## DAIMLER

Fact Sheet for Q2 2010 and H1 2010
July 27, 2010

## DAIMLER

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## DAIMLER

## Stock Market Information

## Earnings per share (in EUR)

basic
diluted
continuing operations, basic
continuing operations, diluted

| 0.04 | 0.21 | $(0.34)$ | $(1.61)$ |
| :--- | :--- | :--- | :--- |
| 0.04 | 0.21 | $(0.34)$ | $(1.61)$ |
| 0.04 | 0.22 | $(0.34)$ | $(1.32)$ |
| 0.04 | 0.22 | $(0.34)$ | $(1.32)$ |


| 0.65 | $(1.40)$ |
| :--- | :--- |
| 0.65 | $(1.40)$ |
| 0.65 | $(1.40)$ |
| 0.65 | $(1.40)$ |


| 1.18 | $(0.99)$ |
| :--- | :--- |
| 1.18 | $(0.99)$ |
| 1.18 | $(0.99)$ |
| 1.18 | $(0.99)$ |


| 1.84 | $(2.37)$ |
| :--- | :--- |
| 1.84 | $(2.37)$ |
| 1.84 | $(2.37)$ |
| 1.84 | $(2.37)$ |

Average number of

## shares outstanding (in millions)

(adjusted for treasury stocks)
basic
diluted

## Number of shares outstanding

(at period end, in millions)
total shares outstanding

## Share price Frankfurt

(at period end, in EUR)

| $1,023.8$ | 941.9 | $1,024.0$ | 927.8 | $1,024.2$ | 943.5 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| $1,023.8$ | 942.8 | $1,024.6$ | 927.8 | $1,024.2$ | 94 |

1,054.5 1,023.8
$+3 \% 1,039.4 \quad 983$

Market capitalization Frankfurt
(at period end, in billions of EUR)

| $1,023.9$ | 929.7 | $1,061.2$ | 964.6 |
| :--- | :--- | :--- | :--- |
|  |  |  | 927.4 |
| 34.41 | 35.40 | 37.23 | 26.70 |


| $1,061.2$ | 1,06 |
| :--- | :--- |
| $1,024.9$ | 1,023 |


| $1,061.6$ | $1,061.0$ | $+0 \%$ |
| ---: | ---: | ---: |
| $1,060.9$ | $1,023.8$ | $+4 \%$ |
|  |  |  |
| 41.92 | 25.78 | $+63 \%$ |

## DAIMLER

## Key Figures and Ratios

| (in millions of EUR) | 3rd Quarter |  | 4th Quarter |  | 1st Quarter |  | 2nd Quarter |  |  | January - June |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | 2009 | 2008 | 2010 | 2009 | 2010 | 2009 | Change | 2010 | 2009 | Change |
| Unit Sales (in units) | 386,461 | 522,525 | 441,038 | 480,055 | 402,725 | 332,252 | 496,481 | 391,540 | +27\% | 899,206 | 723,792 | +24\% |
| Revenue | 19,310 | 24,470 | 21,323 | 23,996 | 21,187 | 18,679 | 25,107 | 19,612 | +28\% | 46,294 | 38,291 | +21\% |
| EBIT | 470 | 648 | 448 | $(1,947)$ | 1,190 | $(1,426)$ | 2,104 | $(1,005)$ | . | 3,294 | $(2,431)$ | . |
| Net profit (loss), Group | 56 | 213 | (352) | $(1,526)$ | 612 | $(1,286)$ | 1,312 | $(1,062)$ | . | 1,924 | $(2,348)$ | . |
| Net profit (loss), continuing operations | 56 | 218 | (352) | (1,261) | 612 | $(1,286)$ | 1,312 | $(1,062)$ |  | 1,924 | $(2,348)$ |  |
| Depreciation and amortization <br> (including amortization on capitalized development costs, excluding depreciation on leased assets) | 855 | 764 | 786 | 767 | 818 | 846 | 836 | 777 | +8\% | 1,654 | 1,623 | +2\% |
| R\&D expenditure total | 1,055 | 1,128 | 850 | 1,129 | 1,134 | 1,116 | 1,236 | 1,160 | +7\% | 2,370 | 2,276 | +4\% |
| Expensed R\&D costs | 728 | 789 | 581 | 653 | 798 | 785 | 850 | 802 | +6\% | 1,648 | 1,587 | +4\% |
| Capitalized development costs | 327 | 339 | 269 | 476 | 336 | 331 | 386 | 358 | +8\% | 722 | 689 | +5\% |
| Amortization on capitalized development costs | 158 | 163 | 172 | 155 | 176 | 157 | 176 | 160 | +10\% | 352 | 317 | +11\% |
| Capital expenditure (Property, plant \& equipment) | 624 | 948 | 557 | 1,075 | 738 | 688 | 643 | 554 | +16\% | 1,381 | 1,242 | +11\% |

## DAIMLER

## Unit Sales

|  | 3rd Quarter |  | 4th Quarter |  | 1st Quarter |  | 2nd Quarter |  |  | January - June |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in units) | 2009 | 2008 | 2009 | 2008 | 2010 | 2009 | 2010 | 2009 | Change | 2010 | 2009 | Change |
| Mercedes-Benz Cars* | 271,917 | 315,796 | 303,552 | 284,956 | 277,117 | 231,193 | 342,461 | 287,243 | +19\% | 619,578 | 518,436 | +20\% |
| Daimler Trucks | 66,071 | 122,678 | 73,718 | 118,859 | 70,557 | 65,405 | 83,797 | 54,134 | +55\% | 154,354 | 119,539 | +29\% |
| Mercedes-Benz Vans | 40,123 | 73,241 | 54,748 | 66,702 | 46,655 | 28,834 | 59,393 | 41,871 | +42\% | 106,048 | 70,705 | +50\% |
| Daimler Buses | 8,350 | 10,810 | 9,020 | 9,538 | 8,396 | 6,820 | 10,830 | 8,292 | +31\% | 19,226 | 15,112 | +27\% |
| Daimler Group* | 386,461 | 522,525 | 441,038 | 480,055 | 402,725 | 332,252 | 496,481 | 391,540 | +27\% | 899,206 | 723,792 | +24\% |

* Including Mitsubishi vehicles manufactured and/or sold in South Africa.


## DAIMLER

## Production Volume

| (in units) | 3rd Quarter |  | 4th Quarter |  | 1st Quarter |  | 2nd Quarter |  |  | January - June |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | 2009 | 2008 | 2010 | 2009 | 2010 | 2009 | Change | 2010 | 2009 | Change |
| Mercedes-Benz Cars* | 287,171 | 343,368 | 292,395 | 276,083 | 307,826 | 208,370 | 326,020 | 243,626 | +34\% | 633,846 | 451,996 | +40\% |
| Daimler Trucks | 57,332 | 125,756 | 73,793 | 110,715 | 73,768 | 58,802 | 84,409 | 45,547 | +85\% | 158,177 | 104,349 | +52\% |
| Mercedes-Benz Vans | 39,726 | 79,085 | 51,622 | 55,716 | 49,820 | 30,554 | 61,261 | 34,765 | +76\% | 111,081 | 65,319 | +70\% |
| Daimler Buses | 8,733 | 11,315 | 8,468 | 8,983 | 8,844 | 7,681 | 10,757 | 7,784 | +38\% | 19,601 | 15,465 | +27\% |
| Daimler Group* | 392,962 | 559,524 | 426,278 | 451,497 | 440,258 | 305,407 | 482,447 | 331,722 | +45\% | 922,705 | 637,129 | +45\% |

[^0]
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## Revenue

|  | 3rd Quarter |  | 4th Quarter |  | 1st Quarter |  | 2nd Quarter |  |  | January - June |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions of EUR) | 2009 | 2008 | 2009 | 2008 | 2010 | 2009 | 2010 | 2009 | Change | 2010 | 2009 | Change |
| Mercedes-Benz Cars | 10,238 | 11,608 | 11,445 | 10,746 | 11,595 | 9,067 | 14,018 | 10,568 | +33\% | 25,613 | 19,635 | +30\% |
| Daimler Trucks | 4,388 | 7,307 | 4,837 | 7,553 | 4,873 | 4,918 | 5,853 | 4,217 | +39\% | 10,726 | 9,135 | +17\% |
| Mercedes-Benz Vans | 1,601 | 2,388 | 1,842 | 2,199 | 1,697 | 1,291 | 1,977 | 1,481 | +33\% | 3,674 | 2,772 | +33\% |
| Daimler Buses | 1,024 | 1,202 | 1,207 | 1,366 | 1,011 | 904 | 1,205 | 1,103 | +9\% | 2,216 | 2,007 | +10\% |
| Daimler Financial Services | 2,864 | 3,030 | 2,874 | 3,243 | 3,061 | 3,150 | 3,322 | 3,108 | +7\% | 6,383 | 6,258 | +2\% |
| Reconciliation | (805) | $(1,065)$ | (882) | $(1,111)$ | $(1,050)$ | (651) | $(1,268)$ | (865) | -47\% | $(2,318)$ | $(1,516)$ | -53\% |
| Daimler Group | 19,310 | 24,470 | 21,323 | 23,996 | 21,187 | 18,679 | 25,107 | 19,612 | +28\% | 46,294 | 38,291 | +21\% |

## DAIMLER

## Earnings Before Interest and Taxes (EBIT)

(in millions of EUR)

| Mercedes-Benz Cars | 355 | 112 | 608 | (359) | 806 | $(1,123)$ | 1,376 | (340) | . | 2,182 | $(1,463)$ | . |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Daimler Trucks | (127) | 510 | (224) | 86 | 130 | (142) | 300 | (508) | . | 430 | (650) | . |
| Mercedes-Benz Vans | 1 | 212 | 126 | 158 | 64 | (91) | 127 | (10) | . | 191 | (101) | . |
| Daimler Buses | 23 | 92 | 46 | 69 | 41 | 65 | 79 | 49 | +61\% | 120 | 114 | +5\% |
| Daimler Financial Services | 101 | 173 | (4) | 153 | 119 | (167) | 171 | 79 | +116\% | 290 | (88) | . |
| Reconciliation | 117 | (451) | (104) | $(2,054)$ | 30 | 32 | 51 | (275) | . | 81 | (243) | . |
| Daimler Group | 470 | 648 | 448 | $(1,947)$ | 1,190 | $(1,426)$ | 2,104 | $(1,005)$ |  | 3,294 | $(2,431)$ |  |

## DAIMLER

## Special Reporting Items affecting EBIT / A400M

| (in millions of EUR) |  | 3rd Quarter |  | 4th Quarter |  | 1st Quarter |  | 2nd Quarter |  | January - June |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2009 | 2008 | 2009 | 2008 | 2010 | 2009 | 2010 | 2009 | 2010 | 2009 |
|  | Reassessment of residual values | - | (449) | - | (16) | - | - | - | - | - | - |
|  | Adjustment of pension benefit plans | - | - | - | 84 | - | - | - | - | - | - |
|  | Realignment of Mitsubishi Fuso Truck and Bus Corporation | (13) | - | (28) | - | (5) | - | (10) | (204) | (15) | (204) |
|  | Repositioning of Daimler Trucks North America | 10 | - | (47) | (233) | (12) | (45) | (4) | (13) | (16) | (58) |
|  | Adjustments of pension benefit plans/healthcare benefit plans | - | - | - | 29 | - | - | - | - | - | - |
| $\stackrel{\text { ® }}{\Delta}$ | Repositioning of business activities in Germany | - | - | - | - | - | - | (78) | - | (78) | - |
|  | Sale of non-automotive assets | 3 | - | (81) | - | (46) | (28) | 26 | 6 | (20) | (22) |
|  | Sale of equity interest in Tata Motors | - | - | - | - | 265 | - | - | - | 265 | - |
|  | Transfer of shares in EADS | - | (7) | - | - | - | - | - | - | - | - |
|  | Equity-method result Chrysler | - | (351) | - | (343) | - | - | - | - | - | - |
|  | Other gains/(expenses) related to Chrysler | 48 | - | 5 | $(1,670)$ | - | 40 | - | (387) | - | (347) |
|  | New management model | - | (61) | - | (78) | - | - | - | - | - | - |
| A400M military transport aircraft |  |  |  | (237)* |  |  |  | (237)* |  |  |  |

[^1]
## DAIMLER

## Mercedes-Benz Cars

## Unit Sales

(in units)

| 3rd Quarter | 4th | rter |  | rer |  | Quart |  | January - June |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 20092008 | 2009 | 2008 | 2010 | 2009 | 2010 | 2009 | Change | 2010 | 2009 |  |


| Mercedes-Benz Cars | 271,917 | 315,796 | 303,552 | 284,956 | 277,117 | 231,193 | 342,461 | 287,243 | +19\% | 619,578 | 518,436 | +20\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Western Europe | 154,739 | 176,959 | 163,731 | 167,523 | 135,069 | 133,385 | 177,867 | 171,634 | +4\% | 312,936 | 305,019 | +3\% |
| of which Germany | 73,378 | 84,044 | 76,820 | 79,640 | 53,795 | 59,994 | 81,956 | 87,564 | -6\% | 135,751 | 147,558 | -8\% |
| NAFTA | 56,271 | 72,713 | 67,909 | 58,026 | 64,495 | 51,390 | 61,008 | 59,979 | +2\% | 125,503 | 111,369 | +13\% |
| of which USA | 48,610 | 64,866 | 59,704 | 50,734 | 56,145 | 43,927 | 51,318 | 50,714 | +1\% | 107,463 | 94,641 | +14\% |
| Asia | 35,786 | 38,309 | 46,375 | 34,971 | 50,929 | 25,029 | 73,808 | 31,752 | +132\% | 124,737 | 56,781 | +120\% |
| of which China | 17,011 | 13,587 | 24,379 | 11,406 | 26,855 | 11,215 | 48,511 | 14,846 | +227\% | 75,366 | 26,061 | +189\% |
| Rest of World | 25,121 | 27,815 | 25,537 | 24,436 | 26,624 | 21,389 | 29,778 | 23,878 | +25\% | 56,402 | 45,267 | +25\% |
| of which Mitsubishi vehicles | 1,206 | 1,400 | 1,313 | 1,186 | 1,181 | 1,644 | 981 | 1,111 | -12\% | 2,162 | 2,755 | -22\% |

## DAIMLER

## Mercedes-Benz Cars

## Retail Sales*

| (in units) | 3rd Quarter |  | 4th Quarter |  | 1st Quarter |  | 2nd Quarter |  |  | January - June |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | 2009 | 2008 | 2010 | 2009 | 2010 | 2009 | Change | 2010 | 2009 | Change |
| Mercedes-Benz Cars | 281,207 | 311,730 | 303,759 | 276,568 | 271,711 | 244,845 | 335,703 | 299,533 | +12\% | 607,414 | 544,378 | +12\% |
| Western Europe | 155,927 | 178,651 | 166,908 | 164,545 | 139,228 | 141,389 | 178,561 | 181,549 | -2\% | 317,789 | 322,938 | -2\% |
| of which Germany | 73,708 | 85,252 | 76,613 | 78,909 | 54,308 | 60,770 | 81,340 | 86,883 | -6\% | 135,648 | 147,653 | -8\% |
| NAFTA | 62,538 | 72,850 | 65,461 | 60,960 | 58,601 | 51,916 | 66,577 | 57,545 | +16\% | 125,178 | 109,461 | +14\% |
| of which USA | 54,220 | 64,832 | 57,166 | 53,945 | 50,621 | 45,255 | 56,392 | 48,497 | +16\% | 107,013 | 93,752 | +14\% |
| Asia | 38,832 | 35,181 | 47,247 | 28,486 | 48,489 | 31,090 | 61,546 | 34,945 | +76\% | 110,035 | 66,035 | +67\% |
| of which China | 18,315 | 12,255 | 25,406 | 10,283 | 24,549 | 11,796 | 37,166 | 16,444 | +126\% | 61,715 | 28,240 | +119\% |
| Rest of World | 23,910 | 25,048 | 24,143 | 22,577 | 25,393 | 20,450 | 29,019 | 25,494 | +14\% | 54,412 | 45,944 | +18\% |

* Excluding the Mitsubishi vehicles produced and/or sold in South Africa.


## DAIMLER

## Mercedes-Benz Cars

## Market Shares

|  | 3rd Quarter |  | 4th Quarter |  | 1st Quarter |  | 2nd Quarter |  |  | January - June |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in \%) | 2009 | 2008 | 2009 | 2008 | 2010 | 2009 | 2010 | 2009 | Change in \% pts. | 2010 | 2009 | Change in \% pts. |
| Western Europe | 4.6 | 5.7 | 4.8 | 5.5 | 4.5 | 4.6 | 4.7 | 4.9 | -0.2 | 4.5 | 4.7 | -0.2 |
| of which Germany | 8.0 | 12.5 | 9.8 | 11.4 | 9.2 | 8.3 | 11.3 | 7.9 | +3.4 | 10.3 | 8.1 | +2.2 |
| USA | 1.8 | 2.0 | 2.2 | 2.2 | 2.0 | 2.1 | 1.9 | 1.9 | +0.0 | 1.9 | 1.9 | +0.0 |
| China | 0.7 | 0.8 | 0.9 | 0.6 | 0.8 | 0.7 | 1.0 | 0.7 | +0.3 | 0.9 | 0.7 | +0.2 |
| Japan | 0.8 | 1.0 | 0.7 | 0.8 | 0.8 | 0.8 | 0.7 | 0.7 | +0.0 | 0.7 | 0.8 | -0.1 |

## DAIMLER

## Daimler Trucks <br> Unit Sales

(in units)

| Daimler Trucks | 66,071 | 122,678 | 73,718 | 118,859 | 70,557 | 65,405 | 83,797 | 54,134 | +55\% | 154,354 | 119,539 | +29\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Western Europe | 10,031 | 24,130 | 12,777 | 22,271 | 9,466 | 12,216 | 11,686 | 9,262 | +26\% | 21,152 | 21,478 | -2\% |
| of which Germany | 5,986 | 12,996 | 7,181 | 11,757 | 4,729 | 6,819 | 6,320 | 4,965 | +27\% | 11,049 | 11,784 | -6\% |
| NAFTA | 14,771 | 23,464 | 17,416 | 22,029 | 17,586 | 16,568 | 18,643 | 12,945 | +44\% | 36,229 | 29,513 | +23\% |
| of which USA | 13,075 | 18,836 | 14,726 | 17,963 | 15,089 | 13,748 | 15,545 | 10,812 | +44\% | 30,634 | 24,560 | +25\% |
| Latin America (excl. Mexico) | 10,149 | 16,388 | 11,205 | 12,651 | 13,014 | 7,282 | 14,208 | 8,433 | +68\% | 27,222 | 15,715 | +73\% |
| Asia | 24,122 | 38,793 | 23,835 | 43,676 | 22,087 | 22,135 | 29,310 | 16,655 | +76\% | 51,397 | 38,790 | +33\% |
| of which Japan | 5,135 | 11,301 | 5,506 | 10,145 | 4,898 | 6,377 | 6,557 | 6,084 | +8\% | 11,455 | 12,461 | -8\% |
| Rest of World | 6,998 | 19,903 | 8,485 | 18,232 | 8,404 | 7,204 | 9,950 | 6,839 | +45\% | 18,354 | 14,043 | +31\% |

## DAIMLER

## Daimler Trucks <br> Retail Sales

(in units)

| 3rd Quarter | 4th Quarter | 1st Quarter |  | Quart |  | January - June |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 20092008 | 20092008 | 20102009 | 2010 | 2009 | Change | 2010 | 2009 |


| Daimler Trucks | 66,058 | 123,581 | 73,858 | 119,459 | 69,471 | 67,232 | 84,080 | 57,364 | +47\% | 153,551 | 124,596 | +23\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Western Europe | 11,624 | 23,567 | 12,838 | 23,256 | 9,544 | 13,826 | 11,977 | 10,993 | +9\% | 21,521 | 24,819 | -13\% |
| of which Germany | 5,986 | 12,996 | 7,181 | 11,757 | 4,729 | 6,819 | 6,320 | 4,965 | +27\% | 11,049 | 11,784 | -6\% |
| NAFTA | 12,999 | 24,437 | 17,358 | 21,581 | 16,694 | 16,642 | 18,256 | 14,137 | +29\% | 34,950 | 30,779 | +14\% |
| of which USA | 11,319 | 19,030 | 14,933 | 17,108 | 14,453 | 14,050 | 15,390 | 11,766 | +31\% | 29,843 | 25,816 | +16\% |
| Latin America (excl. Mexico) | 10,142 | 16,384 | 11,205 | 12,651 | 13,014 | 7,285 | 14,208 | 8,437 | +68\% | 27,222 | 15,722 | +73\% |
| Asia | 23,713 | 38,988 | 23,819 | 44,034 | 22,192 | 22,249 | 29,589 | 16,918 | +75\% | 51,781 | 39,167 | +32\% |
| of which Japan | 5,135 | 11,301 | 5,506 | 10,145 | 4,898 | 6,377 | 6,557 | 6,084 | +8\% | 11,455 | 12,461 | -8\% |
| Rest of World | 7,580 | 20,205 | 8,638 | 17,937 | 8,027 | 7,230 | 10,050 | 6,879 | +46\% | 18,077 | 14,109 | +28\% |

## DAIMLER

## Daimler Trucks <br> Incoming Orders

|  | 3rd Quarter |  | 4th Quarter |  | 1st Quarter |  | 2nd Quarter |  |  | January - June |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in units) | 2009 | 2008 | 2009 | 2008 | 2010 | 2009 | 2010 | 2009 | Change | 2010 | 2009 | Change |
| Daimler Trucks | 74,596 | 101,876 | 76,667 | 72,929 | 72,119 | 39,540 | 97,520 | 55,782 | +75\% | 169,639 | 95,322 | +78\% |
| Western Europe of which Germany | $\begin{aligned} & 9,236 \\ & 5,274 \end{aligned}$ | $\begin{array}{r} 10,647 \\ 5,501 \end{array}$ | $\begin{array}{r} 11,773 \\ 6,052 \end{array}$ | $\begin{aligned} & 6,110 \\ & 4,756 \end{aligned}$ | $\begin{array}{r} 11,542 \\ 6,067 \end{array}$ | $\begin{aligned} & 7,215 \\ & 4,623 \end{aligned}$ | $\begin{array}{r} 14,717 \\ 7,868 \end{array}$ | $\begin{aligned} & 8,286 \\ & 4,850 \end{aligned}$ | $\begin{aligned} & +78 \% \\ & +62 \% \end{aligned}$ | $\begin{aligned} & 26,259 \\ & 13,935 \end{aligned}$ | $\begin{array}{r} 15,501 \\ 9,473 \end{array}$ | $\begin{aligned} & +69 \% \\ & +47 \% \end{aligned}$ |
| NAFTA <br> of which USA | $\begin{aligned} & 23,796 \\ & 22,101 \end{aligned}$ | $\begin{aligned} & 20,531 \\ & 17,067 \end{aligned}$ | $\begin{aligned} & 20,099 \\ & 16,743 \end{aligned}$ | $\begin{aligned} & 15,639 \\ & 14,115 \end{aligned}$ | $\begin{aligned} & 8,682 \\ & 6,008 \end{aligned}$ | $\begin{array}{r} 10,841 \\ 9,684 \end{array}$ | $\begin{aligned} & 19,678 \\ & 15,168 \end{aligned}$ | $\begin{aligned} & 8,837 \\ & 7,520 \end{aligned}$ | $\begin{aligned} & +123 \% \\ & +102 \% \end{aligned}$ | $\begin{aligned} & 28,360 \\ & 21,176 \end{aligned}$ | $\begin{aligned} & 19,678 \\ & 17,204 \end{aligned}$ | $\begin{aligned} & +44 \% \\ & +23 \% \end{aligned}$ |
| Latin America (excl. Mexico) | 10,280 | 14,360 | 10,852 | 8,875 | 13,075 | 6,475 | 13,496 | 8,517 | +58\% | 26,571 | 14,992 | +77\% |
| Asia <br> of which Japan | $\begin{array}{r} 23,092 \\ 5,027 \end{array}$ | $\begin{aligned} & 41,045 \\ & 11,324 \end{aligned}$ | $\begin{array}{r} 23,227 \\ 5,207 \end{array}$ | $\begin{array}{r} 34,217 \\ 6,985 \end{array}$ | $\begin{array}{r} 28,240 \\ 5,236 \end{array}$ | $\begin{array}{r} 11,800 \\ 5,503 \end{array}$ | 35,405 7,066 | 23,504 5,131 | $+51 \%$ $+38 \%$ | 63,645 12,302 | 35,304 10,634 | $+80 \%$ $+16 \%$ |
| Rest of World | 8,192 | 15,293 | 10,716 | 8,088 | 10,580 | 3,209 | 14,224 | 6,638 | +114\% | 24,804 | 9,847 | +152\% |

## DAIMLER

## Daimler Trucks

Market Shares
(in \%)

$\frac{\text { 3rd Quarter }}{2009 \quad 2008}$| 4th Quarter |
| :---: |
| $2009 \quad 2008$ |


| 2nd Quarter |  |  | January - June |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2010 | 2009 | Change | 2010 | 2009 | Change |
|  |  | in \% pts. |  |  | in \% pt |

Trucks Europe / Latin America

## (Mercedes-Benz)

Western Europe mDt/HD
Germany MDT/HDT
Brazil MDT/HDT

| 21.8 | 22.6 | 23.3 | 25.1 |
| :--- | :--- | :--- | :--- |
| 39.1 | 38.2 | 39.6 | 47.4 |
| 30.1 | 28.5 | 27.5 | 27.7 |


| 22.7 | 22.3 |
| :--- | :--- |
| 40.9 | 45.1 |
| 29.9 | 27.1 |

23.2

-0.4
$29.9 \quad 27.1$
28.0
29.2
$-1.1$
28.7
+0.2

## Trucks NAFTA

(Freightliner/Sterling/Western Star) NAFTA Class 8
NAFTA Class 5-7
28.531 .9
$29.9 \quad 31.1$
32.4
$20.6-34.0$
32.4
33.2
-0.8
32.4
$21.4-20.6+0.8$
.
-1.1
$18.5 \quad 19.7$
$20.1 \quad 19.9$
.
-0.8

## Trucks Asia

Japan Trucks Total
20.7
25.3
18.4
22.8
$16.9 \quad 20.3$
$18.7 \quad 22.6 \quad-4.0$
18.
21.7

## DAIMLER

## Mercedes-Benz Vans

## Unit Sales

| Wholesales (in units) | 40,123 | 73,241 | 54,748 | 66,702 | 46,655 | 28,834 | 59,393 | 41,871 | +42\% | 106,048 | 70,705 | +50\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Western Europe | 30,606 | 51,936 | 42,739 | 51,296 | 34,755 | 21,874 | 41,450 | 32,915 | +26\% | 76,205 | 54,789 | +39\% |
| of which Germany | 14,451 | 19,239 | 18,176 | 19,568 | 12,719 | 9,559 | 16,005 | 15,999 | +0\% | 28,724 | 25,558 | +12\% |
| Eastern Europe | 2,638 | 7,953 | 2,997 | 5,515 | 2,721 | 2,159 | 4,002 | 3,186 | +26\% | 6,723 | 5,345 | +26\% |
| NAFTA | 1,019 | 5,039 | 859 | 2,683 | 2,961 | 514 | 3,448 | 199 |  | 6,409 | 713 | +799\% |
| of which USA | 775 | 4,207 | 541 | 1,939 | 2,416 | 248 | 2,736 | 40 | . | 5,152 | 288 |  |
| Latin America (excl. Mexico) | 2,488 | 3,799 | 3,018 | 3,000 | 2,745 | 1,876 | 3,196 | 2,071 | +54\% | 5,941 | 3,947 | +51\% |
| Asia | 1,166 | 2,309 | 1,845 | 1,682 | 1,176 | 907 | 4,866 | 1,342 | +263\% | 6,042 | 2,249 | +169\% |
| of which China | 232 | 575 | 565 | 166 | 261 | 207 | 3,359 | 298 | . | 3,620 | 505 | +617\% |
| Rest of World | 2,206 | 2,205 | 3,290 | 2,526 | 2,297 | 1,504 | 2,431 | 2,158 | +13\% | 4,728 | 3,662 | +29\% |

## DAIMLER

## Mercedes-Benz Vans

## Retail Sales and Market Shares

| Retail sales (in units) | 46,979 | 67,560 | 57,400 | 67,777 | 44,396 | 37,805 | 55,694 | 47,622 | +17\% | 100,090 | 85,427 | +17\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Western Europe | 34,340 | 47,262 | 43,018 | 50,483 | 33,386 | 27,791 | 40,554 | 35,941 | +13\% | 73,940 | 63,732 | +16\% |
| of which Germany | 14,451 | 19,239 | 18,176 | 19,568 | 12,719 | 9,559 | 16,005 | 15,999 | +0\% | 28,724 | 25,558 | +12\% |
| Eastern Europe | 3,116 | 7,620 | 3,991 | 5,689 | 2,767 | 2,929 | 3,814 | 4,003 | -5\% | 6,581 | 6,932 | -5\% |
| NAFTA | 3,572 | 4,690 | 2,577 | 5,090 | 2,015 | 1,836 | 2,609 | 2,216 | +18\% | 4,624 | 4,052 | +14\% |
| of which USA | 3,091 | 3,584 | 2,107 | 4,076 | 1,564 | 1,406 | 2,044 | 1,789 | +14\% | 3,608 | 3,195 | +13\% |
| Latin America (excl. Mexico) | 2,278 | 3,771 | 2,943 | 2,945 | 2,999 | 2,434 | 3,091 | 2,143 | +44\% | 6,090 | 4,577 | +33\% |
| Asia | 1,392 | 2,078 | 1,952 | 1,587 | 1,134 | 1,168 | 3,415 | 1,467 | +133\% | 4,549 | 2,635 | +73\% |
| of which China | 266 | 555 | 572 | 156 | 270 | 215 | 2,028 | 274 | +640\% | 2,298 | 489 | +370\% |
| Rest of World | 2,281 | 2,139 | 2,919 | 1,983 | 2,095 | 1,647 | 2,211 | 1,852 | +19\% | 4,306 | 3,499 | +23\% |
| Market shares (in percent) |  |  |  |  |  |  |  |  |  |  |  |  |
| Western Europe midsize/large | 18.0 | 17.6 | 20.2 | 18.7 | 17.7 | 16.7 | 17.4 | 16.5 | +0.9 pts. | 17.5 | 16.6 | +0.9 pts. |
| Germany midsize/large | 27.5 | 27.0 | 31.5 | 27.9 | 24.5 | 23.1 | 25.8 | 25.3 | +0.5 pts. | 25.4 | 24.6 | +0.8 pts. |

## DAIMLER

## Daimler Buses

## Unit Sales and Market Shares

| Wholesales* (in units) | 8,350 | 10,810 | 9,020 | 9,538 | 8,396 | 6,820 | 10,830 | 8,292 | +31\% | 19,226 | 15,112 | +27\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Western Europe | 1,713 | 1,675 | 2,718 | 3,015 | 1,072 | 1,119 | 1,724 | 1,669 | +3\% | 2,796 | 2,788 | +0\% |
| of which Germany | 672 | 630 | 1,115 | 1,375 | 418 | 429 | 481 | 615 | -22\% | 899 | 1,044 | -14\% |
| Eastern Europe | 280 | 669 | 195 | 498 | 166 | 520 | 367 | 296 | +24\% | 533 | 816 | -35\% |
| NAFTA | 866 | 2,112 | 920 | 1,813 | 485 | 1,156 | 1,133 | 957 | +18\% | 1,618 | 2,113 | -23\% |
| of which USA | 196 | 138 | 316 | 233 | 161 | 206 | 140 | 210 | -33\% | 301 | 416 | -28\% |
| Latin America (excl. Mexico) | 4,554 | 5,300 | 4,207 | 2,872 | 5,842 | 3,366 | 6,779 | 4,159 | +63\% | 12,621 | 7,525 | +68\% |
| Asia | 597 | 590 | 488 | 380 | 150 | 184 | 313 | 707 | -56\% | 463 | 891 | -48\% |
| Rest of World | 340 | 464 | 492 | 960 | 681 | 475 | 514 | 504 | +2\% | 1,195 | 979 | +22\% |
| Market shares (in percent) |  |  |  |  |  |  |  |  |  |  |  |  |
| Western Europe heavy | 29.1 | 30.8 | 36.0 | 32.5 | 27.0 | 30.1 | 32.4 | 29.6 | +2.8 pts. | 29.8 | 28.9 | +0.9 pts. |
| Germany heavy | 61.0 | 65.5 | 60.9 | 68.2 | 56.4 | 60.9 | 59.3 | 56.0 | +3.3 pts. | 57.8 | 57.8 | +0.0 pts. |
| Brazil heavy | 54.9 | 50.5 | 48.8 | 44.3 | 56.6 | 43.1 | 57.3 | 51.0 | +6.3 pts. | 55.2 | 48.2 | +7.0 pts. |

[^2]
[^0]:    * Including vehicles manufactured for Mitsubishi Motors Corporation in South Africa.

[^1]:    * Charges related to the A400M military transport aircraft of EADS are not considered in the calculation of EBIT from ongoing business.

[^2]:    * Due to the sales structure, retail sales correspond with wholesales.

