

DAIMLER

Fact Sheet for Q1 2018

April 27, 2018

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Stock Market Information

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Earnings per share* (in EUR)									
basic	2.28	2.27	2.01	2.43	2.93	2.01	2.12	2.39	-11%
diluted	2.28	2.27	2.01	2.43	2.93	2.01	2.12	2.39	-11%
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)									
	63.37	53.52	67.47	62.71	70.80	70.72	68.97	69.20	-0%
Market capitalization Frankfurt (at period end, in billions of EUR)									
	67.80	57.26	72.18	67.09	75.74	75.66	73.79	74.03	-0%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Key Figures and Ratios

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Unit Sales (in units)	822,504	761,340	824,130	754,130	873,040	799,031	806,905	754,259	+7%
Revenue*	41,214	38,616	40,745	38,597	43,613	41,001	39,785	38,582	+3%
EBIT*	3,747	3,258	3,409	4,037	3,421	3,459	3,335	3,771	-12%
Net profit (loss), Group*	2,512	2,452	2,237	2,726	3,216	2,206	2,354	2,652	-11%
Profit (loss) attributable to shareholders of Daimler AG*	2,444	2,429	2,146	2,595	3,131	2,149	2,273	2,557	-11%
R&D expenditure total	2,132	1,831	2,296	1,892	2,150	2,125	2,321	2,133	+9%
Expensed R&D costs	1,414	1,263	1,647	1,298	1,429	1,458	1,712	1,448	+18%
Capitalized development costs	718	568	649	594	721	667	609	685	-11%
Amortization on capitalized development costs	331	318	330	318	323	318	360	326	+10%
Depreciation and amortization** (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,356	1,325	1,360	1,404	1,436	1,350	1,444	1,369	+5%
Capital expenditure total**	2,718	2,211	2,548	2,224	3,599	2,897	2,214	2,213	+0%
Investment in pp&e	1,397	1,325	1,450	1,418	2,564	1,993	1,332	1,290	+3%
Capitalized development costs	718	568	649	594	721	667	609	685	-11%
Financial investments and other intangible assets	603	318	449	212	314	237	273	238	+15%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

** Industrial business.

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Net liquidity at the beginning of the period	21,073	18,465	18,382	17,448	20,832	17,906	16,597	19,737	-16%
Free cash flow	1,093	1,856	2,733	473	-3,766	1,281	1,822	1,945	-6%
thereof: working capital*	90	247	-111	-1,197	-2,058	-299	297	858	-65%
Other	-3,784	-2,873	-283	-15	-469	550	264	-609	.
thereof: dividends Daimler AG	-3,477	-3,477	0	0	0	0	0	0	.
Net liquidity at the end of the period	18,382	17,448	20,832	17,906	16,597	19,737	18,683	21,073	-11%

* Inventories, trade receivables and trade payables. The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Liquidity

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Group liquidity									
Cash and cash equivalents	12,995	13,988	17,401	14,189	12,072	10,981	14,058	12,966	+8%
Marketable securities and term deposits	8,801	8,952	9,501	9,362	10,063	10,748	10,407	8,652	+20%
Gross liquidity	21,796	22,940	26,902	23,551	22,135	21,729	24,465	21,618	+13%
Financing liabilities (nominal)	-119,426	-109,489	-123,889	-110,880	-127,353	-117,625	-129,671	-117,411	.
Net debt	-97,630	-86,549	-96,987	-87,329	-105,218	-95,896	-105,206	-95,793	.
Liquidity of the industrial business									
Cash and cash equivalents	11,030	12,665	15,168	12,577	9,515	8,751	12,263	11,307	+8%
Marketable securities and term deposits	7,635	7,701	8,368	8,149	8,894	9,498	9,133	7,443	+23%
Gross liquidity	18,665	20,366	23,536	20,726	18,409	18,249	21,396	18,750	+14%
Financing liabilities (nominal)	-283	-2,918	-2,704	-2,820	-1,812	1,488	-2,713	2,323	.
Net liquidity	18,382	17,448	20,832	17,906	16,597	19,737	18,683	21,073	-11%

Pension and Health-Care Benefits

(in billions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Pension benefits									
Benefit obligations	-31.7	-32.3	-31.7	-33.6	-31.7	-31.2	-31.5	-31.2	.
Plan assets	23.6	22.1	23.7	22.7	27.2	23.4	26.6	23.5	+13%
Funded status	-8.1	-10.2	-8.0	-10.9	-4.5	-7.8	-4.9	-7.7	.
Funding ratio	74.4%	68.4%	74.8%	67.6%	85.8%	75.0%	84.4%	75.3%	+12%
Health-care benefits									
Benefit obligations	-1.1	-1.1	-1.1	-1.2	-1.2	-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	0.0	0.1	0.0	0.1	0.1	0.1	0.1	0%
Funded status	-1.0	-1.1	-1.0	-1.2	-1.1	-1.1	-1.0	-1.1	.

Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Mercedes-Benz Cars	595,178	546,517	597,253	565,564	613,026	589,119	594,299	568,070	+5%
Daimler Trucks	116,429	108,282	126,558	97,143	133,711	104,019	113,846	94,007	+21%
Mercedes-Benz Vans	103,393	99,583	93,106	85,238	117,748	97,628	93,016	86,778	+7%
Daimler Buses	7,504	6,958	7,213	6,185	8,555	8,265	5,744	5,404	+6%
Daimler Group	822,504	761,340	824,130	754,130	873,040	799,031	806,905	754,259	+7%

Production Volume

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Mercedes-Benz Cars	600,358	570,041	639,058	596,443	587,020	545,839	608,071	584,942	+4%
Daimler Trucks	119,522	110,501	129,845	98,741	122,159	90,114	120,770	104,799	+15%
Mercedes-Benz Vans	100,884	103,688	84,821	84,123	115,308	91,022	109,996	104,116	+6%
Daimler Buses	7,973	6,600	7,089	6,952	6,873	7,052	6,924	6,583	+5%
Daimler Group	828,737	790,830	860,813	786,259	831,360	734,027	845,761	800,440	+6%

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Revenue*

(in millions of EUR)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Mercedes-Benz Cars	23,570	22,122	23,355	23,251	24,905	23,931	22,998	22,521	+2%
Daimler Trucks	9,030	8,666	9,210	7,851	9,564	8,466	8,619	7,951	+8%
Mercedes-Benz Vans	3,325	3,441	3,090	3,120	3,769	3,459	3,098	2,977	+4%
Daimler Buses	1,217	1,122	1,036	937	1,348	1,287	850	923	-8%
Daimler Financial Services	5,930	5,014	5,836	5,133	6,099	5,651	6,020	5,911	+2%
Reconciliation	-1,858	-1,749	-1,782	-1,695	-2,072	-1,793	-1,800	-1,701	.
Daimler Group	41,214	38,616	40,745	38,597	43,613	41,001	39,785	38,582	+3%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

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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		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Mercedes-Benz Cars									
EBIT	2,365	1,410	2,105	2,746	2,375	2,561	2,060	1,998	+3%
RoS	10.0%	6.4%	9.0%	11.8%	9.5%	10.7%	9.0%	8.9%	.
Daimler Trucks									
EBIT	548	621	614	464	559	347	647	662	-2%
RoS	6.1%	7.2%	6.7%	5.9%	5.8%	4.1%	7.5%	8.3%	.
Mercedes-Benz Vans									
EBIT	349	401	214	312	247	156	172	337	-49%
RoS	10.5%	11.7%	6.9%	10.0%	6.6%	4.5%	5.6%	11.3%	.
Daimler Buses									
EBIT	78	88	32	45	99	77	37	72	-49%
RoS	6.4%	7.8%	3.1%	4.8%	7.3%	6.0%	4.4%	7.8%	.
Daimler Financial Services									
EBIT	522	479	508	438	416	390	548	524	+5%
Return on equity (RoE)	18.8%	19.3%	18.5%	17.7%	14.2%	15.2%	17.9%	19.3%	.
Reconciliation									
	-115	259	-64	32	-275	-72	-129	178	.
Daimler Group									
	3,747	3,258	3,409	4,037	3,421	3,459	3,335	3,771	-12%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Disclosed Items Affecting EBIT

		2nd Quarter		3rd Quarter		4th Quarter		1st Quarter	
		2017	2016	2017	2016	2017	2016	2018	2017
(in millions of EUR)									
Mercedes-Benz Cars	Restructuring of own dealer network	-	-11	-	41	-	-53	-	-
	Expenses in connection with Takata airbags	-	-440	-	-	-	-20	-	-
	Profit/loss in connection with remeasurement of inventories	-	-284	-	46	-	-	-	-
	Settlement in connection with patent dispute	-	-64	-	-	-	-	-	-
	Remeasurement of the investment in THERE Holding B.V. now using the equity method	-	-	-	-	-	-	-	183
	Expenses for voluntary service activities and a specific vehicle recall	-	-	-453	-	28	-	-	-
Daimler Trucks	Workforce adjustments	-	-34	-	-49	-	-8	-	-
	Restructuring of own dealer network	-	-6	-	3	-	-10	-	-
	Sale of real estate at the Kawasaki site in Japan	-	-	-	-	-	-	-	267
	Expenses related to fixed cost optimization	-24	-	-70	-	-78	-	*	-
Mercedes-Benz Vans	Restructuring of own dealer network	-	-2	-	-	-	-8	-	-
	Expenses in connection with Takata airbags	-	-59	-	-7	-	-13	-	-
	Workforce adjustments in Germany	-	-	-	-	-	-8	-	-
Daimler Buses	Restructuring of own dealer network	-	-1	-	1	-	-	-	-
	Workforce adjustments	-	-	-	-8	-	-1	-	-
Reconciliation	Expenses related to one legal proceeding	-	-400	-	-	-	-	-	-
	Losses from currency transactions (not alloc. to business operations)	-	-19	-	-	-	-	-	-
	Contribution of shares of Renault and Nissan to pension plan assets	-	605	-	-	-	-	-	-
	Impairment reversal of investment in BAIC Motor	-	-	-	-	-	-	-	240

* not significant

Mercedes-Benz Cars Overview

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Unit sales (units)	595,178	546,517	597,253	565,564	613,026	589,119	594,299	568,070	+5%
Retail sales (units)	619,367	561,189	603,766	563,487	606,503	584,798	625,030	594,781	+5%
Production (units)	600,358	570,041	639,058	596,443	587,020	545,839	608,071	584,942	+4%
Revenue* (millions of EUR)	23,570	22,122	23,355	23,251	24,905	23,931	22,998	22,521	+2%
EBIT* (millions of EUR)	2,365	1,410	2,105	2,746	2,375	2,561	2,060	1,998	+3%
Return on sales* (%)	10.0%	6.4%	9.0%	11.8%	9.5%	10.7%	9.0%	8.9%	.
V-Class/X-Class retail sales (included in MBC retail sales)	15,963	12,879	14,437	12,177	17,648	12,238	16,940	12,567	+35%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Mercedes-Benz Cars Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Mercedes-Benz Cars	595,178	546,517	597,253	565,564	613,026	589,119	594,299	568,070	+5%
Europe	270,433	256,260	252,839	244,553	249,112	256,247	244,178	241,403	+1%
of which Germany	85,369	84,040	82,805	79,064	77,627	80,873	78,547	74,072	+6%
NAFTA	94,554	100,934	98,149	105,123	116,903	110,219	85,748	93,184	-8%
of which USA	77,605	86,624	82,175	89,878	99,722	93,449	70,490	78,425	-10%
Asia	204,709	165,803	219,287	190,566	223,793	196,332	241,836	210,730	+15%
of which China	150,146	117,134	153,269	126,601	160,833	135,487	178,817	154,563	+16%
of which locally produced vehicles	101,371	73,566	104,246	83,376	107,503	90,295	127,005	109,438	+16%
Rest of World	25,482	23,520	26,978	25,322	23,218	26,321	22,537	22,753	-1%

Mercedes-Benz Cars Retail Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Mercedes-Benz Cars	619,367	561,189	603,766	563,487	606,503	584,798	625,030	594,781	+5%
Europe	277,951	264,310	261,192	247,262	258,322	256,665	262,342	258,524	+1%
of which Germany	90,605	88,465	87,183	83,493	83,932	86,082	83,453	77,837	+7%
NAFTA	100,557	103,179	96,890	103,093	111,869	108,161	94,056	95,523	-2%
of which USA	83,733	88,345	80,943	87,866	95,456	93,204	78,874	80,155	-2%
Asia	215,185	170,253	219,395	188,877	212,552	194,211	245,177	216,943	+13%
of which China	154,792	118,267	157,682	130,409	152,394	134,383	176,310	151,878	+16%
of which locally produced vehicles	107,783	78,538	109,071	85,523	104,189	85,328	122,887	105,180	+17%
Rest of World	25,674	23,447	26,289	24,255	23,760	25,761	23,455	23,791	-1%
V-Class/X-Class (included in MBC retail sales)	15,963	12,879	14,437	12,177	17,648	12,238	16,940	12,567	+35%

Mercedes-Benz Cars Market Shares*

(in %)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		Change in % pts.
	2017	2016	2017	2016	2017	2016	2018	2017	
European Union	6.3	6.0	6.7	6.6	6.3	6.5	5.9	5.9	0.0
of which Germany	10.6	10.4	11.3	10.5	10.3	11.3	10.0	10.1	-0.1
USA	1.9	1.9	1.8	2.0	2.2	2.1	1.9	2.0	-0.1
China	2.9	2.3	2.8	2.5	1.9	1.8	2.9	2.7	+0.2
Japan	1.6	1.7	1.8	1.9	1.9	1.8	1.4	1.4	0.0

* Based on estimates in certain markets.

Daimler Trucks Overview

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Incoming orders (units)	114,360	93,880	116,691	83,944	145,811	109,951	183,761	123,728	+49%
Unit sales (units)	116,429	108,282	126,558	97,143	133,711	104,019	113,846	94,007	+21%
Retail sales (units)	112,481	112,684	116,280	102,999	138,499	114,881	112,222	98,058	+14%
Production (units)	119,522	110,501	129,845	98,741	122,159	90,114	120,770	104,799	+15%
Revenue* (millions of EUR)	9,030	8,666	9,210	7,851	9,564	8,466	8,619	7,951	+8%
EBIT* (millions of EUR)	548	621	614	464	559	347	647	662	-2%
Return on sales* (%)	6.1%	7.2%	6.7%	5.9%	5.8%	4.1%	7.5%	8.3%	.

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

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Daimler Trucks Unit Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Daimler Trucks	116,429	108,282	126,558	97,143	133,711	104,019	113,846	94,007	+21%
EU30*	20,431	20,381	20,874	21,307	23,611	22,616	17,250	17,394	-1%
of which Germany	8,069	8,335	8,104	8,306	9,095	9,334	6,112	6,458	-5%
NAFTA	42,293	40,643	45,290	31,433	44,523	33,197	40,822	32,906	+24%
of which USA	35,861	34,163	38,616	25,221	36,827	26,225	34,813	28,906	+20%
Latin America (excl. Mexico)	7,028	6,779	7,978	7,656	9,213	7,091	9,370	6,324	+48%
of which Brazil	2,920	2,971	3,662	3,453	4,378	2,814	4,027	2,427	+66%
Asia	35,682	30,385	39,977	28,070	42,974	31,575	37,675	30,000	+26%
of which Japan	10,195	11,025	11,862	11,749	11,182	11,267	11,974	11,608	+3%
Indonesia	9,823	5,642	11,936	6,690	13,727	8,227	12,497	7,232	+73%
India	3,554	3,906	4,855	2,438	4,572	2,700	6,191	3,736	+66%
Rest of World	10,995	10,094	12,439	8,677	13,390	9,540	8,729	7,383	+18%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	28,623	21,259	30,031	16,913	27,298	22,529	24,009	26,433	-9%
Daimler Trucks including BFDA	145,052	129,541	156,589	114,056	161,009	126,548	137,855	120,440	+14%

* European Union, Switzerland and Norway.

Daimler Trucks Retail Sales

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Daimler Trucks	112,481	112,684	116,280	102,999	138,499	114,881	112,222	98,058	+14%
EU30*	20,979	20,315	19,307	19,348	24,000	24,292	18,624	16,601	+12%
of which Germany	8,069	8,335	8,104	8,306	9,095	9,334	6,112	6,458	-5%
NAFTA	39,965	43,537	41,147	36,846	47,603	36,316	39,387	31,823	+24%
of which USA	33,393	36,739	35,464	30,392	39,378	28,898	34,547	27,790	+24%
Latin America (excl. Mexico)	6,992	7,206	7,769	7,534	8,966	7,384	8,749	6,399	+37%
of which Brazil	2,954	3,309	3,507	3,229	4,068	3,320	3,542	2,508	+41%
Asia	33,550	30,731	36,492	30,726	43,367	36,839	38,056	35,965	+6%
of which Japan	10,076	10,872	12,015	11,760	11,299	11,018	11,962	11,843	+1%
Indonesia	9,795	6,727	10,008	6,460	13,958	11,285	12,317	9,733	+27%
India	3,256	3,663	4,559	2,653	4,825	2,302	5,759	4,486	+28%
Rest of World	10,995	10,895	11,565	8,545	14,563	10,050	7,406	7,270	+2%

* European Union, Switzerland and Norway.

Daimler Trucks Incoming Orders

(in units)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Daimler Trucks	114,360	93,880	116,691	83,944	145,811	109,951	183,761	123,728	+49%
EU30*	19,738	19,868	18,968	17,067	22,887	21,988	23,733	21,310	+11%
of which Germany	7,496	7,291	6,578	6,678	8,202	7,815	10,009	8,748	+14%
NAFTA	35,989	24,948	35,106	23,840	62,889	40,361	88,646	45,967	+93%
of which USA	31,075	19,989	27,194	21,444	56,151	34,558	72,236	37,792	+91%
Latin America (excl. Mexico)	6,576	6,740	8,128	7,103	8,398	6,418	7,990	5,419	+47%
of which Brazil	2,920	2,971	3,662	3,453	4,378	2,814	4,027	2,427	+66%
Asia	39,000	31,547	42,858	28,739	39,736	31,336	50,524	40,233	+26%
of which Japan	12,284	13,147	11,579	12,059	11,978	10,817	12,379	12,500	-1%
Indonesia	10,290	7,260	14,365	6,080	15,572	7,999	18,544	11,855	+56%
India	4,953	3,560	5,069	2,463	3,840	2,529	9,623	4,336	+122%
Rest of World	13,057	10,777	11,631	7,195	11,901	9,848	12,868	10,799	+19%

* European Union, Switzerland and Norway.

Daimler Trucks Market Shares*

(in %)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change in % pts.
Trucks Europe / Latin America									
(Mercedes-Benz)									
EU30** HDT/MDT	20.9	20.5	22.1	21.2	21.2	21.3	18.3	18.8	-0.5
Germany HDT/MDT	35.6	36.9	38.0	37.9	36.7	37.4	33.2	34.7	-1.5
Brazil HDT/MDT	28.7	30.8	28.3	26.8	25.7	32.0	29.4	30.6	-1.2
Trucks NAFTA									
(Freightliner/Western Star)									
NAFTA Class 8	40.4	43.2	38.6	39.0	40.5	35.8	40.1	41.1	-1.0
NAFTA Class 6-7	39.9	36.4	36.1	39.7	40.9	35.7	44.0	40.5	+3.5
Trucks Asia									
(FUSO)									
Japan Trucks Total	18.8	20.9	19.4	21.2	21.3	19.7	18.7	17.6	+1.1
(BharatBenz)									
India HDT/upper MDT	8.7	7.1	10.8	7.1	9.3	6.4	8.7	7.2	+1.5

* Based on estimates in certain markets.

** European Union including Switzerland and Norway.

Mercedes-Benz Vans Overview

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Unit sales (units)	103,393	99,583	93,106	85,238	117,748	97,628	93,016	86,778	+7%
Retail sales (units)	87,447	82,572	82,322	74,625	96,756	85,654	74,194	72,144	+3%
Production (units)	100,884	103,688	84,821	84,123	115,308	91,022	109,996	104,116	+6%
Revenue* (millions of EUR)	3,325	3,441	3,090	3,120	3,769	3,459	3,098	2,977	+4%
EBIT* (millions of EUR)	349	401	214	312	247	156	172	337	-49%
Return on sales* (%)	10.5%	11.7%	6.9%	10.0%	6.6%	4.5%	5.6%	11.3%	.
V-Class/X-Class retail sales (excluded from MB Vans retail sales)	15,963	12,879	14,437	12,177	17,648	12,238	16,940	12,567	+35%

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Mercedes-Benz Vans Unit Sales

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Wholesales (in units)	103,393	99,583	93,106	85,238	117,748	97,628	93,016	86,778	+7%
EU30*	70,357	69,532	58,966	57,761	83,435	68,625	60,418	60,539	-0%
of which Germany	27,441	26,830	23,687	23,327	33,688	26,760	22,343	20,965	+7%
NAFTA	11,955	11,635	12,630	10,570	11,699	10,900	11,272	8,531	+32%
of which USA	8,994	8,837	9,555	8,171	9,358	8,673	8,750	6,251	+40%
Latin America (excl. Mexico)	3,974	3,045	4,134	3,390	4,410	3,582	3,821	3,860	-1%
Asia	8,856	6,441	9,106	6,607	8,892	6,360	9,253	6,787	+36%
of which China	6,312	4,230	6,758	4,124	6,327	3,794	6,540	4,404	+49%
Rest of World	8,251	8,930	8,270	6,910	9,312	8,161	8,252	7,061	+17%

* European Union, Switzerland and Norway.

Mercedes-Benz Vans Retail Sales and Market Shares

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Retail sales (in units)	87,447	82,572	82,322	74,625	96,756	85,654	74,194	72,144	+3%
EU30*	60,512	58,008	53,821	50,642	68,021	59,663	49,127	49,204	-0%
of which Germany	21,946	22,181	18,792	18,853	27,327	22,315	17,225	16,769	+3%
NAFTA	11,114	11,333	12,396	11,959	12,051	11,147	10,391	9,720	+7%
of which USA	8,367	8,522	9,427	9,394	9,767	9,148	8,186	7,433	+10%
Latin America (excl. Mexico)	3,893	3,275	4,152	3,249	4,151	3,675	3,744	3,970	-6%
Asia	3,859	2,681	4,332	2,558	4,056	3,020	3,888	3,312	+17%
of which China	2,762	1,754	2,991	1,512	3,029	1,989	2,708	2,120	+28%
Rest of World	8,069	7,275	7,621	6,217	8,477	8,149	7,044	5,938	+19%
V-Class/X-Class (excluded from MB Vans retail sales)	15,963	12,879	14,437	12,177	17,648	12,238	16,940	12,567	+35%
Market shares** (in percent)									
EU30* small	2.9	2.9	3.1	3.2	3.3	3.2	2.9	3.0	-0.1 pts.
EU30* midsize/large	16.4	16.9	16.8	16.6	17.7	17.2	15.4	15.8	-0.4 pts.
Germany midsize/large	25.4	26.9	26.2	26.2	30.9	29.1	25.7	27.1	-1.4 pts.
USA large	6.3	6.9	8.4	9.0	8.2	7.7	7.7	7.3	+0.4 pts.

* European Union, Switzerland and Norway.

** Based on estimates in certain markets.

Daimler Buses Overview

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Unit sales* (units)	7,504	6,958	7,213	6,185	8,555	8,265	5,744	5,404	+6%
Production (units)	7,973	6,600	7,089	6,952	6,873	7,052	6,924	6,583	+5%
Revenue** (millions of EUR)	1,217	1,122	1,036	937	1,348	1,287	850	923	-8%
EBIT** (millions of EUR)	78	88	32	45	99	77	37	72	-49%
Return on sales** (%)	6.4%	7.8%	3.1%	4.8%	7.3%	6.0%	4.4%	7.8%	.

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

** The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

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Daimler Buses Unit Sales and Market Shares

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Wholesales* (in units)	7,504	6,958	7,213	6,185	8,555	8,265	5,744	5,404	+6%
EU30**	2,202	2,239	1,864	1,842	3,229	3,185	1,367	1,392	-2%
of which Germany	811	726	568	569	1,169	1,286	422	509	-17%
NAFTA	1,041	628	852	1,195	836	1,461	458	757	-39%
of which Mexico	1,020	614	846	1,166	836	1,458	453	738	-39%
Latin America (excl. Mexico)	3,448	2,988	3,643	2,237	3,251	2,456	3,109	2,398	+30%
of which Brazil	2,108	1,796	2,084	1,012	1,610	669	1,856	1,399	+33%
Asia	439	521	597	470	797	585	580	515	+13%
Rest of World	374	582	257	441	442	578	230	342	-33%
Market shares*** (in percent)									
EU30** heavy	32.2	30.8	25.1	28.5	28.3	27.4	29.2	30.5	-1.3 pts.
Germany heavy	55.1	53.4	45.4	45.0	47.7	47.5	45.4	57.4	-12.0 pts.
Brazil heavy	51.3	59.2	56.4	62.0	54.7	55.5	60.8	42.2	+18.6 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)	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
New business	17,925	15,415	17,437	15,658	18,547	17,030	17,861	16,812	+6%
Contract volume (end of period)	134,156	120,319	135,771	122,118	139,907	132,565	141,678	135,036	+5%
Revenue*	5,930	5,014	5,836	5,133	6,099	5,651	6,020	5,911	+2%
EBIT*	522	479	508	438	416	390	548	524	+5%
Return on equity (%)	18.8%	19.3%	18.5%	17.7%	14.2%	15.2%	17.9%	19.3%	.

* The 2017 figures have been adjusted based on new IFRS 15 standards including cost of hedging (IFRS 9).

Daimler Mobility Services Overview

	2nd Quarter		3rd Quarter		4th Quarter		1st Quarter		
	2017	2016	2017	2016	2017	2016	2018	2017	Change
Interactions (in millions)	26.4	11.4	31.7	11.9	36.5	16.8	37.5	21.3	+76%
car2go	6.3	5.4	6.0	5.5	6.4	6.2	6.3	6.2	+2%
moovel	5.4	3.5	6.0	4.1	5.9	4.4	6.2	5.1	+22%
mytaxi*	14.7	2.5	19.7	2.3	24.2	6.2	25.0	10.0	+150%
Cities (end of period)									
car2go	26	28	26	29	26	29	26	26	0%
moovel	14	9	14	9	16	11	17	12	+42%
mytaxi*	>65	>50	>70	>50	>70	>50	>70	>50	+40%
Customers (end of period, in millions)	14.5	6.7	15.9	7.4	17.8	10.5	21.4	11.5	+86%
car2go	2.6	2.0	2.8	2.1	3.0	2.3	3.1	2.4	+29%
moovel	2.9	1.7	3.4	1.9	3.7	2.2	4.4	2.6	+69%
mytaxi*	9.0	3.0	9.7	3.4	11.1	6.0	13.9	6.5	+114%

* Includes Beat since 02/17, Clever Taxi since 06/17 and Chauffeur Privé since 03/18.