

DAIMLER



Daimler at a Glance.
Fiscal Year 2011.

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Daimler at a Glance

Daimler AG is one of the world's most successful automotive companies. With its divisions Mercedes-Benz Cars, Daimler Trucks, Mercedes-Benz Vans, Daimler Buses and Daimler Financial Services, the Daimler Group is one of the biggest producers of premium cars and the world's biggest manufacturer of commercial vehicles with a global reach. Daimler Financial Services provides financing, leasing, fleet management, insurance and innovative mobility services.

The company's founders, Gottlieb Daimler and Carl Benz, made history with the invention of the automobile in the year 1886. As a pioneer of automotive engineering, Daimler continues to shape the future of mobility today: The Group's focus is on innovative and green technologies as well as on safe and superior automobiles that appeal to and fascinate its customers. For many years now, Daimler has been investing continually in the development of alternative drive systems with the goal of making emission-free driving possible in the long term. So in addition to vehicles with hybrid drive, Daimler now has the broadest range of locally emission-free electric vehicles powered by batteries and fuel cells. This is just one example of how Daimler willingly accepts the challenge of meeting its responsibility towards society and the environment.

Daimler sells its vehicles and services in nearly all the countries of the world and has production facilities on five continents. Its current brand portfolio includes, in addition to the world's most valuable premium automotive brand, Mercedes-Benz, the brands smart, Maybach, Freightliner, Western Star, BharatBenz, Fuso, Setra, Orion and Thomas Built Buses. The company is listed on the stock exchanges of Frankfurt and Stuttgart (stock exchange symbol DAI). In 2011, the Group sold 2.1 million vehicles and employed a workforce of more than 271,000 people; revenue totaled €106.5 billion and EBIT amounted to €8.8 billion.

Group Overview



| Amounts in millions of EUR | | |
|---|-------|-------|
| | 2011 | 2010 |
| EBIT | 8,755 | 7,274 |
| Value Added | 3,726 | 2,773 |
| Net profit | 6,029 | 4,674 |
| Earnings per share (in EUR) | 5.32 | 4.28 |
| Investment in property, plant and equipment | 4,158 | 3,653 |
| Research and development expenditure | 5,634 | 4,849 |

| Amounts in millions of EUR | | |
|----------------------------|----------------|--------|
| | 2011 | 2010 |
| Revenue | 106,540 | 97,761 |
| Western Europe | 39,387 | 38,478 |
| thereof Germany | 19,753 | 19,281 |
| NAFTA | 26,026 | 23,582 |
| thereof United States | 22,222 | 20,216 |
| Asia | 22,643 | 19,659 |
| thereof China | 11,093 | 9,094 |
| Other markets | 18,484 | 16,042 |

| | | |
|----------------------------|--------|--------|
| By divisions | | |
| Mercedes-Benz Cars | 57,410 | 53,426 |
| Daimler Trucks | 28,751 | 24,024 |
| Mercedes-Benz Vans | 9,179 | 7,812 |
| Daimler Buses | 4,418 | 4,558 |
| Daimler Financial Services | 12,080 | 12,788 |

| Employees (Dec. 31) | | |
|----------------------------|----------------|---------|
| | 2011 | 2010 |
| Total | 271,370 | 260,100 |
| Germany | 167,684 | 164,026 |
| United States | 20,702 | 18,295 |
| Rest of World | 82,984 | 77,779 |

| | | |
|----------------------------|--------|--------|
| By divisions | | |
| Mercedes-Benz Cars | 99,091 | 96,281 |
| Daimler Trucks | 77,295 | 71,706 |
| Mercedes-Benz Vans | 14,889 | 14,557 |
| Daimler Buses | 17,495 | 17,134 |
| Sales Organization | 49,699 | 48,299 |
| Daimler Financial Services | 7,065 | 6,742 |

Mercedes-Benz Cars



| Amounts in millions of EUR | | |
|---|--------|--------|
| | 2011 | 2010 |
| EBIT | 5,192 | 4,656 |
| Revenue | 57,410 | 53,426 |
| Investment in property, plant and equipment | 2,724 | 2,457 |
| Research and development expenditure | 3,733 | 3,130 |

| Employees (Dec. 31) | | |
|---------------------|---------------|--------|
| | 2011 | 2010 |
| Total | 99,091 | 96,281 |
| Germany | 86,670 | 84,986 |
| United States | 3,083 | 3,028 |
| Rest of World | 9,338 | 8,267 |

| Sales (units, Group sales) ¹ | | |
|--|------------------|-----------|
| | 2011 | 2010 |
| Mercedes-Benz | 1,279,100 | 1,178,300 |
| A-Class, B-Class | 192,300 | 222,400 |
| C-Class, CLK-Class, SLK-Class | 411,800 | 341,900 |
| E-Class, CLS-Class | 340,100 | 330,800 |
| S-Class, CL-Class, SL-Class, SLR, SLS, Maybach | 80,700 | 80,400 |
| M-Class, R-Class, G-Class, GL-Class, GLK-Class | 254,300 | 202,800 |
| smart | 99,700 | 94,300 |
| Mercedes-Benz Cars ¹ | 1,381,400 | 1,276,800 |
| Western Europe | 625,200 | 635,800 |
| thereof Germany | 290,700 | 292,900 |
| NAFTA | 288,400 | 256,400 |
| thereof United States | 250,400 | 220,500 |
| Asia/Pacific | 353,300 | 281,300 |
| thereof China | 223,100 | 160,000 |
| Japan | 32,500 | 31,200 |

¹ Includes Mitsubishi vehicles manufactured and/or sold in South Africa

Mercedes-Benz Cars main production locations worldwide

Sindelfingen C-Class Saloon, E-Class Saloon, E-Class Estate, CLS-Class, S-Class, CL-Class, SLS AMG Coupé, SLS AMG Roadster, Maybach.

Untertürkheim Engines, axles, transmissions, components including upstream operations foundry and forge.

Bremen C-Class Saloon, C-Class Estate, C-Class Coupé, SLK-Class, E-Class Coupé, E-Class Cabriolet, SL-Class, GLK-Class.

Berlin Engines, components, parts and fuel systems.

Hamburg Axles and axle components, steering columns, exhaust gas technology, intelligent lightweight structural components.

Rastatt A-Class, B-Class.

Kölleda Engines.

Tuscaloosa, Alabama (United States) M-Class, R-Class, GL-Class.

East London (South Africa) C-Class Saloon.

Kecskemét (Hungary) B-Class (Start of production in 2012).

Hambach (France) smart fortwo, smart fortwo electric drive.

Beijing (China) Beijing Benz Automotive Co., Ltd., a 50:50 joint venture between Mercedes-Benz Cars and Beijing Automotive Industry Corporation (BAIC). C-Class Saloon, E-Class Saloon (long-wheelbase version), GLK-Class.

| Mercedes-Benz Cars Employees (Dec. 31) | | |
|---|-----------------|----------------|
| | From MBC | On Site |
| Sindelfingen | 22,912 | 26,414 |
| Untertürkheim | 16,078 | 17,690 |
| Bremen | 10,953 | 12,843 |
| Berlin | 2,516 | 2,628 |
| Hamburg | 2,314 | 2,609 |
| Rastatt | 5,918 | 6,168 |
| Kölleda | 530 | 530 |
| Tuscaloosa (United States) | 2,828 | 2,828 |
| East London (South Africa) | 2,376 | 2,376 |
| Hambach (France) | 777 | 777 |

| Production vehicles (units) | |
|------------------------------------|---------|
| Sindelfingen | 484,014 |
| Bremen | 313,026 |
| Rastatt | 177,572 |
| Tuscaloosa | 148,092 |
| East London | 54,312 |
| Hambach | 103,635 |

| Production components (units) | |
|--------------------------------------|-----------|
| Untertürkheim | |
| Engines | 808,463 |
| Rear Axles | 958,547 |
| Front Axles | 733,156 |
| Transmissions | 1,309,588 |
| Berlin | |
| Engines | 169,365 |
| Hamburg | |
| Rear Axles | 574,616 |
| Front Axles | 494,302 |
| MDC Power GmbH/Kölleda | |
| Engines | 474,010 |

| Major markets of Mercedes-Benz Cars (units, Group sales) ¹ | | |
|---|---------|---------|
| | 2011 | 2010 |
| 1. Germany | 290,700 | 292,900 |
| 2. United States | 250,400 | 220,500 |
| 3. China | 223,100 | 160,000 |
| 4. United Kingdom | 85,000 | 81,900 |
| 5. Italy | 73,600 | 76,900 |
| 6. France | 50,100 | 52,900 |
| 7. Japan | 32,500 | 31,200 |
| 8. Canada | 30,400 | 29,700 |
| 9. Russia | 29,800 | 20,300 |
| 10. Spain | 24,000 | 30,300 |
| 11. South Africa ¹ | 22,700 | 22,600 |
| 12. Belgium | 22,100 | 21,500 |

¹ Excluding Mitsubishi vehicles manufactured and/or sold in South Africa

Mercedes-Benz Cars range

A-Class Saloon with 4-cylinder gasoline and diesel engines; 60 to 103 kW (82 to 140 hp).

B-Class Sports Tourer with 4-cylinder gasoline and diesel engines; 80 to 115 kW (109 to 156 hp).

C-Class Saloon, Estate and Coupé with 4-, 6- and 8-cylinder gasoline and diesel engines; 88 to 380 kW (120 to 517 hp); four-wheel drive (4MATIC) as option.

SLK-Class Roadster with 4-, 6- and 8-cylinder gasoline and diesel engines; 135 to 310 kW (184 to 422 hp).

E-Class Saloon, Estate, Coupé and Cabriolet with 4-, 6- and 8-cylinder gasoline and diesel engines; 100 to 410 kW (136 to 557 hp); four-wheel drive (4MATIC) as option.

CLS-Class 4-door Coupé with 4-, 6- and 8-cylinder gasoline and diesel engines; 150 to 410 kW (204 to 557 hp); four-wheel drive (4MATIC) as option.

S-Class Saloon (two wheelbases) with 4-, 6-, 8- and 12-cylinder gasoline and diesel engines plus hybrid drive; 150 to 463 kW (204 to 630 hp); four-wheel drive (4MATIC) as option.

CL-Class Coupé with 8- and 12-cylinder gasoline engines; 320 to 463 kW (435 to 630 hp); four-wheel drive (4MATIC) for CL 500 as option.

SL-Class Roadster with 6-, 8- and 12-cylinder gasoline engines; 225 to 463 kW (306 to 630 hp).

SLS AMG Coupé and **SLS AMG Roadster** Premium Sports Car with 8-cylinder gasoline engine and transmission in transaxle configuration; 420 kW (571 hp).

GLK-Class Compact SUV with 4- and 6-cylinder gasoline and diesel engines; 105 to 225 kW (143 to 306 hp); rear-wheel drive for GLK 200/220 CDI as option.

M-Class SUV with 4-, 6- and 8-cylinder gasoline and diesel engines; 150 to 410 kW (204 to 557 hp).

G-Class Cross-Country Vehicle (two wheelbases and cabriolet option) with 6- and 8-cylinder gasoline and diesel engines; 155 to 373 kW (211 to 507 hp).

GL-Class Luxurious Full Size SUV with 6- and 8-cylinder gasoline and diesel engines; 155 to 285 kW (211 to 388 hp).

R-Class SUV-Tourer (two wheelbases) with 6- and 8-cylinder gasoline and diesel engines; 140 to 285 kW (190 to 388 hp); rear-wheel drive as option.

Maybach 57 Luxury Saloon; 5.73m, 12-cylinder gasoline engine; 405 to 463 kW (550 to 630 hp).

Maybach 62 Luxury Saloon; 6.17m, 12-cylinder gasoline engine; 405 to 463 kW (550 to 630 hp).

Maybach Landaulet 6.17m, 12-cylinder gasoline engine; 463 kW (630 hp).

smart fortwo coupé and **smart fortwo cabriolet** 2-seater coupé and cabriolet with 3-cylinder gasoline and diesel engines; 45 to 75 kW (61 to 102 hp); smart fortwo electric drive 2-seater coupé and cabriolet with electric drive; 55 kW (75 hp).

Daimler Trucks



| Amounts in millions of EUR | | |
|---|--------|--------|
| | 2011 | 2010 |
| EBIT | 1,876 | 1,332 |
| Revenue | 28,751 | 24,024 |
| Investment in property, plant and equipment | 1,201 | 1,003 |
| Research and development expenditure | 1,321 | 1,282 |

| Employees (Dec. 31) | | |
|---------------------|---------------|--------|
| | 2011 | 2010 |
| Total | 77,295 | 71,706 |
| Germany | 29,436 | 28,288 |
| United States | 14,027 | 11,809 |
| Rest of World | 33,832 | 31,609 |

| Sales (units) | | |
|----------------------------------|----------------|---------|
| | 2011 | 2010 |
| Total | 425,800 | 355,300 |
| Western Europe | 61,400 | 55,400 |
| thereof Germany | 31,200 | 30,300 |
| United Kingdom | 7,600 | 5,800 |
| France | 8,100 | 6,100 |
| Italy | 2,400 | 2,300 |
| NAFTA | 114,000 | 76,700 |
| thereof United States | 96,900 | 62,600 |
| Latin America (excluding Mexico) | 61,900 | 58,200 |
| thereof Brazil | 44,100 | 44,300 |
| Asia | 134,900 | 120,400 |

Daimler Trucks main production locations worldwide

Trucks Europe/Latin America (Mercedes-Benz)

Wörth Mercedes-Benz truck production including cab production; chassis and assembly plant for special purpose vehicles.

Mannheim Production of commercial vehicle and industrial engines, foundry, remanufactured engines for Mercedes-Benz trucks, passenger cars and vans.

Kassel Production of front and rear axles, trailer axles and propeller shafts for commercial vehicles; components for Mercedes-Benz passenger cars.

Gaggenau Mercedes-Benz passenger car and truck gearboxes as well as planetary hub axles and portal axles, converter production, cutting and forming technology as well as international logistics (Consolidation Center).

Aksaray (Turkey) Production Mercedes-Benz trucks.

Molsheim (France) Custom Tailored Mercedes-Benz trucks.

São Bernardo do Campo (Brazil) Mercedes-Benz Latin American truck product range; production of engines, transmissions and axles, stamping facility.

Juiz de Fora (Brazil) Mercedes-Benz truck assembly (Start of production in 2012).

Trucks NAFTA (Freightliner, Western Star, Thomas Built Buses)

Portland, Oregon (United States) Daimler Trucks North America headquarters. Western Star: Truck production.

Cleveland, North Carolina (United States) Freightliner: Heavy-duty truck production.

Mount Holly, North Carolina (United States) Freightliner: Medium-duty truck production.

Redford, Michigan (United States) Detroit: Headoffice functions, production of engines, axles assembly.

High Point, North Carolina (United States) Thomas Built Buses: Headoffice functions, bus production.

Santiago Tianguistenco (Mexico) Freightliner: Medium-duty and heavy-duty truck production.

Saltillo (Mexico) Freightliner: Heavy-duty truck production.

Trucks Asia (Fuso)

Kawasaki (Japan) Fuso: Production of light-, medium- and heavy-duty trucks; vehicle engines and industrial engines, axles.

Tramagal (Portugal) Fuso: Production of Canter trucks for Europe.

Trucks India (BharatBenz)

Chennai (India) BharatBenz: Light-, medium- and heavy-duty trucks (Start of production in 2012).

| Daimler Trucks Employees (Dec. 31) | | |
|---|----------------------------|----------------|
| | From Daimler Trucks | On Site |
| Trucks Europe/Latin America | | |
| Wörth | 11,533 | 11,645 |
| Mannheim | 5,031 | 5,062 |
| Kassel | 2,881 | 2,893 |
| Gaggenau | 6,121 | 6,212 |
| Aksaray (Turkey) | 1,733 | 1,733 |
| Molsheim (France) | 560 | 560 |
| São Bernardo do Campo (Brazil) | 12,296 | 12,296 |
| Trucks NAFTA | | |
| Portland (United States) | 2,751 | 2,751 |
| Cleveland (United States) | 1,635 | 1,635 |
| Mount Holly (United States) | 1,554 | 1,554 |
| Redford (United States) | 1,945 | 1,945 |
| High Point (United States) | 1,134 | 1,134 |
| Santiago Tianguistenco (Mexico) | 1,433 | 1,433 |
| Saltillo (Mexico) | 2,152 | 2,152 |
| Trucks Asia | | |
| Kawasaki (Japan) | 4,924 | 4,924 |
| Tramagal (Portugal) | 316 | 316 |

| Major markets of Daimler Trucks (units) | | |
|--|---------------|-------------|
| | 2011 | 2010 |
| 1. United States | 96,900 | 62,600 |
| 2. Indonesia | 62,400 | 56,100 |
| 3. Brazil | 44,100 | 44,300 |
| 4. Germany | 31,200 | 30,300 |
| 5. Japan | 27,000 | 24,800 |
| 6. Turkey | 19,900 | 14,600 |
| 7. Taiwan | 12,100 | 8,500 |
| 8. Canada | 11,300 | 8,000 |
| 9. France | 8,100 | 6,100 |
| 10. U.A.E. Dubai | 8,000 | 7,800 |
| 11. United Kingdom | 7,600 | 5,800 |
| 12. China | 6,500 | 4,200 |

Daimler Trucks range

Trucks Europe/Latin America (Mercedes-Benz) Mercedes-Benz Trucks brand model series with a permissible gross weight over 6t: Actros, Axor, Atego, Econic, and Zetros for long-distance and distribution transport as well as construction and special-purpose vehicles, also the medium-duty Accelo truck in Latin America. Mercedes-Benz Unimog as equipment carriers, tractor engines and for highly mobile cross country use. Also a hybrid version of the Atego.

Trucks NAFTA (Freightliner, Western Star, Thomas Built Buses) Heavy- and medium-duty commercial vehicles for long-haul transport, local and regional distribution, construction and services (Freightliner and Western Star); school buses (Thomas Built Buses); chassis for delivery vans, recreational vehicles and shuttle buses (Freightliner Custom Chassis).

Trucks Asia (Fuso) Broad product range of light-, medium- and heavy-duty Fuso trucks for distribution and goods transportation, construction, services and numerous other industrial uses. Includes the renowned Canter light-duty truck and flagship Super Great heavy-duty truck. Small, mid-size and large Fuso buses for city transportation and touring. Product line also includes light-duty hybrid trucks and large-size hybrid buses as well as industrial engines.

Trucks India (BharatBenz) Truck brand specifically designed for the Indian market. Basis for the introduction of a new and local generation of trucks. Product line of trucks with a gross vehicle weight between 6 and 49t for various deployment areas.

Components Mercedes-Benz, Detroit, and Fuso brand four-, six- and eight-cylinder in-line and V diesel engines with a power range from 75 to 450 kW. Manual and automatic transmission for input torques of 250 to 3,300 Nm for passenger cars, large-capacity vehicles, vans, trucks, buses, and special-purpose vehicles. Front and rear axles for maximum axle load ranging from 1.35 to 16t, trailer axles from 9 to 10.5t and propeller shafts. Different powertrain options, including natural gas and hybrid.

Mercedes-Benz Vans



| Amounts in millions of EUR | | |
|---|-------|-------|
| | 2011 | 2010 |
| EBIT | 835 | 451 |
| Revenue | 9,179 | 7,812 |
| Investment in property, plant and equipment | 109 | 91 |
| Research and development expenditure | 358 | 267 |

| Employees (Dec. 31) | | |
|---------------------|--------|--------|
| | 2011 | 2010 |
| Total | 14,889 | 14,557 |
| Germany | 9,952 | 9,824 |
| United States | 93 | 85 |
| Rest of World | 4,844 | 4,648 |

| Sales (units) | | |
|----------------------------------|---------|---------|
| | 2011 | 2010 |
| Total | 264,200 | 224,200 |
| Western Europe | 178,300 | 156,800 |
| thereof Germany | 77,600 | 62,200 |
| Eastern Europe | 22,600 | 16,400 |
| United States | 18,000 | 10,500 |
| Latin America (excluding Mexico) | 13,700 | 12,500 |
| China | 13,500 | 12,200 |
| Other Markets | 18,100 | 15,900 |

Mercedes-Benz Vans production locations worldwide

Düsseldorf Chassis and assembly plant for vans.

Ludwigsfelde Chassis and assembly plant for vans.

Vitoria/Barcelona (Spain) Chassis and assembly plant for vans.

González Catan (Argentina) Chassis and assembly plant for vans.

Charleston, South Carolina (United States) Assembly plant for vans.

Fuzhou (China) Fujian Daimler Automotive Co., Ltd., joint venture between Mercedes-Benz Vans and Fujian Motors Group. Chassis and assembly plant for vans.

| Mercedes-Benz Vans Employees (Dec. 31) | | |
|---|------------------|----------------|
| | From Vans | On Site |
| Stuttgart | 1,281 | 1,281 |
| Düsseldorf | 6,592 | 6,638 |
| Ludwigsfelde | 2,079 | 2,079 |
| Vitoria/Barcelona (Spain) | 3,321 | 3,321 |
| González Catan (Argentina) | 1,507 | 1,507 |
| Charleston (United States) | 93 | 93 |

| Major markets of Mercedes-Benz Vans (units) | | |
|--|---------------|--------|
| | 2011 | 2010 |
| 1. Germany | 77,600 | 62,200 |
| 2. United Kingdom | 24,500 | 23,900 |
| 3. France | 21,400 | 20,200 |
| 4. United States | 18,000 | 10,500 |
| 5. China | 13,500 | 12,200 |
| 6. Netherlands | 9,600 | 8,100 |
| 7. Turkey | 8,600 | 5,500 |
| 8. Italy | 8,200 | 8,500 |
| 9. Belgium | 7,400 | 6,700 |
| 10. Brazil | 6,800 | 6,400 |

Mercedes-Benz Vans Four Mercedes-Benz model series: Vito and Viano (up to 3.2t); Sprinter (2.59 to 5t; in the NAFTA region under the brand names Freightliner and Mercedes-Benz) and Vario (5.99 to 7.5t) as crew buses, panel vans and chassis for various bodies.

Daimler Buses



| Amounts in millions of EUR | | |
|---|-------|-------|
| | 2011 | 2010 |
| EBIT | 162 | 215 |
| Revenue | 4,418 | 4,558 |
| Investment in property, plant and equipment | 103 | 95 |
| Research and development expenditure | 225 | 223 |

| Employees (Dec. 31) | | |
|---------------------|--------|--------|
| | 2011 | 2010 |
| Total | 17,495 | 17,134 |
| Germany | 8,320 | 8,338 |
| United States | 606 | 586 |
| Rest of World | 8,569 | 8,210 |

| Sales (units) | | |
|----------------------------------|--------|--------|
| | 2011 | 2010 |
| Total | 39,700 | 39,100 |
| Western Europe | 5,900 | 7,200 |
| thereof Germany | 2,200 | 2,600 |
| NAFTA | 4,000 | 3,900 |
| Latin America (excluding Mexico) | 25,000 | 23,200 |
| Other Markets | 4,800 | 4,800 |

Daimler Buses production locations worldwide

Mannheim Bodyshell assembly: Mercedes-Benz and Setra city/interurban buses and coaches; assembly: Mercedes-Benz city/interurban buses.

Neu-Ulm Painting and assembly: Mercedes-Benz and Setra city/interurban buses and coaches.

Dortmund Bodyshell assembly, painting and manufacturing plant: Mercedes-Benz minibuses.

Istanbul-Hoşdere (Turkey) Bodyshell assembly, painting and manufacturing plant: Mercedes-Benz city/interurban buses and coaches.

Ligny-en-Barrois (France) Assembly: Mercedes-Benz city/interurban buses.

Oriskany, New York (United States) Assembly: Orion coaches.

São Bernardo do Campo (Brazil) Assembly: Mercedes-Benz chassis.

Holýsov (Czech Republic) Bodyshell segments and components: Mercedes-Benz and Setra city/interurban buses and coaches.

Monterrey (Mexico) Assembly: Mercedes-Benz chassis.

Sámano (Spain) Assembly: Mercedes-Benz chassis.

Mississauga (Canada) Painting and bodyshell assembly: Orion coaches.

Buenos Aires (Argentina) Assembly: Mercedes-Benz chassis.

East London (South Africa) Assembly: Mercedes-Benz chassis.

Pune (India) Assembly: Mercedes-Benz chassis.

Jakarta (Indonesia) Assembly: Mercedes-Benz chassis.

| Daimler Buses Employees (Dec. 31) | | |
|--|-------------------|----------------|
| | From Buses | On Site |
| Mannheim | 3,515 | 3,515 |
| Neu-Ulm | 3,765 | 3,765 |
| Dortmund | 249 | 249 |
| Istanbul-Hoşdere (Turkey) | 3,888 | 3,888 |
| Ligny-en-Barrois (France) | 406 | 406 |
| Oriskany (United States) | 606 | 606 |
| São Bernardo do Campo (Brazil) | 1,217 | 1,217 |
| Holýsov (Czech Republic) | 407 | 407 |
| Monterrey (Mexico) | 362 | 362 |
| Sámano (Spain) | 261 | 261 |
| Mississauga (Canada) | 418 | 418 |

| Major markets of Daimler Buses (units) | | |
|---|---------------|-------------|
| | 2011 | 2010 |
| 1. Brazil | 18,100 | 15,600 |
| 2. Argentina | 3,700 | 3,600 |
| 3. Mexico | 3,500 | 3,100 |
| 4. Germany | 2,200 | 2,600 |
| 5. Chile | 1,700 | 2,000 |
| 6. France | 1,600 | 1,600 |
| 7. Turkey | 1,100 | 700 |
| 8. Egypt | 900 | 800 |
| 9. Indonesia | 800 | 900 |
| 10. Peru | 700 | 800 |

Daimler Buses The range of products supplied by Daimler Buses, the world's leading manufacturer of buses and coaches above eight tons with the brands Mercedes-Benz, Setra and Orion, includes coaches, city buses and interurban buses as well as bus chassis. Daimler Buses thus disposes of a full-line product portfolio ranging from minibuses to double-deckers to articulated buses. Orion, the US city bus brand, is the global leader for hybrid buses.

Daimler Financial Services



| Amounts in millions of EUR | | |
|---|--------|--------|
| | 2011 | 2010 |
| EBIT | 1,312 | 831 |
| Revenue | 12,080 | 12,788 |
| New business | 33,521 | 29,267 |
| Contract volume | 71,730 | 63,725 |
| Investment in property, plant and equipment | 21 | 12 |

| Employees (Dec. 31) | | |
|---------------------|--------------|-------|
| | 2011 | 2010 |
| Total | 7,065 | 6,742 |
| Germany | 2,536 | 2,358 |
| United States | 976 | 987 |
| Rest of World | 3,553 | 3,397 |

| Contract volume by market in millions of EUR | | |
|--|--------|--------|
| | 2011 | 2010 |
| 1. United States | 21,601 | 18,095 |
| 2. Germany | 17,000 | 16,095 |
| 3. Brazil | 3,990 | 3,063 |
| 4. United Kingdom | 3,919 | 3,265 |
| 5. Canada | 3,014 | 2,618 |
| 6. Japan | 2,736 | 2,486 |
| 7. Australia | 2,116 | 2,034 |
| 8. France | 1,966 | 1,880 |
| 9. Italy | 1,647 | 1,544 |
| 10. South Africa | 1,618 | 1,768 |

Daimler Financial Services Global

Daimler Financial Services has a portfolio of 2.6 million financed and leased cars, vans, trucks and buses in almost 40 countries. That represents more than 40 percent of the vehicles produced by Daimler worldwide. Daimler Financial Services is one of the world's leading providers of automotive services and is the world's biggest provider of financing for commercial vehicles.

The range of services includes financing, leasing, insurance and fleet management. In addition, the division's Mercedes-Benz Bank provides call money accounts, saving plans, fixed-rate accounts and investment products in Germany. In this way, Daimler Financial Services enhances customers' loyalty to the vehicle brands and utilizes additional earnings potential for the Daimler Group.

In 2011, Daimler Financial Services expanded its business model by offering mobility services in addition to just vehicle financing in the future. As part of this process, Daimler Financial Services started the new business unit "Mobility Services" and incorporated the car2go business in the 2nd quarter.

Products

Financing Customers who finance a vehicle generally want to become its owners. Vehicle servicing or insurance can be included in the monthly financing rates. In some markets Daimler Financial Services also offers balloon payment financing with lower monthly rates. With three-way financing, the customer decides at the end of the contract period whether to return the vehicle, finance the balance, or pay it off.

Leasing Daimler Financial Services remains the owner of all leased vehicles. Customers pay for vehicle usage and tend to return it to the company at the end of the leasing period. Service-leasing packages combine a leasing contract with various service components, such as maintenance, repairs, tire services, etc.

Insurance Daimler Financial Services' range of insurance services includes motor insurance, GAP insurance and payment protection insurance. Additionally, the division Insurance Services is responsible for coverage of Daimler production facilities worldwide, product liability risks and for providing coverage for sea and land transportation. Furthermore, it provides retirement savings programs for Group employees in Germany.

Fleet management In many countries, Daimler Financial Services is one of the leading providers of fleet management services for passenger cars and commercial vehicles. In Europe, its Daimler Fleet Management and Mercedes-Benz CharterWay subsidiaries offer comprehensive fleet management packages for passenger cars and commercial vehicles, respectively. If desired by the customer, these services can be expanded to include the management of entire fleets.

Banking As a subsidiary of Daimler Financial Services, Mercedes-Benz Bank is one of the leading direct banks for private customers in Germany. In addition to vehicle financing and leasing services, other products are offered, such as call money accounts, saving plans, fixed-rate products, funds and certificates. In selected markets, Daimler Financial Services also offers credit cards.

car2go An urban mobility concept whereby smart fortwo vehicles can be rented independently of fixed rental stations: anywhere, at any time and at low cost (charged by the minute). Customers find and book vehicles using their mobile phone, smartphone or via the internet, either spontaneously or in advance. The rental itself is handled via an innovative telematics unit in the vehicle.

Daimler Brand Portfolio

Mercedes-Benz Cars



Mercedes-Benz



MAYBACH



Daimler Trucks



Mercedes-Benz



BHARATBENZ

Mercedes-Benz Vans



Mercedes-Benz

Daimler Buses



Mercedes-Benz



Daimler Financial Services

Mercedes-Benz Bank

Mercedes-Benz Financial

Daimler Truck Financial

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