

# DAIMLER

Fact Sheet for Q3 and January-September 2012

October 24, 2012

## Contents

### **Daimler Group**

- Stock Market Information 3
- Earnings and Financial Situation 4 - 13

### **Information for Divisions**

- Mercedes-Benz Cars 14 - 17
- Daimler Trucks 18 - 22
- Mercedes-Benz Vans 23 - 25
- Daimler Buses 26 - 27
- Daimler Financial Services 28

## Stock Market Information

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Earnings per share (in EUR)</b>												
basic	1.61	0.99	1.25	0.99	1.34	1.51	1.03	1.21	-15%	3.63	3.71	-2%
diluted	1.61	0.99	1.25	0.99	1.34	1.51	1.03	1.21	-15%	3.63	3.70	-2%
<b>Average number of shares outstanding (in millions)</b> (adjusted for treasury stocks)												
basic	1,066.3	1,063.0	1,066.4	1,065.5	1,066.4	1,065.7	1,067.0	1,066.2	+0%	1,066.6	1,065.8	+0%
diluted	1,066.3	1,064.9	1,067.3	1,067.6	1,066.8	1,067.3	1,067.3	1,066.8	+0%	1,066.9	1,067.2	-0%
<b>Number of shares outstanding</b> (at period end, in millions)												
total shares outstanding	1,066.3	1,065.6	1,066.4	1,065.7	1,066.5	1,065.8	1,067.3	1,066.3	+0%			
adjusted for treasury stock	1,066.3	1,065.4	1,066.4	1,065.6	1,066.5	1,065.8	1,067.3	1,066.3	+0%			
<b>Share price Frankfurt</b> (at period end, in EUR)												
	33.92	50.73	45.21	49.85	35.35	51.90	37.67	33.63	+12%			
<b>Market capitalization Frankfurt</b> (at period end, in billions of EUR)												
	36.17	54.05	48.21	53.12	37.70	55.32	40.20	35.86	+12%			

## Key Figures and Ratios

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Unit Sales</b> (in units)	596,203	521,116	502,086	461,742	570,343	527,644	528,559	525,517	+1%	1,600,988	1,514,903	+6%
<b>Revenue</b>	29,066	26,396	27,011	24,729	28,884	26,338	28,572	26,407	+8%	84,467	77,474	+9%
<b>EBIT</b>	2,175	1,562	2,130	2,031	2,243	2,581	1,921	1,968	-2%	6,294	6,580	-4%
<b>Net profit (loss), Group</b>	1,785	1,140	1,416	1,180	1,515	1,704	1,205	1,360	-11%	4,136	4,244	-3%
<b>Profit (loss) attributable to shareholders of Daimler AG</b>	1,715	1,050	1,338	1,059	1,427	1,607	1,103	1,286	-14%	3,868	3,952	-2%
<b>Depreciation and amortization</b> (including amortization on capitalized development costs, excluding depreciation on leased assets)	875	869	1,019	899	1,003	897	1,027	902	+14%	3,049	2,698	+13%
<b>R&amp;D expenditure total</b>	1,621	1,264	1,380	1,277	1,381	1,302	1,431	1,434	-0%	4,192	4,013	+4%
Expensed R&D costs	1,247	930	1,041	953	1,033	944	1,052	1,030	+2%	3,126	2,927	+7%
Capitalized development costs	374	334	339	324	348	358	379	404	-6%	1,066	1,086	-2%
<b>Amortization on capitalized development costs</b>	232	189	243	192	241	197	247	206	+20%	731	595	+23%
<b>Capital expenditure</b> (Property, plant & equipment)	1,381	1,347	1,042	757	1,310	997	1,021	1,023	-0%	3,373	2,777	+21%

## Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Net liquidity</b>												
<b>at the beginning of the period</b>	10,442	11,934	11,981	11,938	10,093	12,415	8,438	11,489	-27%	11,981	11,938	+0%
Free cash flow	1,150	99	-1,977	-516	1,005	1,129	-209	-774	.	-1,181	-161	.
thereof: working capital*	180	-1,019	-1,998	-1,165	758	-30	-786	-200	.	-2,026	-1,395	.
Other	389	-95	89	993	-2,660	-2,055	-22	-273	.	-2,593	-1,335	.
thereof: dividends Daimler AG	0	0	0	0	-2,346	-1,971	0	0	.	-2,346	-1,971	.
<b>Net liquidity</b>												
<b>at the end of the period</b>	11,981	11,938	10,093	12,415	8,438	11,489	8,207	10,442	-21%	8,207	10,442	-21%

\* Inventories, trade receivables and trade payables

## Liquidity

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	Q3 2012	2011	Change
<b>Group liquidity</b>												
Cash and cash equivalents	9,576	10,903	11,837	9,202	12,094	9,841	12,279	9,827	+25%	12,279	9,576	+28%
Marketable securities and term deposits	2,281	2,096	1,723	1,899	2,504	1,614	4,023	1,901	+112%	4,023	2,281	+76%
<b>Gross liquidity</b>	11,857	12,999	13,560	11,101	14,598	11,455	16,302	11,728	+39%	16,302	11,857	+37%
Financing liabilities (nominal)	-62,536	-53,895	-65,507	-51,666	-72,367	-54,302	-75,591	-57,786	-31%	-75,591	-62,536	-21%
<b>Net debt</b>	-50,679	-40,896	-51,947	-40,565	-57,769	-42,847	-59,289	-46,058	-29%	-59,289	-50,679	-17%
<b>Liquidity of the industrial business</b>												
Cash and cash equivalents	8,908	9,535	10,862	8,265	11,081	8,981	11,057	8,811	+25%	11,057	8,908	+24%
Marketable securities and term deposits	1,171	1,258	559	1,030	811	725	2,305	864	+167%	2,305	1,171	+97%
<b>Gross liquidity</b>	10,079	10,793	11,421	9,295	11,892	9,706	13,362	9,675	+38%	13,362	10,079	+33%
Financing liabilities (nominal)	1,902	1,145	-1,328	3,120	-3,454	1,783	-5,155	767	.	-5,155	1,902	.
<b>Net liquidity</b>	11,981	11,938	10,093	12,415	8,438	11,489	8,207	10,442	-21%	8,207	11,981	-31%

## Pension and Health-Care Benefits

(in billions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			End of		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	Q3 2012	2011	Change
<b>Pension benefits</b>												
Benefit obligations	-19.1	-17.7	-19.8	-17.6	-20.2	-17.8	-22.2	-18.0	-23%	-22.2	-19.1	-16%
Plan assets	12.6	11.2	12.9	11.2	13.0	11.5	13.3	12.4	+7%	13.3	12.6	+6%
Funded status	-6.5	-6.5	-6.9	-6.4	-7.2	-6.3	-8.9	-5.6	-59%	-8.9	-6.5	-37%
Provisions	2.1	3.4	2.2	3.5	2.4	3.5	2.5	2.1	+19%	2.5	2.1	+19%
Funded position net of provisions	-4.4	-3.1	-4.7	-2.9	-4.8	-2.8	-6.4	-3.5	-83%	-6.4	-4.4	-45%
<b>Health-care benefits</b>												
Benefit obligations	-1.4	-1.0	-1.3	-1.0	-1.4	-1.0	-1.4	-1.1	-27%	-1.4	-1.4	+0%
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	0.2	0.1	0.1	0.1	0.1	0.1	0.2	0.1	+100%	0.2	0.2	+0%
Funded status	-1.2	-0.9	-1.2	-0.9	-1.3	-0.9	-1.2	-1.0	-20%	-1.2	-1.2	+0%
Provisions	0.9	0.8	0.9	0.7	1.0	0.7	0.9	0.8	+13%	0.9	0.9	+0%
Funded position net of provisions	-0.3	-0.1	-0.3	-0.2	-0.3	-0.2	-0.3	-0.2	-50%	-0.3	-0.3	+0%

## Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Mercedes-Benz Cars*</b>	375,900	339,753	338,303	310,717	370,384	357,636	345,418	337,163	+2%	1,054,105	1,005,516	+5%
<b>Daimler Trucks</b>	129,404	106,096	107,664	89,260	122,217	91,458	119,142	115,634	+3%	349,023	296,352	+18%
<b>Mercedes-Benz Vans</b>	78,668	64,449	51,223	54,018	69,324	67,989	55,742	63,518	-12%	176,289	185,525	-5%
<b>Daimler Buses</b>	12,231	10,818	4,896	7,747	8,418	10,561	8,257	9,202	-10%	21,571	27,510	-22%
<b>Daimler Group*</b>	596,203	521,116	502,086	461,742	570,343	527,644	528,559	525,517	+1%	1,600,988	1,514,903	+6%

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

## Production Volume

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Mercedes-Benz Cars*</b>	367,049	361,490	364,009	341,708	355,578	349,242	367,199	334,084	+10%	1,086,786	1,025,034	+6%
<b>Daimler Trucks</b>	121,547	102,274	114,563	93,727	120,914	92,297	118,892	128,347	-7%	354,369	314,371	+13%
<b>Mercedes-Benz Vans</b>	71,154	60,975	62,974	64,272	67,795	69,169	55,159	64,256	-14%	185,928	197,697	-6%
<b>Daimler Buses</b>	10,810	9,267	6,370	8,145	7,872	10,631	9,207	10,805	-15%	23,449	29,581	-21%
<b>Daimler Group*</b>	570,560	534,006	547,916	507,852	552,159	521,339	550,457	537,492	+2%	1,650,532	1,566,683	+5%

\* Including vehicles manufactured for Mitsubishi Motors Corporation in South Africa.

## Revenue

(in millions of EUR)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Mercedes-Benz Cars</b>	15,077	14,152	14,937	13,860	15,364	14,647	15,238	13,826	+10%	45,539	42,333	+8%
<b>Daimler Trucks</b>	8,242	6,865	7,383	6,242	8,129	6,648	8,095	7,619	+6%	23,607	20,509	+15%
<b>Mercedes-Benz Vans</b>	2,737	2,235	2,088	1,977	2,420	2,243	2,084	2,222	-6%	6,592	6,442	+2%
<b>Daimler Buses</b>	1,380	1,335	730	831	1,016	1,166	951	1,041	-9%	2,697	3,038	-11%
<b>Daimler Financial Services</b>	3,133	3,147	3,140	3,034	3,260	2,907	3,524	3,006	+17%	9,924	8,947	+11%
<b>Reconciliation</b>	-1,503	-1,338	-1,267	-1,215	-1,305	-1,273	-1,320	-1,307	-1%	-3,892	-3,795	-3%
<b>Daimler Group</b>	29,066	26,396	27,011	24,729	28,884	26,338	28,572	26,407	+8%	84,467	77,474	+9%

## 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		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Mercedes-Benz Cars</b>												
EBIT	1,230	1,175	1,252	1,288	1,314	1,566	975	1,108	-12%	3,541	3,962	-11%
RoS	8.2%	8.3%	8.4%	9.3%	8.6%	10.7%	6.4%	8.0%	.	7.8%	9.4%	.
<b>Daimler Trucks*</b>												
EBIT	422	403	383	413	524	486	507	555	-9%	1,414	1,454	-3%
RoS	5.1%	5.9%	5.2%	6.6%	6.4%	7.3%	6.3%	7.3%	.	6.0%	7.1%	.
<b>Mercedes-Benz Vans</b>												
EBIT	256	138	168	173	197	206	75	200	-63%	440	579	-24%
RoS	9.4%	6.2%	8.0%	8.8%	8.1%	9.2%	3.6%	9.0%	.	6.7%	9.0%	.
<b>Daimler Buses</b>												
EBIT	109	84	-103	-33	-57	61	-45	25	.	-205	53	.
RoS	7.9%	6.3%	-14.1%	-4.0%	-5.6%	5.2%	-4.7%	2.4%	.	-7.6%	1.7%	.
<b>Daimler Financial Services</b>												
	314	224	344	321	338	340	322	337	-4%	1,004	998	+1%
<b>Reconciliation*</b>												
	-156	-462	86	-131	-73	-78	87	-257	.	100	-466	.
<b>Daimler Group</b>												
	2,175	1,562	2,130	2,031	2,243	2,581	1,921	1,968	-2%	6,294	6,580	-4%

\* In connection with the Tognum acquisition, the equity-method result of Tognum which was previously included in the reconciliation of the divisions' EBIT to Group EBIT, has been allocated to Daimler Trucks as of the first quarter of 2010 retroactively.

## EBIT and RoS from Ongoing Business

(EBIT in millions of EUR, RoS in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Mercedes-Benz Cars</b>												
EBIT	1,230	1,175	1,252	1,288	1,314	1,566	975	1,108	-12%	3,541	3,962	-11%
RoS	8.2%	8.3%	8.4%	9.3%	8.6%	10.7%	6.4%	8.0%	.	7.8%	9.4%	.
<b>Daimler Trucks*</b>												
EBIT	454	430	383	462	524	475	507	587	-14%	1,414	1,524	-7%
RoS	5.5%	6.3%	5.2%	7.4%	6.4%	7.1%	6.3%	7.7%	.	6.0%	7.4%	.
<b>Mercedes-Benz Vans</b>												
EBIT	256	138	168	173	197	206	75	200	-63%	440	579	-24%
RoS	9.4%	6.2%	8.0%	8.8%	8.1%	9.2%	3.6%	9.0%	.	6.7%	9.0%	.
<b>Daimler Buses</b>												
EBIT	109	84	-67	-33	-11	61	-29	25	.	-107	53	.
RoS	7.9%	6.3%	-9.2%	-4.0%	-1.1%	5.2%	-3.0%	2.4%	.	-4.0%	1.7%	.
<b>Daimler Financial Services</b>												
	295	217	344	350	338	340	322	337	-4%	1,004	1,027	-2%
<b>Reconciliation*</b>												
	-156	-249	86	-131	-73	-78	87	-147	.	100	-356	.
<b>Daimler Group</b>												
	2,188	1,795	2,166	2,109	2,289	2,570	1,937	2,110	-8%	6,392	6,789	-6%

\* In connection with the Tognum acquisition, the equity-method result of Tognum which was previously included in the reconciliation of the divisions' EBIT to Group EBIT, has been allocated to Daimler Trucks as of the first quarter of 2010 retroactively.

## Special Items affecting EBIT

(in millions of EUR)

		4th Quarter		1st Quarter		2nd Quarter		3rd Quarter		January - September	
		2011	2010	2012	2011	2012	2011	2012	2011	2012	2011
Daimler Trucks	Repositioning of Daimler Trucks North America	-	-8	-	-	-	-	-	-	-	-
	Repositioning of Mitsubishi Fuso Truck and Bus Corporation	-	4	-	-	-	-	-	-	-	-
	Adjustments of health-care and pension benefits	-	-23	-	-	-	-	-	-	-	-
	Natural disaster in Japan (Q2 2011: primarily insurance compensation)	-23	-	-	-49	-	11	-	-9	-	-47
	Impairment of investment in Kamaz	-9	-	-	-	-	-	-	-23	-	-23
Daimler Buses	Business repositioning*	-	-	-36	-	-46	-	-16	-	-98	-
DFS	Repositioning of business activities in Germany	-	-4	-	-	-	-	-	-	-	-
	Sale of non-automotive assets	-	11	-	-	-	-	-	-	-	-
	Natural disaster in Japan	19	-	-	-29	-	-	-	-	-	-29
Reconciliation	Anniversary bonus and allocation to Daimler and Benz Foundation	-	-213	-	-	-	-	-	-	-	-
	Impairment of investment in Renault	-	-	-	-	-	-	-	-110	-	-110

\* For the fourth quarter of 2012, Daimler Buses expects further special items from the repositioning of the European and North American business of approximately €40 million.

## Mercedes-Benz Cars Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Unit sales</b> (units)	375,900	339,753	338,303	310,717	370,384	357,636	345,418	337,163	+2%	1,054,105	1,005,516	+5%
<b>Retail sales</b> (units)*	366,079	336,356	340,877	305,533	367,640	359,799	335,393	331,523	+1%	1,043,910	996,855	+5%
<b>Production</b> (units)	367,049	361,490	364,009	341,708	355,578	349,242	367,199	334,084	+10%	1,086,786	1,025,034	+6%
<b>Revenue</b> (millions of EUR)	15,077	14,152	14,937	13,860	15,364	14,647	15,238	13,826	+10%	45,539	42,333	+8%
<b>EBIT</b> (millions of EUR)	1,230	1,175	1,252	1,288	1,314	1,566	975	1,108	-12%	3,541	3,962	-11%
<b>Return on sales</b> (%)	8.2%	8.3%	8.4%	9.3%	8.6%	10.7%	6.4%	8.0%	.	7.8%	9.4%	.

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

## Mercedes-Benz Cars Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Mercedes-Benz Cars</b>	375,900	339,753	338,303	310,717	370,384	357,636	345,418	337,163	+2%	1,054,105	1,005,516	+5%
<b>Western Europe</b>	159,336	169,357	156,274	139,914	169,347	176,235	143,183	149,683	-4%	468,804	465,832	+1%
of which <b>Germany</b>	78,587	83,663	64,668	55,749	80,911	82,826	68,479	73,496	-7%	214,058	212,071	+1%
<b>NAFTA</b>	93,159	67,051	78,471	67,510	76,851	64,496	83,984	63,265	+33%	239,306	195,271	+23%
of which <b>USA</b>	82,430	57,195	68,603	58,610	65,453	54,193	74,247	55,122	+35%	208,303	167,925	+24%
<b>Asia</b>	90,933	68,136	73,492	75,305	88,910	79,174	82,497	90,037	-8%	244,899	244,516	+0%
of which <b>China</b>	62,430	43,860	42,518	48,861	59,686	52,498	47,127	59,270	-20%	149,331	160,629	-7%
<b>Rest of World</b>	32,472	35,209	30,066	27,988	35,276	37,731	35,754	34,178	+5%	101,096	99,897	+1%
of which Mitsubishi vehicles manufactured and/or sold in South Africa	25	905	39	1,093	1	1,298	1	247	-100%	41	2,638	-98%

## Mercedes-Benz Cars Retail Sales\*

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Mercedes-Benz Cars</b>	366,079	336,356	340,877	305,533	367,640	359,799	335,393	331,523	+1%	1,043,910	996,855	+5%
<b>Western Europe</b>	157,148	163,804	153,121	142,150	169,412	177,576	145,099	152,820	-5%	467,632	472,546	-1%
of which <b>Germany</b>	78,889	83,477	63,680	56,190	80,136	82,552	68,543	73,630	-7%	212,359	212,372	-0%
<b>NAFTA</b>	87,229	67,348	73,133	62,723	81,300	69,567	75,273	68,956	+9%	229,706	201,246	+14%
of which <b>USA</b>	76,651	57,802	63,809	54,623	69,550	58,862	65,612	60,358	+9%	198,971	173,843	+14%
<b>Asia</b>	89,374	72,012	85,798	71,191	81,485	79,119	79,982	75,368	+6%	247,265	225,678	+10%
of which <b>China</b>	60,434	47,600	56,123	45,328	52,016	52,339	48,716	46,284	+5%	156,855	143,951	+9%
<b>Rest of World</b>	32,328	33,192	28,825	29,469	35,443	33,537	35,039	34,379	+2%	99,307	97,385	+2%

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

## Mercedes-Benz Cars Market Shares\*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change in % pts.	2012	2011	Change in % pts.
<b>Western Europe</b>	5.0	4.9	4.9	4.3	5.3	4.9	5.5	5.2	+0.3	5.3	4.8	+0.5
of which <b>Germany</b>	10.2	11.2	9.4	9.1	10.4	9.9	10.0	10.2	-0.2	9.9	9.8	+0.1
<b>USA</b>	2.4	1.9	1.8	1.8	1.8	1.8	1.8	1.9	-0.1	1.8	1.8	+0.0
<b>China</b>	1.4	1.3	1.4	1.2	1.4	1.4	1.4	1.4	+0.0	1.4	1.4	+0.0
<b>Japan</b>	0.9	0.9	0.8	0.8	0.9	1.2	1.0	1.0	+0.0	0.9	1.0	-0.1

\* Based on estimates in certain markets.

## Daimler Trucks Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Incoming orders</b> (units)	118,134	104,832	106,610	118,872	106,054	121,295	95,432	107,221	-11%	308,096	347,388	-11%
<b>Unit sales</b> (units)	129,404	106,096	107,664	89,260	122,217	91,458	119,142	115,634	+3%	349,023	296,352	+18%
<b>Retail sales</b> (units)	127,630	104,184	104,765	89,629	116,976	87,314	116,689	107,980	+8%	338,430	284,923	+19%
<b>Production</b> (units)	121,547	102,274	114,563	93,727	120,914	92,297	118,892	128,347	-7%	354,369	314,371	+13%
<b>Revenue</b> (millions of EUR)	8,242	6,865	7,383	6,242	8,129	6,648	8,095	7,619	+6%	23,607	20,509	+15%
<b>EBIT*</b> (millions of EUR)	422	403	383	413	524	486	507	555	-9%	1,414	1,454	-3%
<b>Return on sales</b> (%)	5.1%	5.9%	5.2%	6.6%	6.4%	7.3%	6.3%	7.3%	.	6.0%	7.1%	.

\* In connection with the Tognum acquisition, the equity-method result of Tognum which was previously included in the reconciliation of the divisions' EBIT to Group EBIT, has been allocated to Daimler Trucks as of the first quarter of 2010 retroactively.

## Daimler Trucks Unit Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Daimler Trucks</b>	129,404	106,096	107,664	89,260	122,217	91,458	119,142	115,634	+3%	349,023	296,352	+18%
<b>Western Europe</b>	18,223	19,611	13,066	11,536	15,041	15,705	14,193	15,967	-11%	42,300	43,208	-2%
of which <b>Germany</b>	9,498	10,980	6,401	5,190	8,189	8,152	7,954	8,372	-5%	22,544	21,714	+4%
<b>NAFTA</b>	31,681	20,698	32,639	22,216	34,573	27,315	35,177	32,762	+7%	102,389	82,293	+24%
of which <b>USA</b>	26,738	16,157	27,432	19,264	28,415	23,302	29,863	27,645	+8%	85,710	70,211	+22%
<b>Latin America</b> (excl. Mexico)	17,278	16,224	9,931	13,813	10,209	13,495	12,541	17,354	-28%	32,681	44,662	-27%
<b>Asia</b>	46,442	34,825	40,047	30,464	46,193	22,840	42,698	35,127	+22%	128,938	88,431	+46%
of which <b>Japan</b>	9,447	6,547	9,778	5,589	8,812	5,120	8,167	6,821	+20%	26,757	17,530	+53%
<b>Rest of World</b>	15,780	14,738	11,981	11,231	16,201	12,103	14,533	14,424	+1%	42,715	37,758	+13%

## Daimler Trucks Retail Sales

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Daimler Trucks</b>	127,630	104,184	104,765	89,629	116,976	87,314	116,689	107,980	+8%	338,430	284,923	+19%
<b>Western Europe</b>	17,966	18,776	12,878	11,523	15,630	15,649	14,373	15,379	-7%	42,881	42,551	+1%
of which <b>Germany</b>	9,498	10,980	6,401	5,190	8,189	8,152	7,954	8,372	-5%	22,544	21,714	+4%
<b>NAFTA</b>	29,463	19,616	30,395	22,828	29,642	23,923	33,704	26,852	+26%	93,741	73,603	+27%
of which <b>USA</b>	24,800	15,559	26,110	20,100	24,808	19,870	28,793	22,774	+26%	79,711	62,744	+27%
<b>Latin America</b> (excl. Mexico)	17,278	16,224	10,024	13,875	10,096	13,440	12,027	17,347	-31%	32,147	44,662	-28%
<b>Asia</b>	46,354	34,710	39,938	30,477	45,888	22,893	42,698	35,152	+21%	128,524	88,522	+45%
of which <b>Japan</b>	9,447	6,547	9,778	5,589	8,812	5,120	8,339	6,821	+22%	26,929	17,530	+54%
<b>Rest of World</b>	16,569	14,858	11,530	10,926	15,720	11,409	13,887	13,250	+5%	41,137	35,585	+16%

## Daimler Trucks Incoming Orders

(in units)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Daimler Trucks</b>	118,134	104,832	106,610	118,872	106,054	121,295	95,432	107,221	-11%	308,096	347,388	-11%
<b>Western Europe</b>	14,752	15,749	14,897	15,837	13,760	14,634	11,984	15,204	-21%	40,641	45,675	-11%
of which <b>Germany</b>	7,273	7,768	8,803	7,611	7,151	7,417	6,384	7,565	-16%	22,338	22,593	-1%
<b>NAFTA</b>	38,773	33,938	27,946	38,410	22,417	32,758	23,663	27,862	-15%	74,026	99,030	-25%
of which <b>USA</b>	31,463	30,441	23,663	32,232	19,151	27,959	20,665	23,744	-13%	63,479	83,935	-24%
<b>Latin America*</b> (excl. Mexico)	14,688	14,537	9,863	12,931	8,921	14,055	11,643	16,627	-30%	30,427	43,613	-30%
<b>Asia</b>	36,621	28,311	39,544	37,101	44,624	39,501	32,219	35,267	-9%	116,387	111,869	+4%
of which <b>Japan</b>	8,436	6,187	8,913	7,062	9,215	7,585	8,368	7,734	+8%	26,496	22,381	+18%
<b>Rest of World</b>	13,300	12,297	14,360	14,593	16,332	20,347	15,923	12,261	+30%	46,615	47,201	-1%

\* Due to the business model, incoming orders in Brazil correspond with unit sales.

## Daimler Trucks Market Shares\*

(in %)	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change in % pts.	2012	2011	Change in % pts.
<b>Trucks Europe / Latin America</b>												
(Mercedes-Benz)												
<b>Western Europe</b> MDT/HDT	23.7	25.4	22.5	20.8	23.3	20.8	24.0	23.1	+0.9	23.4	21.6	+1.7
<b>Germany</b> MDT/HDT	40.4	41.7	39.4	34.2	38.0	34.2	39.9	39.4	+0.5	39.0	36.0	+2.9
<b>Brazil</b> MDT/HDT	25.1	25.0	27.1	26.7	26.3	24.7	25.3	24.8	+0.5	26.1	25.2	+0.9
<b>Trucks NAFTA</b>												
(Freightliner/Western Star)												
<b>NAFTA</b> Class 8	30.6	33.6	35.4	37.0	29.9	31.3	32.6	28.5	+4.1	32.1	31.2	+1.0
<b>NAFTA</b> Class 6-7	35.8	27.4	41.1	37.4	35.7	33.3	35.4	31.0	+4.3	36.8	33.3	+3.5
<b>Trucks Asia</b>												
(Fuso)												
<b>Japan</b> Trucks Total	22.8	21.3	20.2	19.5	20.8	20.0	21.5	19.1	+2.4	21.0	19.5	+1.5

\* Based on estimates in certain markets.

## Mercedes-Benz Vans Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Unit sales</b> (units)	78,668	64,449	51,223	54,018	69,324	67,989	55,742	63,518	-12%	176,289	185,525	-5%
<b>Retail sales</b> (units)	74,922	62,331	52,131	53,141	68,184	66,778	58,874	64,011	-8%	179,189	183,930	-3%
<b>Production</b> (units)	71,154	60,975	62,974	64,272	67,795	69,169	55,159	64,256	-14%	185,928	197,697	-6%
<b>Revenue</b> (millions of EUR)	2,737	2,235	2,088	1,977	2,420	2,243	2,084	2,222	-6%	6,592	6,442	+2%
<b>EBIT</b> (millions of EUR)	256	138	168	173	197	206	75	200	-63%	440	579	-24%
<b>Return on sales</b> (%)	9.4%	6.2%	8.0%	8.8%	8.1%	9.2%	3.6%	9.0%	.	6.7%	9.0%	.

## Mercedes-Benz Vans Unit Sales

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Wholesales</b> (in units)	78,668	64,449	51,223	54,018	69,324	67,989	55,742	63,518	-12%	176,289	185,525	-5%
<b>Western Europe</b>	54,876	44,995	34,394	37,532	46,519	45,791	33,085	40,136	-18%	113,998	123,459	-8%
of which <b>Germany</b>	25,014	18,184	13,445	14,635	20,832	19,574	14,409	18,362	-22%	48,686	52,571	-7%
<b>Eastern Europe</b>	6,774	5,664	4,597	4,672	6,497	5,706	5,821	5,494	+6%	16,915	15,872	+7%
<b>NAFTA</b>	5,922	3,348	4,802	3,921	7,601	6,100	6,884	6,367	+8%	19,287	16,388	+18%
of which <b>USA</b>	4,633	2,496	3,557	3,061	6,310	4,755	5,836	5,578	+5%	15,703	13,394	+17%
<b>Latin America</b> (excl. Mexico)	4,260	3,600	2,946	2,674	2,346	3,112	4,307	3,613	+19%	9,599	9,399	+2%
<b>Asia</b>	4,208	4,826	2,243	3,061	3,407	4,985	3,241	5,381	-40%	8,891	13,427	-34%
of which <b>China</b>	3,150	4,033	1,061	2,040	2,358	3,944	2,270	4,380	-48%	5,689	10,364	-45%
<b>Rest of World</b>	2,628	2,016	2,241	2,158	2,954	2,295	2,404	2,527	-5%	7,599	6,980	+9%

## Mercedes-Benz Vans Retail Sales and Market Shares

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Retail sales</b> (in units)	74,922	62,331	52,131	53,141	68,184	66,778	58,874	64,011	-8%	179,189	183,930	-3%
<b>Western Europe</b>	52,144	42,684	35,174	36,931	46,056	45,442	35,891	41,730	-14%	117,121	124,103	-6%
of which <b>Germany</b>	25,014	18,184	13,445	14,635	20,832	19,574	14,409	18,362	-22%	48,686	52,571	-7%
<b>Eastern Europe</b>	6,920	5,650	4,440	4,167	5,940	5,471	5,911	5,196	+14%	16,291	14,834	+10%
<b>NAFTA</b>	5,470	3,919	4,293	3,384	7,238	5,663	7,224	6,286	+15%	18,755	15,333	+22%
of which <b>USA</b>	4,125	2,933	3,129	2,649	6,147	4,446	6,126	5,357	+14%	15,402	12,452	+24%
<b>Latin America</b> (excl. Mexico)	3,856	3,468	2,817	2,721	2,928	3,108	3,833	3,230	+19%	9,578	9,059	+6%
<b>Asia</b>	4,142	4,273	3,092	3,716	3,247	4,812	3,636	4,877	-25%	9,975	13,405	-26%
of which <b>China</b>	3,001	3,349	2,066	2,801	2,249	3,660	2,463	3,447	-29%	6,778	9,908	-32%
<b>Rest of World</b>	2,390	2,337	2,315	2,222	2,775	2,282	2,379	2,692	-12%	7,469	7,196	+4%
<b>Market shares*</b> (in percent)												
<b>Western Europe</b> midsize/large	18.8	17.8	17.1	17.1	16.5	16.8	19.3	18.9	+0.4 pts.	17.8	17.6	+0.2 pts.
<b>Germany</b> midsize/large	30.0	26.3	25.8	27.2	24.8	26.8	27.3	27.4	-0.1 pts.	26.0	27.1	-1.1 pts.

\* Based on estimates in certain markets.

## Daimler Buses Overview

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Unit sales*</b> (units)	12,231	10,818	4,896	7,747	8,418	10,561	8,257	9,202	-10%	21,571	27,510	-22%
<b>Production</b> (units)	10,810	9,267	6,370	8,145	7,872	10,631	9,207	10,805	-15%	23,449	29,581	-21%
<b>Revenue</b> (millions of EUR)	1,380	1,335	730	831	1,016	1,166	951	1,041	-9%	2,697	3,038	-11%
<b>EBIT</b> (millions of EUR)	109	84	-103	-33	-57	61	-45	25	.	-205	53	.
<b>Return on sales</b> (%)	7.9%	6.3%	-14.1%	-4.0%	-5.6%	5.2%	-4.7%	2.4%	.	-7.6%	1.7%	.

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

## Daimler Buses Unit Sales and Market Shares

	4th Quarter		1st Quarter		2nd Quarter		3rd Quarter			January - September		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>Wholesales*</b> (in units)	12,231	10,818	4,896	7,747	8,418	10,561	8,257	9,202	-10%	21,571	27,510	-22%
<b>Western Europe</b>	2,445	2,734	632	619	1,377	1,348	1,625	1,531	+6%	3,634	3,498	+4%
of which <b>Germany</b>	984	1,091	209	226	460	472	382	532	-28%	1,051	1,230	-15%
<b>Eastern Europe</b>	369	422	286	324	531	593	322	297	+8%	1,139	1,214	-6%
<b>NAFTA</b>	1,392	1,129	552	632	1,112	1,030	1,026	988	+4%	2,690	2,650	+2%
of which <b>USA</b>	178	197	41	69	163	129	78	146	-47%	282	344	-18%
<b>Latin America</b> (excl. Mexico)	6,960	5,239	2,790	5,569	4,689	6,943	4,807	5,576	-14%	12,286	18,088	-32%
<b>Asia</b>	657	632	269	312	553	292	390	406	-4%	1,212	1,010	+20%
<b>Rest of World</b>	408	662	367	291	156	355	87	404	-78%	610	1,050	-42%
<b>Market shares**</b> (in percent)												
<b>Western Europe</b> heavy	26.6	32.0	27.0	31.3	29.6	26.6	33.9	24.9	+9.0 pts.	28.5	26.6	+1.9 pts.
<b>Germany</b> heavy	47.3	51.4	48.1	50.8	56.0	48.7	44.2	49.4	-5.2 pts.	49.0	50.5	-1.5 pts.
<b>Brazil</b> heavy	42.3	53.0	50.8	39.2	48.4	45.4	39.7	44.8	-5.1 pts.	45.8	43.8	+2.0 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		
	2011	2010	2012	2011	2012	2011	2012	2011	Change	2012	2011	Change
<b>New business</b>	9,627	7,930	8,257	6,906	9,380	8,387	9,968	8,601	+16%	27,605	23,894	+16%
<b>Contract volume</b> (end of period)	71,730	63,725	71,587	61,702	76,096	63,120	77,464	65,767	+18%	77,464	65,767	+18%
<b>Revenue</b>	3,133	3,147	3,140	3,034	3,260	2,907	3,524	3,006	+17%	9,924	8,947	+11%
<b>EBIT</b>	314	224	344	321	338	340	322	337	-4%	1,004	998	+1%