

# DAIMLER

Fact Sheet for Q4 and Full Year 2017  
pre IFRS 15 and 9 adjustments

February 1, 2018

## Contents

### **Daimler Group**

- Stock Market Information 3
- Earnings and Financial Situation 4 - 12

### **Information for Divisions**

- Mercedes-Benz Cars 13 - 16
- Daimler Trucks 17 - 21
- Mercedes-Benz Vans 22 - 24
- Daimler Buses 25 - 26
- Daimler Financial Services 27

## Stock Market Information

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Earnings per share (in EUR)</b>												
basic	2.53	1.26	2.28	2.27	2.03	2.43	2.99	2.01	+49%	9.84	7.97	+23%
diluted	2.53	1.26	2.28	2.27	2.03	2.43	2.99	2.01	+49%	9.84	7.97	+23%
<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)												
	69.20	67.37	63.37	53.52	67.47	62.71	70.80	70.72	+0%			
<b>Market capitalization Frankfurt</b> (at period end, in billions of EUR)												
	74.03	72.07	67.80	57.26	72.18	67.09	75.74	75.66	+0%			

## Key Figures and Ratios

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Unit Sales</b> (in units)	754,259	683,885	822,504	761,340	824,130	754,130	873,040	799,031	+9%	3,273,933	2,998,386	+9%
<b>Revenue</b>	38,776	35,047	41,158	38,616	40,807	38,597	43,589	41,001	+6%	164,330	153,261	+7%
<b>EBIT</b>	4,008	2,148	3,746	3,258	3,458	4,037	3,470	3,459	+0%	14,682	12,902	+14%
<b>Net profit (loss), Group</b>	2,801	1,400	2,507	2,452	2,268	2,726	3,288	2,206	+49%	10,864	8,784	+24%
<b>Profit (loss) attributable to shareholders of Daimler AG</b>	2,706	1,353	2,439	2,429	2,177	2,595	3,203	2,149	+49%	10,525	8,526	+23%
<b>R&amp;D expenditure total</b>	2,133	1,724	2,132	1,831	2,296	1,892	2,150	2,125	+1%	8,711	7,572	+15%
Expensed R&D costs	1,448	1,238	1,414	1,263	1,647	1,298	1,429	1,458	-2%	5,938	5,257	+13%
Capitalized development costs	685	486	718	568	649	594	721	667	+8%	2,773	2,315	+20%
<b>Amortization on capitalized development costs</b>	326	314	331	318	330	318	323	318	+2%	1,310	1,268	+3%
<b>Depreciation and amortization*</b>	1,369	1,317	1,356	1,325	1,360	1,404	1,436	1,350	+6%	5,521	5,396	+2%
(including amortization on capitalized development costs, excluding depreciation on leased assets)												
<b>Capital expenditure total*</b>	2,213	1,768	2,718	2,211	2,548	2,224	3,599	2,897	+24%	11,078	9,100	+22%
Investment in pp&e	1,290	1,116	1,397	1,325	1,450	1,418	2,564	1,993	+29%	6,701	5,852	+15%
Capitalized development costs	685	486	718	568	649	594	721	667	+8%	2,773	2,315	+20%
Financial investments and other intangible assets	238	166	603	318	449	212	314	237	+32%	1,604	933	+72%

\* Industrial business.

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

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Net liquidity</b>												
<b>at the beginning of the period</b>	19,737	18,580	21,073	18,465	18,382	17,448	20,832	17,906	+16%	19,737	18,580	+6%
Free cash flow	1,945	264	1,093	1,856	2,733	473	-3,766	1,281	.	2,005	3,874	-48%
thereof: working capital*	882	-223	98	247	-118	-1,197	-2,049	-299	.	-1,187	-1,472	.
Other	-609	-379	-3,784	-2,873	-283	-15	-469	550	.	-5,145	-2,717	.
thereof: dividends Daimler AG	0	0	-3,477	-3,477	0	0	0	0	.	-3,477	-3,477	.
<b>Net liquidity</b>												
<b>at the end of the period</b>	21,073	18,465	18,382	17,448	20,832	17,906	16,597	19,737	-16%	16,597	19,737	-16%

\* Inventories, trade receivables and trade payables.

## Liquidity

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Group liquidity</b>												
Cash and cash equivalents	12,966	12,723	12,995	13,988	17,401	14,189	12,072	10,981	+10%	12,072	10,981	+10%
Marketable securities and term deposits	8,652	10,342	8,801	8,952	9,501	9,362	10,063	10,748	-6%	10,063	10,748	-6%
<b>Gross liquidity</b>	21,618	23,065	21,796	22,940	26,902	23,551	22,135	21,729	+2%	22,135	21,729	+2%
Financing liabilities (nominal)	-117,411	-104,060	-119,426	-109,489	-123,889	-110,880	-127,353	-117,625	.	-127,353	-117,625	.
<b>Net debt</b>	-95,793	-80,995	-97,630	-86,549	-96,987	-87,329	-105,218	-95,896	.	-105,218	-95,896	.
<b>Liquidity of the industrial business</b>												
Cash and cash equivalents	11,307	11,156	11,030	12,665	15,168	12,577	9,515	8,751	+9%	9,515	8,751	+9%
Marketable securities and term deposits	7,443	9,078	7,635	7,701	8,368	8,149	8,894	9,498	-6%	8,894	9,498	-6%
<b>Gross liquidity</b>	18,750	20,234	18,665	20,366	23,536	20,726	18,409	18,249	+1%	18,409	18,249	+1%
Financing liabilities (nominal)	2,323	-1,769	-283	-2,918	-2,704	-2,820	-1,812	1,488	.	-1,812	1,488	.
<b>Net liquidity</b>	21,073	18,465	18,382	17,448	20,832	17,906	16,597	19,737	-16%	16,597	19,737	-16%

## Pension and Health-Care Benefits

(in billions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Pension benefits</b>												
Benefit obligations	-31.2	-30.2	-31.7	-32.3	-31.7	-33.6	-31.7	-31.2	.	-31.7	-31.2	.
Plan assets	23.5	20.0	23.6	22.1	23.7	22.7	27.2	23.4	+16%	27.2	23.4	+16%
Funded status	-7.7	-10.2	-8.1	-10.2	-8.0	-10.9	-4.5	-7.8	.	-4.5	-7.8	.
Funding ratio	75.3%	66.2%	74.4%	68.4%	74.8%	67.6%	85.8%	75.0%	+14%	85.8%	75.0%	.
<b>Health-care benefits</b>												
Benefit obligations	-1.2	-1.1	-1.1	-1.1	-1.1	-1.2	-1.2	-1.2	.	-1.2	-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	0.0	0.1	0.0	0.1	0.0	0.1	0.1	0%	0.1	0.1	0%
Funded status	-1.1	-1.1	-1.0	-1.1	-1.0	-1.2	-1.1	-1.1	.	-1.1	-1.1	.

## Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Mercedes-Benz Cars</b>	568,070	496,756	595,178	546,517	597,253	565,564	613,026	589,119	+4%	2,373,527	2,197,956	+8%
<b>Daimler Trucks</b>	94,007	105,664	116,429	108,282	126,558	97,143	133,711	104,019	+29%	470,705	415,108	+13%
<b>Mercedes-Benz Vans</b>	86,778	76,647	103,393	99,583	93,106	85,238	117,748	97,628	+21%	401,025	359,096	+12%
<b>Daimler Buses</b>	5,404	4,818	7,504	6,958	7,213	6,185	8,555	8,265	+4%	28,676	26,226	+9%
<b>Daimler Group</b>	754,259	683,885	822,504	761,340	824,130	754,130	873,040	799,031	+9%	3,273,933	2,998,386	+9%



## Production Volume

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Mercedes-Benz Cars</b>	584,942	523,029	600,358	570,041	639,058	596,443	587,020	545,839	+8%	2,411,378	2,235,352	+8%
<b>Daimler Trucks</b>	104,799	111,909	119,522	110,501	129,845	98,741	122,159	90,114	+36%	476,325	411,265	+16%
<b>Mercedes-Benz Vans</b>	104,116	89,741	100,884	103,688	84,821	84,123	115,308	91,022	+27%	405,129	368,574	+10%
<b>Daimler Buses</b>	6,583	5,576	7,973	6,600	7,089	6,952	6,873	7,052	-3%	28,518	26,180	+9%
<b>Daimler Group</b>	800,440	730,255	828,737	790,830	860,813	786,259	831,360	734,027	+13%	3,321,350	3,041,371	+9%

## Revenue

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Mercedes-Benz Cars</b>	22,723	19,980	23,571	22,122	23,449	23,251	24,952	23,931	+4%	94,695	89,284	+6%
<b>Daimler Trucks</b>	7,940	8,204	9,028	8,666	9,199	7,851	9,540	8,466	+13%	35,707	33,187	+8%
<b>Mercedes-Benz Vans</b>	2,993	2,815	3,324	3,441	3,077	3,120	3,770	3,459	+9%	13,164	12,835	+3%
<b>Daimler Buses</b>	900	830	1,154	1,122	1,010	937	1,287	1,287	0%	4,351	4,176	+4%
<b>Daimler Financial Services</b>	5,911	4,862	5,930	5,014	5,835	5,133	6,099	5,651	+8%	23,775	20,660	+15%
<b>Reconciliation</b>	-1,691	-1,644	-1,849	-1,749	-1,763	-1,695	-2,059	-1,793	.	-7,362	-6,881	.
<b>Daimler Group</b>	38,776	35,047	41,158	38,616	40,807	38,597	43,589	41,001	+6%	164,330	153,261	+7%

## 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		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Mercedes-Benz Cars</b>												
EBIT	2,234	1,395	2,404	1,410	2,147	2,746	2,422	2,561	-5%	9,207	8,112	+13%
RoS	9.8%	7.0%	10.2%	6.4%	9.2%	11.8%	9.7%	10.7%	.	9.7%	9.1%	.
<b>Daimler Trucks</b>												
EBIT	668	516	543	621	614	464	555	347	+60%	2,380	1,948	+22%
RoS	8.4%	6.3%	6.0%	7.2%	6.7%	5.9%	5.8%	4.1%	.	6.7%	5.9%	.
<b>Mercedes-Benz Vans</b>												
EBIT	357	301	358	401	218	312	248	156	+59%	1,181	1,170	+1%
RoS	11.9%	10.7%	10.8%	11.7%	7.1%	10.0%	6.6%	4.5%	.	9.0%	9.1%	.
<b>Daimler Buses</b>												
EBIT	65	39	64	88	26	45	88	77	+14%	243	249	-2%
RoS	7.2%	4.7%	5.5%	7.8%	2.6%	4.8%	6.8%	6.0%	.	5.6%	6.0%	.
<b>Daimler Financial Services</b>												
EBIT	524	432	522	479	507	438	417	390	+7%	1,970	1,739	+13%
Return on equity (RoE)	19.3%	17.4%	18.8%	19.3%	18.5%	17.7%	14.2%	15.2%	.	17.6%	17.4%	.
<b>Reconciliation</b>												
	160	-535	-145	259	-54	32	-260	-72	.	-299	-316	.
<b>Daimler Group</b>												
	4,008	2,148	3,746	3,258	3,458	4,037	3,470	3,459	+0%	14,682	12,902	+14%

## Disclosed Items Affecting EBIT

		1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Financial Year		
		2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	
(in millions of EUR)												
Mercedes-Benz Cars	Restructuring of own dealer network	-	-10	-	-11	-	41	-	-53	-	-33	
	Expenses in connection with Takata airbags	-	-20	-	-440	-	-	-	-20	-	-480	
	Profit/loss in connection with remeasurement of inventories	-	-	-	-284	-	46	-	-	-	-238	
	Settlement in connection with patent dispute	-	-	-	-64	-	-	-	-	-	-64	
	Remeasurement of the investment in THERE Holding B.V. now using the equity method	183	-	-	-	-	-	-	-	-	183	-
	Expenses for voluntary service activities and a specific vehicle recall	-	-	-	-	-453	-	28	-	-	-425	-
Daimler Trucks	Workforce adjustments	-	-	-	-34	-	-49	-	-8	-	-91	
	Restructuring of own dealer network	-	-1	-	-6	-	3	-	-10	-	-14	
	Sale of real estate at the Kawasaki site in Japan	267	-	-	-	-	-	-	-	267	-	
	Expenses related to fixed cost optimization	-	-	-24	-	-70	-	-78	-	-	-172	-
Mercedes-Benz Vans	Restructuring of own dealer network	-	-1	-	-2	-	-	-	-8	-	-11	
	Expenses in connection with Takata airbags	-	-4	-	-59	-	-7	-	-13	-	-83	
	Workforce adjustments in Germany	-	-30	-	-	-	-	-	-8	-	-38	
Daimler Buses	Restructuring of own dealer network	-	-	-	-1	-	1	-	-	-	0	
	Workforce adjustments	-	-	-	-	-	-8	-	-1	-	-9	
Reconciliation	Expenses related to one legal proceeding	-	-	-	-400	-	-	-	-	-	-400	
	Impairment of investment in BAIC Motor	-	-244	-	-	-	-	-	-	-	-244	
	Losses from currency transactions (not alloc. to business operations)	-	-222	-	-19	-	-	-	-	-	-241	
	Contribution of shares of Renault and Nissan to pension plan assets	-	-	-	605	-	-	-	-	-	605	
	Impairment reversal of investment in BAIC Motor	240	-	-	-	-	-	-	-	-	240	-

## Mercedes-Benz Cars Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Unit sales</b> (units)	568,070	496,756	595,178	546,517	597,253	565,564	613,026	589,119	+4%	2,373,527	2,197,956	+8%
<b>Retail sales</b> (units)	594,781	518,940	619,367	561,189	603,766	563,487	606,503	584,798	+4%	2,424,417	2,228,414	+9%
<b>Production</b> (units)	584,942	523,029	600,358	570,041	639,058	596,443	587,020	545,839	+8%	2,411,378	2,235,352	+8%
<b>Revenue</b> (millions of EUR)	22,723	19,980	23,571	22,122	23,449	23,251	24,952	23,931	+4%	94,695	89,284	+6%
<b>EBIT</b> (millions of EUR)	2,234	1,395	2,404	1,410	2,147	2,746	2,422	2,561	-5%	9,207	8,112	+13%
<b>Return on sales</b> (%)	9.8%	7.0%	10.2%	6.4%	9.2%	11.8%	9.7%	10.7%	.	9.7%	9.1%	.
<b>V-Class/X-Class retail sales</b> (included in MBC retail sales)	12,567	9,401	15,963	12,879	14,437	12,177	17,648	12,238	+44%	60,615	46,695	+30%

## Mercedes-Benz Cars Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Mercedes-Benz Cars</b>	568,070	496,756	595,178	546,517	597,253	565,564	613,026	589,119	+4%	2,373,527	2,197,956	+8%
<b>Europe</b>	241,403	222,663	270,433	256,260	252,839	244,553	249,112	256,247	-3%	1,013,787	979,723	+3%
of which <b>Germany</b>	74,072	69,723	85,369	84,040	82,805	79,064	77,627	80,873	-4%	319,873	313,700	+2%
<b>NAFTA</b>	93,184	89,830	94,554	100,934	98,149	105,123	116,903	110,219	+6%	402,790	406,106	-1%
of which <b>USA</b>	78,425	77,256	77,605	86,624	82,175	89,878	99,722	93,449	+7%	337,927	347,207	-3%
<b>Asia</b>	210,730	162,691	204,709	165,803	219,287	190,566	223,793	196,332	+14%	858,519	715,392	+20%
of which <b>China</b>	154,563	108,342	150,146	117,134	153,269	126,601	160,833	135,487	+19%	618,811	487,564	+27%
of which <b>locally produced vehicles</b>	109,438	69,832	101,371	73,566	104,246	83,376	107,503	90,295	+19%	422,558	317,069	+33%
<b>Rest of World</b>	22,753	21,572	25,482	23,520	26,978	25,322	23,218	26,321	-12%	98,431	96,735	+2%

## Mercedes-Benz Cars Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Mercedes-Benz Cars</b>	594,781	518,940	619,367	561,189	603,766	563,487	606,503	584,798	+4%	2,424,417	2,228,414	+9%
<b>Europe</b>	258,524	238,143	277,951	264,310	261,192	247,262	258,322	256,665	+1%	1,055,989	1,006,380	+5%
of which <b>Germany</b>	77,837	72,806	90,605	88,465	87,183	83,493	83,932	86,082	-2%	339,557	330,846	+3%
<b>NAFTA</b>	95,523	89,804	100,557	103,179	96,890	103,093	111,869	108,161	+3%	404,839	404,237	+0%
of which <b>USA</b>	80,155	77,048	83,733	88,345	80,943	87,866	95,456	93,204	+2%	340,287	346,463	-2%
<b>Asia</b>	216,943	168,608	215,185	170,253	219,395	188,877	212,552	194,211	+9%	864,075	721,949	+20%
of which <b>China</b>	151,878	110,870	154,792	118,267	157,682	130,409	152,394	134,383	+13%	616,746	493,929	+25%
of which <b>locally produced vehicles</b>	105,180	72,327	107,783	78,538	109,071	85,523	104,189	85,328	+22%	426,223	321,716	+32%
<b>Rest of World</b>	23,791	22,385	25,674	23,447	26,289	24,255	23,760	25,761	-8%	99,514	95,848	+4%
<b>V-Class/X-Class</b> (included in MBC retail sales)	12,567	9,401	15,963	12,879	14,437	12,177	17,648	12,238	+44%	60,615	46,695	+30%

## Mercedes-Benz Cars Market Shares\*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change in % pts.	2017	2016	Change in % pts.
<b>European Union</b>	5.9	5.8	6.3	6.0	6.7	6.6	6.3	6.5	-0.2	6.3	6.2	+0.1
of which <b>Germany</b>	10.1	9.8	10.6	10.4	11.3	10.5	10.3	11.3	-1.0	10.5	10.4	+0.1
<b>USA</b>	2.0	1.9	1.9	1.9	1.8	2.0	2.2	2.1	+0.1	2.0	2.0	0.0
<b>China</b>	2.7	2.0	2.9	2.3	2.8	2.5	1.9	1.8	+0.1	2.6	2.1	+0.5
<b>Japan</b>	1.4	1.5	1.6	1.7	1.8	1.9	1.9	1.8	+0.1	1.7	1.7	0.0

\* Based on estimates in certain markets.



## Daimler Trucks Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Incoming orders</b> (units)	123,728	98,583	114,360	93,880	116,691	83,944	145,811	109,951	+33%	500,590	386,358	+30%
<b>Unit sales</b> (units)	94,007	105,664	116,429	108,282	126,558	97,143	133,711	104,019	+29%	470,705	415,108	+13%
<b>Retail sales</b> (units)	98,058	105,152	112,481	112,684	116,280	102,999	138,499	114,881	+21%	465,318	435,716	+7%
<b>Production</b> (units)	104,799	111,909	119,522	110,501	129,845	98,741	122,159	90,114	+36%	476,325	411,265	+16%
<b>Revenue</b> (millions of EUR)	7,940	8,204	9,028	8,666	9,199	7,851	9,540	8,466	+13%	35,707	33,187	+8%
<b>EBIT</b> (millions of EUR)	668	516	543	621	614	464	555	347	+60%	2,380	1,948	+22%
<b>Return on sales</b> (%)	8.4%	6.3%	6.0%	7.2%	6.7%	5.9%	5.8%	4.1%	.	6.7%	5.9%	.

## Daimler Trucks Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Daimler Trucks</b>	94,007	105,664	116,429	108,282	126,558	97,143	133,711	104,019	+29%	470,705	415,108	+13%
<b>EU30*</b>	17,394	15,469	20,431	20,381	20,874	21,307	23,611	22,616	+4%	82,310	79,773	+3%
of which <b>Germany</b>	6,458	5,515	8,069	8,335	8,104	8,306	9,095	9,334	-3%	31,726	31,490	+1%
<b>NAFTA</b>	32,906	40,428	42,293	40,643	45,290	31,433	44,523	33,197	+34%	165,012	145,701	+13%
of which <b>USA</b>	28,906	35,975	35,861	34,163	38,616	25,221	36,827	26,225	+40%	140,210	121,584	+15%
<b>Latin America</b> (excl. Mexico)	6,324	5,966	7,028	6,779	7,978	7,656	9,213	7,091	+30%	30,543	27,492	+11%
of which <b>Brazil</b>	2,427	2,864	2,920	2,971	3,662	3,453	4,378	2,814	+56%	13,387	12,102	+11%
<b>Asia</b>	30,000	35,419	35,682	30,385	39,977	28,070	42,974	31,575	+36%	148,633	125,449	+18%
of which <b>Japan</b>	11,608	12,370	10,195	11,025	11,862	11,749	11,182	11,267	-1%	44,847	46,411	-3%
<b>Indonesia</b>	7,232	7,391	9,823	5,642	11,936	6,690	13,727	8,227	+67%	42,718	27,950	+53%
<b>India</b>	3,736	4,037	3,554	3,906	4,855	2,438	4,572	2,700	+69%	16,717	13,081	+28%
<b>Rest of World</b>	7,383	8,382	10,995	10,094	12,439	8,677	13,390	9,540	+40%	44,207	36,693	+20%
<b>BFDA - Beijing Foton Daimler</b> Automotive Co. Ltd. (Auman Trucks)	26,433	17,139	28,623	21,259	30,031	16,913	27,298	22,529	+21%	112,385	77,840	+44%
<b>Daimler Trucks including BFDA</b>	120,440	122,803	145,052	129,541	156,589	114,056	161,009	126,548	+27%	583,090	492,948	+18%

\* European Union, Switzerland and Norway.

## Daimler Trucks Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Daimler Trucks</b>	98,058	105,152	112,481	112,684	116,280	102,999	138,499	114,881	+21%	465,318	435,716	+7%
<b>EU30*</b>	16,601	14,939	20,979	20,315	19,307	19,348	24,000	24,292	-1%	80,887	78,894	+3%
of which <b>Germany</b>	6,458	5,515	8,069	8,335	8,104	8,306	9,095	9,334	-3%	31,726	31,490	+1%
<b>NAFTA</b>	31,823	40,561	39,965	43,537	41,147	36,846	47,603	36,316	+31%	160,538	157,260	+2%
of which <b>USA</b>	27,790	35,762	33,393	36,739	35,464	30,392	39,378	28,898	+36%	136,025	131,791	+3%
<b>Latin America</b> (excl. Mexico)	6,399	6,162	6,992	7,206	7,769	7,534	8,966	7,384	+21%	30,126	28,286	+7%
of which <b>Brazil</b>	2,508	3,085	2,954	3,309	3,507	3,229	4,068	3,320	+23%	13,037	12,943	+1%
<b>Asia</b>	35,965	35,191	33,550	30,731	36,492	30,726	43,367	36,839	+18%	149,374	133,487	+12%
of which <b>Japan</b>	11,843	12,390	10,076	10,872	12,015	11,760	11,299	11,018	+3%	45,233	46,040	-2%
<b>Indonesia</b>	9,733	7,287	9,795	6,727	10,008	6,460	13,958	11,285	+24%	43,494	31,759	+37%
<b>India</b>	4,486	3,690	3,256	3,663	4,559	2,653	4,825	2,302	+110%	17,126	12,308	+39%
<b>Rest of World</b>	7,270	8,299	10,995	10,895	11,565	8,545	14,563	10,050	+45%	44,393	37,789	+17%

\* European Union, Switzerland and Norway.

## Daimler Trucks Incoming Orders

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Daimler Trucks</b>	123,728	98,583	114,360	93,880	116,691	83,944	145,811	109,951	+33%	500,590	386,358	+30%
<b>EU30*</b>	21,310	20,736	19,738	19,868	18,968	17,067	22,887	21,988	+4%	82,903	79,659	+4%
of which <b>Germany</b>	8,748	8,994	7,496	7,291	6,578	6,678	8,202	7,815	+5%	31,024	30,778	+1%
<b>NAFTA</b>	45,967	29,378	35,989	24,948	35,106	23,840	62,889	40,361	+56%	179,951	118,527	+52%
of which <b>USA</b>	37,792	21,134	31,075	19,989	27,194	21,444	56,151	34,558	+62%	152,212	97,125	+57%
<b>Latin America</b> (excl. Mexico)	5,419	5,731	6,576	6,740	8,128	7,103	8,398	6,418	+31%	28,521	25,992	+10%
of which <b>Brazil</b>	2,427	2,864	2,920	2,971	3,662	3,453	4,378	2,814	+56%	13,387	12,102	+11%
<b>Asia</b>	40,233	33,404	39,000	31,547	42,858	28,739	39,736	31,336	+27%	161,827	125,026	+29%
of which <b>Japan</b>	12,500	12,297	12,284	13,147	11,579	12,059	11,978	10,817	+11%	48,341	48,320	+0%
<b>Indonesia</b>	11,855	6,536	10,290	7,260	14,365	6,080	15,572	7,999	+95%	52,082	27,875	+87%
<b>India</b>	4,336	3,715	4,953	3,560	5,069	2,463	3,840	2,529	+52%	18,198	12,267	+48%
<b>Rest of World</b>	10,799	9,334	13,057	10,777	11,631	7,195	11,901	9,848	+21%	47,388	37,154	+28%

\* European Union, Switzerland and Norway.

## Daimler Trucks Market Shares\*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change in % pts.	2017	2016	Change in % pts.
<b>Trucks Europe / Latin America</b>												
(Mercedes-Benz)												
<b>EU30**</b> HDT/MDT	18.8	18.8	20.9	20.5	22.1	21.2	21.2	21.3	-0.1	21.0	20.7	+0.3
<b>Germany</b> HDT/MDT	34.7	35.8	35.6	36.9	38.0	37.9	36.7	37.4	-0.7	36.4	37.2	-0.8
<b>Brazil</b> HDT/MDT	30.6	28.7	28.7	30.8	28.3	26.8	25.7	32.0	-6.3	27.6	29.8	-2.2
<b>Trucks NAFTA</b>												
(Freightliner/Western Star)												
<b>NAFTA</b> Class 8	41.1	44.4	40.4	43.2	38.6	39.0	40.5	35.8	+4.7	40.0	40.0	0.0
<b>NAFTA</b> Class 6-7	40.5	41.9	39.9	36.4	36.1	39.7	40.9	35.7	+5.2	39.3	37.9	+1.4
<b>Trucks Asia</b>												
(FUSO)												
<b>Japan</b> Trucks Total	17.6	19.4	18.8	20.9	19.4	21.2	21.3	19.7	+1.6	19.6	20.4	-0.8
(BharatBenz)												
<b>India</b> HDT/upper MDT	7.2	6.6	8.7	7.1	10.8	7.1	9.3	6.4	+2.9	9.1	6.8	+2.3

\* Based on estimates in certain markets.

\*\* European Union including Switzerland and Norway.

## Mercedes-Benz Vans Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Unit sales</b> (units)	86,778	76,647	103,393	99,583	93,106	85,238	117,748	97,628	+21%	401,025	359,096	+12%
<b>Retail sales</b> (units)	72,144	66,387	87,447	82,572	82,322	74,625	96,756	85,654	+13%	338,669	309,238	+10%
<b>Production</b> (units)	104,116	89,741	100,884	103,688	84,821	84,123	115,308	91,022	+27%	405,129	368,574	+10%
<b>Revenue</b> (millions of EUR)	2,993	2,815	3,324	3,441	3,077	3,120	3,770	3,459	+9%	13,164	12,835	+3%
<b>EBIT</b> (millions of EUR)	357	301	358	401	218	312	248	156	+59%	1,181	1,170	+1%
<b>Return on sales</b> (%)	11.9%	10.7%	10.8%	11.7%	7.1%	10.0%	6.6%	4.5%	.	9.0%	9.1%	.
<b>V-Class/X-Class retail sales</b> (excluded from MB Vans retail sales)	12,567	9,401	15,963	12,879	14,437	12,177	17,648	12,238	+44%	60,615	46,695	+30%

## Mercedes-Benz Vans Unit Sales

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Wholesales</b> (in units)	86,778	76,647	103,393	99,583	93,106	85,238	117,748	97,628	+21%	401,025	359,096	+12%
<b>EU30*</b>	60,539	53,942	70,357	69,532	58,966	57,761	83,435	68,625	+22%	273,297	249,860	+9%
of which <b>Germany</b>	20,965	19,213	27,441	26,830	23,687	23,327	33,688	26,760	+26%	105,781	96,130	+10%
<b>NAFTA</b>	8,531	10,249	11,955	11,635	12,630	10,570	11,699	10,900	+7%	44,815	43,354	+3%
of which <b>USA</b>	6,251	8,068	8,994	8,837	9,555	8,171	9,358	8,673	+8%	34,158	33,749	+1%
<b>Latin America</b> (excl. Mexico)	3,860	2,480	3,974	3,045	4,134	3,390	4,410	3,582	+23%	16,378	12,497	+31%
<b>Asia</b>	6,787	3,118	8,856	6,441	9,106	6,607	8,892	6,360	+40%	33,641	22,526	+49%
of which <b>China</b>	4,404	1,488	6,312	4,230	6,758	4,124	6,327	3,794	+67%	23,801	13,636	+75%
<b>Rest of World</b>	7,061	6,858	8,251	8,930	8,270	6,910	9,312	8,161	+14%	32,894	30,859	+7%

\* European Union, Switzerland and Norway.

## Mercedes-Benz Vans Retail Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Retail sales</b> (in units)	72,144	66,387	87,447	82,572	82,322	74,625	96,756	85,654	+13%	338,669	309,238	+10%
<b>EU30*</b>	49,204	45,533	60,512	58,008	53,821	50,642	68,021	59,663	+14%	231,558	213,846	+8%
of which <b>Germany</b>	16,769	15,461	21,946	22,181	18,792	18,853	27,327	22,315	+22%	84,834	78,810	+8%
<b>NAFTA</b>	9,720	9,267	11,114	11,333	12,396	11,959	12,051	11,147	+8%	45,281	43,706	+4%
of which <b>USA</b>	7,433	7,240	8,367	8,522	9,427	9,394	9,767	9,148	+7%	34,994	34,304	+2%
<b>Latin America</b> (excl. Mexico)	3,970	3,111	3,893	3,275	4,152	3,249	4,151	3,675	+13%	16,166	13,310	+21%
<b>Asia</b>	3,312	2,329	3,859	2,681	4,332	2,558	4,056	3,020	+34%	15,559	10,588	+47%
of which <b>China</b>	2,120	1,546	2,762	1,754	2,991	1,512	3,029	1,989	+52%	10,902	6,801	+60%
<b>Rest of World</b>	5,938	6,147	8,069	7,275	7,621	6,217	8,477	8,149	+4%	30,105	27,788	+8%
<b>V-Class/X-Class</b> (excluded from MB Vans retail sales)	12,567	9,401	15,963	12,879	14,437	12,177	17,648	12,238	+44%	60,615	46,695	+30%
<b>Market shares**</b> (in percent)												
<b>EU30*</b> small	3.0	2.9	2.9	2.9	3.1	3.2	3.3	3.2	+0.1 pts.	3.1	3.1	0.0 pts.
<b>EU30*</b> midsize/large	15.8	16.4	16.4	16.9	16.8	16.6	17.7	17.2	+0.5 pts.	16.7	16.8	-0.1 pts.
<b>Germany</b> midsize/large	27.1	27.2	25.4	26.9	26.2	26.2	30.9	29.1	+1.8 pts.	27.3	27.3	0.0 pts.
<b>USA</b> large	7.3	6.9	6.3	6.9	8.4	9.0	8.2	7.7	+0.5 pts.	7.5	7.6	-0.1 pts.

\* European Union, Switzerland and Norway.

\*\* Based on estimates in certain markets.



## Daimler Buses Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Unit sales*</b> (units)	5,404	4,818	7,504	6,958	7,213	6,185	8,555	8,265	+4%	28,676	26,226	+9%
<b>Production</b> (units)	6,583	5,576	7,973	6,600	7,089	6,952	6,873	7,052	-3%	28,518	26,180	+9%
<b>Revenue</b> (millions of EUR)	900	830	1,154	1,122	1,010	937	1,287	1,287	0%	4,351	4,176	+4%
<b>EBIT</b> (millions of EUR)	65	39	64	88	26	45	88	77	+14%	243	249	-2%
<b>Return on sales</b> (%)	7.2%	4.7%	5.5%	7.8%	2.6%	4.8%	6.8%	6.0%	.	5.6%	6.0%	.

\* 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		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>Wholesales*</b> (in units)	5,404	4,818	7,504	6,958	7,213	6,185	8,555	8,265	+4%	28,676	26,226	+9%
<b>EU30**</b>	1,392	1,572	2,202	2,239	1,864	1,842	3,229	3,185	+1%	8,687	8,838	-2%
of which <b>Germany</b>	509	482	811	726	568	569	1,169	1,286	-9%	3,057	3,063	-0%
<b>NAFTA</b>	757	549	1,041	628	852	1,195	836	1,461	-43%	3,486	3,833	-9%
of which <b>Mexico</b>	738	542	1,020	614	846	1,166	836	1,458	-43%	3,440	3,780	-9%
<b>Latin America</b> (excl. Mexico)	2,398	2,156	3,448	2,988	3,643	2,237	3,251	2,456	+32%	12,740	9,837	+30%
of which <b>Brazil</b>	1,399	1,460	2,108	1,796	2,084	1,012	1,610	669	+141%	7,201	4,937	+46%
<b>Asia</b>	515	183	439	521	597	470	797	585	+36%	2,348	1,759	+33%
<b>Rest of World</b>	342	358	374	582	257	441	442	578	-24%	1,415	1,959	-28%
<b>Market shares***</b> (in percent)												
<b>EU30** heavy</b>	30.5	32.5	32.2	30.8	25.1	28.5	28.3	27.4	+0.9 pts.	28.4	29.6	-1.2 pts.
<b>Germany heavy</b>	57.4	55.3	55.1	53.4	45.4	45.0	47.7	47.5	+0.2 pts.	51.6	50.1	+1.5 pts.
<b>Brazil heavy</b>	42.2	55.1	51.3	59.2	56.4	62.0	54.7	55.5	-0.8 pts.	52.5	58.4	-5.9 pts.

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

\*\* European Union, Switzerland and Norway.

\*\*\* Based on estimates in certain markets.

## Daimler Financial Services Overview

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2017	2016	2017	2016	2017	2016	2017	2016	Change	2017	2016	Change
<b>New business</b>	16,812	13,707	17,925	15,415	17,437	15,658	18,547	17,030	+9%	70,721	61,810	+14%
<b>Contract volume</b> (end of period)	135,036	115,704	134,156	120,319	135,771	122,118	139,907	132,565	+6%	139,907	132,565	+6%
<b>Revenue</b>	5,911	4,862	5,930	5,014	5,835	5,133	6,099	5,651	+8%	23,775	20,660	+15%
<b>EBIT</b>	524	432	522	479	507	438	417	390	+7%	1,970	1,739	+13%
<b>Return on equity</b> (%)	19.3%	17.4%	18.8%	19.3%	18.5%	17.7%	14.2%	15.2%	.	17.6%	17.4%	.