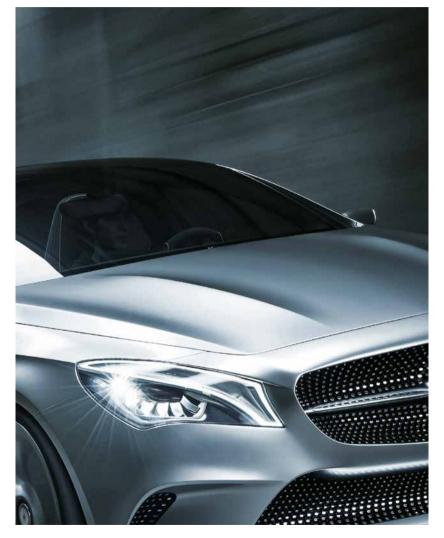
# **DAIMLER**



Daimler at a Glance. Fiscal Year 2012.

# Contents

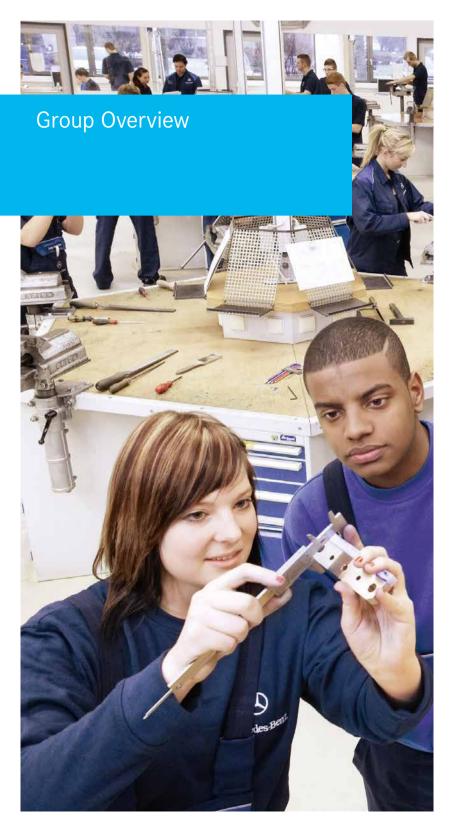
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# Daimler at a Glance

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. 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, Freightliner, Western Star, BharatBenz, Fuso, Setra and Thomas Built Buses. The company is listed on the stock exchanges of Frankfurt and Stuttgart, Germany (stock exchange symbol DAI). In 2012, the Group sold 2.2 million vehicles and employed a workforce of 275,000 people; revenue totaled €114.3 billion and EBIT amounted to €8.6 billion.



Amounts in millions of EUR		
Amounts in minions of Edit	2012	2011
FDIT	0.615	0.755
EBIT	8,615	8,755
Value Added	4,185	3,726
Net profit	6,495	6,029
Earnings per share (in EUR)	5.71	5.32
Investment in property, plant and equipment	4,827	4,158
Research and development expenditure	5,644	5,634
Amounts in millions of EUR		
	2012	201
Revenue	114,297	106,540
Western Europe	39,377	39,387
thereof Germany	19,722	19,753
NAFTA	31,914	26,020
thereof United States	27,233	22,222
Asia	25,126	22,643
thereof China	10,782	11,093
Other markets	17,880	18,484
By divisions		
Mercedes-Benz Cars	61,660	57,410
Daimler Trucks	31,389	28,75
Mercedes-Benz Vans	9,070	9,179
Daimler Buses	3,929	4,418
Daimler Financial Services	13,550	12,080
Employees (Dec. 31)		
<b></b>	2012	201
Total	275,087	271,370
Germany	166,363	167,684
United States	21,720	20,702
Rest of World	87,004	82,984
By divisions		
Mercedes-Benz Cars	98,020	
	80,519	
Mercedes-Benz Cars		77,29
Mercedes-Benz Cars Daimler Trucks Mercedes-Benz Vans Daimler Buses	80,519	77,295 14,889
Mercedes-Benz Cars Daimler Trucks Mercedes-Benz Vans	80,519 14,916	99,09 77,295 14,889 17,495 49,699

# Mercedes-Benz Cars

Amounts in millions of EUR		
Amounts in millions of EUR	2012	2011
EBIT	4,389	5,192
Revenue	61,660	57,410
Investment in property, plant and equipment	3,495	2,724
Research and development expenditure	3,863	3,733
Employees (Dec. 31)		
	2012	2011
Total	98,020	99,091
Germany	84,346	86,670
United States	3,258	3,083
Rest of World	10,416	9,338
Sales (units) '	2012	2011
Mercedes-Benz	1,345,800	1,279,100
A-Class, B-Class	231,100	192,300
C-Class, CLK-Class, SLK-Class	425,000	411,800
E-Class, CLS-Class	313,600	340,100
S-Class, CL-Class, SL-Class, SLR, SLS, Maybach	80,700	80,700
M-Class, R-Class, G-Class, GL-Class, GLK-Class	295,400	254,300
smart	105,700	99,700
Mercedes-Benz Cars <sup>1</sup>	1,451,600	1,381,400
Western Europe	631,400	(05.000
thereof Germany	289,900	625,200
		290,700
NAFTA	342,100	
NAFTA thereof United States	342,100 299,700	290,700
		290,700 288,400
thereof United States	299,700	290,700 288,400 250,400

<sup>1</sup> Including Mitsubishi vehicles manufactured and/or sold in South Africa

# Mercedes-Benz Cars main production locations worldwide

**Sindelfingen** C-Class sedan, E-Class sedan, E-Class wagon, CLS-Class, S-Class, CL-Class, SLS AMG coupe, SLS AMG roadster.

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

**Bremen** C-Class sedan, C-Class wagon, C-Class coupe, SLK-Class, E-Class coupe, E-Class cabriolet, SL-Class, GLK-Class.

Berlin Engines, components, parts and fuel systems.

**Hamburg** Axles and axle components, steering columns, exhaust gas technology, 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 sedan.

Kecskemét (Hungary) B-Class.

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 sedan, E-Class sedan (long-wheelbase version), GLK-Class.

Mercedes-Benz Cars Employees (Dec. 31)		
	From MBC	On Site
Sindelfingen	22,161	25,947
Untertürkheim	15,527	17,811
Bremen	10,617	12,678
Berlin	2,295	2,585
Hamburg	2,187	2,600
Rastatt	6,278	6,599
Kölleda	778	778
Tuscaloosa (United States)	2,932	2,932
East London (South Africa)	2,525	2,525
Kecskemét (Hungary)	3,416	3,416
Hambach (France)	795	795

Production vehicles (units)	,
Sindelfingen	424,609
Bremen	316,621
Rastatt	201,211
Tuscaloosa	180,379
East London	60,030
Kecskemét	41,035
Hambach	104,155

Production components (units)	
Untertürkheim	
Engines	686,119
Rear Axles	1,126,040
Front Axles	618,944
Transmissions	1,342,609
Berlin	
Engines	151,592
Hamburg	
Rear Axles	438,817
Front Axles	551,727
MDC Power GmbH/Kölleda	
Engines	638,067

Major markets of Mercedes-Benz Cars (units) 1	
2012	2011
299,700	250,400
289,900	290,700
208,500	223,100
101,900	85,000
64,900	73,600
52,500	50,100
44,600	32,500
37,800	29,800
32,900	30,400
22,500	24,000
22,400	22,100
22,100	22,700
	299,700 289,900 208,500 101,900 64,900 52,500 44,600 37,800 32,900 22,500 22,400

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

# Mercedes-Benz Cars range

**A-Class** Sedan with 4-cylinder gasoline and diesel engines; 80 to 155 kW (109 to 211 hp).

**B-Class** Sports tourer with 4-cylinder gasoline and diesel engines; 80 to 155 kW (109 to 211 hp); B 200 Natural Gas Drive, 115 kW (156 hp).

**CLA-Class** 4-door coupe with 4-cylinder gasoline and diesel engines; 90 to 155 kW (122 to 211 hp); start of production in 2013.

**C-Class** Sedan, wagon and coupe with 4-, 6- and 8-cylinder gasoline and diesel engines; 88 to 380 kW (120 to 517 hp); some models also with four-wheel drive (4MATIC).

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

**E-Class** Sedan, wagon, coupe and cabriolet with 4-, 6- and 8-cylinder gasoline and diesel engines as well as hybrid drive; 100 to 430 kW (136 to 585 hp); some models also with four-wheel drive (4MATIC).

- **CLS-Class** 4-door coupe and Shooting Brake with 4-, 6- and 8-cylinder gasoline and diesel engines; 150 to 430 kW (204 to 585 hp); some models also with four-wheel drive (4MATIC).
- **S-Class** Sedan (two wheelbases) with 4-, 6-, 8- and 12-cylinder gasoline and diesel engines as well as hybrid drive; 150 to 463 kW (204 to 630 hp); some models also with four-wheel drive (4MATIC).
- **CL-Class** Coupe with 8- and 12-cylinder gasoline engines; 320 to 463 kW (435 to 630 hp); CL500 also with four-wheel drive (4MATIC).
- **SL-Class** Roadster with 6-, 8- and 12-cylinder gasoline engines; 225 to 463 kW (306 to 630 hp).
- SLS AMG Coupe/Coupe GT and SLS AMG Roadster/Roadster GT Super sports car with 8-cylinder gasoline engine and transmission in transaxle configuration; 420 to 435 kW (571 to 591 hp).
- **GLK-Class** Compact SUV with 4- and 6-cylinder gasoline and diesel engines; 105 to 225 kW (143 to 306 hp); GLK 200/220 CDI also with rear-wheel drive.
- **M-Class** SUV with 4-, 6- and 8-cylinder gasoline and diesel engines; 150 to 410 kW (204 to 557 hp).
- **G-Class** Off-road vehicle (wagon and cabriolet) with 6-, 8- and 12-cylinder gasoline and diesel engines; 155 to 450 kW (211 to 612 hp).
- **GL-Class** Full-size luxury SUV with 6- and 8-cylinder gasoline and diesel engines; 190 to 410 kW (258 to 557 hp).
- **smart fortwo coupe** and **smart fortwo cabrio** 2-seater coupe and cabriolet with 3-cylinder gasoline and diesel engines; 45 to 75 kW (61 to 102 hp); smart fortwo electric drive 2-seater coupe and cabriolet with electric drive; 55 kW (75 hp).





Amounts in millions of EUR		
	2012	201
EBIT	1,714	1,870
Revenue	31,389	28,75
Investment in property, plant and equipment	989	1,20
Research and development expenditure	1,197	1,32
Employees (Dec. 31)		
	2012	201
Total	80,519	77,29
Germany	29,963	29,43
United States	15,089	14,02
Rest of World	35,467	33,83
Sales (units)	2012	201
Total	462,000	425,80
Western Europe	58,000	61,40
thereof Germany	31,100	31,20
United Kingdom	6,900	7,60
France	7,400	8,10
Italy	1,700	2,40
NAFTA	135,000	114,00
thereof United States	113,800	96,90
Latin America (excluding Mexico)	46,200	61,90
thereof Brazil	29,000	44,10
Asia	163,700	134,90

### **Daimler Trucks main locations worldwide**

# Trucks Europe/Latin America (Mercedes-Benz)

**Wörth** Production of Mercedes-Benz Trucks and Mercedes-Benz Special Trucks.

**Mannheim** Production of commercial vehicles 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 trucks, buses, vans and passenger car 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 of Mercedes-Benz trucks and Mercedes-Benz Special 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, product engineering.

Juiz de Fora (Brazil) Mercedes-Benz truck assembly of Accelo and Actros.

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

**Portland, Oregon (United States)** Daimler Trucks North America headquarters. Research and development. Western Star truck production.

Cleveland, North Carolina (United States) Freightliner truck production.

Mount Holly, North Carolina (United States) Freightliner truck production.

**Redford, Michigan (United States)** Detroit Diesel Corporation headquarters, production of engines, Axle Alliance Company, axles assembly.

**High Point, North Carolina (United States)** Thomas Built Buses headquarters, school bus assembly.

Gaffney, South Carolina (United States) Freightliner Chassis Corporation, chassis for vans, school and shuttle buses, motor homes.

**Gastonia, North Carolina (United States)** Daimler Trucks North America LLC, parts production.

**Santiago Tianguistenco (Mexico)** Daimler Trucks North America LLC, Freightliner truck production.

**Saltillo (Mexico)** Daimler Trucks North America LLC, Freightliner heavy-duty truck production.

**Toluca (Mexico)** Daimler Trucks North America LLC, engine, transmission and aggregrate remanufacturing.

# Trucks Asia (Fuso)

**Kawasaki (Japan)** Mitsubishi Fuso Truck and Bus Corporation headquarters (MFTBC), production of trucks, vehicle engines and industrial engines as well as axles and transmissions; Global Hybrid Center, research and development, information technology and procurement.

Aikawa (Japan) Fuso Nakatsu plant, production of transmission parts.

# Trucks India (BharatBenz)

**Chennai (India)** BharatBenz trucks and truck components production, research and development, proving grounds and test track.

### Other

Naberezhnye Chelny (Russia) Cooperation with Kamaz. Mercedes-Benz Trucks Vostok (MBTV): Assembly of Mercedes-Benz Actros, Atego, Axor and Unimog. Fuso Kamaz Trucks Russia (FKTR): Assembly of Fuso Canter trucks.

**Beijing (China)** Joint venture with Foton. Beijing Foton Daimler Automotive (BFDA): Production of Auman Trucks with Mercedes-Benz components.

Daimler Trucks Employees (Dec. 31)		
	From Daimler Trucks	On Site
Trucks Europe/Latin America		
Stuttgart	343	343
Wörth	11,682	11,819
Mannheim	5,084	5,112
Kassel	2,807	2,820
Gaggenau	6,194	6,280
Aksaray (Turkey)	1,728	1,728
Molsheim (France)	566	566
São Bernardo do Campo (Brazil)	12,022	12,022
Juiz de Fora (Brazil)	889	889
Tramagal (Portugal)	310	310
Trucks NAFTA		
Portland (United States)	3,087	3,087
Cleveland (United States)	2,165	2,165
Mount Holly (United States)	1,522	1,522
Redford (United States)	2,098	2,098
High Point (United States)	1,277	1,277
Santiago Tianguistenco (Mexico)	1,483	1,483
Saltillo (Mexico)	2,927	2,927
Trucks Asia		
Kawasaki (Japan)	4,849	4,849
Chennai (India)	1,955	1,955

Major markets of Daimler Trucks (units)		
	2012	2011
1. United States	113,800	96,900
2. Indonesia	68,500	62,400
3. Japan	35,000	27,000
4. Germany	31,100	31,200
5. Brazil	29,000	44,100
6. Turkey	18,300	19,900
7. U.A.E. Dubai	14,500	8,000
8. Canada	13,900	11,300
9. Taiwan	12,300	12,100
10. Saudi Arabia	9,500	6,500

# **Daimler Trucks range**

**Trucks Europe/Latin America (Mercedes-Benz)** Mercedes-Benz trucks with a gross vehicle weight over 6t: Atego, Axor, Antos, Arocs, Actros for long-distance and distribution transport as well as for construction and services. In Latin America additionally the medium-duty truck Accelo and Atron. Mercedes-Benz Special Trucks: Econic, Unimog, Zetros.

Trucks NAFTA (Freightliner, Western Star, Thomas Built Buses) Heavyand medium-duty commercials for long-distance and distribution transport as well as for 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, from the Fuso Canter light-duty truck up to the flagship Fuso Super Great for distribution and goods transportation, construction, services and numerous other industrial uses. Small, mid-size and large Fuso buses for city transportation and touring. The product range also includes light-duty hybrid trucks and large-size hybrid buses as well as industrial engines. Since 2013, the new light-duty truck Fuso Canter Guts (below 5t gross vehicle weight) within the Fuso and Nissan Motor Co. cooperation.

**Trucks India (BharatBenz)** Product range of trucks with a gross vehicle weight between 6 and 49t for various deployment areas; developed for the Indian market.

Kamaz Two joint ventures in Russia. Mercedes-Benz Trucks Vostok is assembling the Mercedes-Benz models Actros, Atego, Axor and Unimog. Fuso Kamaz Trucks Russia is producing the Fuso Canter. Supplier agreement for engines and axles coming from the German Mercedes-Benz plants for Kamaz trucks and buses.

**Auman** Heavy and medium-heavy trucks for the Chinese market from the joint venture Beijing Foton Daimler Automotive Co. Ltd.

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 460 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		
764.1.6 161.6 61.261.	2012	2011
EBIT	541	835
Revenue	9,070	9,179
Investment in property, plant and equipment	223	109
Research and development expenditure	371	358
Employees (Dec. 31)		
	2012	2011
Total	14,916	14,889
Germany	9,982	9,952
United States	99	93
Rest of World	4,835	4,844
Sales (units)	2012	2011
Total	252,400	264,200
Western Europe	164,900	178,300
thereof Germany	71,000	77,600
Eastern Europe	24,000	22,600
United States	21,500	18,000
Latin America (excluding Mexico)	14,000	13,700
China	8,800	13,500
Other Markets	19,200	18,100

# Mercedes-Benz Vans production locations worldwide

Düsseldorf Chassis and assembly plant for vans.

Ludwigsfelde Chassis and assembly plant for vans.

Vitoria (Spain) Chassis and assembly plant for vans.

**Maubeuge (France)** Strategic alliance with Renault-Nissan. Chassis and assembly plant for vans.

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

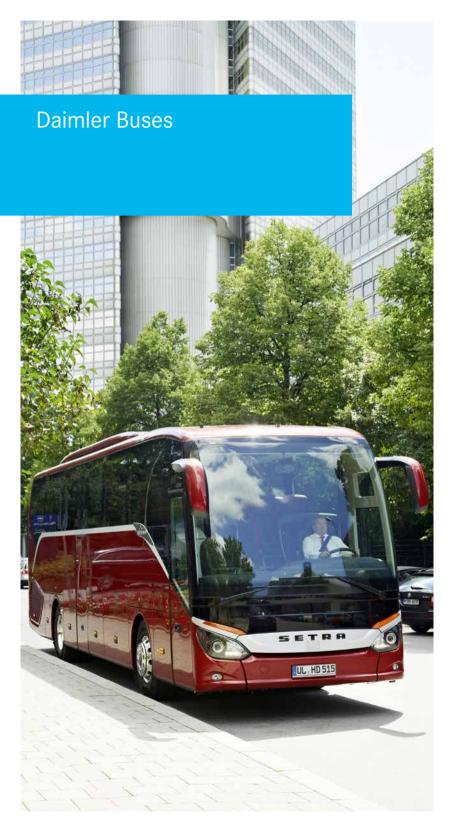
Charleston (United States) Assembly plant for vans.

**Fuzhou (China)** Fujian Benz Automotive Corporation, joint venture between Mercedes-Benz Vans and Fujian Motors. Chassis and assembly plant for vans.

Mercedes-Benz Vans Employees (Dec. 31)		
	From Vans	On Site
Stuttgart	1,369	1,369
Düsseldorf	6,537	6,570
Ludwigsfelde	2,076	2,076
Vitoria/Barcelona (Spain)	3,264	3,264
González Catan (Argentina)	1,571	1,571
Charleston (United States)	99	99

Major markets of Mercedes-Benz Vans (units)		
	2012	2011
1. Germany	71,000	77,600
2. United Kingdom	25,400	24,500
3. United States	21,500	18,000
4. France	20,100	21,400
5. Turkey	9,600	8,600
6. China	8,800	13,500
7. Netherlands	8,000	9,600
8. Belgium	6,900	7,400
9. Brazil	6,400	6,800
10. Spain	5,800	6,500

**Mercedes-Benz Vans** Five Mercedes-Benz model series: Citan (1.8 to 2.2t), Vito and Viano (up to 3.2t); Sprinter (2.59 to 5t; in the United States 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.



Amounts in millions of EUR		
	2012	2011
EBIT	-232	162
Revenue	3,929	4,418
Investment in property, plant and equipment	82	103
Research and development expenditure	222	225
Employees (Dec. 31)	,	
	2012	2011
Tabl	1/ 001	17.405
Total	16,901	17,495
Germany	8,126	8,320
United States	200	606
Rest of World	8,575	8,569
Sales (units)		
	2012	2011
Total	32,100	39,700
Western Europe	5,900	5,900
thereof Germany	2,000	2,200
NAFTA	3,900	4,000
Latin America (excluding Mexico)	17,800	25,000
Other Markets	4,500	4,800

# **Daimler Buses production locations worldwide**

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

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

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

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

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

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

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

Monterrey (Mexico) Assembly of Mercedes-Benz chassis.

Sámano (Spain) Assembly of Mercedes-Benz chassis.

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

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

Pune (India) Assembly of Mercedes-Benz chassis.

Jakarta (Indonesia) Assembly of Mercedes-Benz chassis.

Daimler Buses Employees (Dec. 31)		
	From Buses	On Site
Mannheim	3,406	3,406
Neu-Ulm	3,699	3,699
Dortmund	270	270
Istanbul-Hoşdere (Turkey)	4,117	4,117
Ligny-en-Barrois (France)	394	394
Oriskany (United States)	200	200
São Bernardo do Campo (Brazil)	1,324	1,324
Holýsov (Czech Republic)	385	385
Monterrey (Mexico)	388	388
Sámano (Spain)	258	258
Mississauga (Canada)	72	72
Buenos Aires (Argentina)	158	158

Major markets of Daimler Buses (units)		
	2012	2011
1. Brazil	11,100	18,100
2. Mexico	3,500	3,500
3. Argentina	3,400	3,700
4. Chile	2,100	1,700
5. Germany	2,000	2,200
6. France	1,800	1,600
7. Turkey	1,100	1,100
8. Indonesia	900	800
9. Peru	800	700
10. Egypt	500	900

**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 and Setra, 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.



Amounts in millions of EUR		
	2012	201
EBIT	1.292	1,312
Revenue	13,550	12,080
New business	38,076	33,52
Contract volume	79,986	71,730
Investment in property, plant and equipment	23	2
Employees (Dec. 31)		
	2012	201
Total	7,779	7,06
Germany	2,609	2,53
United States	1,070	97
Rest of World	4,100	3,550
Contract volume by market in millions of EUR		
	2012	2011
1. United States	25,034	21,601
2. Germany	17,761	17,000
3. United Kingdom	5,205	3,919
4. Canada	3,792	3,014
5. Brazil	3,394	3,990
6. Japan	2,825	2,736
7. Australia	2,347	2,116
8. France	2,237	1,966
9. China	2,187	1,848
10. Italy	1,772	1,647

# **Daimler Financial Services Global**

Daimler Financial Services offers a comprehensive range of automobile-related financial services. The products extend from leasing, retail financing, and dealer financing to commercial fleet management, insurance solutions, banking services, and innovative mobility services. All of these offers help customers make their automotive dreams come true, support the Daimler Group's vehicle sales, and promote customer and dealer loyalty to the brand. Studies show that customers who lease or finance their vehicles remain loyal to their brands much longer than those who purchase their cars outright. They also more frequently invest in new vehicles and high-end equipment packages. On average, Daimler Financial Services finances or leases four out of ten Daimler vehicles worldwide.

# **Products**

**Financing** Customers who opt to take out a loan usually plan to obtain ownership of the vehicle by paying fixed monthly installments over the term of the financing contract. Afterwards, the car belongs to them. Customers not only select the contract's duration and the amount of the down payment; they can also make balloon payments in many markets. As in a leasing contract, they can thus take advantage of low monthly rates. In the case of threeway financing contracts, customers decide at the end of the financing period whether they want to return the vehicle, refinance the remainder of the loan, or pay it off all at once.

**Leasing** Daimler Financial Services remains the owner of the vehicle in all leasing contracts. Customers merely pay to use the vehicle and return it after the contract expires. Service-leasing packages combine the leasing contract with various service components such as maintenance, repairs, and tire services.

**Insurance** Our range of automobile-related insurance services includes motor insurance, GAP insurance, and payment protection insurance. In addition to insuring Daimler production locations and transport and product liability risks worldwide, the company's Insurance Services unit manages the company and private pension plans of the Group's employees in Germany.

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

Financial investments and credit cards In selected markets and in close cooperation with the Group's automotive brands, Daimler Financial Services provides credit cards. In addition, Mercedes-Benz Bank offers call money accounts, savings plans, and fixed interest term deposits in Germany.

Innovative mobility services Daimler Financial Services' subsidiary Daimler Mobility Services GmbH offers its customers innovative mobility services from a single source. With the car2go brand, the company is the world's leading provider of flexible carsharing programs. car2go vehicles can be rented at favorable rates – by the minute, anywhere, and at any time. Customers find and book vehicles using their smartphones or via the internet, either on the spur of the moment or in advance. At the end of 2012, car2go was available in 18 cities in Europe and North America. With the moovel brand, Daimler Mobility Services GmbH offers an intuitive smartphone app that enables customers to compare various mobility options on the basis of several parameters, and then choose the best options for traveling from Point A to Point B. The company's activities also include the development of innovative parking solutions.

# Daimler Brand Portfolio

### Mercedes-Benz Cars





# **Daimler Trucks**













### Mercedes-Benz Vans





# Daimler Buses





## **Daimler Financial Services**

Mercedes-Benz Bank



**Daimler Truck Financial**