

# DAIMLER

Fact Sheet for Q2 2014 and H1 2014

July 23, 2014

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## Stock Market Information

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Earnings per share (in EUR)*</b>												
basic	1.72	1.06	1.53	2.31	0.96	0.50	1.97	2.65	-26%	2.93	3.16	-7%
diluted	1.72	1.06	1.53	2.31	0.96	0.50	1.97	2.65	-26%	2.93	3.16	-7%
<b>Average number of shares outstanding (in millions)</b> (adjusted for treasury stocks)												
basic	1,069.4	1,067.0	1,069.7	1,067.4	1,069.8	1,067.7	1,069.8	1,068.4	+0%	1,069.8	1,068.0	+0%
diluted	1,069.6	1,067.3	1,069.8	1,067.5	1,069.8	1,068.1	1,069.8	1,068.7	+0%	1,069.8	1,068.3	+0%
<b>Number of shares outstanding</b> (at period end, in millions)	1,069.6	1,067.3	1,069.8	1,067.6	1,069.8	1,067.9	1,069.8	1,069.0	+0%			
<b>Share price Frankfurt</b> (at period end, in EUR)	57.62	37.67	62.90	41.32	68.59	42.45	68.40	46.49	+47%			
<b>Market capitalization Frankfurt</b> (at period end, in billions of EUR)	61.63	40.20	67.29	44.11	73.38	45.33	73.18	49.70	+47%			

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

## Key Figures and Ratios

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Unit Sales</b> (in units)	594,874	528,559	651,326	597,041	565,799	501,600	628,857	605,823	+4%	1,194,656	1,107,423	+8%
<b>Revenue</b>	30,099	28,572	32,089	29,830	29,457	26,102	31,544	29,692	+6%	61,001	55,794	+9%
<b>EBIT*</b>	2,231	1,923	2,425	2,531	1,787	917	3,095	5,242	-41%	4,882	6,159	-21%
<b>Net profit (loss), Group*</b>	1,897	1,238	1,676	2,602	1,086	564	2,196	4,583	-52%	3,282	5,147	-36%
<b>Profit (loss) attributable to shareholders of Daimler AG*</b>	1,836	1,135	1,636	2,469	1,027	536	2,104	2,834	-26%	3,131	3,370	-7%
<b>Depreciation and amortization</b> (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,102	1,027	1,113	1,018	1,218	1,059	1,228	1,094	+12%	2,446	2,153	+14%
<b>R&amp;D expenditure total</b>	1,317	1,431	1,441	1,452	1,351	1,360	1,316	1,371	-4%	2,667	2,731	-2%
Expensed R&D costs**	1,022	1,052	1,126	1,053	1,076	1,041	1,073	1,016	+6%	2,149	2,057	+4%
Capitalized development costs	295	379	315	399	275	319	243	355	-32%	518	674	-23%
<b>Amortization on capitalized development costs</b>	298	247	302	251	311	256	306	278	+10%	617	534	+16%
<b>Capital expenditure total</b>	1,567	1,543	2,909	2,137	1,499	1,679	1,350	1,794	-25%	2,849	3,473	-18%
Investment in pp&e	1,126	1,021	1,754	1,454	1,043	1,058	1,045	1,037	+1%	2,088	2,095	-0%
Capitalized development costs	295	379	315	399	275	319	243	355	-32%	518	674	-23%
Financial investments and other intangible assets	146	143	840	284	181	302	62	402	-85%	243	704	-65%

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

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

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

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Net liquidity</b>												
<b>at the beginning of the period</b>	11,326	8,438	12,577	8,207	13,834	11,508	14,474	10,019	+44%	13,834	11,508	+20%
Free cash flow	1,577	-209	963	2,633	694	-1,152	753	3,454	-78%	1,447	2,302	-37%
thereof: working capital*	-42	-786	36	1,252	-177	-447	-549	-177	.	-726	-624	.
Other	-326	-22	294	668	-54	-337	-2,531	-2,147	.	-2,585	-2,484	.
thereof: dividends Daimler AG	0	0	0	0	0	0	-2,407	-2,349	.	-2,407	-2,349	.
<b>Net liquidity</b>												
<b>at the end of the period</b>	12,577	8,207	13,834	11,508	14,474	10,019	12,696	11,326	+12%	12,696	11,326	+12%

\* Inventories, trade receivables and trade payables

## Liquidity

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	Q2 2014	2013	Change
<b>Group liquidity</b>												
Cash and cash equivalents	10,615	12,279	11,053	10,996	11,819	11,355	10,794	11,607	-7%	10,794	11,053	-2%
Marketable securities and term deposits	7,219	4,023	7,066	5,598	6,474	6,331	6,115	7,263	-16%	6,115	7,066	-13%
<b>Gross liquidity</b>	17,834	16,302	18,119	16,594	18,293	17,686	16,909	18,870	-10%	16,909	18,119	-7%
Financing liabilities (nominal)	-76,239	-75,591	-77,741	-75,586	-77,691	-78,512	-81,164	-78,262	.	-81,164	-77,741	.
<b>Net debt</b>	-58,405	-59,289	-59,622	-58,992	-59,398	-60,826	-64,255	-59,392	.	-64,255	-59,622	.
<b>Liquidity of the industrial business</b>												
Cash and cash equivalents	9,862	11,057	9,845	9,887	10,925	10,348	9,487	10,691	-11%	9,487	9,845	-4%
Marketable securities and term deposits	5,523	2,305	5,303	3,841	4,811	4,284	4,597	5,452	-16%	4,597	5,303	-13%
<b>Gross liquidity</b>	15,385	13,362	15,148	13,728	15,736	14,632	14,084	16,143	-13%	14,084	15,148	-7%
Financing liabilities (nominal)	-2,808	-5,155	-1,314	-2,220	-1,262	-4,613	-1,388	-4,817	.	-1,388	-1,314	.
<b>Net liquidity</b>	12,577	8,207	13,834	11,508	14,474	10,019	12,696	11,326	+12%	12,696	13,834	-8%

## Pension and Health-Care Benefits\*

(in billions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	Q2 2014	2013	Change
<b>Pension benefits</b>												
Benefit obligations	-23.6	-22.2	-23.2	-23.9	-24.7	-24.0	-25.8	-23.5	.	-25.8	-23.2	.
Plan assets	14.1	13.3	14.6	14.2	14.8	14.3	15.2	13.9	+9%	15.2	14.6	+4%
Funded status	-9.5	-8.9	-8.6	-9.7	-9.9	-9.7	-10.6	-9.6	.	-10.6	-8.6	.
<b>Health-care benefits</b>												
Benefit obligations	-1.3	-1.4	-1.2	-1.5	-1.3	-1.5	-1.0	-1.4	.	-1.0	-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	0.1	0.1	0.2	0.1	0.2	0.1	0.1	0%	0.1	0.1	0%
Funded status	-1.2	-1.3	-1.1	-1.3	-1.2	-1.3	-0.9	-1.3	.	-0.9	-1.1	.

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

## Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>	395,446	345,418	423,895	397,464	389,476	341,511	418,685	404,711	+3%	808,161	746,222	+8%
<b>Daimler Trucks</b>	124,465	119,142	134,550	112,931	108,529	101,433	126,066	123,763	+2%	234,595	225,196	+4%
<b>Mercedes-Benz Vans</b>	65,314	55,742	82,771	76,129	61,119	52,623	76,009	69,436	+9%	137,128	122,059	+12%
<b>Daimler Buses</b>	9,649	8,257	10,110	10,517	6,675	6,033	8,097	7,913	+2%	14,772	13,946	+6%
<b>Daimler Group</b>	594,874	528,559	651,326	597,041	565,799	501,600	628,857	605,823	+4%	1,194,656	1,107,423	+8%



## Production Volume

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>	391,934	367,199	410,674	368,864	407,458	374,041	406,639	412,009	-1%	814,097	786,050	+4%
<b>Daimler Trucks</b>	128,289	118,892	123,440	96,253	122,094	111,150	127,651	127,401	+0%	249,745	238,551	+5%
<b>Mercedes-Benz Vans</b>	62,843	55,159	71,852	71,568	73,939	63,169	81,487	72,811	+12%	155,426	135,980	+14%
<b>Daimler Buses</b>	9,488	9,207	8,352	7,935	7,736	7,358	8,855	9,269	-4%	16,591	16,627	-0%
<b>Daimler Group</b>	592,554	550,457	614,318	544,620	611,227	555,718	624,632	621,490	+1%	1,235,859	1,177,208	+5%

## Revenue

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>	16,521	15,238	17,352	16,121	17,004	14,110	17,771	16,324	+9%	34,775	30,434	+14%
<b>Daimler Trucks</b>	7,982	8,095	8,502	7,782	7,121	7,024	7,966	7,965	+0%	15,087	14,989	+1%
<b>Mercedes-Benz Vans</b>	2,253	2,084	2,696	2,478	2,212	1,986	2,494	2,434	+2%	4,706	4,420	+6%
<b>Daimler Buses</b>	1,127	951	1,293	1,232	859	751	1,048	934	+12%	1,907	1,685	+13%
<b>Daimler Financial Services</b>	3,657	3,524	3,740	3,626	3,809	3,577	3,828	3,548	+8%	7,637	7,125	+7%
<b>Reconciliation</b>	-1,441	-1,320	-1,494	-1,409	-1,548	-1,346	-1,563	-1,513	.	-3,111	-2,859	.
<b>Daimler Group</b>	30,099	28,572	32,089	29,830	29,457	26,102	31,544	29,692	+6%	61,001	55,794	+9%

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

(EBIT in millions of EUR, RoS in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>												
EBIT	1,200	973	1,305	851	1,183	460	1,409	1,041	+35%	2,592	1,501	+73%
RoS	7.3%	6.4%	7.5%	5.3%	7.0%	3.3%	7.9%	6.4%	.	7.5%	4.9%	.
<b>Daimler Trucks</b>												
EBIT	522	501	565	294	341	116	455	434	+5%	796	550	+45%
RoS	6.5%	6.2%	6.6%	3.8%	4.8%	1.7%	5.7%	5.4%	.	5.3%	3.7%	.
<b>Mercedes-Benz Vans</b>												
EBIT	152	75	194	101	123	81	242	204	+19%	365	285	+28%
RoS	6.7%	3.6%	7.2%	4.1%	5.6%	4.1%	9.7%	8.4%	.	7.8%	6.4%	.
<b>Daimler Buses</b>												
EBIT	59	-36	69	-21	53	-31	50	27	+85%	103	-4	.
RoS	5.2%	-3.8%	5.3%	-1.7%	6.2%	-4.1%	4.8%	2.9%	.	5.4%	-0.2%	.
<b>Daimler Financial Services</b>												
EBIT	322	322	313	289	397	314	336	319	+5%	733	633	+16%
Return on equity (RoE)	19.3%	21.2%	18.8%	18.7%	23.7%	19.6%	19.2%	19.1%	.	21.4%	19.3%	.
<b>Reconciliation</b>												
thereof: share of result of EADS	-24	88	-21	1,017	-310	-23	603	3,217	-81%	293	3,194	-91%
	13	105	1	969**	0	34	0	3,209	-100%	0	3,243	-100%
<b>Daimler Group</b>												
	2,231	1,923	2,425	2,531	1,787	917	3,095	5,242	-41%	4,882	6,159	-21%

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

\*\* Thereof gain on the sale of EADS shares: 913 million EUR.

## EBIT and RoS from Ongoing Business\*

(EBIT in millions of EUR, RoS in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>												
EBIT	1,251	999	1,385	851	1,183	460	1,409	1,084	+30%	2,592	1,544	+68%
RoS	7.6%	6.6%	8.0%	5.3%	7.0%	3.3%	7.9%	6.6%	.	7.5%	5.1%	.
<b>Daimler Trucks</b>												
EBIT	530	501	578	294	346	129	526	516	+2%	872	645	+35%
RoS	6.6%	6.2%	6.8%	3.8%	4.9%	1.8%	6.6%	6.5%	.	5.8%	4.3%	.
<b>Mercedes-Benz Vans</b>												
EBIT	152	75	194	165	123	81	181	204	-11%	304	285	+7%
RoS	6.7%	3.6%	7.2%	6.7%	5.6%	4.1%	7.3%	8.4%	.	6.5%	6.4%	.
<b>Daimler Buses</b>												
EBIT	61	-20	82	36	54	-27	58	47	+23%	112	20	+460%
RoS	5.4%	-2.1%	6.3%	2.9%	6.3%	-3.6%	5.5%	5.0%	.	5.9%	1.2%	.
<b>Daimler Financial Services</b>												
EBIT	322	322	313	289	397	314	336	319	+5%	733	633	+16%
Return on equity (RoE)	19.3%	21.2%	18.8%	18.7%	23.7%	19.6%	19.2%	19.1%	.	21.4%	19.3%	.
<b>Reconciliation</b>												
thereof: share of result of EADS	-16	88	11	104	-31	-8	-47	22	.	-78	14	.
	0	105	0	56	0	34	0	0	.	0	34	-100%
<b>Daimler Group</b>												
	2,300	1,965	2,563	1,739	2,072	949	2,463	2,192	+12%	4,535	3,141	+44%

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

## Special Items affecting EBIT

(in millions of EUR)		3rd Quarter		4th Quarter		1st Quarter		2nd Quarter		January - June	
		2013	2012	2013	2012	2014	2013	2014	2013	2014	2013
Mercedes-Benz Cars	<b>Impairment of investments in the area of alternative drive systems</b>	-51	-26	-80	-	-	-	-	-43	-	-43
	<b>Workforce adjustments*</b>	-8	-	-13	-	-5	-13	-71	-82	-76	-95
Mercedes-Benz Vans	<b>Impairment of investment in Fujian Benz Automotive Corp. (FBAC)</b>	-	-	-	-64	-	-	-	-	-	-
	<b>Reversal of impairment of investment in FBAC</b>	-	-	-	-	-	-	61	-	61	-
Daimler Buses	<b>Business repositioning</b>	-2	-16	-13	-57	-1	-4	-8	-20	-9	-24
Reconciliation	<b>Divestiture of EADS shares</b>	13	-	1	913	-	-	-	3,209	-	3,209
	<b>Measurement of put option for Rolls-Royce Power Systems Holding**</b>	-21	-	-10	-	-118	-15	-	-14	-118	-29
	<b>Hedge of Tesla share price</b>	-	-	-23	-	-161	-	-68	-	-229	-
	<b>Remeasurment of Tesla shares</b>	-	-	-	-	-	-	718	-	718	-

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

\*\* The sale of the 50% equity interest in RRPSH is expected to lead to a positive EBIT effect of €1.0 billion by the end of 2014.

## Mercedes-Benz Cars Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Unit sales</b> (units)	395,446	345,418	423,895	397,464	389,476	341,511	418,685	404,711	+3%	808,161	746,222	+8%
<b>Retail sales*</b> (units)	390,116	335,393	426,088	379,899	397,708	350,530	432,628	395,774	+9%	830,336	746,304	+11%
<b>Production</b> (units)	391,934	367,199	410,674	368,864	407,458	374,041	406,639	412,009	-1%	814,097	786,050	+4%
<b>Revenue</b> (millions of EUR)	16,521	15,238	17,352	16,121	17,004	14,110	17,771	16,324	+9%	34,775	30,434	+14%
<b>EBIT</b> (millions of EUR)	1,200	973	1,305	851	1,183	460	1,409	1,041	+35%	2,592	1,501	+73%
<b>Return on sales</b> (%)	7.3%	6.4%	7.5%	5.3%	7.0%	3.3%	7.9%	6.4%	.	7.5%	4.9%	.

\* Including vehicles of the V-Class segment as of Q1 2014 (Q1 2014: 5,324 units; Q2 2014: 5,870 units).

## Mercedes-Benz Cars Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>	395,446	345,418	423,895	397,464	389,476	341,511	418,685	404,711	+3%	808,161	746,222	+8%
<b>Western Europe</b>	151,438	143,183	160,786	162,619	152,329	149,691	171,900	178,247	-4%	324,229	327,938	-1%
of which <b>Germany</b>	69,908	68,479	69,082	75,865	59,106	61,130	73,221	79,774	-8%	132,327	140,904	-6%
<b>NAFTA</b>	91,758	83,984	104,978	102,814	86,351	77,775	94,608	88,546	+7%	180,959	166,321	+9%
of which <b>USA</b>	80,106	74,247	93,927	91,438	76,851	67,998	81,914	76,476	+7%	158,765	144,474	+10%
<b>Asia</b>	107,445	82,497	109,775	93,387	114,188	78,745	104,327	93,100	+12%	218,515	171,845	+27%
of which <b>China</b>	64,808	47,127	67,464	59,163	70,343	46,412	68,061	60,043	+13%	138,404	106,455	+30%
<b>Rest of World</b>	44,805	35,754	48,356	38,644	36,608	35,300	47,850	44,818	+7%	84,458	80,118	+5%

## Mercedes-Benz Cars Retail Sales\*

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Mercedes-Benz Cars</b>	390,116	335,393	426,088	379,899	397,708	350,530	432,628	395,774	+9%	830,336	746,304	+11%
<b>Western Europe</b>	158,372	145,099	158,154	156,818	158,488	151,833	180,158	173,633	+4%	338,646	325,466	+4%
of which <b>Germany</b>	71,297	68,543	71,743	76,602	61,556	60,394	75,190	78,686	-4%	136,746	139,080	-2%
<b>NAFTA</b>	86,891	75,273	111,554	95,816	84,901	81,002	93,302	86,509	+8%	178,203	167,511	+6%
of which <b>USA</b>	75,549	65,612	99,756	85,043	74,820	71,473	81,393	75,038	+8%	156,213	146,511	+7%
<b>Asia</b>	101,332	79,982	108,622	88,354	117,142	83,135	111,666	92,568	+21%	228,808	175,703	+30%
of which <b>China</b>	61,402	48,716	66,725	55,205	71,661	50,049	73,480	57,468	+28%	145,141	107,517	+35%
<b>Rest of World</b>	43,521	35,039	47,758	38,911	37,177	34,560	47,502	43,064	+10%	84,679	77,624	+9%

\* Including vehicles of the V-Class segment as of Q1 2014 (Q1 2014: 5,324 units; Q2 2014: 5,870 units).



## Mercedes-Benz Cars Market Shares\*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change in % pts.	2014	2013	Change in % pts.
<b>Western Europe</b>	5.7	5.5	5.6	5.5	5.3	5.4	5.4	5.6	-0.2	5.4	5.5	-0.1
of which <b>Germany</b>	10.5	10.0	9.7	10.5	9.8	10.4	9.6	10.5	-0.9	9.7	10.4	-0.7
<b>USA</b>	1.9	1.8	2.6	2.4	2.0	1.9	1.8	1.8	0.0	1.9	1.9	0.0
<b>China</b>	1.3	1.4	1.5	1.4	1.5	1.3	1.5	1.5	0.0	1.5	1.4	+0.1
<b>Japan</b>	1.3	1.0	1.4	1.3	1.1	0.9	1.0	1.2	-0.2	1.1	1.1	0.0

\* Based on estimates in certain markets.

## Daimler Trucks Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Incoming orders</b> (units)	125,901	95,432	119,564	108,964	134,014	126,877	124,694	125,791	-1%	258,708	252,668	+2%
<b>Unit sales</b> (units)	124,465	119,142	134,550	112,931	108,529	101,433	126,066	123,763	+2%	234,595	225,196	+4%
<b>Retail sales</b> (units)	118,448	116,689	141,996	116,903	102,098	100,748	123,795	124,065	-0%	225,893	224,813	+0%
<b>Production</b> (units)	128,289	118,892	123,440	96,253	122,094	111,150	127,651	127,401	+0%	249,745	238,551	+5%
<b>Revenue</b> (millions of EUR)	7,982	8,095	8,502	7,782	7,121	7,024	7,966	7,965	+0%	15,087	14,989	+1%
<b>EBIT</b> (millions of EUR)	522	501	565	294	341	116	455	434	+5%	796	550	+45%
<b>Return on sales</b> (%)	6.5%	6.2%	6.6%	3.8%	4.8%	1.7%	5.7%	5.4%	.	5.3%	3.7%	.

## Daimler Trucks Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Daimler Trucks</b>	124,465	119,142	134,550	112,931	108,529	101,433	126,066	123,763	+2%	234,595	225,196	+4%
<b>Western Europe</b>	16,662	14,193	22,968	15,722	11,632	11,968	13,241	14,270	-7%	24,873	26,238	-5%
of which <b>Germany</b>	7,861	7,954	11,796	8,542	6,503	6,212	7,129	7,623	-6%	13,632	13,835	-1%
<b>NAFTA</b>	35,125	35,177	34,508	32,639	34,558	30,642	41,142	34,924	+18%	75,700	65,566	+15%
of which <b>USA</b>	30,665	29,863	30,467	28,116	30,592	26,641	35,803	30,011	+19%	66,395	56,652	+17%
<b>Latin America</b> (excl. Mexico)	16,204	12,541	14,080	13,516	10,151	12,987	11,931	16,051	-26%	22,082	29,038	-24%
<b>Asia</b>	41,115	42,698	44,366	34,796	40,640	35,221	42,838	41,955	+2%	83,478	77,176	+8%
of which <b>Japan</b>	10,081	8,167	10,634	8,218	13,439	8,862	8,946	8,758	+2%	22,385	17,620	+27%
<b>Rest of World</b>	15,359	14,533	18,628	16,258	11,548	10,615	16,914	16,563	+2%	28,462	27,178	+5%
<b>BFDA - Beijing Foton Daimler</b> Automotive Co. Ltd. (Auman Trucks)	24,129	13,942	27,939	17,430	26,643	23,001	31,242	28,229	+11%	57,885	51,230	+13%
<b>Daimler Trucks including BFDA</b>	148,594	133,084	162,489	130,361	135,172	124,434	157,308	151,992	+3%	292,480	276,426	+6%

## Daimler Trucks Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Daimler Trucks</b>	118,448	116,689	141,996	116,903	102,098	100,748	123,795	124,065	-0%	225,893	224,813	+0%
<b>Western Europe</b>	14,760	14,373	24,770	16,088	12,131	12,020	13,193	14,286	-8%	25,324	26,306	-4%
of which <b>Germany</b>	7,861	7,954	11,796	8,542	6,503	6,212	7,129	7,623	-6%	13,632	13,835	-1%
<b>NAFTA</b>	33,901	33,704	36,627	33,846	32,476	31,896	39,509	35,910	+10%	71,985	67,806	+6%
of which <b>USA</b>	29,459	28,793	31,974	28,607	29,024	27,981	34,243	30,673	+12%	63,267	58,654	+8%
<b>Latin America</b> (excl. Mexico)	14,870	12,027	15,108	15,222	9,542	12,070	11,744	16,206	-28%	21,286	28,276	-25%
<b>Asia</b>	39,491	42,698	46,733	34,815	36,304	35,188	42,414	41,383	+2%	78,718	76,571	+3%
of which <b>Japan</b>	10,034	8,339	10,500	8,228	13,767	8,849	8,567	8,618	-1%	22,334	17,467	+28%
<b>Rest of World</b>	15,426	13,887	18,758	16,932	11,645	9,574	16,935	16,280	+4%	28,580	25,854	+11%

## Daimler Trucks Incoming Orders

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Daimler Trucks</b>	125,901	95,432	119,564	108,964	134,014	126,877	124,694	125,791	-1%	258,708	252,668	+2%
<b>Western Europe</b>	22,348	11,984	9,863	13,950	12,627	15,256	14,388	17,263	-17%	27,015	32,519	-17%
of which <b>Germany</b>	12,523	6,384	5,165	6,470	6,339	7,617	5,901	8,046	-27%	12,240	15,663	-22%
<b>NAFTA</b>	33,002	23,663	42,069	35,194	52,172	35,933	39,899	31,730	+26%	92,071	67,663	+36%
of which <b>USA</b>	30,251	20,665	37,521	31,880	45,199	31,193	34,993	26,968	+30%	80,192	58,161	+38%
<b>Latin America</b> (excl. Mexico)	14,764	11,643	9,812	12,138	9,803	13,806	12,168	15,239	-20%	21,971	29,045	-24%
<b>Asia</b>	37,714	32,219	43,358	34,729	43,728	45,422	40,178	43,512	-8%	83,906	88,934	-6%
of which <b>Japan</b>	10,681	8,368	11,690	8,548	10,952	9,890	12,008	11,808	+2%	22,960	21,698	+6%
<b>Rest of World</b>	18,073	15,923	14,462	12,953	15,684	16,460	18,061	18,047	+0%	33,745	34,507	-2%

## Daimler Trucks Market Shares\*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change in % pts.	2014	2013	Change in % pts.
<b>Trucks Europe / Latin America</b>												
(Mercedes-Benz)												
<b>Western Europe</b> MDT/HDT	24.3	24.0	24.6	22.0	22.0	22.5	26.2	24.0	+2.2	24.7	23.5	+1.2
<b>Germany</b> MDT/HDT	40.3	39.9	39.0	39.6	38.1	41.2	43.1	39.5	+3.6	41.4	40.0	+1.4
<b>Brazil</b> MDT/HDT	24.5	25.3	25.5	24.2	23.7	22.9	25.7	24.9	+0.8	24.9	24.2	+0.7
<b>Trucks NAFTA</b>												
(Freightliner/Western Star)												
<b>NAFTA</b> Class 8	35.4	32.6	34.3	34.4	37.7	42.1	33.8	35.9	-2.1	35.2	38.1	-2.9
<b>NAFTA</b> Class 6-7	44.6	35.4	39.6	37.2	45.3	46.7	40.5	43.7	-3.2	42.1	44.9	-2.8
<b>Trucks Asia</b>												
(FUSO)												
<b>Japan</b> Trucks Total	21.1	21.5	20.3	19.4	19.6	19.2	21.4	19.9	+1.5	20.8	19.7	+1.1
(BharatBenz)												
<b>India</b> MDT/HDT	3.9	-	3.2	-	3.9	2.0	5.3	2.8	+2.5	4.8	2.5	+2.3

\* Based on estimates in certain markets.

## Mercedes-Benz Vans Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Unit sales</b> (units)	65,314	55,742	82,771	76,129	61,119	52,623	76,009	69,436	+9%	137,128	122,059	+12%
<b>Retail sales*</b> (units)	66,984	58,874	80,163	71,089	53,906	52,752	68,502	68,631	-0%	122,408	121,383	+1%
<b>Production</b> (units)	62,843	55,159	71,852	71,568	73,939	63,169	81,487	72,811	+12%	155,426	135,980	+14%
<b>Revenue</b> (millions of EUR)	2,253	2,084	2,696	2,478	2,212	1,986	2,494	2,434	+2%	4,706	4,420	+6%
<b>EBIT</b> (millions of EUR)	152	75	194	101	123	81	242	204	+19%	365	285	+28%
<b>Return on sales</b> (%)	6.7%	3.6%	7.2%	4.1%	5.6%	4.1%	9.7%	8.4%	.	7.8%	6.4%	.

\* Excluding vehicles of the V-Class segment as of Q1 2014 (Q1 2014: 5,324 units; Q2 2014: 5,870 units).

## Mercedes-Benz Vans Unit Sales

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Wholesales</b> (in units)	65,314	55,742	82,771	76,129	61,119	52,623	76,009	69,436	+9%	137,128	122,059	+12%
<b>Western Europe</b>	39,528	33,085	54,521	50,909	39,057	32,646	49,579	42,480	+17%	88,636	75,126	+18%
of which <b>Germany</b>	17,323	14,409	23,029	22,358	15,657	12,595	21,526	18,573	+16%	37,183	31,168	+19%
<b>Eastern Europe</b>	7,180	5,821	7,240	7,111	5,994	5,213	6,412	7,243	-11%	12,406	12,456	-0%
<b>NAFTA</b>	6,773	6,884	8,590	7,096	6,320	5,120	8,662	7,585	+14%	14,982	12,705	+18%
of which <b>USA</b>	5,546	5,836	7,172	5,771	5,020	3,976	7,188	6,108	+18%	12,208	10,084	+21%
<b>Latin America</b> (excl. Mexico)	5,176	4,307	5,133	4,355	3,647	4,109	4,030	5,162	-22%	7,677	9,271	-17%
<b>Asia</b>	4,347	3,241	4,696	4,234	3,614	3,035	4,971	4,692	+6%	8,585	7,727	+11%
of which <b>China</b>	3,466	2,270	3,558	3,147	2,695	2,371	3,877	3,310	+17%	6,572	5,681	+16%
<b>Rest of World</b>	2,310	2,404	2,591	2,424	2,487	2,500	2,355	2,274	+4%	4,842	4,774	+1%



## Mercedes-Benz Vans Retail Sales and Market Shares

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Retail sales*</b> (in units)	66,984	58,874	80,163	71,089	53,906	52,752	68,502	68,631	-0%	122,408	121,383	+1%
<b>Western Europe</b>	40,879	35,891	52,335	46,468	34,503	33,100	44,935	43,391	+4%	79,438	76,491	+4%
of which <b>Germany</b>	17,323	14,409	23,029	22,358	13,305	12,595	19,267	18,573	+4%	32,572	31,168	+5%
<b>Eastern Europe</b>	7,139	5,911	7,604	7,329	4,990	4,856	5,847	6,690	-13%	10,837	11,546	-6%
<b>NAFTA</b>	6,959	7,224	8,121	7,056	5,767	4,896	8,384	6,978	+20%	14,151	11,874	+19%
of which <b>USA</b>	5,457	6,126	6,876	5,527	4,624	3,834	6,859	5,649	+21%	11,483	9,483	+21%
<b>Latin America</b> (excl. Mexico)	5,312	3,833	4,891	4,003	3,979	4,296	4,009	4,672	-14%	7,988	8,968	-11%
<b>Asia</b>	4,330	3,636	4,764	3,878	2,418	3,177	3,124	4,411	-29%	5,542	7,588	-27%
of which <b>China</b>	3,532	2,463	3,578	2,792	1,854	2,504	2,446	3,199	-24%	4,300	5,703	-25%
<b>Rest of World</b>	2,365	2,379	2,448	2,355	2,249	2,427	2,203	2,489	-11%	4,452	4,916	-9%
<b>Market shares**</b> (in percent)												
<b>Western Europe***</b> small	3.2	-	3.0	-	3.1	3.6	2.7	3.3	-0.6 pts.	2.9	3.4	-0.5 pts.
<b>Western Europe***</b> midsize/large	18.7	20.1	19.8	18.9	17.6	16.2	17.8	16.1	+1.7 pts.	17.7	16.1	+1.6 pts.
<b>Germany</b> midsize/large	26.6	25.3	29.5	29.6	26.8	24.7	25.9	23.5	+2.4 pts.	26.3	23.9	+2.4 pts.

\* Excluding vehicles of the V-Class segment as of Q1 2014 (Q1 2014: 5,324 units; Q2 2014: 5,870 units).

\*\* Based on estimates in certain markets.

\*\*\* Excluding United Kingdom.

## Daimler Buses Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Unit sales*</b> (units)	9,649	8,257	10,110	10,517	6,675	6,033	8,097	7,913	+2%	14,772	13,946	+6%
<b>Production</b> (units)	9,488	9,207	8,352	7,935	7,736	7,358	8,855	9,269	-4%	16,591	16,627	-0%
<b>Revenue</b> (millions of EUR)	1,127	951	1,293	1,232	859	751	1,048	934	+12%	1,907	1,685	+13%
<b>EBIT</b> (millions of EUR)	59	-36	69	-21	53	-31	50	27	+85%	103	-4	.
<b>Return on sales</b> (%)	5.2%	-3.8%	5.3%	-1.7%	6.2%	-4.1%	4.8%	2.9%	.	5.4%	-0.2%	.

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

## Daimler Buses Unit Sales and Market Shares

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>Wholesales*</b> (in units)	9,649	8,257	10,110	10,517	6,675	6,033	8,097	7,913	+2%	14,772	13,946	+6%
<b>Western Europe</b>	1,696	1,625	2,992	2,217	1,086	538	1,706	1,488	+15%	2,792	2,026	+38%
of which <b>Germany</b>	573	382	1,133	988	533	231	728	503	+45%	1,261	734	+72%
<b>Eastern Europe</b>	405	322	457	552	405	447	459	632	-27%	864	1,079	-20%
<b>NAFTA</b>	944	1,026	1,014	1,253	739	366	1,012	712	+42%	1,751	1,078	+62%
of which <b>Mexico</b>	923	931	983	1,150	725	349	998	704	+42%	1,723	1,053	+64%
<b>Latin America</b> (excl. Mexico)	5,750	4,807	4,698	5,514	3,992	4,141	4,290	4,529	-5%	8,282	8,670	-4%
of which <b>Brazil</b>	3,798	2,900	3,480	3,577	3,479	2,646	3,464	2,956	+17%	6,943	5,602	+24%
<b>Asia</b>	435	390	516	674	86	404	311	349	-11%	397	753	-47%
<b>Rest of World</b>	419	87	433	307	367	137	319	203	+57%	686	340	+102%
<b>Market shares**</b> (in percent)												
<b>Western Europe</b> heavy	33.5	33.9	28.1	30.1	39.0	30.8	34.0	29.1	+4.9 pts.	36.2	28.8	+7.4 pts.
<b>Germany</b> heavy	56.1	44.2	47.7	50.2	62.3	56.3	65.1	52.0	+13.1 pts.	64.8	53.6	+11.2 pts.
<b>Brazil</b> heavy	45.4	45.5	50.2	41.1	45.5	36.2	45.7	43.5	+2.2 pts.	45.6	38.9	+6.7 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)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2013	2012	2013	2012	2014	2013	2014	2013	Change	2014	2013	Change
<b>New business</b>	10,379	9,968	11,243	10,471	9,838	8,619	11,515	10,292	+12%	21,353	18,911	+13%
<b>Contract volume</b> (end of period)	81,962	77,464	83,539	79,986	84,328	81,656	88,084	81,404	+8%	88,084	81,404	+8%
<b>Revenue</b>	3,657	3,524	3,740	3,626	3,809	3,577	3,828	3,548	+8%	7,637	7,125	+7%
<b>EBIT</b>	322	322	313	289	397	314	336	319	+5%	733	633	+16%
<b>Return on equity</b> (%)	19.3%	21.2%	18.8%	18.7%	23.7%	19.6%	19.2%	19.1%	.	21.4%	19.3%	.