

# DAIMLER

Fact Sheet for Q2 2016 and H1 2016

July 21, 2016

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## Stock Market Information

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Earnings per share (in EUR)</b>												
basic	2.23	2.56	1.69	1.02	1.26	1.83	2.27	2.12	+7%	3.54	3.96	-11%
diluted	2.23	2.56	1.69	1.02	1.26	1.83	2.27	2.12	+7%	3.54	3.96	-11%
<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)	64.85	60.73	77.58	68.97	67.37	89.73	53.52	81.64	-34%			
<b>Market capitalization Frankfurt</b> (at period end, in billions of EUR)	69.38	64.97	83.00	73.79	72.07	96.00	57.26	87.34	-34%			

## Key Figures and Ratios

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Unit Sales</b> (in units)	720,016	637,423	776,625	713,906	683,885	641,614	761,340	714,759	+7%	1,445,225	1,356,373	+7%
<b>Revenue</b>	37,276	33,122	40,428	35,749	35,047	34,236	38,616	37,527	+3%	73,663	71,763	+3%
<b>EBIT</b>	3,661	3,732	2,901	2,138	2,148	2,906	3,258	3,718	-12%	5,406	6,624	-18%
<b>Net profit (loss), Group</b>	2,415	2,821	1,874	1,187	1,400	2,050	2,452	2,372	+3%	3,852	4,422	-13%
<b>Profit (loss) attributable to shareholders of Daimler AG</b>	2,385	2,735	1,807	1,096	1,353	1,963	2,429	2,269	+7%	3,782	4,232	-11%
<b>Depreciation and amortization</b> (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,323	1,227	1,408	1,326	1,335	1,367	1,344	1,286	+5%	2,679	2,653	+1%
<b>R&amp;D expenditure total</b>	1,596	1,414	1,821	1,599	1,724	1,526	1,831	1,621	+13%	3,555	3,147	+13%
Expensed R&D costs	1,132	1,129	1,313	1,254	1,238	1,126	1,263	1,189	+6%	2,501	2,315	+8%
Capitalized development costs	464	285	508	345	486	400	568	432	+31%	1,054	832	+27%
<b>Amortization on capitalized development costs</b>	310	293	324	302	314	300	318	311	+2%	632	611	+3%
<b>Capital expenditure total</b>	1,820	1,565	3,313	2,076	1,784	1,599	2,235	1,827	+22%	4,019	3,426	+17%
Investment in pp&e	1,139	1,169	1,864	1,587	1,123	1,027	1,332	1,045	+27%	2,455	2,072	+18%
Capitalized development costs	464	285	508	345	486	400	568	432	+31%	1,054	832	+27%
Financial investments and other intangible assets	217	111	941	144	175	172	335	350	-4%	510	522	-2%

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

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Net liquidity</b>												
<b>at the beginning of the period</b>	18,435	12,696	19,527	17,875	18,580	16,953	18,465	20,522	-10%	18,580	16,953	+10%
Free cash flow	1,463	5,375	-868	-1,343	264	2,292	1,856	1,073	+73%	2,120	3,365	-37%
thereof: working capital*	-1,224	-325	-162	-1,268	-223	-434	247	-859	.	24	-1,293	.
Other	-371	-196	-79	421	-379	1,277	-2,873	-3,160	.	-3,252	-1,883	.
thereof: dividends Daimler AG	0	0	0	0	0	0	-3,477	-2,621	.	-3,477	-2,621	.
<b>Net liquidity</b>												
<b>at the end of the period</b>	19,527	17,875	18,580	16,953	18,465	20,522	17,448	18,435	-5%	17,448	18,435	-5%

\* Inventories, trade receivables and trade payables.

## Liquidity

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	Q2 2016	2015	Change
<b>Group liquidity</b>												
Cash and cash equivalents	12,057	12,610	9,936	9,667	12,723	12,219	13,988	9,843	+42%	13,988	9,936	+41%
Marketable securities and term deposits	6,391	6,840	8,273	6,634	10,342	6,751	8,952	6,269	+43%	8,952	8,273	+8%
<b>Gross liquidity</b>	18,448	19,450	18,209	16,301	23,065	18,970	22,940	16,112	+42%	22,940	18,209	+26%
Financing liabilities (nominal)	-95,055	-83,401	-100,559	-86,419	-104,060	-93,412	-109,489	-94,223	.	-109,489	-100,559	.
<b>Net debt</b>	-76,607	-63,951	-82,350	-70,118	-80,995	-74,442	-86,549	-78,111	.	-86,549	-82,350	.
<b>Liquidity of the industrial business</b>												
Cash and cash equivalents	10,742	11,659	8,369	8,341	11,156	11,095	12,665	8,822	+44%	12,665	8,369	+51%
Marketable securities and term deposits	5,131	5,357	6,999	5,156	9,078	5,316	7,701	5,015	+54%	7,701	6,999	+10%
<b>Gross liquidity</b>	15,873	17,016	15,368	13,497	20,234	16,411	20,366	13,837	+47%	20,366	15,368	+33%
Financing liabilities (nominal)	3,654	859	3,212	3,456	-1,769	4,111	-2,918	4,598	.	-2,918	3,212	.
<b>Net liquidity</b>	19,527	17,875	18,580	16,953	18,465	20,522	17,448	18,435	-5%	17,448	18,580	-6%

## Pension and Health-Care Benefits

(in billions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	Q2 2016	2015	Change
<b>Pension benefits</b>												
Benefit obligations	-28.9	-27.5	-27.6	-30.1	-30.2	-33.0	-32.3	-28.2	.	-32.3	-27.6	.
Plan assets	18.1	15.4	20.2	18.6	20.0	19.5	22.1	18.9	+17%	22.1	20.2	+9%
Funded status	-10.8	-12.1	-7.4	-11.5	-10.2	-13.5	-10.2	-9.3	.	-10.2	-7.4	.
<b>Health-care benefits</b>												
Benefit obligations	-1.1	-1.1	-1.1	-1.2	-1.1	-1.2	-1.1	-1.2	.	-1.1	-1.1	.
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	0.0	0.1	0.0	0.1	0.0	0.1	-100%	0.0	0.0	.
Funded status	-1.0	-1.0	-1.1	-1.1	-1.1	-1.1	-1.1	-1.1	.	-1.1	-1.1	.

## Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Mercedes-Benz Cars</b>	508,350	431,041	532,686	483,359	496,756	459,708	546,517	500,694	+9%	1,043,273	960,402	+9%
<b>Daimler Trucks</b>	128,496	125,556	136,445	135,517	105,664	112,424	108,282	125,113	-13%	213,946	237,537	-10%
<b>Mercedes-Benz Vans</b>	75,732	72,207	99,869	85,259	76,647	63,805	99,583	81,611	+22%	176,230	145,416	+21%
<b>Daimler Buses</b>	7,438	8,619	7,625	9,771	4,818	5,677	6,958	7,341	-5%	11,776	13,018	-10%
<b>Daimler Group</b>	720,016	637,423	776,625	713,906	683,885	641,614	761,340	714,759	+7%	1,445,225	1,356,373	+7%



## Production Volume

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Mercedes-Benz Cars</b>	540,200	459,259	520,703	480,759	523,029	494,970	570,041	503,950	+13%	1,093,070	998,920	+9%
<b>Daimler Trucks</b>	129,890	124,366	127,565	123,599	111,909	122,236	110,501	126,972	-13%	222,410	249,208	-11%
<b>Mercedes-Benz Vans</b>	77,425	73,140	89,475	70,442	89,741	74,722	103,688	86,507	+20%	193,429	161,229	+20%
<b>Daimler Buses</b>	7,070	8,034	6,292	6,860	5,576	7,758	6,600	7,972	-17%	12,176	15,730	-23%
<b>Daimler Group</b>	754,585	664,799	744,035	681,660	730,255	699,686	790,830	725,401	+9%	1,521,085	1,425,087	+7%

## Revenue

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Mercedes-Benz Cars</b>	20,707	18,677	22,457	20,132	19,980	19,509	22,122	21,136	+5%	42,102	40,645	+4%
<b>Daimler Trucks</b>	9,650	8,463	10,073	8,839	8,204	8,414	8,666	9,441	-8%	16,870	17,855	-6%
<b>Mercedes-Benz Vans</b>	2,752	2,515	3,477	2,747	2,815	2,415	3,441	2,829	+22%	6,256	5,244	+19%
<b>Daimler Buses</b>	1,018	1,034	1,181	1,277	830	877	1,122	1,037	+8%	1,952	1,914	+2%
<b>Daimler Financial Services</b>	4,702	3,998	4,942	4,356	4,862	4,549	5,014	4,769	+5%	9,876	9,318	+6%
<b>Reconciliation</b>	-1,553	-1,565	-1,702	-1,602	-1,644	-1,528	-1,749	-1,685	.	-3,393	-3,213	.
<b>Daimler Group</b>	37,276	33,122	40,428	35,749	35,047	34,236	38,616	37,527	+3%	73,663	71,763	+3%

## 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		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Mercedes-Benz Cars</b>												
EBIT	2,183	1,584	1,675	1,677	1,395	1,841	1,410	2,227	-37%	2,805	4,068	-31%
RoS	10.5%	8.5%	7.5%	8.3%	7.0%	9.4%	6.4%	10.5%	.	6.7%	10.0%	.
<b>Daimler Trucks</b>												
EBIT	791	588	631	494	516	472	621	682	-9%	1,137	1,154	-1%
RoS	8.2%	6.9%	6.3%	5.6%	6.3%	5.6%	7.2%	7.2%	.	6.7%	6.5%	.
<b>Mercedes-Benz Vans</b>												
EBIT	193	176	238	141	301	215	401	234	+71%	702	449	+56%
RoS	7.0%	7.0%	6.8%	5.1%	10.7%	8.9%	11.7%	8.3%	.	11.2%	8.6%	.
<b>Daimler Buses</b>												
EBIT	89	64	34	30	39	34	88	57	+54%	127	91	+40%
RoS	8.7%	6.2%	2.9%	2.3%	4.7%	3.9%	7.8%	5.5%	.	6.5%	4.8%	.
<b>Daimler Financial Services</b>												
EBIT	378	355	387	299	432	409	479	445	+8%	911	854	+7%
Return on equity (RoE)	16.6%	19.4%	16.0%	15.8%	17.4%	20.4%	19.3%	20.7%	.	18.4%	20.5%	.
<b>Reconciliation</b>												
	27	965	-64	-503	-535	-65	259	73	+255%	-276	8	.
<b>Daimler Group</b>												
	3,661	3,732	2,901	2,138	2,148	2,906	3,258	3,718	-12%	5,406	6,624	-18%

## EBIT and RoS adjusted for special items

(EBIT in millions of EUR, RoS in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Mercedes-Benz Cars</b>												
EBIT	2,161	1,614	2,154	1,758	1,425	1,794	2,209	2,234	-1%	3,634	4,028	-10%
RoS	10.4%	8.6%	9.6%	8.7%	7.1%	9.2%	10.0%	10.6%	.	8.6%	9.9%	.
<b>Daimler Trucks</b>												
EBIT	805	618	684	583	517	536	661	717	-8%	1,178	1,253	-6%
RoS	8.3%	7.3%	6.8%	6.6%	6.3%	6.4%	7.6%	7.6%	.	7.0%	7.0%	.
<b>Mercedes-Benz Vans</b>												
EBIT	196	176	297	158	336	221	462	238	+94%	798	459	+74%
RoS	7.1%	7.0%	8.5%	5.8%	11.9%	9.2%	13.4%	8.4%	.	12.8%	8.8%	.
<b>Daimler Buses</b>												
EBIT	90	64	20	35	39	35	89	57	+56%	128	92	+39%
RoS	8.8%	6.2%	1.7%	2.7%	4.7%	4.0%	7.9%	5.5%	.	6.6%	4.8%	.
<b>Daimler Financial Services</b>												
EBIT	378	355	387	299	432	409	479	445	+8%	911	854	+7%
Return on equity (RoE)	16.6%	19.4%	16.0%	15.8%	17.4%	20.4%	19.3%	20.7%	.	18.4%	20.5%	.
<b>Reconciliation</b>												
	27	-40	-64	-9	-69	-65	73	73	0%	4	8	-50%
<b>Daimler Group</b>												
	3,657	2,787	3,478	2,824	2,680	2,930	3,973	3,764	+6%	6,653	6,694	-1%

## Special Items affecting EBIT

(in millions of EUR)		3rd Quarter		4th Quarter		1st Quarter		2nd Quarter		January - June	
		2015	2014	2015	2014	2016	2015	2016	2015	2016	2015
Mercedes-Benz Cars	Impairment of investments in the area of alternative drive systems	-	-30	-	-	-	-	-	-	-	-
	Restructuring of own dealer network	21	-	-49	-81	-10	-20	-11	-16	-21	-36
	Relocation of headquarters of MBUSA	1	-	-9	-	-	-20	-	9	-	-11
	Sale of real estate in the United States	-	-	-	-	-	87	-	-	-	87
	Expenses in connection with Takata airbags	-	-	-300	-	-20	-	-440	-	-460	-
	Public-sector levies related to prior periods	-	-	-121	-	-	-	-	-	-	-
	Net expenses from measurement of inventories	-	-	-	-	-	-	-284	-	-284	-
	Settlement in connection with patent dispute	-	-	-	-	-	-	-64	-	-64	-
Daimler Trucks	Workforce adjustments	-10	-30	-23	-43	-	-5	-34	-20	-34	-25
	Impairment of investment in Kamaz	-	-	-	-30	-	-	-	-	-	-
	Restructuring of own dealer network	-4	-	-24	-16	-1	-4	-6	-15	-7	-19
	Sale of Atlantis Foundries	-	-	-6	-	-	-55	-	-	-	-55
Mercedes-Benz Vans	Restructuring of own dealer network	-3	-	-18	-17	-1	-4	-2	-4	-3	-8
	Relocation of headquarters of MBUSA	-	-	-1	-	-	-2	-	-	-	-2
	Expenses in connection with Takata airbags	-	-	-40	-	-4	-	-59	-	-63	-
	Workforce adjustments in Germany	-	-	-	-	-30	-	-	-	-30	-
Daimler Buses	Business repositioning	-	-	-	-3	-	-	-	-	-	-
	Restructuring of own dealer network	-1	-	-2	-2	-	-1	-1	-	-1	-1
	Sale of investment in New MCI Holdings Inc.	-	-	16	-	-	-	-	-	-	-
Reconciliation	Sale of shares in Rolls-Royce Power Systems Holding	-	1,006	-	-	-	-	-	-	-	-
	Sale of Tesla shares and hedge of Tesla share price	-	-1	-	106	-	-	-	-	-	-
	Expenses related to legal proceedings	-	-	-	-600	-	-	-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	-

## Mercedes-Benz Cars Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Unit sales</b> (units)	508,350	431,041	532,686	483,359	496,756	459,708	546,517	500,694	+9%	1,043,273	960,402	+9%
<b>Retail sales</b> (units)	503,853	431,690	526,611	477,897	518,940	458,276	561,189	502,241	+12%	1,080,129	960,517	+12%
<b>Production</b> (units)	540,200	459,259	520,703	480,759	523,029	494,970	570,041	503,950	+13%	1,093,070	998,920	+9%
<b>Revenue</b> (millions of EUR)	20,707	18,677	22,457	20,132	19,980	19,509	22,122	21,136	+5%	42,102	40,645	+4%
<b>EBIT</b> (millions of EUR)	2,183	1,584	1,675	1,677	1,395	1,841	1,410	2,227	-37%	2,805	4,068	-31%
<b>Return on sales</b> (%)	10.5%	8.5%	7.5%	8.3%	7.0%	9.4%	6.4%	10.5%	.	6.7%	10.0%	.
<b>V-Class retail sales</b> (included in MBC retail sales)	7,336	6,918	8,951	6,838	9,401	6,650	12,879	8,564	+50%	22,280	15,214	+46%

## Mercedes-Benz Cars Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Mercedes-Benz Cars</b>	508,350	431,041	532,686	483,359	496,756	459,708	546,517	500,694	+9%	1,043,273	960,402	+9%
<b>Western Europe</b>	191,126	160,264	205,075	184,085	200,445	176,345	226,430	200,939	+13%	426,875	377,284	+13%
of which <b>Germany</b>	73,445	66,201	78,165	73,931	69,723	65,394	84,040	78,689	+7%	153,763	144,083	+7%
<b>NAFTA</b>	100,332	94,874	105,798	114,884	89,827	99,333	100,927	106,241	-5%	190,754	205,574	-7%
of which <b>USA</b>	88,073	84,085	92,938	101,515	77,253	87,714	86,617	90,383	-4%	163,870	178,097	-8%
<b>Asia</b>	163,335	127,744	172,501	129,374	162,691	140,180	165,803	142,228	+17%	328,494	282,408	+16%
of which <b>China</b>	105,675	76,233	116,142	78,026	108,342	87,426	117,134	91,152	+29%	225,476	178,578	+26%
of which <b>locally produced vehicles</b>	72,249	37,779	74,905	43,195	69,832	48,935	73,566	54,099	+36%	143,398	103,034	+39%
<b>Rest of World</b>	53,557	48,159	49,312	55,016	43,793	43,850	53,357	51,286	+4%	97,150	95,136	+2%

## Mercedes-Benz Cars Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Mercedes-Benz Cars</b>	503,853	431,690	526,611	477,897	518,940	458,276	561,189	502,241	+12%	1,080,129	960,517	+12%
<b>Europe</b>	222,565	191,497	229,953	202,978	238,143	209,362	264,310	231,969	+14%	502,453	441,331	+14%
of which <b>Western Europe</b>	196,960	167,219	202,587	175,138	215,147	188,056	234,648	205,098	+14%	449,795	393,154	+14%
of which <b>Germany</b>	76,759	69,642	82,582	75,959	72,806	68,408	88,465	82,240	+8%	161,271	150,648	+7%
<b>NAFTA</b>	99,768	96,800	108,182	112,731	89,801	90,558	103,172	103,226	-0%	192,973	193,784	-0%
of which <b>USA</b>	86,708	85,125	95,215	99,357	77,045	79,708	88,338	88,917	-1%	165,383	168,625	-2%
<b>Asia</b>	155,065	120,129	164,260	132,618	168,608	135,039	170,253	141,702	+20%	338,861	276,741	+22%
of which <b>China</b>	102,875	72,069	110,207	82,206	110,870	82,618	118,267	90,935	+30%	229,137	173,553	+32%
of which <b>locally produced vehicles</b>	68,212	34,577	72,407	43,712	72,327	47,097	78,538	52,424	+50%	150,865	99,521	+52%
<b>Rest of World</b>	26,455	23,264	24,216	29,570	22,388	23,317	23,454	25,344	-7%	45,842	48,661	-6%
<b>V-Class</b> (included in MBC retail sales)	7,336	6,918	8,951	6,838	9,401	6,650	12,879	8,564	+50%	22,280	15,214	+46%



## Mercedes-Benz Cars Market Shares\*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change in % pts.	2016	2015	Change in % pts.
<b>Western Europe</b>	6.0	5.5	6.5	5.7	6.1	5.8	6.3	5.8	+0.5	6.2	5.8	+0.4
of which <b>Germany</b>	10.1	9.5	10.4	9.9	9.8	9.9	10.4	10.1	+0.3	10.1	10.0	+0.1
<b>USA</b>	1.9	2.0	2.2	2.5	1.9	2.0	1.9	1.9	0.0	1.9	2.0	-0.1
<b>China</b>	2.4	1.5	2.0	1.5	2.0	1.7	2.3	1.9	+0.4	2.1	1.8	+0.3
<b>Japan</b>	1.7	1.5	1.8	1.4	1.5	1.4	1.7	1.5	+0.2	1.6	1.5	+0.1

\* Based on estimates in certain markets.

## Daimler Trucks Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Incoming orders</b> (units)	106,378	118,966	118,255	172,863	98,583	134,148	93,880	123,539	-24%	192,463	257,687	-25%
<b>Unit sales</b> (units)	128,496	125,556	136,445	135,517	105,664	112,424	108,282	125,113	-13%	213,946	237,537	-10%
<b>Retail sales</b> (units)	123,651	119,409	137,901	146,002	105,152	104,783	112,684	121,927	-8%	217,836	226,710	-4%
<b>Production</b> (units)	129,890	124,366	127,565	123,599	111,909	122,236	110,501	126,972	-13%	222,410	249,208	-11%
<b>Revenue</b> (millions of EUR)	9,650	8,463	10,073	8,839	8,204	8,414	8,666	9,441	-8%	16,870	17,855	-6%
<b>EBIT</b> (millions of EUR)	791	588	631	494	516	472	621	682	-9%	1,137	1,154	-1%
<b>Return on sales</b> (%)	8.2%	6.9%	6.3%	5.6%	6.3%	5.6%	7.2%	7.2%	.	6.7%	6.5%	.

## Daimler Trucks Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Daimler Trucks</b>	128,496	125,556	136,445	135,517	105,664	112,424	108,282	125,113	-13%	213,946	237,537	-10%
<b>EU30*</b>	19,938	17,264	24,793	20,583	15,469	13,656	20,381	18,028	+13%	35,850	31,684	+13%
of which <b>Germany</b>	8,011	6,947	11,403	8,459	5,515	5,042	8,335	7,555	+10%	13,850	12,597	+10%
<b>NAFTA</b>	52,185	43,868	49,503	41,917	40,428	40,844	40,643	49,388	-18%	81,071	90,232	-10%
of which <b>USA</b>	45,613	39,125	41,743	36,099	35,975	35,735	34,163	43,703	-22%	70,138	79,438	-12%
<b>Latin America</b> (excl. Mexico)	7,831	12,528	6,895	12,468	5,966	7,236	6,779	8,549	-21%	12,745	15,785	-19%
<b>Asia</b>	36,081	38,582	38,920	45,163	35,419	37,277	30,385	35,416	-14%	65,804	72,693	-9%
of which <b>Japan</b>	11,706	10,679	11,157	10,787	12,370	12,299	11,025	10,400	+6%	23,395	22,699	+3%
<b>Indonesia</b>	5,416	10,427	7,216	14,170	7,391	9,997	5,642	9,468	-40%	13,033	19,465	-33%
<b>India</b>	3,566	3,026	3,802	2,372	4,037	3,607	3,906	3,043	+28%	7,943	6,650	+19%
<b>Rest of World</b>	12,461	13,314	16,334	15,386	8,382	13,411	10,094	13,732	-26%	18,476	27,143	-32%
<b>BFDA - Beijing Foton Daimler</b> Automotive Co. Ltd. (Auman Trucks)	14,292	18,051	20,067	23,294	17,139	15,902	21,259	18,929	+12%	38,398	34,831	+10%
<b>Daimler Trucks including BFDA</b>	142,788	143,607	156,512	158,811	122,803	128,326	129,541	144,042	-10%	252,344	272,368	-7%

\* European Union, Switzerland and Norway.

## Daimler Trucks Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Daimler Trucks</b>	123,651	119,409	137,901	146,002	105,152	104,783	112,684	121,927	-8%	217,836	226,710	-4%
<b>EU30*</b>	19,478	15,962	24,443	20,609	14,939	13,782	20,315	18,050	+13%	35,254	31,832	+11%
of which <b>Germany</b>	8,011	6,947	11,403	8,459	5,515	5,042	8,335	7,555	+10%	13,850	12,597	+10%
<b>NAFTA</b>	47,409	41,049	49,671	44,119	40,561	38,215	43,537	46,241	-6%	84,098	84,456	-0%
of which <b>USA</b>	41,551	36,574	42,229	38,021	35,762	33,769	36,739	40,694	-10%	72,501	74,463	-3%
<b>Latin America</b> (excl. Mexico)	8,501	12,697	7,378	13,770	6,162	5,717	7,206	9,360	-23%	13,368	15,077	-11%
<b>Asia</b>	36,143	36,899	41,057	51,211	35,191	33,248	30,731	35,164	-13%	65,922	68,412	-4%
of which <b>Japan</b>	11,806	10,639	11,194	10,887	12,390	12,397	10,872	10,084	+8%	23,262	22,481	+3%
<b>Indonesia</b>	5,004	9,473	12,561	21,843	7,287	7,527	6,727	8,826	-24%	14,014	16,353	-14%
<b>India</b>	3,625	2,880	3,864	2,444	3,690	3,376	3,663	3,164	+16%	7,353	6,540	+12%
<b>Rest of World</b>	12,120	12,802	15,352	16,293	8,299	13,821	10,895	13,112	-17%	19,194	26,933	-29%

\* European Union, Switzerland and Norway.

## Daimler Trucks Incoming Orders

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Daimler Trucks</b>	106,378	118,966	118,255	172,863	98,583	134,148	93,880	123,539	-24%	192,463	257,687	-25%
<b>EU30*</b>	17,098	15,740	19,517	17,242	20,736	20,191	19,868	21,220	-6%	40,604	41,411	-2%
of which <b>Germany</b>	7,172	5,770	7,601	6,450	8,994	8,206	7,291	7,520	-3%	16,285	15,726	+4%
<b>NAFTA</b>	34,437	39,154	41,577	85,340	29,378	52,343	24,948	39,836	-37%	54,326	92,179	-41%
of which <b>USA</b>	28,739	34,057	35,620	75,554	21,134	47,929	19,989	34,822	-43%	41,123	82,751	-50%
<b>Latin America</b> (excl. Mexico)**	6,873	10,594	7,014	13,403	5,731	7,259	6,740	8,063	-16%	12,471	15,322	-19%
<b>Asia</b>	35,458	39,376	35,581	41,295	33,404	36,996	31,547	37,816	-17%	64,951	74,812	-13%
of which <b>Japan</b>	11,829	11,297	11,173	10,140	12,297	11,123	13,147	12,591	+4%	25,444	23,714	+7%
<b>Indonesia</b>	6,369	11,893	6,596	12,862	6,536	10,345	7,260	6,161	+18%	13,796	16,506	-16%
<b>India</b>	3,852	2,574	3,397	3,350	3,715	2,678	3,560	3,640	-2%	7,275	6,318	+15%
<b>Rest of World</b>	12,512	14,102	14,566	15,583	9,334	17,359	10,777	16,604	-35%	20,111	33,963	-41%

\* European Union, Switzerland and Norway.

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

## Daimler Trucks Market Shares\*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change in % pts.	2016	2015	Change in % pts.
<b>Trucks Europe / Latin America</b>												
(Mercedes-Benz)												
<b>EU30**</b> MDT/HDT	22.5	23.7	23.1	23.4	19.0	20.7	20.3	19.7	+0.6	19.9	20.1	-0.2
<b>Germany</b> MDT/HDT	38.7	39.4	41.3	38.1	35.8	33.2	36.9	31.1	+5.8	36.5	31.9	+4.6
<b>Brazil</b> MDT/HDT	28.8	27.1	27.4	25.8	28.7	22.9	30.8	26.2	+4.6	30.0	24.9	+5.1
<b>Trucks NAFTA</b>												
(Freightliner/Western Star)												
<b>NAFTA</b> Class 8	38.5	35.9	41.6	36.6	44.4	41.5	43.2	35.9	+7.3	43.6	37.9	+5.7
<b>NAFTA</b> Class 6-7	37.3	40.0	40.3	38.3	41.9	41.1	36.4	40.9	-4.5	38.5	41.0	-2.5
<b>Trucks Asia</b>												
(FUSO)												
<b>Japan</b> Trucks Total	22.4	21.4	20.6	18.6	19.4	18.5	20.9	21.0	-0.1	20.4	20.1	+0.3
<b>Indonesia</b> Trucks Total	49.5	47.7	46.9	48.2	47.6	48.0	46.5	48.2	-1.7	46.9	48.1	-1.2
(BharatBenz)												
<b>India</b> upper MDT/HDT	7.4	5.6	7.3	7.5	6.6	6.0	7.1	7.9	-0.8	6.9	7.1	-0.2

\* Based on estimates in certain markets.

\*\* European Union, Switzerland and Norway.

## Mercedes-Benz Vans Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Unit sales</b> (units)	75,732	72,207	99,869	85,259	76,647	63,805	99,583	81,611	+22%	176,230	145,416	+21%
<b>Retail sales</b> (units)	69,691	66,485	86,814	77,424	66,387	57,582	82,572	73,652	+12%	148,959	131,234	+14%
<b>Production</b> (units)	77,425	73,140	89,475	70,442	89,741	74,722	103,688	86,507	+20%	193,429	161,229	+20%
<b>Revenue</b> (millions of EUR)	2,752	2,515	3,477	2,747	2,815	2,415	3,441	2,829	+22%	6,256	5,244	+19%
<b>EBIT</b> (millions of EUR)	193	176	238	141	301	215	401	234	+71%	702	449	+56%
<b>Return on sales</b> (%)	7.0%	7.0%	6.8%	5.1%	10.7%	8.9%	11.7%	8.3%	.	11.2%	8.6%	.
<b>V-Class retail sales</b> (excluded in MB Vans retail sales)	7,336	6,918	8,951	6,838	9,401	6,650	12,879	8,564	+50%	22,280	15,214	+46%

## Mercedes-Benz Vans Unit Sales

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Wholesales</b> (in units)	75,732	72,207	99,869	85,259	76,647	63,805	99,583	81,611	+22%	176,230	145,416	+21%
<b>Western Europe</b>	48,114	47,116	64,371	54,267	50,283	41,720	64,771	54,254	+19%	115,054	95,974	+20%
of which <b>Germany</b>	19,549	20,707	28,280	22,008	19,213	18,001	26,830	22,550	+19%	46,043	40,551	+14%
<b>Eastern Europe</b>	8,488	7,006	8,846	11,346	7,290	6,982	9,675	7,847	+23%	16,965	14,829	+14%
<b>NAFTA</b>	9,235	7,852	13,407	8,632	10,249	7,540	11,635	10,337	+13%	21,884	17,877	+22%
of which <b>USA</b>	7,369	6,531	10,755	7,093	8,068	6,212	8,837	8,040	+10%	16,905	14,252	+19%
<b>Latin America</b> (excl. Mexico)	3,478	3,574	4,836	4,812	2,480	3,658	3,045	3,778	-19%	5,525	7,436	-26%
<b>Asia</b>	2,689	4,252	4,719	4,034	3,118	1,622	6,441	2,751	+134%	9,559	4,373	+119%
of which <b>China</b>	1,704	3,208	2,673	3,057	1,488	892	4,230	1,909	+122%	5,718	2,801	+104%
<b>Rest of World</b>	3,728	2,407	3,690	2,168	3,227	2,283	4,016	2,644	+52%	7,243	4,927	+47%



## Mercedes-Benz Vans Retail Sales and Market Shares

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Retail sales</b> (in units)	69,691	66,485	86,814	77,424	66,387	57,582	82,572	73,652	+12%	148,959	131,234	+14%
<b>Western Europe</b>	43,510	42,652	56,101	47,644	42,646	36,917	54,414	48,010	+13%	97,060	84,927	+14%
of which <b>Germany</b>	16,338	17,574	24,236	18,922	15,461	14,809	22,181	18,733	+18%	37,642	33,542	+12%
<b>Eastern Europe</b>	8,233	6,458	8,544	11,438	6,090	5,590	7,584	6,681	+14%	13,674	12,271	+11%
<b>NAFTA</b>	8,856	7,898	11,817	9,317	9,267	6,902	11,333	9,933	+14%	20,600	16,835	+22%
of which <b>USA</b>	6,740	6,302	9,615	7,960	7,240	5,559	8,522	7,975	+7%	15,762	13,534	+16%
<b>Latin America</b> (excl. Mexico)	3,709	3,832	4,240	4,309	3,111	3,902	3,275	3,758	-13%	6,386	7,660	-17%
<b>Asia</b>	2,435	3,270	2,575	2,492	2,329	1,920	2,681	2,511	+7%	5,010	4,431	+13%
of which <b>China</b>	1,674	2,404	1,697	1,809	1,546	1,121	1,754	1,622	+8%	3,300	2,743	+20%
<b>Rest of World</b>	2,948	2,375	3,537	2,224	2,944	2,351	3,285	2,759	+19%	6,229	5,110	+22%
<b>V-Class</b> (excluded in MB Vans retail sales)	7,336	6,918	8,951	6,838	9,401	6,650	12,879	8,564	+50%	22,280	15,214	+46%
<b>Market shares*</b> (in percent)												
<b>Western Europe**</b> small	3.2	3.4	3.7	3.4	3.1	2.7	2.9	3.0	-0.1 pts.	3.0	2.9	+0.1 pts.
<b>Western Europe**</b> midsize/large	19.2	19.1	19.8	18.3	18.5	16.8	18.7	17.9	+0.8 pts.	18.6	17.4	+1.2 pts.
<b>Germany</b> midsize/large	27.7	27.2	29.5	26.6	27.2	25.3	27.2	25.6	+1.6 pts.	27.2	25.4	+1.8 pts.
<b>USA</b> large	8.7	9.0	9.2	11.3	6.9	8.2	7.0	8.6	-1.6 pts.	6.9	8.5	-1.6 pts.

\* Based on estimates in certain markets.

\*\* Excluding United Kingdom.

## Daimler Buses Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Unit sales*</b> (units)	7,438	8,619	7,625	9,771	4,818	5,677	6,958	7,341	-5%	11,776	13,018	-10%
<b>Production</b> (units)	7,070	8,034	6,292	6,860	5,576	7,758	6,600	7,972	-17%	12,176	15,730	-23%
<b>Revenue</b> (millions of EUR)	1,018	1,034	1,181	1,277	830	877	1,122	1,037	+8%	1,952	1,914	+2%
<b>EBIT</b> (millions of EUR)	89	64	34	30	39	34	88	57	+54%	127	91	+40%
<b>Return on sales</b> (%)	8.7%	6.2%	2.9%	2.3%	4.7%	3.9%	7.8%	5.5%	.	6.5%	4.8%	.

\* 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		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>Wholesales*</b> (in units)	7,438	8,619	7,625	9,771	4,818	5,677	6,958	7,341	-5%	11,776	13,018	-10%
<b>Western Europe</b>	1,835	1,857	2,904	2,908	1,358	1,249	2,027	1,769	+15%	3,385	3,018	+12%
of which <b>Germany</b>	535	493	1,240	1,111	482	321	726	691	+5%	1,208	1,012	+19%
<b>Eastern Europe</b>	323	271	535	448	387	443	521	590	-12%	908	1,033	-12%
<b>NAFTA</b>	1,236	932	1,221	1,005	549	581	628	951	-34%	1,177	1,532	-23%
of which <b>Mexico</b>	1,226	917	1,216	993	542	577	614	945	-35%	1,156	1,522	-24%
<b>Latin America</b> (excl. Mexico)	3,471	4,692	2,199	4,640	2,156	2,932	2,988	3,307	-10%	5,144	6,239	-18%
of which <b>Brazil</b>	1,929	3,295	1,179	3,336	1,460	2,207	1,796	1,901	-6%	3,256	4,108	-21%
<b>Asia</b>	251	420	399	300	183	138	521	242	+115%	704	380	+85%
<b>Rest of World</b>	322	447	367	470	185	334	273	482	-43%	458	816	-44%
<b>Market shares**</b> (in percent)												
<b>Western Europe</b> heavy	32.3	33.2	28.8	32.7	33.5	31.7	30.4	34.1	-3.7 pts.	31.9	33.3	-1.4 pts.
<b>Germany</b> heavy	51.6	61.0	48.2	47.9	54.1	37.4	53.4	55.8	-2.4 pts.	54.3	48.8	+5.5 pts.
<b>Brazil</b> heavy	53.7	49.7	47.4	56.7	55.1	51.1	59.2	55.8	+3.4 pts.	57.3	52.9	+4.4 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		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
<b>New business</b>	14,589	12,406	15,310	14,153	13,707	13,227	15,415	14,765	+4%	29,122	27,992	+4%
<b>Contract volume</b> (end of period)	110,956	93,721	116,727	98,967	115,704	108,728	120,319	110,593	+9%	120,319	110,593	+9%
<b>Revenue</b>	4,702	3,998	4,942	4,356	4,862	4,549	5,014	4,769	+5%	9,876	9,318	+6%
<b>EBIT</b>	378	355	387	299	432	409	479	445	+8%	911	854	+7%
<b>Return on equity</b> (%)	16.6%	19.4%	16.0%	15.8%	17.4%	20.4%	19.3%	20.7%	.	18.4%	20.5%	.