

# DAIMLER

Fact Sheet for Q3 and January-September 2015

October 22, 2015

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## Stock Market Information

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Earnings per share (in EUR)</b>												
basic	1.02	1.53	1.83	0.96	2.12	1.97	2.23	2.56	-13%	6.19	5.48	+13%
diluted	1.02	1.53	1.83	0.96	2.12	1.97	2.23	2.56	-13%	6.19	5.48	+13%
<b>Average number of shares outstanding (in millions)</b> (adjusted for treasury stocks)												
basic	1,069.8	1,069.7	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)	68.97	62.90	89.73	68.59	81.64	68.40	64.85	60.73	+7%			
<b>Market capitalization Frankfurt</b> (at period end, in billions of EUR)	73.79	67.29	96.00	73.38	87.34	73.18	69.38	64.97	+7%			

## Key Figures and Ratios

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Unit Sales</b> (in units)	713,906	651,326	641,614	565,799	714,759	628,857	720,016	637,423	+13%	2,076,389	1,832,079	+13%
<b>Revenue</b>	35,749	32,089	34,236	29,457	37,527	31,544	37,276	33,122	+13%	109,039	94,123	+16%
<b>EBIT</b>	2,138	2,425	2,906	1,787	3,718	3,095	3,661	3,732	-2%	10,285	8,614	+19%
<b>Net profit (loss), Group</b>	1,187	1,676	2,050	1,086	2,372	2,196	2,415	2,821	-14%	6,837	6,103	+12%
<b>Profit (loss) attributable to shareholders of Daimler AG</b>	1,096	1,636	1,963	1,027	2,269	2,104	2,385	2,735	-13%	6,617	5,866	+13%
<b>Depreciation and amortization</b> (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,326	1,113	1,367	1,218	1,286	1,228	1,323	1,227	+8%	3,976	3,673	+8%
<b>R&amp;D expenditure total</b>	1,599	1,441	1,526	1,351	1,621	1,316	1,596	1,414	+13%	4,743	4,081	+16%
Expensed R&D costs*	1,254	1,126	1,126	1,076	1,189	1,073	1,132	1,129	+0%	3,447	3,278	+5%
Capitalized development costs	345	315	400	275	432	243	464	285	+63%	1,296	803	+61%
<b>Amortization on capitalized development costs</b>	302	302	300	311	311	306	310	293	+6%	921	910	+1%
<b>Capital expenditure total</b>	2,076	2,909	1,599	1,499	1,827	1,350	1,820	1,565	+16%	5,246	4,414	+19%
Investment in pp&e	1,587	1,754	1,027	1,043	1,045	1,045	1,139	1,169	-3%	3,211	3,257	-1%
Capitalized development costs	345	315	400	275	432	243	464	285	+63%	1,296	803	+61%
Financial investments and other intangible assets	144	840	172	181	350	62	217	111	+95%	739	354	+109%

\* 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)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Net liquidity at the beginning of the period</b>	17,875	12,577	16,953	13,834	20,522	14,474	18,435	12,696	+45%	16,953	13,834	+23%
Free cash flow	-1,343	963	2,292	694	1,073	753	1,463	5,375	-73%	4,828	6,822	-29%
thereof: working capital*	-1,268	36	-434	-177	-859	-549	-1,224	-325	.	-2,517	-1,051	.
Other	421	294	1,277	-54	-3,160	-2,531	-371	-196	.	-2,254	-2,781	.
thereof: dividends Daimler AG	0	0	0	0	-2,621	-2,407	0	0	.	-2,621	-2,407	.
<b>Net liquidity at the end of the period</b>	16,953	13,834	20,522	14,474	18,435	12,696	19,527	17,875	+9%	19,527	17,875	+9%

\* Inventories, trade receivables and trade payables

## Liquidity

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	Q3 2015	2014	Change
<b>Group liquidity</b>												
Cash and cash equivalents	9,667	11,053	12,219	11,819	9,843	10,794	12,057	12,610	-4%	12,057	9,667	+25%
Marketable securities and term deposits	6,634	7,066	6,751	6,474	6,269	6,115	6,391	6,840	-7%	6,391	6,634	-4%
<b>Gross liquidity</b>	16,301	18,119	18,970	18,293	16,112	16,909	18,448	19,450	-5%	18,448	16,301	+13%
Financing liabilities (nominal)	-86,419	-77,741	-93,412	-77,691	-94,223	-81,164	-95,055	-83,401	.	-95,055	-86,419	.
<b>Net debt</b>	-70,118	-59,622	-74,442	-59,398	-78,111	-64,255	-76,607	-63,951	.	-76,607	-70,118	.
<b>Liquidity of the industrial business</b>												
Cash and cash equivalents	8,341	9,845	11,095	10,925	8,822	9,487	10,742	11,659	-8%	10,742	8,341	+29%
Marketable securities and term deposits	5,156	5,303	5,316	4,811	5,015	4,597	5,131	5,357	-4%	5,131	5,156	-0%
<b>Gross liquidity</b>	13,497	15,148	16,411	15,736	13,837	14,084	15,873	17,016	-7%	15,873	13,497	+18%
Financing liabilities (nominal)	3,456	-1,314	4,111	-1,262	4,598	-1,388	3,654	859	+325%	3,654	3,456	+6%
<b>Net liquidity</b>	16,953	13,834	20,522	14,474	18,435	12,696	19,527	17,875	+9%	19,527	16,953	+15%

## Pension and Health-Care Benefits

(in billions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	Q3 2015	2014	Change
<b>Pension benefits</b>												
Benefit obligations	-30.1	-23.2	-33.0	-24.7	-28.2	-25.8	-28.9	-27.5	.	-28.9	-30.1	.
Plan assets	18.6	14.6	19.5	14.8	18.9	15.2	18.1	15.4	+18%	18.1	18.6	-3%
Funded status	-11.5	-8.6	-13.5	-9.9	-9.3	-10.6	-10.8	-12.1	.	-10.8	-11.5	.
<b>Health-care benefits</b>												
Benefit obligations	-1.2	-1.2	-1.2	-1.3	-1.2	-1.0	-1.1	-1.1	.	-1.1	-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	0.1	0.1	0.1	0.1	0.1	0%	0.1	0.1	0%
Funded status	-1.1	-1.1	-1.1	-1.2	-1.1	-0.9	-1.0	-1.0	.	-1.0	-1.1	.

## Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>	483,359	423,895	459,708	389,476	500,694	418,685	508,350	431,041	+18%	1,468,752	1,239,202	+19%
<b>Daimler Trucks</b>	135,517	134,550	112,424	108,529	125,113	126,066	128,496	125,556	+2%	366,033	360,151	+2%
<b>Mercedes-Benz Vans</b>	85,259	82,771	63,805	61,119	81,611	76,009	75,732	72,207	+5%	221,148	209,335	+6%
<b>Daimler Buses</b>	9,771	10,110	5,677	6,675	7,341	8,097	7,438	8,619	-14%	20,456	23,391	-13%
<b>Daimler Group</b>	713,906	651,326	641,614	565,799	714,759	628,857	720,016	637,423	+13%	2,076,389	1,832,079	+13%



## Production Volume

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>	480,759	410,674	494,970	407,458	503,950	406,639	540,200	459,259	+18%	1,539,120	1,273,356	+21%
<b>Daimler Trucks</b>	123,599	123,440	122,236	122,094	126,972	127,651	129,890	124,366	+4%	379,098	374,111	+1%
<b>Mercedes-Benz Vans</b>	70,442	71,852	74,722	73,939	86,507	81,487	77,425	73,140	+6%	238,654	228,566	+4%
<b>Daimler Buses</b>	6,860	8,352	7,758	7,736	7,972	8,855	7,070	8,034	-12%	22,800	24,625	-7%
<b>Daimler Group</b>	681,660	614,318	699,686	611,227	725,401	624,632	754,585	664,799	+14%	2,179,672	1,900,658	+15%

## Revenue

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>	20,132	17,352	19,509	17,004	21,136	17,771	20,707	18,677	+11%	61,352	53,452	+15%
<b>Daimler Trucks</b>	8,839	8,502	8,414	7,121	9,441	7,966	9,650	8,463	+14%	27,505	23,550	+17%
<b>Mercedes-Benz Vans</b>	2,747	2,696	2,415	2,212	2,829	2,494	2,752	2,515	+9%	7,996	7,221	+11%
<b>Daimler Buses</b>	1,277	1,293	877	859	1,037	1,048	1,018	1,034	-2%	2,932	2,941	-0%
<b>Daimler Financial Services</b>	4,356	3,740	4,549	3,809	4,769	3,828	4,702	3,998	+18%	14,020	11,635	+20%
<b>Reconciliation</b>	-1,602	-1,494	-1,528	-1,548	-1,685	-1,563	-1,553	-1,565	.	-4,766	-4,676	.
<b>Daimler Group</b>	35,749	32,089	34,236	29,457	37,527	31,544	37,276	33,122	+13%	109,039	94,123	+16%

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

(EBIT in millions of EUR, RoS in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>												
EBIT	1,677	1,305	1,841	1,183	2,227	1,409	2,183	1,584	+38%	6,251	4,176	+50%
RoS	8.3%	7.5%	9.4%	7.0%	10.5%	7.9%	10.5%	8.5%	.	10.2%	7.8%	.
<b>Daimler Trucks</b>												
EBIT	494	565	472	341	682	455	791	588	+35%	1,945	1,384	+41%
RoS	5.6%	6.6%	5.6%	4.8%	7.2%	5.7%	8.2%	6.9%	.	7.1%	5.9%	.
<b>Mercedes-Benz Vans</b>												
EBIT	141	194	215	123	234	242	193	176	+10%	642	541	+19%
RoS	5.1%	7.2%	8.9%	5.6%	8.3%	9.7%	7.0%	7.0%	.	8.0%	7.5%	.
<b>Daimler Buses</b>												
EBIT	30	69	34	53	57	50	89	64	+39%	180	167	+8%
RoS	2.3%	5.3%	3.9%	6.2%	5.5%	4.8%	8.7%	6.2%	.	6.1%	5.7%	.
<b>Daimler Financial Services</b>												
EBIT	299	313	409	397	445	336	378	355	+6%	1,232	1,088	+13%
Return on equity (RoE)	15.8%	18.8%	20.4%	23.7%	20.7%	19.2%	16.6%	19.4%	.	19.1%	20.7%	.
<b>Reconciliation</b>												
	-503	-21	-65	-310	73	603	27	965	-97%	35	1,258	-97%
<b>Daimler Group</b>												
	2,138	2,425	2,906	1,787	3,718	3,095	3,661	3,732	-2%	10,285	8,614	+19%

## EBIT and RoS from Ongoing Business

(EBIT in millions of EUR, RoS in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>												
EBIT	1,758	1,385	1,794	1,183	2,234	1,409	2,161	1,614	+34%	6,189	4,206	+47%
RoS	8.7%	8.0%	9.2%	7.0%	10.6%	7.9%	10.4%	8.6%	.	10.1%	7.9%	.
<b>Daimler Trucks</b>												
EBIT	583	578	536	346	717	526	805	618	+30%	2,058	1,490	+38%
RoS	6.6%	6.8%	6.4%	4.9%	7.6%	6.6%	8.3%	7.3%	.	7.5%	6.3%	.
<b>Mercedes-Benz Vans</b>												
EBIT	158	194	221	123	238	181	196	176	+11%	655	480	+36%
RoS	5.8%	7.2%	9.2%	5.6%	8.4%	7.3%	7.1%	7.0%	.	8.2%	6.6%	.
<b>Daimler Buses</b>												
EBIT	35	82	35	54	57	58	90	64	+41%	182	176	+3%
RoS	2.7%	6.3%	4.0%	6.3%	5.5%	5.5%	8.8%	6.2%	.	6.2%	6.0%	.
<b>Daimler Financial Services</b>												
EBIT	299	313	409	397	445	336	378	355	+6%	1,232	1,088	+13%
Return on equity (RoE)	15.8%	18.8%	20.4%	23.7%	20.7%	19.2%	16.6%	19.4%	.	19.1%	20.7%	.
<b>Reconciliation</b>												
	-9	11	-65	-31	73	-47	27	-40	.	35	-118	.
<b>Daimler Group</b>												
	2,824	2,563	2,930	2,072	3,764	2,463	3,657	2,787	+31%	10,351	7,322	+41%

## Special Items affecting EBIT

		4th Quarter		1st Quarter		2nd Quarter		3rd Quarter		January - September	
		2014	2013	2015	2014	2015	2014	2015	2014	2015	2014
(in millions of EUR)											
Mercedes-Benz Cars	Impairment of investments in the area of alternative drive systems	-	-80	-	-	-	-	-	-30	-	-30
	Restructuring of own dealer network*	-81	-	-20	-	-16	-	21	-	-15	-
	Relocation of headquarters of MBUSA	-	-	-20	-	9	-	1	-	-10	-
	Sale of real estate in the United States	-	-	87	-	-	-	-	-	87	-
Daimler Trucks	Workforce adjustments**	-43	-13	-5	-5	-20	-71	-10	-30	-35	-106
	Impairment of investment in Kamaz	-30	-	-	-	-	-	-	-	-	-
	Restructuring of own dealer network*	-16	-	-4	-	-15	-	-4	-	-23	-
	Sale of Atlantis Foundries	-	-	-55	-	-	-	-	-	-55	-
Mercedes-Benz Vans	Reversal of impairment of investment in FBAC	-	-	-	-	-	61	-	-	-	61
	Restructuring of own dealer network*	-17	-	-4	-	-4	-	-3	-	-11	-
	Relocation of headquarters of MBUSA	-	-	-2	-	-	-	-	-	-2	-
Daimler Buses	Business repositioning	-3	-13	-	-1	-	-8	-	-	-	-9
	Restructuring of own dealer network*	-2	-	-1	-	-	-	-1	-	-2	-
Reconciliation	Divestiture of EADS shares	-	1	-	-	-	-	-	-	-	-
	Measurement of put option for Rolls-Royce Power Systems Holding	-	-10	-	-118	-	-	-	-	-	-118
	Sale of shares in Rolls-Royce Power Systems Holding	-	-	-	-	-	-	-	1,006	-	1,006
	Hedge of Tesla share price	106	-23	-	-161	-	-68	-	-1	-	-230
	Remeasurement of Tesla shares	-	-	-	-	-	718	-	-	-	718
	EU antitrust proceedings	-600	-	-	-	-	-	-	-	-	-

\* We expect expenses for the restructuring of the sales organization in Germany in a total of up to €400 million in 2015 and 2016.

\*\* Daimler Trucks expects expenses of up to €50 million in 2015.

## Mercedes-Benz Cars Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Unit sales</b> (units)	483,359	423,895	459,708	389,476	500,694	418,685	508,350	431,041	+18%	1,468,752	1,239,202	+19%
<b>Retail sales*</b> (units)	477,825	426,088	458,346	397,708	502,243	432,628	503,853	431,690	+17%	1,464,442	1,262,026	+16%
<b>Production</b> (units)	480,759	410,674	494,970	407,458	503,950	406,639	540,200	459,259	+18%	1,539,120	1,273,356	+21%
<b>Revenue</b> (millions of EUR)	20,132	17,352	19,509	17,004	21,136	17,771	20,707	18,677	+11%	61,352	53,452	+15%
<b>EBIT</b> (millions of EUR)	1,677	1,305	1,841	1,183	2,227	1,409	2,183	1,584	+38%	6,251	4,176	+50%
<b>Return on sales</b> (%)	8.3%	7.5%	9.4%	7.0%	10.5%	7.9%	10.5%	8.5%	.	10.2%	7.8%	.

\* Including vehicles of the V-Class segment as of Q1 2014 (Q1 2014: 5,324 units; Q2 2014: 5,870 units; Q3 2014: 6,918 units; Q4 2014: 6,838 units; Q1 2015: 6,650 units; Q2 2015: 8,564 units; Q3 2015: 7,336 units).

## Mercedes-Benz Cars Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>	483,359	423,895	459,708	389,476	500,694	418,685	508,350	431,041	+18%	1,468,752	1,239,202	+19%
<b>Western Europe</b>	184,085	160,786	176,345	152,329	200,939	171,900	191,126	160,264	+19%	568,410	484,493	+17%
of which <b>Germany</b>	73,931	69,082	65,394	59,106	78,689	73,221	73,445	66,201	+11%	217,528	198,528	+10%
<b>NAFTA</b>	114,884	104,978	99,333	86,351	106,241	94,608	100,332	94,874	+6%	305,906	275,833	+11%
of which <b>USA</b>	101,515	93,927	87,714	76,851	90,383	81,914	88,073	84,085	+5%	266,170	242,850	+10%
<b>Asia</b>	129,374	109,775	140,180	114,188	142,228	104,327	163,335	127,744	+28%	445,743	346,259	+29%
of which <b>China</b>	78,026	67,464	87,426	70,343	91,152	68,061	105,675	76,233	+39%	284,253	214,637	+32%
<b>Rest of World</b>	55,016	48,356	43,850	36,608	51,286	47,850	53,557	48,159	+11%	148,693	132,617	+12%

## Mercedes-Benz Cars Retail Sales\*

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Mercedes-Benz Cars</b>	477,825	426,088	458,346	397,708	502,243	432,628	503,853	431,690	+17%	1,464,442	1,262,026	+16%
<b>Western Europe</b>	175,138	158,154	188,056	158,488	205,098	180,158	196,960	167,219	+18%	590,114	505,865	+17%
of which <b>Germany</b>	75,959	71,743	68,408	61,556	82,240	75,190	76,759	69,642	+10%	227,407	206,388	+10%
<b>NAFTA</b>	112,659	111,554	90,628	84,901	103,228	93,302	99,768	96,800	+3%	293,624	275,003	+7%
of which <b>USA</b>	99,285	99,756	79,778	74,820	88,919	81,393	86,708	85,125	+2%	255,405	241,338	+6%
<b>Asia</b>	132,618	108,622	135,039	117,142	141,702	111,666	155,065	120,129	+29%	431,806	348,937	+24%
of which <b>China</b>	82,206	66,725	82,618	71,661	90,935	73,480	102,875	72,069	+43%	276,428	217,210	+27%
<b>Rest of World</b>	57,410	47,758	44,623	37,177	52,215	47,502	52,060	47,542	+10%	148,898	132,221	+13%

\* Including vehicles of the V-Class segment as of Q1 2014 (Q1 2014: 5,324 units; Q2 2014: 5,870 units; Q3 2014: 6,918 units; Q4 2014: 6,838 units; Q1 2015: 6,650 units; Q2 2015: 8,564 units; Q3 2015: 7,336 units).



## Mercedes-Benz Cars Market Shares\*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change in % pts.	2015	2014	Change in % pts.
<b>Western Europe</b>	5.7	5.6	5.8	5.3	5.8	5.4	6.0	5.5	+0.5	5.9	5.4	+0.5
of which <b>Germany</b>	9.9	9.7	9.9	9.8	10.1	9.6	10.1	9.5	+0.6	10.0	9.6	+0.4
<b>USA</b>	2.5	2.6	2.0	2.0	1.9	1.8	1.9	2.0	-0.1	2.0	1.9	+0.1
<b>China</b>	1.5	1.5	1.7	1.5	1.9	1.5	2.4	1.5	+0.9	2.0	1.5	+0.5
<b>Japan</b>	1.4	1.4	1.4	1.1	1.5	1.0	1.7	1.5	+0.2	1.5	1.2	+0.3

\* Based on estimates in certain markets.

## Daimler Trucks Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Incoming orders</b> (units)	172,863	119,564	134,148	134,014	123,539	124,694	106,378	118,966	-11%	364,065	377,674	-4%
<b>Unit sales</b> (units)	135,517	134,550	112,424	108,529	125,113	126,066	128,496	125,556	+2%	366,033	360,151	+2%
<b>Retail sales</b> (units)	146,002	141,996	104,783	102,098	121,927	123,795	123,651	119,409	+4%	350,361	345,302	+1%
<b>Production</b> (units)	123,599	123,440	122,236	122,094	126,972	127,651	129,890	124,366	+4%	379,098	374,111	+1%
<b>Revenue</b> (millions of EUR)	8,839	8,502	8,414	7,121	9,441	7,966	9,650	8,463	+14%	27,505	23,550	+17%
<b>EBIT</b> (millions of EUR)	494	565	472	341	682	455	791	588	+35%	1,945	1,384	+41%
<b>Return on sales</b> (%)	5.6%	6.6%	5.6%	4.8%	7.2%	5.7%	8.2%	6.9%	.	7.1%	5.9%	.

## Daimler Trucks Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Daimler Trucks</b>	135,517	134,550	112,424	108,529	125,113	126,066	128,496	125,556	+2%	366,033	360,151	+2%
<b>Western Europe</b>	17,718	22,968	11,453	11,632	15,234	13,241	16,614	14,822	+12%	43,301	39,695	+9%
of which <b>Germany</b>	8,459	11,796	5,042	6,503	7,555	7,129	8,011	6,947	+15%	20,608	20,579	+0%
<b>NAFTA</b>	41,917	34,508	40,844	34,558	49,388	41,142	52,185	43,868	+19%	142,417	119,568	+19%
of which <b>USA</b>	36,099	30,467	35,735	30,592	43,703	35,803	45,613	39,125	+17%	125,051	105,520	+19%
<b>Latin America</b> (excl. Mexico)	12,468	14,080	7,236	10,151	8,549	11,931	7,831	12,528	-37%	23,616	34,610	-32%
<b>Asia</b>	45,163	44,366	37,277	40,640	35,416	42,838	36,081	38,582	-6%	108,774	122,060	-11%
of which <b>Japan</b>	10,787	10,634	12,299	13,439	10,400	8,946	11,706	10,679	+10%	34,405	33,064	+4%
<b>Indonesia</b>	14,170	14,360	9,997	14,159	9,468	19,521	5,416	10,427	-48%	24,881	44,107	-44%
<b>India</b>	2,372	1,433	3,607	2,203	3,043	2,681	3,566	3,026	+18%	10,216	7,910	+29%
<b>Rest of World</b>	18,251	18,628	15,614	11,548	16,526	16,914	15,785	15,756	+0%	47,925	44,218	+8%
<b>BFDA - Beijing Foton Daimler</b> Automotive Co. Ltd. (Auman Trucks)	23,294	27,939	15,902	26,643	18,929	31,242	14,292	18,051	-21%	49,123	75,936	-35%
<b>Daimler Trucks including BFDA</b>	158,811	162,489	128,326	135,172	144,042	157,308	142,788	143,607	-1%	415,156	436,087	-5%

## Daimler Trucks Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Daimler Trucks</b>	146,002	141,996	104,783	102,098	121,927	123,795	123,651	119,409	+4%	350,361	345,302	+1%
<b>Western Europe</b>	17,712	24,770	11,591	12,131	15,237	13,193	16,290	13,683	+19%	43,118	39,007	+11%
of which <b>Germany</b>	8,459	11,796	5,042	6,503	7,555	7,129	8,011	6,947	+15%	20,608	20,579	+0%
<b>NAFTA</b>	44,119	36,627	38,215	32,476	46,241	39,509	47,409	41,049	+15%	131,865	113,034	+17%
of which <b>USA</b>	38,021	31,974	33,769	29,024	40,694	34,243	41,551	36,574	+14%	116,014	99,841	+16%
<b>Latin America</b> (excl. Mexico)	13,770	15,108	5,717	9,542	9,360	11,744	8,501	12,697	-33%	23,578	33,983	-31%
<b>Asia</b>	51,211	46,733	33,248	36,304	35,164	42,414	36,143	36,899	-2%	104,555	115,617	-10%
of which <b>Japan</b>	10,887	10,500	12,397	13,767	10,084	8,567	11,806	10,639	+11%	34,287	32,973	+4%
<b>Indonesia</b>	21,843	21,044	7,527	11,545	8,826	16,280	5,004	9,473	-47%	21,357	37,298	-43%
<b>India</b>	2,444	1,483	3,376	2,425	3,164	2,653	3,625	2,880	+26%	10,165	7,958	+28%
<b>Rest of World</b>	19,190	18,758	16,012	11,645	15,925	16,935	15,308	15,081	+2%	47,245	43,661	+8%

## Daimler Trucks Incoming Orders

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Daimler Trucks</b>	172,863	119,564	134,148	134,014	123,539	124,694	106,378	118,966	-11%	364,065	377,674	-4%
<b>Western Europe</b>	14,585	9,863	17,254	12,627	16,993	14,388	15,117	13,252	+14%	49,364	40,267	+23%
of which <b>Germany</b>	6,450	5,165	8,206	6,339	7,520	5,901	7,172	5,770	+24%	22,898	18,010	+27%
<b>NAFTA</b>	85,340	42,069	52,343	52,172	39,836	39,899	34,437	39,154	-12%	126,616	131,225	-4%
of which <b>USA</b>	75,554	37,521	47,929	45,199	34,822	34,993	28,739	34,057	-16%	111,490	114,249	-2%
<b>Latin America</b> (excl. Mexico)*	13,403	9,812	7,259	9,803	8,063	12,168	6,873	10,594	-35%	22,195	32,565	-32%
<b>Asia</b>	41,295	43,358	36,996	43,728	37,816	40,178	35,458	39,376	-10%	110,270	123,282	-11%
of which <b>Japan</b>	10,140	11,690	11,123	10,952	12,591	12,008	11,829	11,297	+5%	35,543	34,257	+4%
<b>Indonesia</b>	12,862	19,811	10,345	18,832	6,161	10,569	6,369	11,893	-46%	22,875	41,294	-45%
<b>India</b>	3,350	1,670	2,678	2,813	3,640	2,850	3,852	2,574	+50%	10,170	8,237	+23%
<b>Rest of World</b>	18,240	14,462	20,296	15,684	20,831	18,061	14,493	16,590	-13%	55,620	50,335	+10%

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

## Daimler Trucks Market Shares\*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change in % pts.	2015	2014	Change in % pts.
<b>Trucks Europe / Latin America</b>												
(Mercedes-Benz)												
<b>Western Europe</b> MDT/HDT	23.9	24.6	21.1	22.0	20.0	26.2	22.8	24.7	-1.9	21.3	24.7	-3.4
<b>Germany</b> MDT/HDT	38.1	39.0	33.2	38.1	31.1	43.1	38.7	39.4	-0.7	34.5	40.7	-6.2
<b>Brazil</b> MDT/HDT	25.8	25.5	22.9	23.7	26.2	25.7	28.8	27.1	+1.7	26.3	25.8	+0.5
<b>Trucks NAFTA</b>												
(Freightliner/Western Star)												
<b>NAFTA</b> Class 8	36.6	34.3	41.5	37.7	35.9	33.8	38.5	35.9	+2.6	38.1	35.5	+2.6
<b>NAFTA</b> Class 6-7	38.3	39.6	41.1	45.3	40.9	40.5	37.3	40.0	-2.7	39.4	41.3	-1.9
<b>Trucks Asia</b>												
(FUSO)												
<b>Japan</b> Trucks Total	18.6	20.3	18.5	19.6	21.0	21.4	22.4	21.4	+1.0	20.9	21.0	-0.1
<b>Indonesia</b> Trucks Total	48.2	49.1	48.0	48.4	48.2	45.6	49.5	47.7	+1.8	48.6	47.0	+1.6
(BharatBenz)												
<b>India</b> upper MDT/HDT	7.5	4.8	6.0	5.1	7.9	6.0	7.4	5.6	+1.8	7.2	5.6	+1.6

\* Based on estimates in certain markets.

## Mercedes-Benz Vans Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Unit sales</b> (units)	85,259	82,771	63,805	61,119	81,611	76,009	75,732	72,207	+5%	221,148	209,335	+6%
<b>Retail sales*</b> (units)	77,424	80,163	57,582	53,906	73,652	68,502	69,691	66,485	+5%	200,925	188,893	+6%
<b>Production</b> (units)	70,442	71,852	74,722	73,939	86,507	81,487	77,425	73,140	+6%	238,654	228,566	+4%
<b>Revenue</b> (millions of EUR)	2,747	2,696	2,415	2,212	2,829	2,494	2,752	2,515	+9%	7,996	7,221	+11%
<b>EBIT</b> (millions of EUR)	141	194	215	123	234	242	193	176	+10%	642	541	+19%
<b>Return on sales</b> (%)	5.1%	7.2%	8.9%	5.6%	8.3%	9.7%	7.0%	7.0%	.	8.0%	7.5%	.

\* Excluding vehicles of the V-Class segment as of Q1 2014 (Q1 2014: 5,324 units; Q2 2014: 5,870 units; Q3 2014: 6,918 units; Q4 2014: 6,838 units; Q1 2015: 6,650 units; Q2 2015: 8,564 units; Q3 2015: 7,336 units).

## Mercedes-Benz Vans Unit Sales

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Wholesales</b> (in units)	85,259	82,771	63,805	61,119	81,611	76,009	75,732	72,207	+5%	221,148	209,335	+6%
<b>Western Europe</b>	54,267	54,521	41,720	39,057	54,254	49,579	48,114	47,116	+2%	144,088	135,752	+6%
of which <b>Germany</b>	22,008	23,029	18,001	15,657	22,550	21,526	19,549	20,707	-6%	60,100	57,890	+4%
<b>Eastern Europe</b>	11,346	7,240	6,982	5,994	7,847	6,412	8,488	7,006	+21%	23,317	19,412	+20%
<b>NAFTA</b>	8,632	8,590	7,540	6,320	10,337	8,662	9,235	7,852	+18%	27,112	22,834	+19%
of which <b>USA</b>	7,093	7,172	6,212	5,020	8,040	7,188	7,369	6,531	+13%	21,621	18,739	+15%
<b>Latin America</b> (excl. Mexico)	4,812	5,133	3,658	3,647	3,778	4,030	3,478	3,574	-3%	10,914	11,251	-3%
<b>Asia</b>	4,034	4,696	1,622	3,614	2,751	4,971	2,689	4,252	-37%	7,062	12,837	-45%
of which <b>China</b>	3,057	3,558	892	2,695	1,909	3,877	1,704	3,208	-47%	4,505	9,780	-54%
<b>Rest of World</b>	2,168	2,591	2,283	2,487	2,644	2,355	3,728	2,407	+55%	8,655	7,249	+19%



## Mercedes-Benz Vans Retail Sales and Market Shares

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Retail sales*</b> (in units)	77,424	80,163	57,582	53,906	73,652	68,502	69,691	66,485	+5%	200,925	188,893	+6%
<b>Western Europe</b>	47,644	52,335	36,917	34,503	48,010	44,935	43,510	42,652	+2%	128,437	122,090	+5%
of which <b>Germany</b>	18,922	23,029	14,809	13,305	18,733	19,267	16,338	17,574	-7%	49,880	50,146	-1%
<b>Eastern Europe</b>	11,438	7,604	5,590	4,990	6,681	5,847	8,233	6,458	+27%	20,504	17,295	+19%
<b>NAFTA</b>	9,317	8,121	6,902	5,767	9,933	8,384	8,856	7,898	+12%	25,691	22,049	+17%
of which <b>USA</b>	7,960	6,876	5,559	4,624	7,975	6,859	6,740	6,302	+7%	20,274	17,785	+14%
<b>Latin America</b> (excl. Mexico)	4,309	4,891	3,902	3,979	3,758	4,009	3,709	3,832	-3%	11,369	11,820	-4%
<b>Asia</b>	2,492	4,764	1,920	2,418	2,511	3,124	2,435	3,270	-26%	6,866	8,812	-22%
of which <b>China</b>	1,809	3,578	1,121	1,854	1,622	2,446	1,674	2,404	-30%	4,417	6,704	-34%
<b>Rest of World</b>	2,224	2,448	2,351	2,249	2,759	2,203	2,948	2,375	+24%	8,058	6,827	+18%
<b>Market shares**</b> (in percent)												
<b>Western Europe***</b> small	3.4	3.0	2.7	3.2	3.1	2.9	3.4	3.4	0.0 pts.	3.0	3.1	-0.1 pts.
<b>Western Europe***</b> midsize/large	18.3	19.8	16.8	17.6	17.5	17.8	19.5	19.1	+0.4 pts.	18.0	17.9	+0.1 pts.
<b>Germany</b> midsize/large	26.6	29.5	25.3	26.8	25.7	25.7	27.7	27.2	+0.5 pts.	26.1	25.9	+0.2 pts.
<b>USA</b> large	11.3	9.8	8.2	7.9	8.7	7.7	8.7	9.0	-0.3 pts.	8.5	8.2	+0.3 pts.

\* Excluding vehicles of the V-Class segment as of Q1 2014 (Q1 2014: 5,324 units; Q2 2014: 5,870 units; Q3 2014: 6,918 units; Q4 2014: 6,838 units; Q1 2015: 6,650 units; Q2 2015: 8,564 units; Q3 2015: 7,336 units).

\*\* Based on estimates in certain markets.

\*\*\* Excluding United Kingdom.

## Daimler Buses Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Unit sales*</b> (units)	9,771	10,110	5,677	6,675	7,341	8,097	7,438	8,619	-14%	20,456	23,391	-13%
<b>Production</b> (units)	6,860	8,352	7,758	7,736	7,972	8,855	7,070	8,034	-12%	22,800	24,625	-7%
<b>Revenue</b> (millions of EUR)	1,277	1,293	877	859	1,037	1,048	1,018	1,034	-2%	2,932	2,941	-0%
<b>EBIT</b> (millions of EUR)	30	69	34	53	57	50	89	64	+39%	180	167	+8%
<b>Return on sales</b> (%)	2.3%	5.3%	3.9%	6.2%	5.5%	4.8%	8.7%	6.2%	.	6.1%	5.7%	.

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

## Daimler Buses Unit Sales and Market Shares

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>Wholesales*</b> (in units)	9,771	10,110	5,677	6,675	7,341	8,097	7,438	8,619	-14%	20,456	23,391	-13%
<b>Western Europe</b>	2,908	2,992	1,249	1,086	1,769	1,706	1,835	1,857	-1%	4,853	4,649	+4%
of which <b>Germany</b>	1,111	1,133	321	533	691	728	535	493	+9%	1,547	1,754	-12%
<b>Eastern Europe</b>	448	457	443	405	590	459	323	271	+19%	1,356	1,135	+19%
<b>NAFTA</b>	1,005	1,014	581	739	951	1,012	1,236	932	+33%	2,768	2,683	+3%
of which <b>Mexico</b>	993	983	577	725	945	998	1,226	917	+34%	2,748	2,640	+4%
<b>Latin America</b> (excl. Mexico)	4,640	4,698	2,932	3,992	3,307	4,290	3,471	4,692	-26%	9,710	12,974	-25%
of which <b>Brazil</b>	3,336	3,480	2,207	3,479	1,901	3,464	1,929	3,295	-41%	6,037	10,238	-41%
<b>Asia</b>	300	516	138	86	242	311	251	420	-40%	631	817	-23%
<b>Rest of World</b>	470	433	334	367	482	319	322	447	-28%	1,138	1,133	+0%
<b>Market shares**</b> (in percent)												
<b>Western Europe</b> heavy	32.7	28.1	31.7	39.0	34.1	34.0	32.3	33.2	-0.9 pts.	32.2	34.2	-2.0 pts.
<b>Germany</b> heavy	47.9	47.7	37.4	62.3	55.8	65.1	51.6	61.0	-9.4 pts.	50.1	64.0	-13.9 pts.
<b>Brazil</b> heavy	56.7	50.2	51.1	45.5	55.8	45.7	53.7	49.7	+4.0 pts.	53.7	47.0	+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)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2014	2013	2015	2014	2015	2014	2015	2014	Change	2015	2014	Change
<b>New business</b>	14,153	11,243	13,227	9,838	14,765	11,515	14,589	12,406	+18%	42,581	33,759	+26%
<b>Contract volume</b> (end of period)	98,967	83,539	108,728	84,328	110,593	88,084	110,956	93,721	+18%	110,956	93,721	+18%
<b>Revenue</b>	4,356	3,740	4,549	3,809	4,769	3,828	4,702	3,998	+18%	14,020	11,635	+20%
<b>EBIT</b>	299	313	409	397	445	336	378	355	+6%	1,232	1,088	+13%
<b>Return on equity</b> (%)	15.8%	18.8%	20.4%	23.7%	20.7%	19.2%	16.6%	19.4%	.	19.1%	20.7%	.