonesia* | around -15% |
| Van markets | Europe | slight growth for small, mid-size and large vans |
| | USA | slight growth |
| Bus markets | Western Europe | slight growth |
| | Brazil | significant decrease |

* including light-duty trucks

2016 sales outlook



Mercedes-Benz Cars

Significantly higher unit sales

Strong momentum from renewed SUV portfolio and further plug-in hybrid models
Launch of all-new E-Class, C-Class Coupé, S-Class Cabriolet and smart fortwo cabrio



Daimler Trucks

Unit sales slightly below the prior-year level

Sustained market leadership in softening NAFTA market, strong product portfolio across all regions, expansion of global market presence with regional centers



Mercedes-Benz Vans

Significantly higher unit sales

Significant growth in core market Western Europe
Continued momentum from “Mercedes-Benz Vans goes global” strategy



Daimler Buses

Unit sales at the prior-year level

Maintain market leadership in core markets
Significant growth in Western Europe, significantly lower demand in Brazil

2016 outlook for EBIT from ongoing business

DAIMLER

We expect Group EBIT for FY 2016 to increase slightly based on the following expectations for divisional EBIT:



Mercedes-Benz Cars

Slightly above the prior-year level



Daimler Trucks

At the prior-year level



Mercedes-Benz Vans

Significantly above the prior-year level



Daimler Buses

Slightly above the prior-year level



Daimler Financial Services

Slightly above the prior-year level

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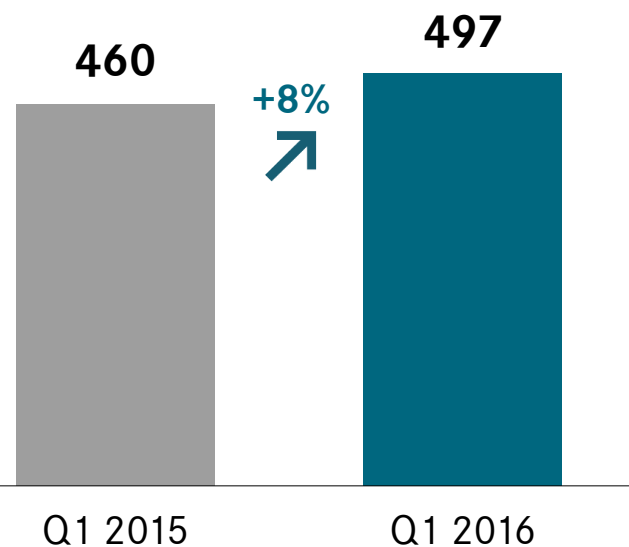
Development at the divisions



Mercedes-Benz Cars: decrease in EBIT due to life-cycle effects

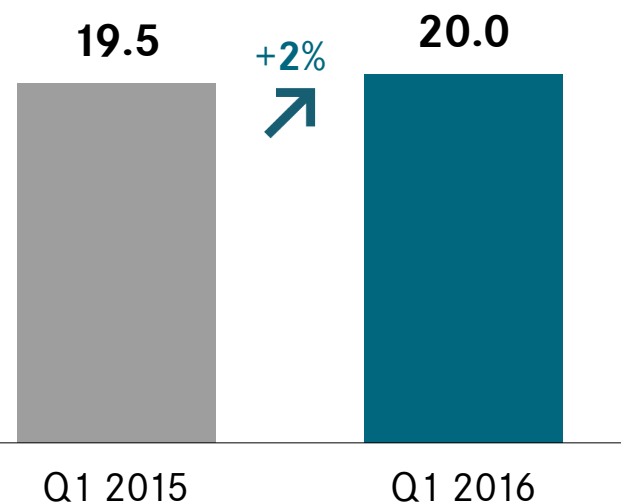
Unit sales

- in thousands of units -



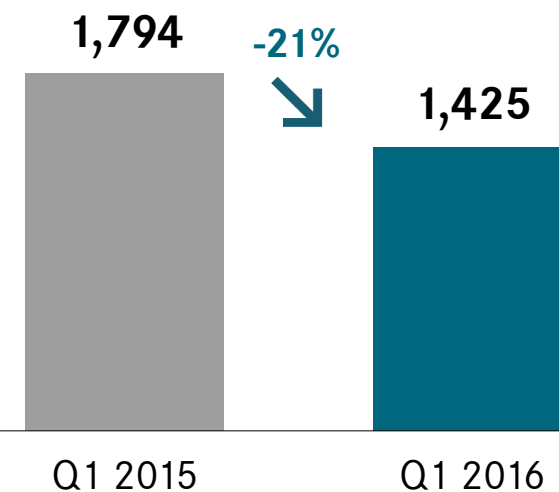
Revenue

- in billions of euros -



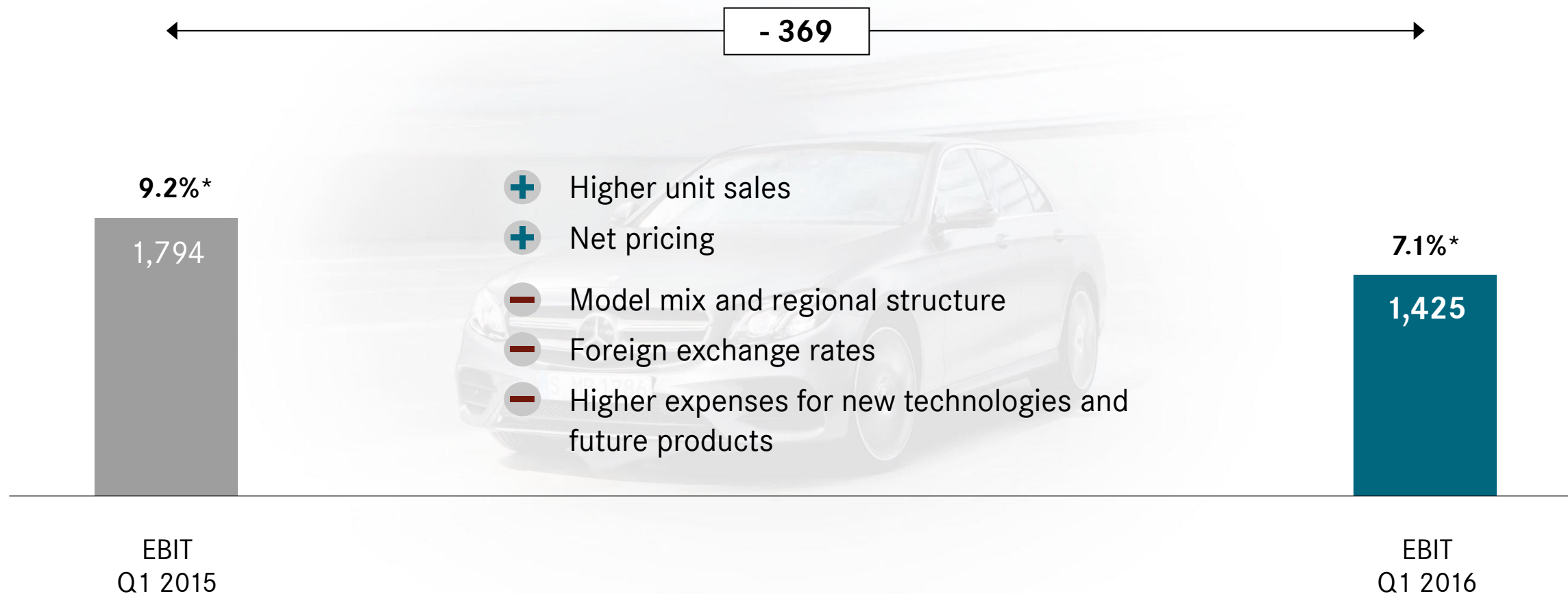
EBIT from ongoing business

- in millions of euros -



Mercedes-Benz Cars: EBIT from ongoing business

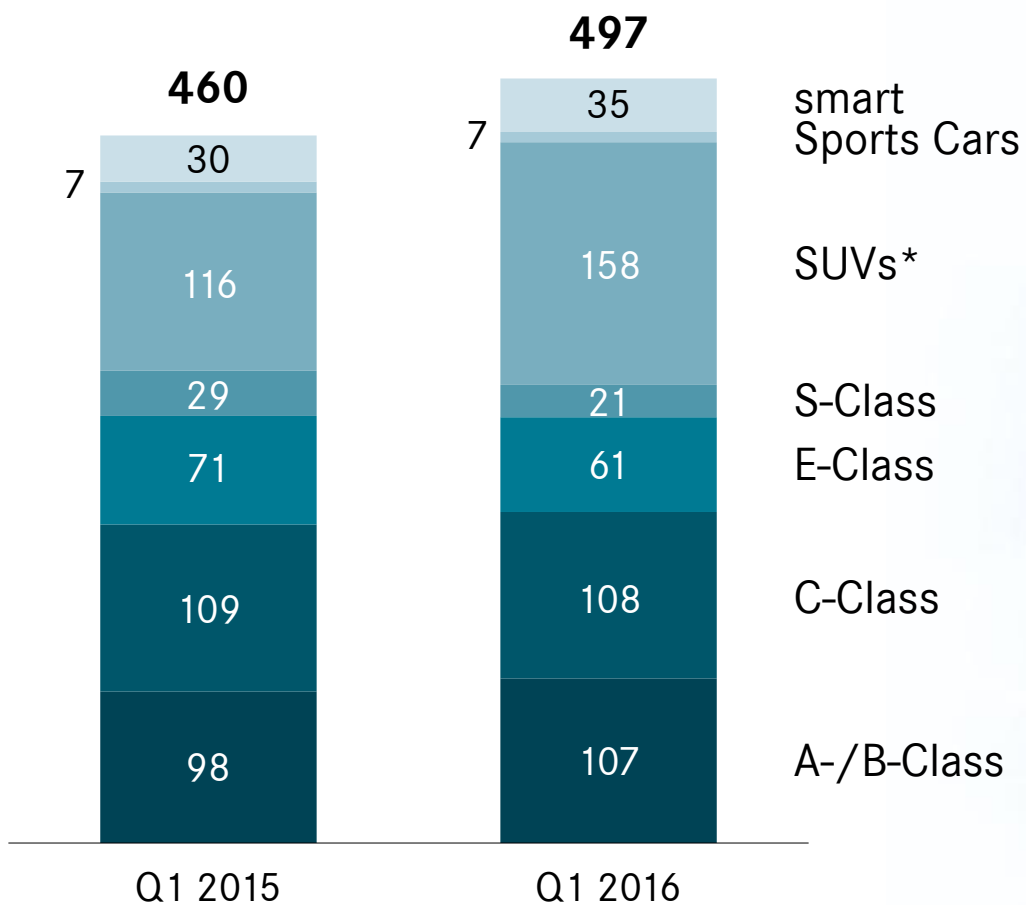
- in millions of euros -



* Return on sales

Mercedes-Benz Cars: sales volume above prior-year level

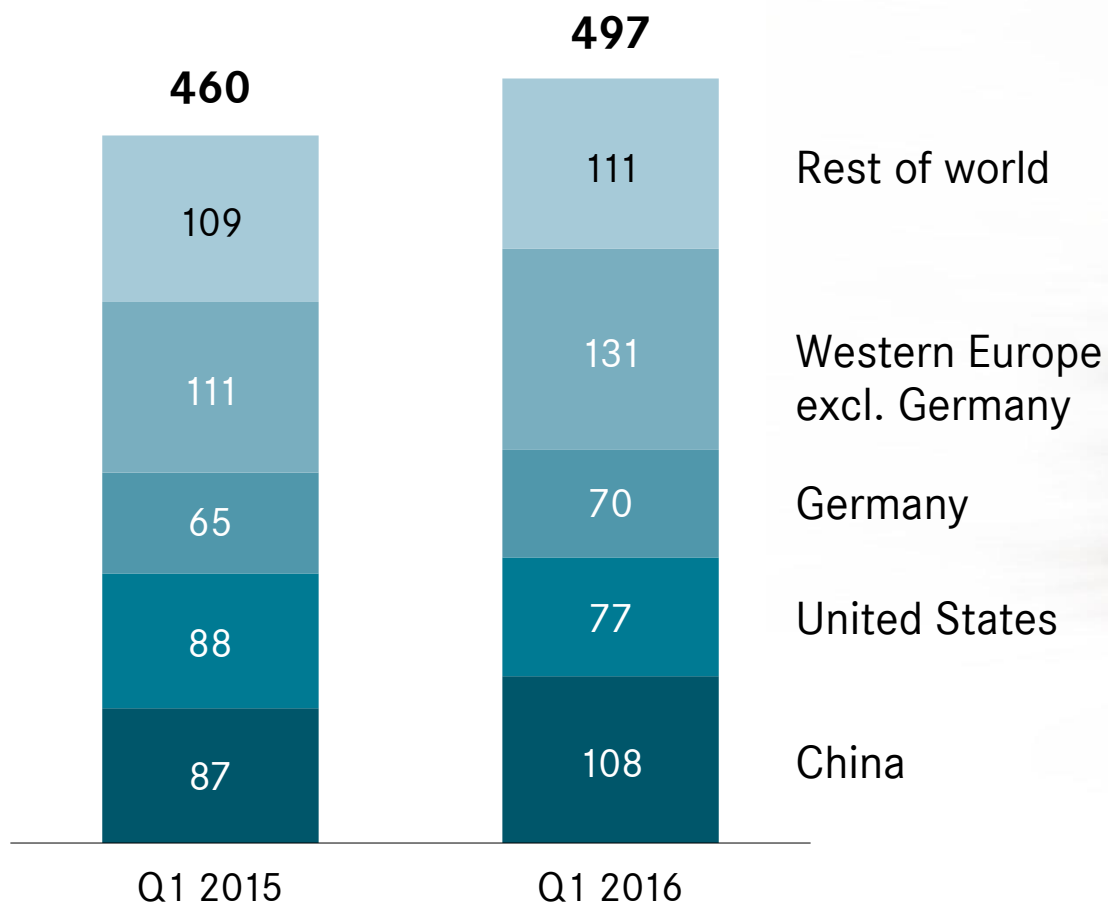
- in thousands of units -



* incl. GLA

Mercedes-Benz Cars: balanced sales structure

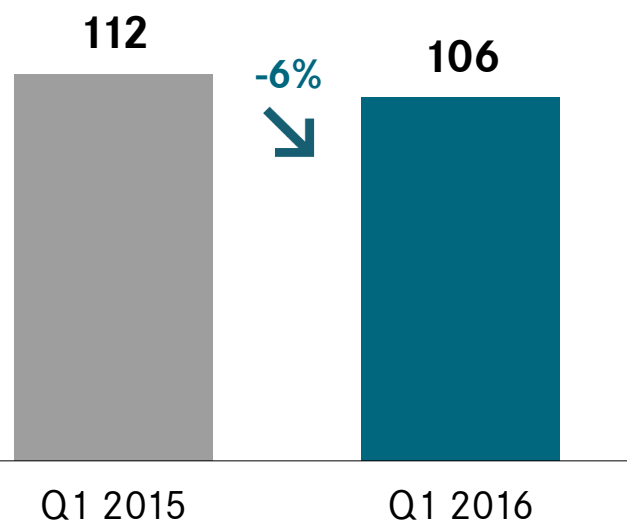
- unit sales in thousands -



Daimler Trucks: key figures driven by heterogeneous market development

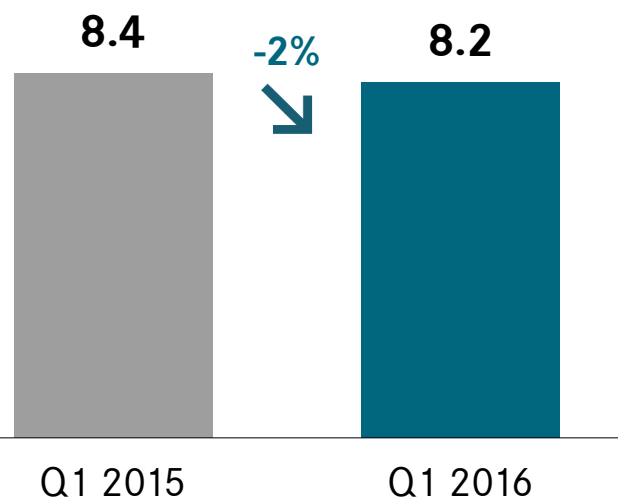
Unit sales

- in thousands of units -



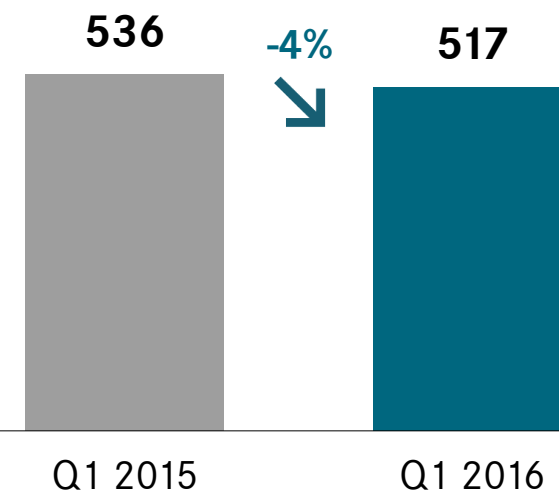
Revenue

- in billions of euros -



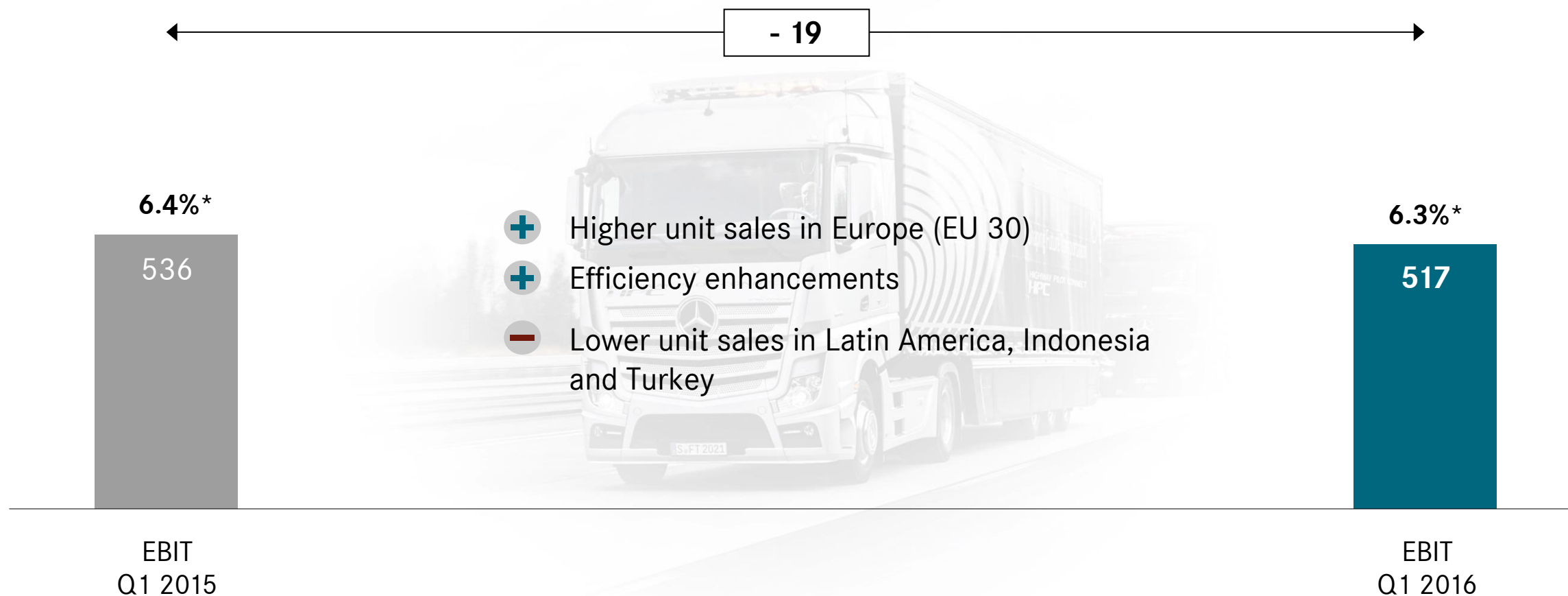
EBIT from ongoing business

- in millions of euros -



Daimler Trucks: EBIT from ongoing business

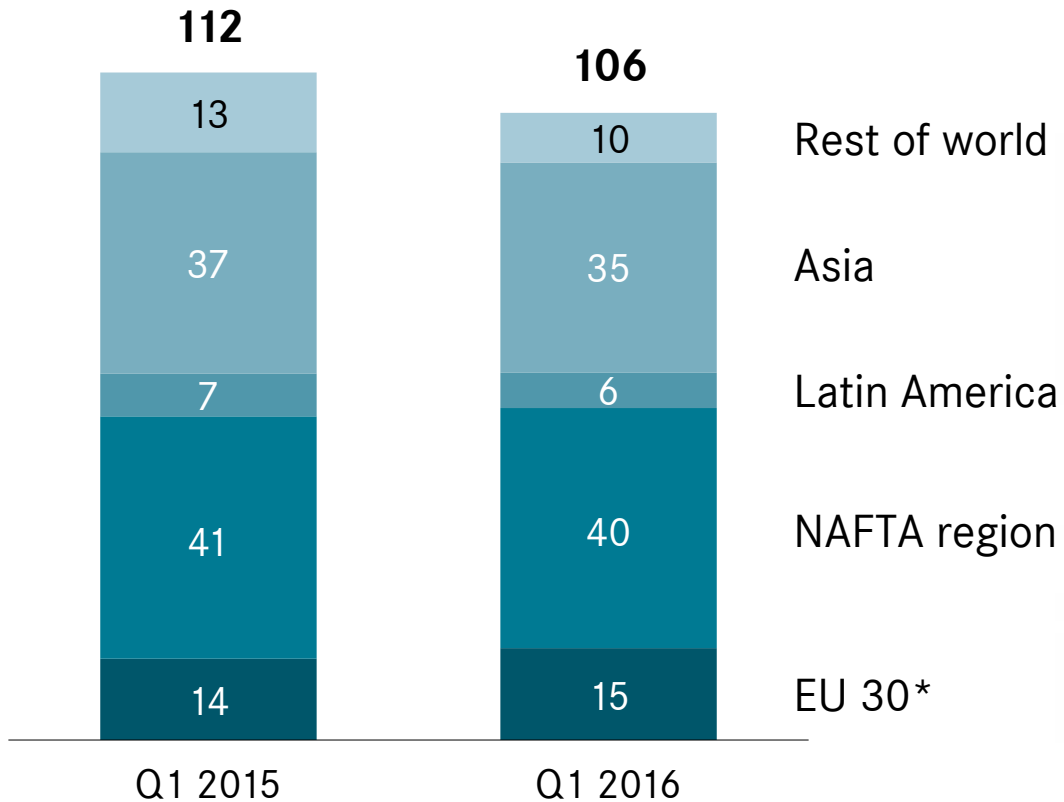
- in millions of euros -



* Return on sales

Daimler Trucks: decrease in unit sales driven by Latin America, Indonesia and Turkey

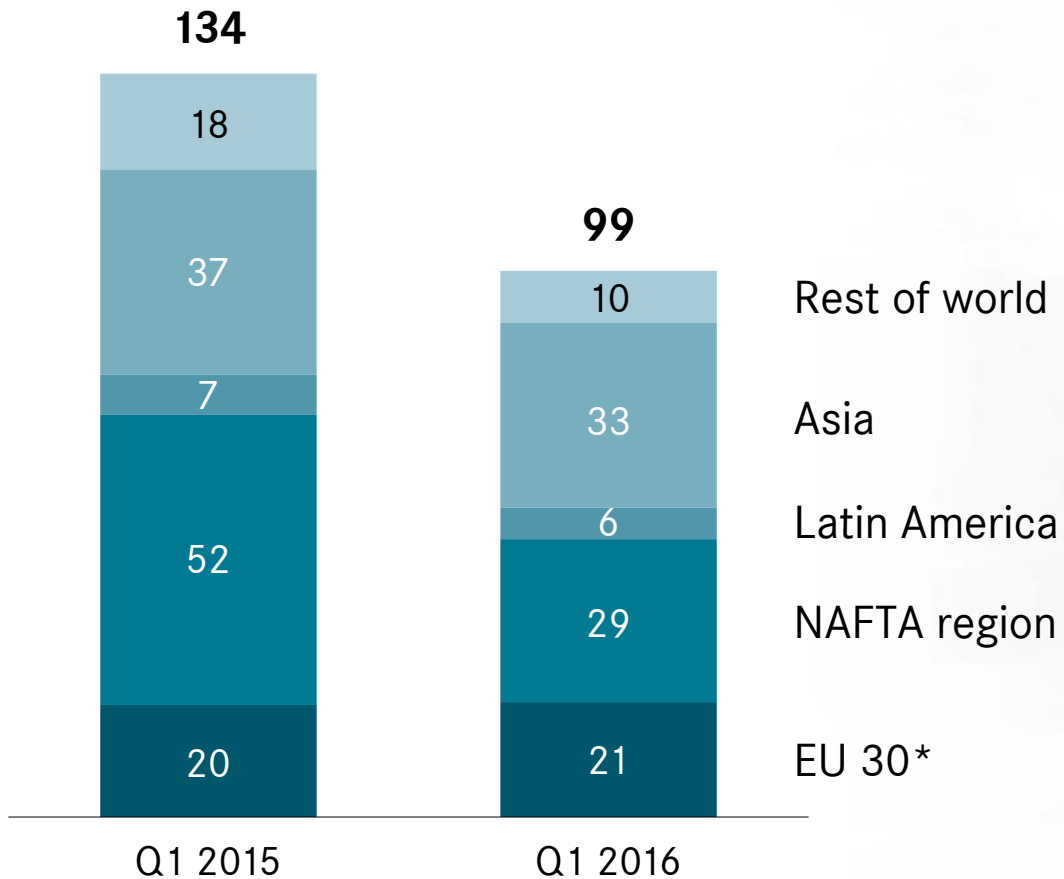
- in thousands of units -



* European Union, Switzerland and Norway

Daimler Trucks: incoming orders significantly below prior-year level

- in thousands of units -

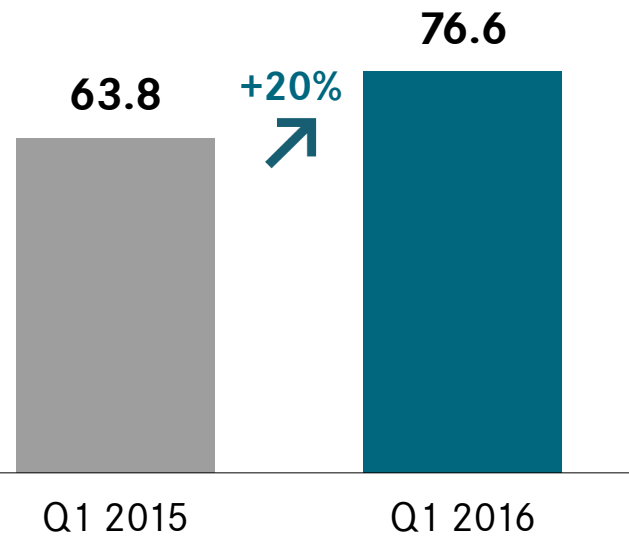


* European Union, Switzerland and Norway

Mercedes-Benz Vans: success in volatile markets

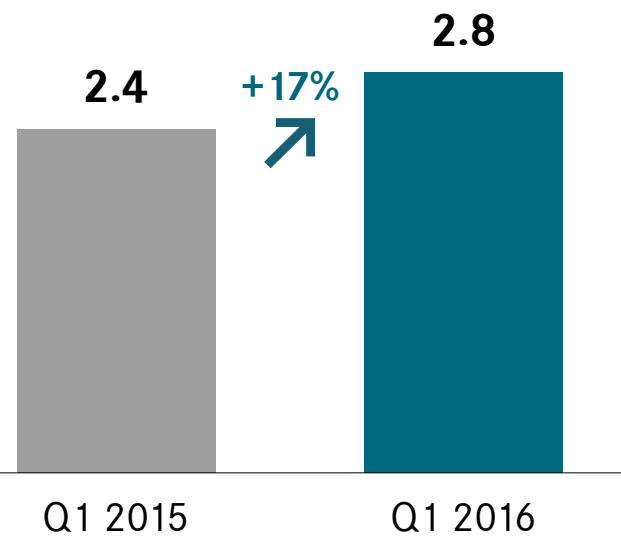
Unit sales

- in thousands of units -



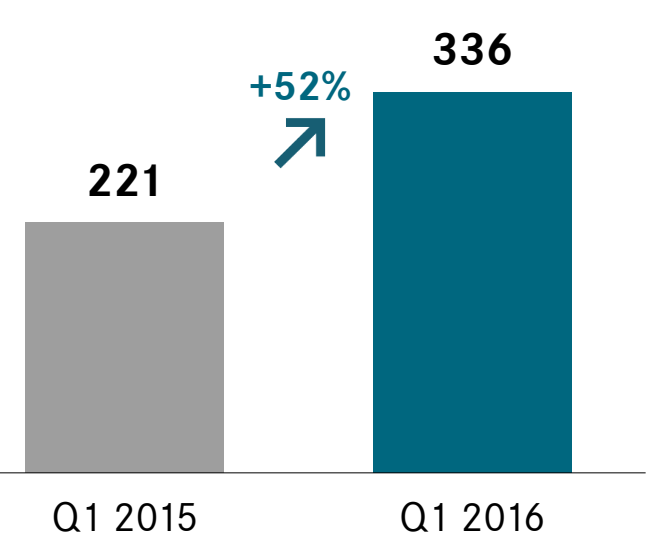
Revenue

- in billions of euros -



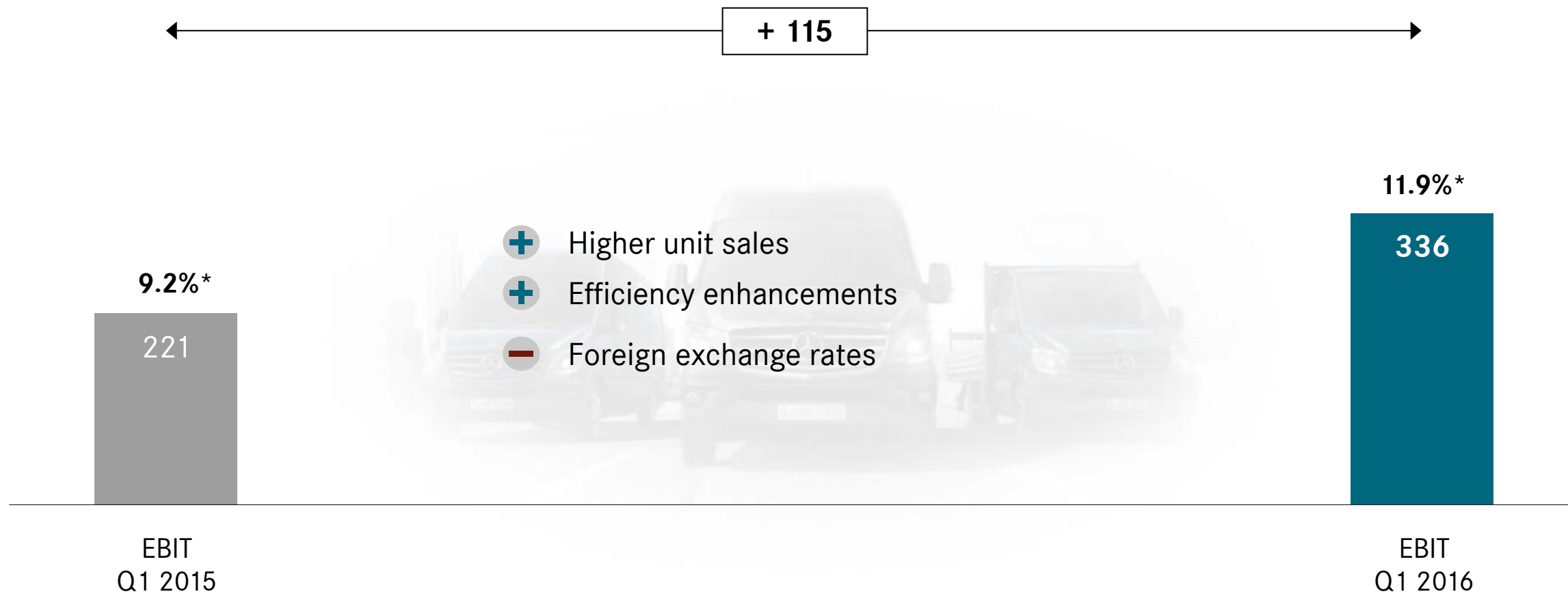
EBIT from ongoing business

- in millions of euros -



Mercedes-Benz Vans: EBIT from ongoing business

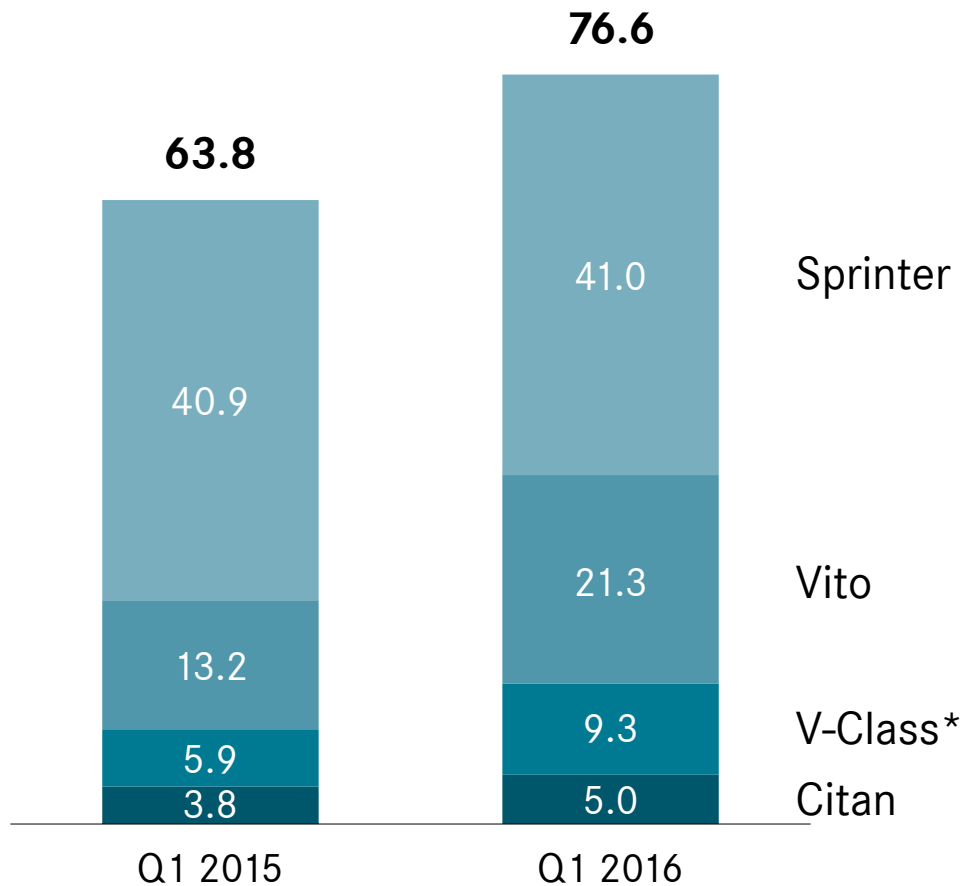
- in millions of euros -



* Return on sales

Mercedes-Benz Vans: market success of mid-size vans

- in thousands of units -

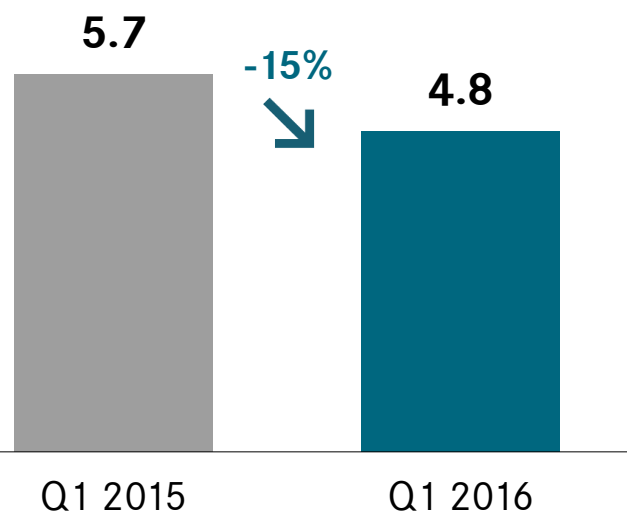


* incl. Viano

Daimler Buses: strong EBIT despite significant market contraction in Latin America

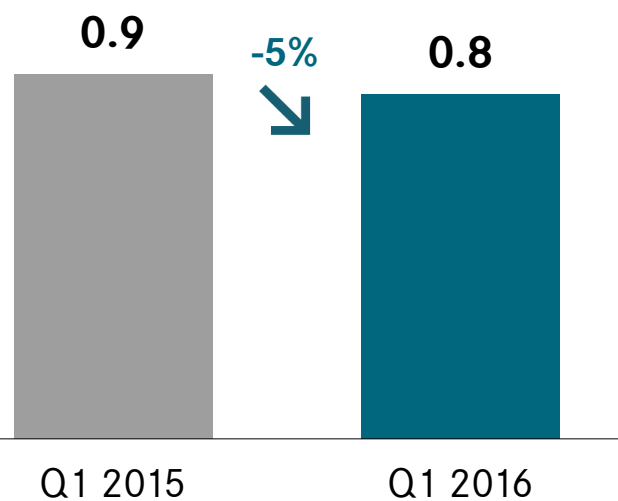
Unit sales

- in thousands of units -



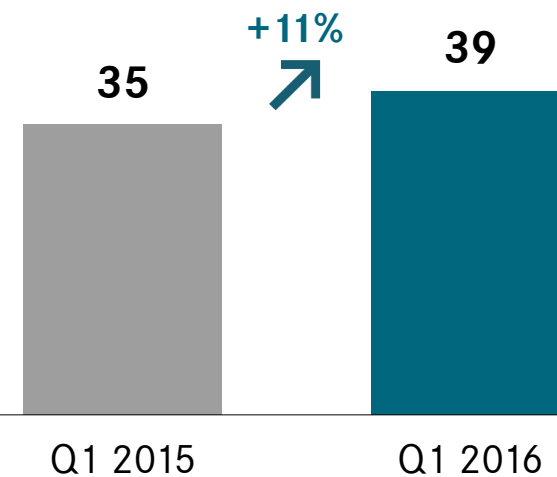
Revenue

- in billions of euros -



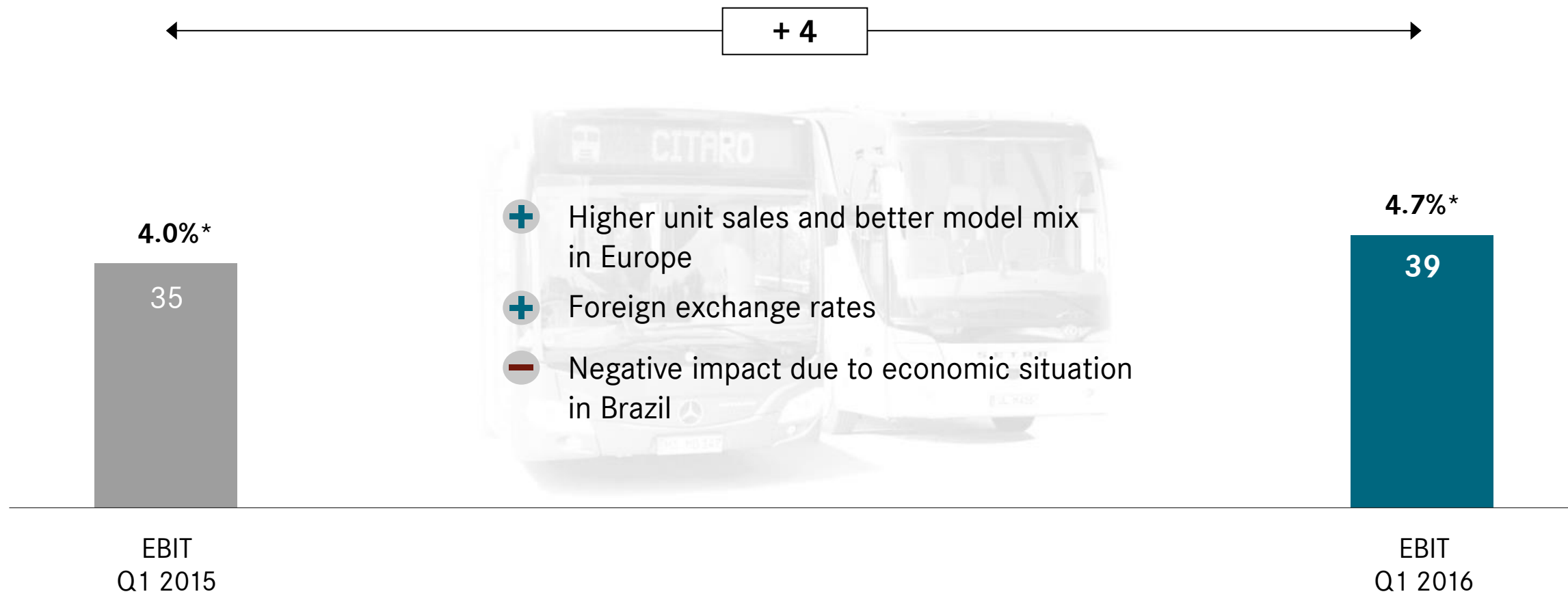
EBIT from ongoing business

- in millions of euros -



Daimler Buses: EBIT from ongoing business

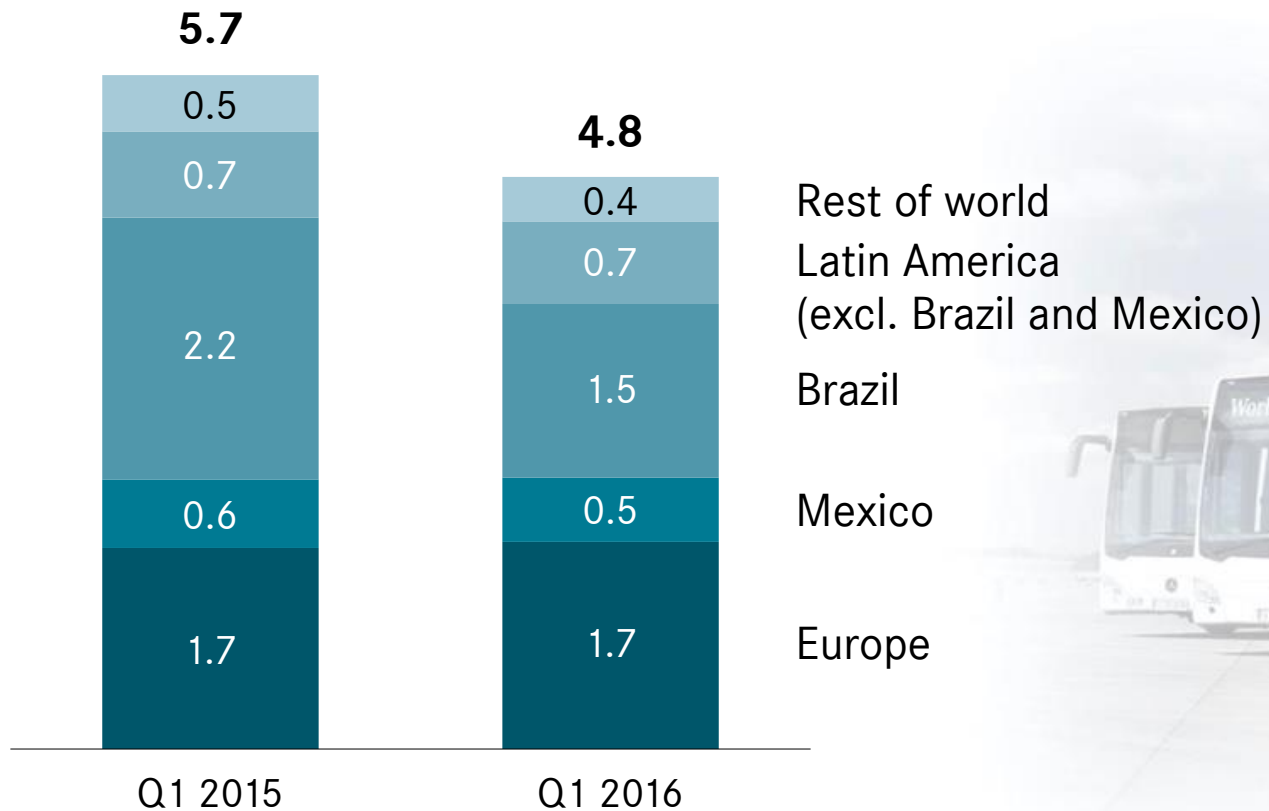
- in millions of euros -



* Return on sales

Daimler Buses: lower demand for bus chassis in Brazil

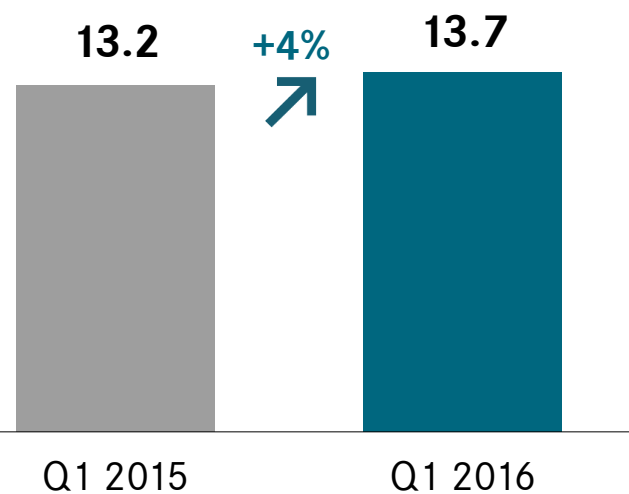
- unit sales in thousands -



Daimler Financial Services: further business growth

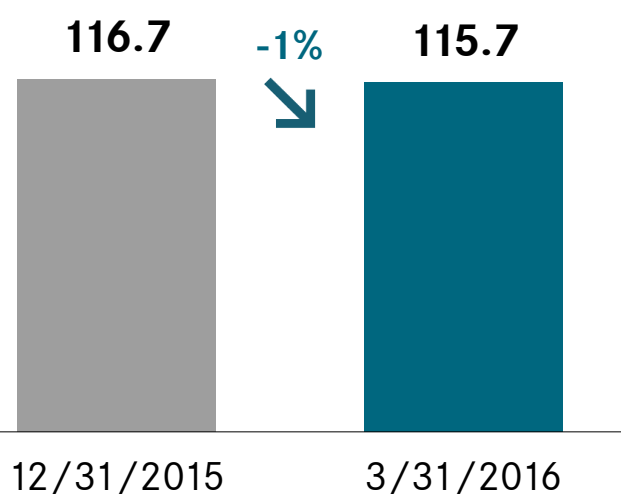
New business

- in billions of euros -



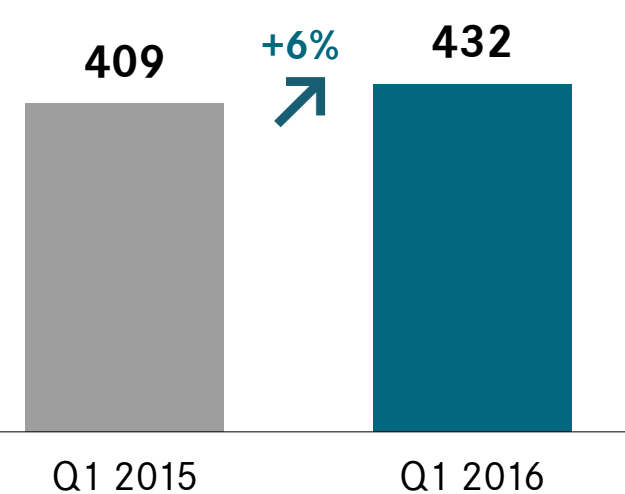
Contract volume

- in billions of euros -



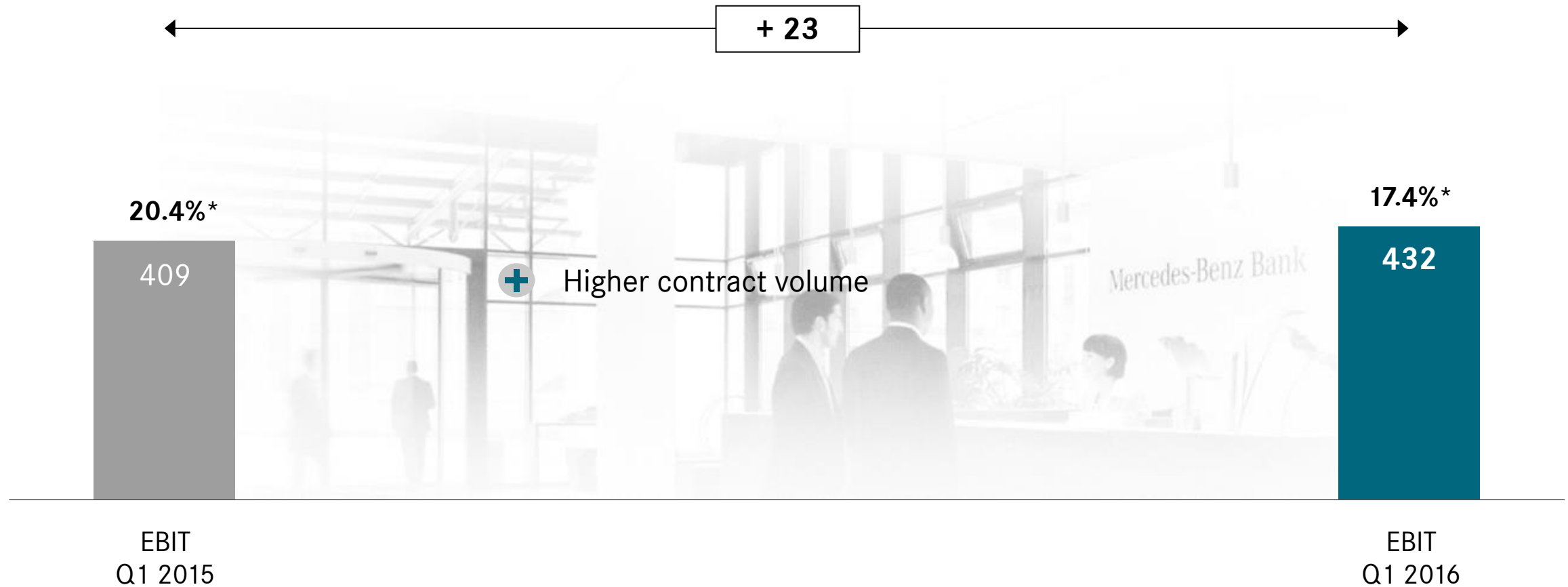
EBIT from ongoing business

- in millions of euros -



Daimler Financial Services: EBIT from ongoing business

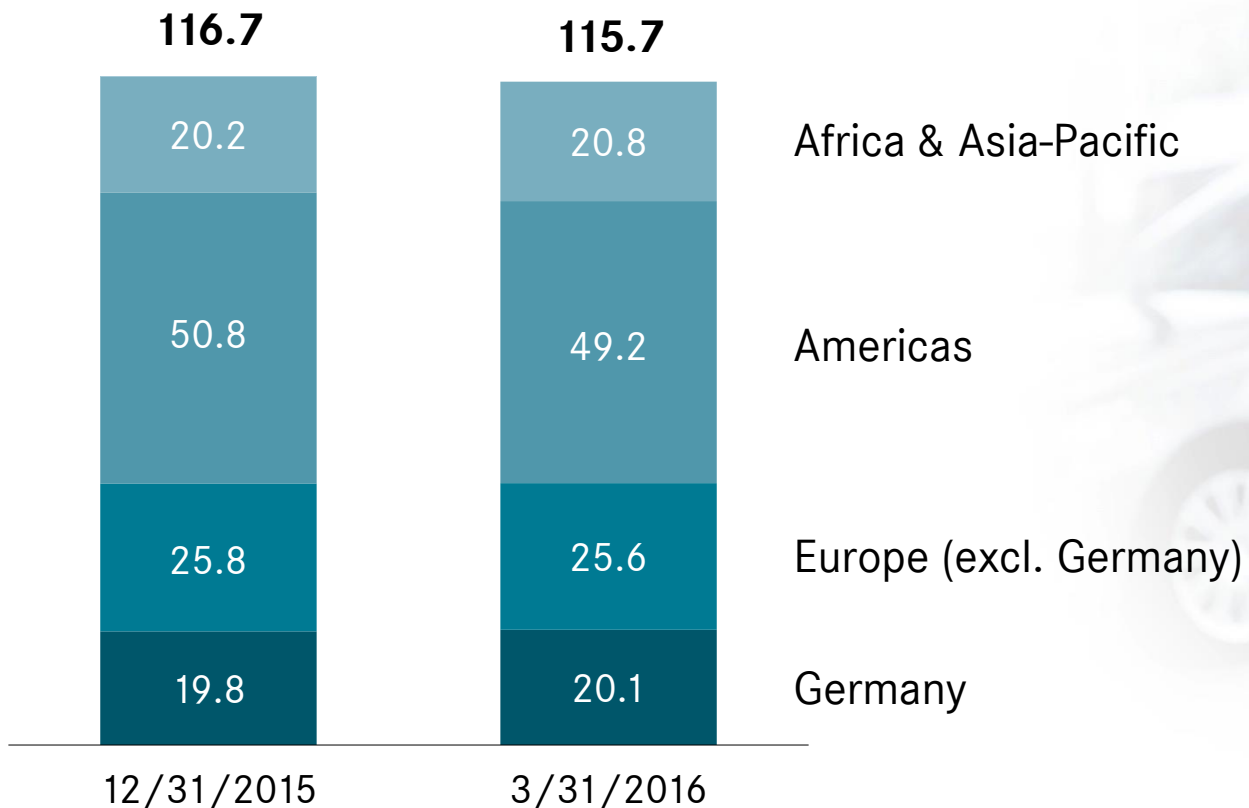
- in millions of euros -



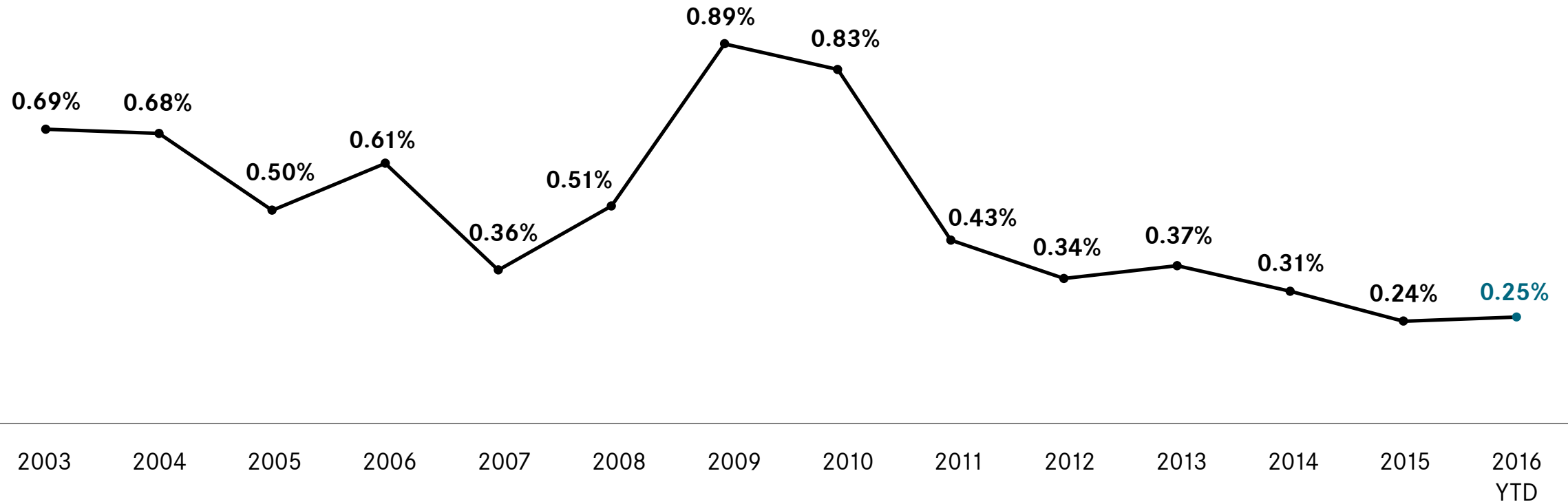
* Return on equity

Daimler Financial Services: exchange-rate adjusted growth in all regions

- contract volume in billions of euros -



Daimler Financial Services: net credit losses* at low level



* as a percentage of portfolio, subject to credit risk

Disclaimer

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 worsening of the sovereign-debt crisis in the euro zone; an increase in political tension in Eastern Europe; 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; 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 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.