

DAIMLER

Fact Sheet for Q3 and January-September 2016

October 21, 2016

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Stock Market Information

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Earnings per share (in EUR)												
basic	1.69	1.02	1.26	1.83	2.27	2.12	2.43	2.23	+9%	5.96	6.19	-4%
diluted	1.69	1.02	1.26	1.83	2.27	2.12	2.43	2.23	+9%	5.96	6.19	-4%
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%	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%
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)	77.58	68.97	67.37	89.73	53.52	81.64	62.71	64.85	-3%			
Market capitalization Frankfurt (at period end, in billions of EUR)	83.00	73.79	72.07	96.00	57.26	87.34	67.09	69.38	-3%			

Key Figures and Ratios

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Unit Sales (in units)	776,625	713,906	683,885	641,614	761,340	714,759	754,130	720,016	+5%	2,199,355	2,076,389	+6%
Revenue	40,428	35,749	35,047	34,236	38,616	37,527	38,597	37,276	+4%	112,260	109,039	+3%
EBIT	2,901	2,138	2,148	2,906	3,258	3,718	4,037	3,661	+10%	9,443	10,285	-8%
Net profit (loss), Group	1,874	1,187	1,400	2,050	2,452	2,372	2,726	2,415	+13%	6,578	6,837	-4%
Profit (loss) attributable to shareholders of Daimler AG	1,807	1,096	1,353	1,963	2,429	2,269	2,595	2,385	+9%	6,377	6,617	-4%
Depreciation and amortization (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,408	1,326	1,335	1,367	1,344	1,286	1,419	1,323	+7%	4,098	3,976	+3%
R&D expenditure total	1,821	1,599	1,724	1,526	1,831	1,621	1,892	1,596	+19%	5,447	4,743	+15%
Expensed R&D costs	1,313	1,254	1,238	1,126	1,263	1,189	1,298	1,132	+15%	3,799	3,447	+10%
Capitalized development costs	508	345	486	400	568	432	594	464	+28%	1,648	1,296	+27%
Amortization on capitalized development costs	324	302	314	300	318	311	318	310	+3%	950	921	+3%
Capital expenditure total	3,313	2,076	1,784	1,599	2,235	1,827	2,273	1,820	+25%	6,292	5,246	+20%
Investment in pp&e	1,864	1,587	1,123	1,027	1,332	1,045	1,427	1,139	+25%	3,882	3,211	+21%
Capitalized development costs	508	345	486	400	568	432	594	464	+28%	1,648	1,296	+27%
Financial investments and other intangible assets	941	144	175	172	335	350	252	217	+16%	762	739	+3%

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Net liquidity												
at the beginning of the period	19,527	17,875	18,580	16,953	18,465	20,522	17,448	18,435	-5%	18,580	16,953	+10%
Free cash flow	-868	-1,343	264	2,292	1,856	1,073	473	1,463	-68%	2,593	4,828	-46%
thereof: working capital*	-162	-1,268	-223	-434	247	-859	-1,197	-1,224	.	-1,173	-2,517	.
Other	-79	421	-379	1,277	-2,873	-3,160	-15	-371	.	-3,267	-2,254	.
thereof: dividends Daimler AG	0	0	0	0	-3,477	-2,621	0	0	.	-3,477	-2,621	.
Net liquidity												
at the end of the period	18,580	16,953	18,465	20,522	17,448	18,435	17,906	19,527	-8%	17,906	19,527	-8%

* Inventories, trade receivables and trade payables.

Liquidity

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	Q3 2016	2015	Change
Group liquidity												
Cash and cash equivalents	9,936	9,667	12,723	12,219	13,988	9,843	14,189	12,057	+18%	14,189	9,936	+43%
Marketable securities and term deposits	8,273	6,634	10,342	6,751	8,952	6,269	9,362	6,391	+46%	9,362	8,273	+13%
Gross liquidity	18,209	16,301	23,065	18,970	22,940	16,112	23,551	18,448	+28%	23,551	18,209	+29%
Financing liabilities (nominal)	-100,559	-86,419	-104,060	-93,412	-109,489	-94,223	-110,880	-95,055	.	-110,880	-100,559	.
Net debt	-82,350	-70,118	-80,995	-74,442	-86,549	-78,111	-87,329	-76,607	.	-87,329	-82,350	.
Liquidity of the industrial business												
Cash and cash equivalents	8,369	8,341	11,156	11,095	12,665	8,822	12,577	10,742	+17%	12,577	8,369	+50%
Marketable securities and term deposits	6,999	5,156	9,078	5,316	7,701	5,015	8,149	5,131	+59%	8,149	6,999	+16%
Gross liquidity	15,368	13,497	20,234	16,411	20,366	13,837	20,726	15,873	+31%	20,726	15,368	+35%
Financing liabilities (nominal)	3,212	3,456	-1,769	4,111	-2,918	4,598	-2,820	3,654	.	-2,820	3,212	.
Net liquidity	18,580	16,953	18,465	20,522	17,448	18,435	17,906	19,527	-8%	17,906	18,580	-4%

Pension and Health-Care Benefits

(in billions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	Q3 2016	2015	Change
Pension benefits												
Benefit obligations	-27.6	-30.1	-30.2	-33.0	-32.3	-28.2	-33.6	-28.9	.	-33.6	-27.6	.
Plan assets	20.2	18.6	20.0	19.5	22.1	18.9	22.7	18.1	+25%	22.7	20.2	+12%
Funded status	-7.4	-11.5	-10.2	-13.5	-10.2	-9.3	-10.9	-10.8	.	-10.9	-7.4	.
Health-care benefits												
Benefit obligations	-1.1	-1.2	-1.1	-1.2	-1.1	-1.2	-1.2	-1.1	.	-1.2	-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	0.0	0.1	0.0	0.1	0.0	0.1	0.0	0.1	-100%	0.0	0.0	.
Funded status	-1.1	-1.1	-1.1	-1.1	-1.1	-1.1	-1.2	-1.0	.	-1.2	-1.1	.

Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	532,686	483,359	496,756	459,708	546,517	500,694	565,564	508,350	+11%	1,608,837	1,468,752	+10%
Daimler Trucks	136,445	135,517	105,664	112,424	108,282	125,113	97,143	128,496	-24%	311,089	366,033	-15%
Mercedes-Benz Vans	99,869	85,259	76,647	63,805	99,583	81,611	85,238	75,732	+13%	261,468	221,148	+18%
Daimler Buses	7,625	9,771	4,818	5,677	6,958	7,341	6,185	7,438	-17%	17,961	20,456	-12%
Daimler Group	776,625	713,906	683,885	641,614	761,340	714,759	754,130	720,016	+5%	2,199,355	2,076,389	+6%

Production Volume

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	520,703	480,759	523,029	494,970	570,041	503,950	596,433	540,200	+10%	1,689,503	1,539,120	+10%
Daimler Trucks	127,565	123,599	111,909	122,236	110,501	126,972	98,741	129,890	-24%	321,151	379,098	-15%
Mercedes-Benz Vans	89,475	70,442	89,741	74,722	103,688	86,507	84,123	77,425	+9%	277,552	238,654	+16%
Daimler Buses	6,292	6,860	5,576	7,758	6,600	7,972	6,952	7,070	-2%	19,128	22,800	-16%
Daimler Group	744,035	681,660	730,255	699,686	790,830	725,401	786,249	754,585	+4%	2,307,334	2,179,672	+6%

Revenue

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	22,457	20,132	19,980	19,509	22,122	21,136	23,251	20,707	+12%	65,353	61,352	+7%
Daimler Trucks	10,073	8,839	8,204	8,414	8,666	9,441	7,851	9,650	-19%	24,721	27,505	-10%
Mercedes-Benz Vans	3,477	2,747	2,815	2,415	3,441	2,829	3,120	2,752	+13%	9,376	7,996	+17%
Daimler Buses	1,181	1,277	830	877	1,122	1,037	937	1,018	-8%	2,889	2,932	-1%
Daimler Financial Services	4,942	4,356	4,862	4,549	5,014	4,769	5,133	4,702	+9%	15,009	14,020	+7%
Reconciliation	-1,702	-1,602	-1,644	-1,528	-1,749	-1,685	-1,695	-1,553	.	-5,088	-4,766	.
Daimler Group	40,428	35,749	35,047	34,236	38,616	37,527	38,597	37,276	+4%	112,260	109,039	+3%

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		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars												
EBIT	1,675	1,677	1,395	1,841	1,410	2,227	2,746	2,183	+26%	5,551	6,251	-11%
RoS	7.5%	8.3%	7.0%	9.4%	6.4%	10.5%	11.8%	10.5%	.	8.5%	10.2%	.
Daimler Trucks												
EBIT	631	494	516	472	621	682	464	791	-41%	1,601	1,945	-18%
RoS	6.3%	5.6%	6.3%	5.6%	7.2%	7.2%	5.9%	8.2%	.	6.5%	7.1%	.
Mercedes-Benz Vans												
EBIT	238	141	301	215	401	234	312	193	+62%	1,014	642	+58%
RoS	6.8%	5.1%	10.7%	8.9%	11.7%	8.3%	10.0%	7.0%	.	10.8%	8.0%	.
Daimler Buses												
EBIT	34	30	39	34	88	57	45	89	-49%	172	180	-4%
RoS	2.9%	2.3%	4.7%	3.9%	7.8%	5.5%	4.8%	8.7%	.	6.0%	6.1%	.
Daimler Financial Services												
EBIT	387	299	432	409	479	445	438	378	+16%	1,349	1,232	+9%
Return on equity (RoE)	16.0%	15.8%	17.4%	20.4%	19.3%	20.7%	17.7%	16.6%	.	18.1%	19.1%	.
Reconciliation												
	-64	-503	-535	-65	259	73	32	27	+19%	-244	35	.
Daimler Group												
	2,901	2,138	2,148	2,906	3,258	3,718	4,037	3,661	+10%	9,443	10,285	-8%

EBIT and RoS adjusted for special items

(EBIT in millions of EUR, RoS in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars												
EBIT	2,154	1,758	1,425	1,794	2,209	2,234	2,659	2,161	+23%	6,293	6,189	+2%
RoS	9.6%	8.7%	7.1%	9.2%	10.0%	10.6%	11.4%	10.4%	.	9.6%	10.1%	.
Daimler Trucks												
EBIT	684	583	517	536	661	717	510	805	-37%	1,688	2,058	-18%
RoS	6.8%	6.6%	6.3%	6.4%	7.6%	7.6%	6.5%	8.3%	.	6.8%	7.5%	.
Mercedes-Benz Vans												
EBIT	297	158	336	221	462	238	319	196	+63%	1,117	655	+71%
RoS	8.5%	5.8%	11.9%	9.2%	13.4%	8.4%	10.2%	7.1%	.	11.9%	8.2%	.
Daimler Buses												
EBIT	20	35	39	35	89	57	52	90	-42%	180	182	-1%
RoS	1.7%	2.7%	4.7%	4.0%	7.9%	5.5%	5.5%	8.8%	.	6.2%	6.2%	.
Daimler Financial Services												
EBIT	387	299	432	409	479	445	438	378	+16%	1,349	1,232	+9%
Return on equity (RoE)	16.0%	15.8%	17.4%	20.4%	19.3%	20.7%	17.7%	16.6%	.	18.1%	19.1%	.
Reconciliation												
	-64	-9	-69	-65	73	73	32	27	+19%	36	35	+3%
Daimler Group												
	3,478	2,824	2,680	2,930	3,973	3,764	4,010	3,657	+10%	10,663	10,351	+3%

Special Items affecting EBIT

(in millions of EUR)		4th Quarter		1st Quarter		2nd Quarter		3rd Quarter		January - September	
		2015	2014	2016	2015	2016	2015	2016	2015	2016	2015
Mercedes-Benz Cars	Restructuring of own dealer network	-49	-81	-10	-20	-11	-16	41	21	20	-15
	Relocation of headquarters of MBUSA	-9	-	-	-20	-	9	-	1	-	-10
	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	-	-	-	-	-	-	-	-	-
	Profit/loss in connection with remeasurement of inventories	-	-	-	-	-284	-	46	-	-238	-
	Settlement in connection with patent dispute	-	-	-	-	-64	-	-	-	-64	-
Daimler Trucks	Workforce adjustments	-23	-43	-	-5	-34	-20	-49	-10	-83	-35
	Impairment of investment in Kamaz	-	-30	-	-	-	-	-	-	-	-
	Restructuring of own dealer network	-24	-16	-1	-4	-6	-15	3	-4	-4	-23
	Sale of Atlantis Foundries	-6	-	-	-55	-	-	-	-	-	-55
Mercedes-Benz Vans	Restructuring of own dealer network	-18	-17	-1	-4	-2	-4	-	-3	-3	-11
	Relocation of headquarters of MBUSA	-1	-	-	-2	-	-	-	-	-	-2
	Expenses in connection with Takata airbags	-40	-	-4	-	-59	-	-7	-	-70	-
	Workforce adjustments in Germany	-	-	-30	-	-	-	-	-	-30	-
Daimler Buses	Business repositioning	-	-3	-	-	-	-	-	-	-	-
	Restructuring of own dealer network	-2	-2	-	-1	-1	-	1	-1	0	-2
	Sale of investment in New MCI Holdings Inc.	16	-	-	-	-	-	-	-	-	-
	Workforce adjustments	-	-	-	-	-	-	-8	-	-8	-
Reconciliation	Sale of Tesla shares and hedge of Tesla share price	-	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

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Unit sales (units)	532,686	483,359	496,756	459,708	546,517	500,694	565,564	508,350	+11%	1,608,837	1,468,752	+10%
Retail sales (units)	526,611	477,897	518,940	458,276	561,189	502,241	563,487	503,853	+12%	1,643,616	1,464,370	+12%
Production (units)	520,703	480,759	523,029	494,970	570,041	503,950	596,433	540,200	+10%	1,689,503	1,539,120	+10%
Revenue (millions of EUR)	22,457	20,132	19,980	19,509	22,122	21,136	23,251	20,707	+12%	65,353	61,352	+7%
EBIT (millions of EUR)	1,675	1,677	1,395	1,841	1,410	2,227	2,746	2,183	+26%	5,551	6,251	-11%
Return on sales (%)	7.5%	8.3%	7.0%	9.4%	6.4%	10.5%	11.8%	10.5%	.	8.5%	10.2%	.
V-Class retail sales (included in MBC retail sales)	8,951	6,838	9,401	6,650	12,879	8,564	12,177	7,336	+66%	34,457	22,550	+53%

Mercedes-Benz Cars Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	532,686	483,359	496,756	459,708	546,517	500,694	565,564	508,350	+11%	1,608,837	1,468,752	+10%
Western Europe	205,075	184,085	200,445	176,345	226,430	200,939	217,470	191,126	+14%	644,345	568,410	+13%
of which Germany	78,165	73,931	69,723	65,394	84,040	78,689	79,064	73,445	+8%	232,827	217,528	+7%
NAFTA	105,798	114,884	89,830	99,333	100,934	106,241	105,123	100,332	+5%	295,887	305,906	-3%
of which USA	92,938	101,515	77,256	87,714	86,624	90,383	89,878	88,073	+2%	253,758	266,170	-5%
Asia	172,501	129,374	162,691	140,180	165,803	142,228	190,566	163,335	+17%	519,060	445,743	+16%
of which China	116,142	78,026	108,342	87,426	117,134	91,152	126,601	105,675	+20%	352,077	284,253	+24%
of which locally produced vehicles	74,905	43,195	69,832	48,935	73,566	54,099	83,376	72,249	+15%	226,774	175,283	+29%
Rest of World	49,312	55,016	43,790	43,850	53,350	51,286	52,405	53,557	-2%	149,545	148,693	+1%

Mercedes-Benz Cars Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	526,611	477,897	518,940	458,276	561,189	502,241	563,487	503,853	+12%	1,643,616	1,464,370	+12%
Europe	229,953	202,978	238,143	209,362	264,310	231,969	247,262	222,565	+11%	749,715	663,896	+13%
of which Western Europe	202,587	175,138	215,147	188,056	234,648	205,098	220,976	196,960	+12%	670,771	590,114	+14%
of which Germany	82,582	75,959	72,806	68,408	88,465	82,240	83,493	76,759	+9%	244,764	227,407	+8%
NAFTA	108,182	112,731	89,804	90,558	103,179	103,226	103,093	99,768	+3%	296,076	293,552	+1%
of which USA	95,215	99,357	77,048	79,708	88,345	88,917	87,866	86,708	+1%	253,259	255,333	-1%
Asia	164,260	132,618	168,608	135,039	170,253	141,702	188,877	155,065	+22%	527,738	431,806	+22%
of which China	110,207	82,206	110,870	82,618	118,267	90,935	130,409	102,875	+27%	359,546	276,428	+30%
of which locally produced vehicles	72,407	43,712	72,327	47,097	78,538	52,424	85,523	68,212	+25%	236,388	167,733	+41%
Rest of World	24,216	29,570	22,385	23,317	23,447	25,344	24,255	26,455	-8%	70,087	75,116	-7%
V-Class (included in MBC retail sales)	8,951	6,838	9,401	6,650	12,879	8,564	12,177	7,336	+66%	34,457	22,550	+53%

Mercedes-Benz Cars Market Shares*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change in % pts.	2016	2015	Change in % pts.
Western Europe	6.5	5.7	6.1	5.8	6.3	5.8	6.3	6.0	+0.3	6.3	5.9	+0.4
of which Germany	10.4	9.9	9.8	9.9	10.4	10.1	10.5	10.1	+0.4	10.3	10.0	+0.3
USA	2.2	2.5	1.9	2.0	1.9	1.9	2.0	1.9	+0.1	1.9	2.0	-0.1
China	2.0	1.5	2.0	1.7	2.3	1.9	2.5	2.4	+0.1	2.3	2.0	+0.3
Japan	1.8	1.4	1.5	1.4	1.7	1.5	1.9	1.7	+0.2	1.7	1.5	+0.2

* Based on estimates in certain markets.

Daimler Trucks Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Incoming orders (units)	118,255	172,863	98,583	134,148	93,880	123,539	83,944	106,378	-21%	276,407	364,065	-24%
Unit sales (units)	136,445	135,517	105,664	112,424	108,282	125,113	97,143	128,496	-24%	311,089	366,033	-15%
Retail sales (units)	137,901	146,002	105,152	104,783	112,684	121,927	102,999	123,651	-17%	320,835	350,361	-8%
Production (units)	127,565	123,599	111,909	122,236	110,501	126,972	98,741	129,890	-24%	321,151	379,098	-15%
Revenue (millions of EUR)	10,073	8,839	8,204	8,414	8,666	9,441	7,851	9,650	-19%	24,721	27,505	-10%
EBIT (millions of EUR)	631	494	516	472	621	682	464	791	-41%	1,601	1,945	-18%
Return on sales (%)	6.3%	5.6%	6.3%	5.6%	7.2%	7.2%	5.9%	8.2%	.	6.5%	7.1%	.

Daimler Trucks Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Daimler Trucks	136,445	135,517	105,664	112,424	108,282	125,113	97,143	128,496	-24%	311,089	366,033	-15%
EU30*	24,793	20,583	15,469	13,656	20,381	18,028	21,307	19,938	+7%	57,157	51,622	+11%
of which Germany	11,403	8,459	5,515	5,042	8,335	7,555	8,306	8,011	+4%	22,156	20,608	+8%
NAFTA	49,503	41,917	40,428	40,844	40,643	49,388	31,433	52,185	-40%	112,504	142,417	-21%
of which USA	41,743	36,099	35,975	35,735	34,163	43,703	25,221	45,613	-45%	95,359	125,051	-24%
Latin America (excl. Mexico)	6,895	12,468	5,966	7,236	6,779	8,549	7,656	7,831	-2%	20,401	23,616	-14%
Asia	38,920	45,163	35,419	37,277	30,385	35,416	28,070	36,081	-22%	93,874	108,774	-14%
of which Japan	11,157	10,787	12,370	12,299	11,025	10,400	11,749	11,706	+0%	35,144	34,405	+2%
Indonesia	7,216	14,170	7,391	9,997	5,642	9,468	6,690	5,416	+24%	19,723	24,881	-21%
India	3,802	2,372	4,037	3,607	3,906	3,043	2,438	3,566	-32%	10,381	10,216	+2%
Rest of World	16,334	15,386	8,382	13,411	10,094	13,732	8,677	12,461	-30%	27,153	39,604	-31%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	20,067	23,294	17,139	15,902	21,259	18,929	16,913	14,292	+18%	55,311	49,123	+13%
Daimler Trucks including BFDA	156,512	158,811	122,803	128,326	129,541	144,042	114,056	142,788	-20%	366,400	415,156	-12%

* European Union, Switzerland and Norway.

Daimler Trucks Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Daimler Trucks	137,901	146,002	105,152	104,783	112,684	121,927	102,999	123,651	-17%	320,835	350,361	-8%
EU30*	24,443	20,609	14,939	13,782	20,315	18,050	19,348	19,478	-1%	54,602	51,310	+6%
of which Germany	11,403	8,459	5,515	5,042	8,335	7,555	8,306	8,011	+4%	22,156	20,608	+8%
NAFTA	49,671	44,119	40,561	38,215	43,537	46,241	36,846	47,409	-22%	120,944	131,865	-8%
of which USA	42,229	38,021	35,762	33,769	36,739	40,694	30,392	41,551	-27%	102,893	116,014	-11%
Latin America (excl. Mexico)	7,378	13,770	6,162	5,717	7,206	9,360	7,534	8,501	-11%	20,902	23,578	-11%
Asia	41,057	51,211	35,191	33,248	30,731	35,164	30,726	36,143	-15%	96,648	104,555	-8%
of which Japan	11,194	10,887	12,390	12,397	10,872	10,084	11,760	11,806	-0%	35,022	34,287	+2%
Indonesia	12,561	21,843	7,287	7,527	6,727	8,826	6,460	5,004	+29%	20,474	21,357	-4%
India	3,864	2,444	3,690	3,376	3,663	3,164	2,653	3,625	-27%	10,006	10,165	-2%
Rest of World	15,352	16,293	8,299	13,821	10,895	13,112	8,545	12,120	-29%	27,739	39,053	-29%

* European Union, Switzerland and Norway.

Daimler Trucks Incoming Orders

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Daimler Trucks	118,255	172,863	98,583	134,148	93,880	123,539	83,944	106,378	-21%	276,407	364,065	-24%
EU30*	19,517	17,242	20,736	20,191	19,868	21,220	17,067	17,098	-0%	57,671	58,509	-1%
of which Germany	7,601	6,450	8,994	8,206	7,291	7,520	6,678	7,172	-7%	22,963	22,898	+0%
NAFTA	41,577	85,340	29,378	52,343	24,948	39,836	23,840	34,437	-31%	78,166	126,616	-38%
of which USA	35,620	75,554	21,134	47,929	19,989	34,822	21,444	28,739	-25%	62,567	111,490	-44%
Latin America (excl. Mexico)**	7,014	13,403	5,731	7,259	6,740	8,063	7,103	6,873	+3%	19,574	22,195	-12%
Asia	35,581	41,295	33,404	36,996	31,547	37,816	28,739	35,458	-19%	93,690	110,270	-15%
of which Japan	11,173	10,140	12,297	11,123	13,147	12,591	12,059	11,829	+2%	37,503	35,543	+6%
Indonesia	6,596	12,862	6,536	10,345	7,260	6,161	6,080	6,369	-5%	19,876	22,875	-13%
India	3,397	3,350	3,715	2,678	3,560	3,640	2,463	3,852	-36%	9,738	10,170	-4%
Rest of World	14,566	15,583	9,334	17,359	10,777	16,604	7,195	12,512	-42%	27,306	46,475	-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 %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change in % pts.	2016	2015	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
EU30** MDT/HDT	23.5	23.8	20.1	20.9	21.5	20.4	22.3	23.6	-1.3	21.5	21.7	-0.2
Germany MDT/HDT	41.3	38.1	35.8	33.2	36.9	31.1	37.9	38.7	-0.8	37.0	34.5	+2.5
Brazil MDT/HDT	27.4	25.8	28.7	22.9	30.8	26.2	26.8	28.8	-2.0	28.7	26.3	+2.4
Trucks NAFTA												
(Freightliner/Western Star)												
NAFTA Class 8	41.6	36.6	44.4	41.5	43.2	35.9	39.0	38.5	+0.5	42.0	38.1	+3.9
NAFTA Class 6-7	40.3	38.3	41.9	41.1	36.4	40.9	39.7	37.3	+2.4	38.9	39.4	-0.5
Trucks Asia												
(FUSO)												
Japan Trucks Total	20.6	18.6	19.4	18.5	20.9	21.0	21.2	22.4	-1.2	20.7	20.9	-0.2
Indonesia Trucks Total	46.9	48.2	47.6	48.0	46.5	48.2	45.5	49.5	-4.0	46.4	48.6	-2.2
(BharatBenz)												
India upper MDT/HDT	7.3	7.5	6.6	6.0	7.1	7.9	7.1	7.4	-0.3	7.0	7.2	-0.2

* Based on estimates in certain markets.

** European Union including Switzerland and Norway, excluding United Kingdom.

Mercedes-Benz Vans Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Unit sales (units)	99,869	85,259	76,647	63,805	99,583	81,611	85,238	75,732	+13%	261,468	221,148	+18%
Retail sales (units)	86,814	77,424	66,387	57,582	82,572	73,652	74,625	69,691	+7%	223,584	200,925	+11%
Production (units)	89,475	70,442	89,741	74,722	103,688	86,507	84,123	77,425	+9%	277,552	238,654	+16%
Revenue (millions of EUR)	3,477	2,747	2,815	2,415	3,441	2,829	3,120	2,752	+13%	9,376	7,996	+17%
EBIT (millions of EUR)	238	141	301	215	401	234	312	193	+62%	1,014	642	+58%
Return on sales (%)	6.8%	5.1%	10.7%	8.9%	11.7%	8.3%	10.0%	7.0%	.	10.8%	8.0%	.
V-Class retail sales (excluded in MB Vans retail sales)	8,951	6,838	9,401	6,650	12,879	8,564	12,177	7,336	+66%	34,457	22,550	+53%

Mercedes-Benz Vans Unit Sales

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Wholesales (in units)	99,869	85,259	76,647	63,805	99,583	81,611	85,238	75,732	+13%	261,468	221,148	+18%
Western Europe	64,371	54,267	50,283	41,720	64,771	54,254	54,163	48,114	+13%	169,217	144,088	+17%
of which Germany	28,280	22,008	19,213	18,001	26,830	22,550	23,327	19,549	+19%	69,370	60,100	+15%
Eastern Europe	8,846	11,346	7,290	6,982	9,675	7,847	6,904	8,488	-19%	23,869	23,317	+2%
NAFTA	13,407	8,632	10,249	7,540	11,635	10,337	10,570	9,235	+14%	32,454	27,112	+20%
of which USA	10,755	7,093	8,068	6,212	8,837	8,040	8,171	7,369	+11%	25,076	21,621	+16%
Latin America (excl. Mexico)	4,836	4,812	2,480	3,658	3,045	3,778	3,390	3,478	-3%	8,915	10,914	-18%
Asia	4,719	4,034	3,118	1,622	6,441	2,751	6,607	2,689	+146%	16,166	7,062	+129%
of which China	2,673	3,057	1,488	892	4,230	1,909	4,124	1,704	+142%	9,842	4,505	+118%
Rest of World	3,690	2,168	3,227	2,283	4,016	2,644	3,604	3,728	-3%	10,847	8,655	+25%

Mercedes-Benz Vans Retail Sales and Market Shares

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Retail sales (in units)	86,814	77,424	66,387	57,582	82,572	73,652	74,625	69,691	+7%	223,584	200,925	+11%
Western Europe	56,101	47,644	42,646	36,917	54,414	48,010	47,678	43,510	+10%	144,738	128,437	+13%
of which Germany	24,236	18,922	15,461	14,809	22,181	18,733	18,853	16,338	+15%	56,495	49,880	+13%
Eastern Europe	8,544	11,438	6,090	5,590	7,584	6,681	6,046	8,233	-27%	19,720	20,504	-4%
NAFTA	11,817	9,317	9,267	6,902	11,333	9,933	11,959	8,856	+35%	32,559	25,691	+27%
of which USA	9,615	7,960	7,240	5,559	8,522	7,975	9,394	6,740	+39%	25,156	20,274	+24%
Latin America (excl. Mexico)	4,240	4,309	3,111	3,902	3,275	3,758	3,249	3,709	-12%	9,635	11,369	-15%
Asia	2,575	2,492	2,329	1,920	2,681	2,511	2,558	2,435	+5%	7,568	6,866	+10%
of which China	1,697	1,809	1,546	1,121	1,754	1,622	1,512	1,674	-10%	4,812	4,417	+9%
Rest of World	3,537	2,224	2,944	2,351	3,285	2,759	3,135	2,948	+6%	9,364	8,058	+16%
V-Class (excluded in MB Vans retail sales)	8,951	6,838	9,401	6,650	12,879	8,564	12,177	7,336	+66%	34,457	22,550	+53%
Market shares* (in percent)												
Western Europe** small	3.7	3.4	3.1	2.7	2.9	3.0	3.3	3.2	+0.1 pts.	3.1	3.0	+0.1 pts.
Western Europe** midsize/large	19.8	18.3	18.5	16.8	18.7	17.9	18.5	19.2	-0.7 pts.	18.5	18.0	+0.5 pts.
Germany midsize/large	29.5	26.6	27.2	25.3	26.9	25.6	26.4	27.7	-1.3 pts.	26.8	26.1	+0.7 pts.
USA large	9.2	11.3	6.9	8.2	7.0	8.6	9.0	8.7	+0.3 pts.	7.6	8.5	-0.9 pts.

* Based on estimates in certain markets.

** Excluding United Kingdom.

Daimler Buses Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Unit sales* (units)	7,625	9,771	4,818	5,677	6,958	7,341	6,185	7,438	-17%	17,961	20,456	-12%
Production (units)	6,292	6,860	5,576	7,758	6,600	7,972	6,952	7,070	-2%	19,128	22,800	-16%
Revenue (millions of EUR)	1,181	1,277	830	877	1,122	1,037	937	1,018	-8%	2,889	2,932	-1%
EBIT (millions of EUR)	34	30	39	34	88	57	45	89	-49%	172	180	-4%
Return on sales (%)	2.9%	2.3%	4.7%	3.9%	7.8%	5.5%	4.8%	8.7%	.	6.0%	6.1%	.

* 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		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
Wholesales* (in units)	7,625	9,771	4,818	5,677	6,958	7,341	6,185	7,438	-17%	17,961	20,456	-12%
Western Europe	2,904	2,908	1,358	1,249	2,027	1,769	1,657	1,835	-10%	5,042	4,853	+4%
of which Germany	1,240	1,111	482	321	726	691	569	535	+6%	1,777	1,547	+15%
Eastern Europe	535	448	387	443	521	590	234	323	-28%	1,142	1,356	-16%
NAFTA	1,221	1,005	549	581	628	951	1,195	1,236	-3%	2,372	2,768	-14%
of which Mexico	1,216	993	542	577	614	945	1,166	1,226	-5%	2,322	2,748	-16%
Latin America (excl. Mexico)	2,199	4,640	2,156	2,932	2,988	3,307	2,237	3,471	-36%	7,381	9,710	-24%
of which Brazil	1,179	3,336	1,460	2,207	1,796	1,901	1,012	1,929	-48%	4,268	6,037	-29%
Asia	399	300	183	138	521	242	470	251	+87%	1,174	631	+86%
Rest of World	367	470	185	334	273	482	392	322	+22%	850	1,138	-25%
Market shares** (in percent)												
Western Europe heavy	28.8	32.7	33.5	31.7	30.4	34.1	28.2	32.3	-4.1 pts.	30.8	32.2	-1.4 pts.
Germany heavy	48.2	47.9	54.1	37.4	53.4	55.8	46.9	51.6	-4.7 pts.	51.9	50.1	+1.8 pts.
Brazil heavy	47.4	56.7	55.1	51.1	59.2	55.8	62.0	53.7	+8.3 pts.	59.0	53.7	+5.3 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		
	2015	2014	2016	2015	2016	2015	2016	2015	Change	2016	2015	Change
New business	15,310	14,153	13,707	13,227	15,415	14,765	15,658	14,589	+7%	44,780	42,581	+5%
Contract volume (end of period)	116,727	98,967	115,704	108,728	120,319	110,593	122,118	110,956	+10%	122,118	110,956	+10%
Revenue	4,942	4,356	4,862	4,549	5,014	4,769	5,133	4,702	+9%	15,009	14,020	+7%
EBIT	387	299	432	409	479	445	438	378	+16%	1,349	1,232	+9%
Return on equity (%)	16.0%	15.8%	17.4%	20.4%	19.3%	20.7%	17.7%	16.6%	.	18.1%	19.1%	.