## Conference Call Q1 2010 Results

**Bodo Uebber** 

Member of the Board of Management Finance & Controlling and Daimler Financial Services

## Highlights Q1 2010

- World economy continued recovery path in Q1
- Market success of our attractive product portfolio
- Strong performance with EBIT of €1.2 billion driven by very positive development of Mercedes-Benz Cars and Daimler Trucks
- Net profit improved to €0.6 billion
- Positive free cash flow led to slight increase in net liquidity of industrial business
- Strategic cooperation with Renault-Nissan agreed on April 7, 2010

## Strategic cooperation with Renault-Nissan agreed

Four concrete cooperation projects have been launched:

Market launch

Ommon architecture for the next generation of smart 2- and 4-seater as well as Renault Twingo – based on today's smart concept; all models also available with electric drive right from the product launch; smart with clear USP and high commonality between 2- and 4-seater

2013

 Joint use and development of new, compact three- and four-cylinder engines for small and compact cars

2012

Supply of Mercedes-Benz engines and transmissions to Nissan and Infiniti

2013

 Common vehicle architecture for city vans and sharing of powertrain components for mid-sized vans

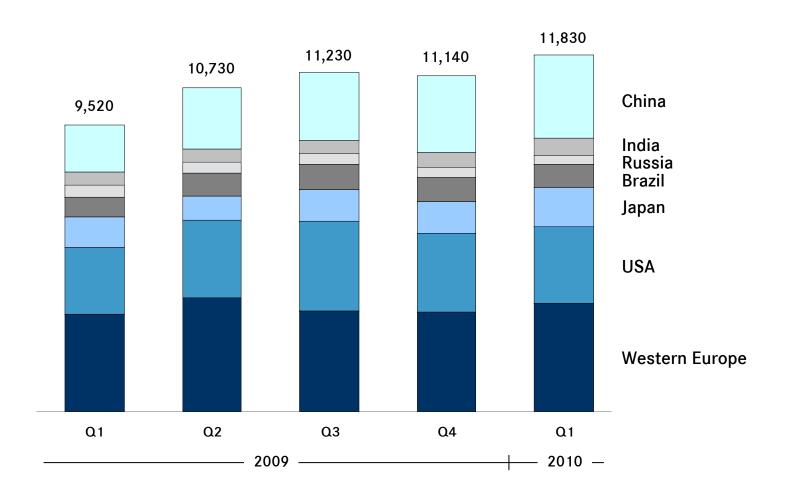
2012

2014

Additionally, cross-shareholding to support the cooperation agreed

## Car markets development in the last 15 months

- in thousands of units -

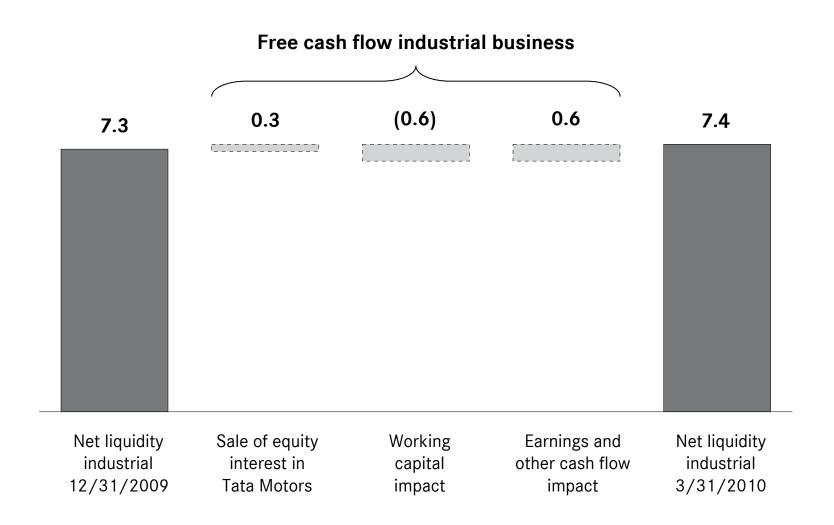


## **Key financials**

– in billions of € –	Q1 2009	Q1 2010
Revenue	18.7	21.2
EBIT	(1.4)	1.2
Net profit (loss)	(1.3)	0.6
Earnings (loss) per share (in €)	(1.40)	0.65
Free cash flow industrial business	(1.1)	0.3
Net liquidity industrial business (2009: year-end)	7.3	7.4

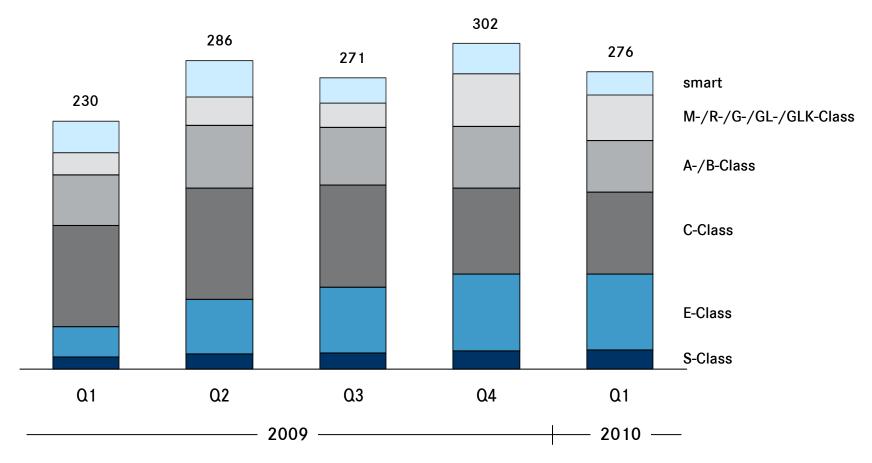
## Changes in net liquidity industrial business

- in billions of € -



# Model mix improved by launch of new E-Class and new-generation S-Class

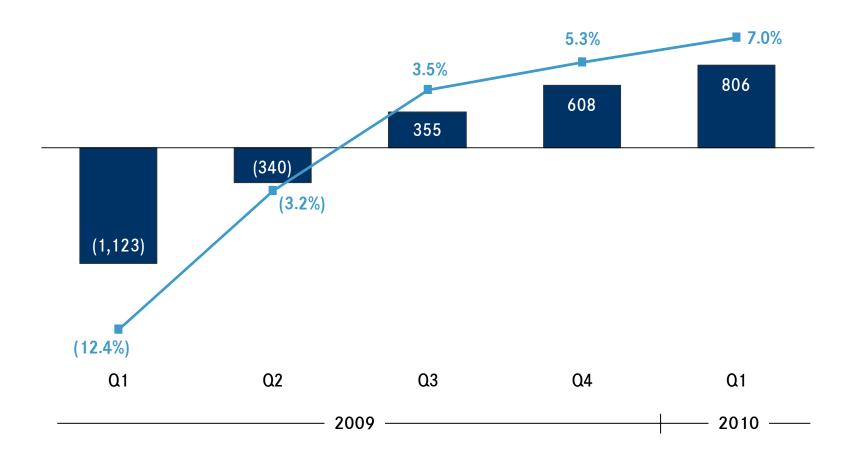
- Group sales in thousands of units\* -



<sup>\*</sup> Excluding Mitsubishi vehicles produced and/or sold in South Africa

# Strong performance in EBIT due to higher volume, more favorable model mix and better margins

- EBIT in millions of €, return on sales in % -



**DAIMLER** Mercedes-Benz Cars

## **Product highlights**





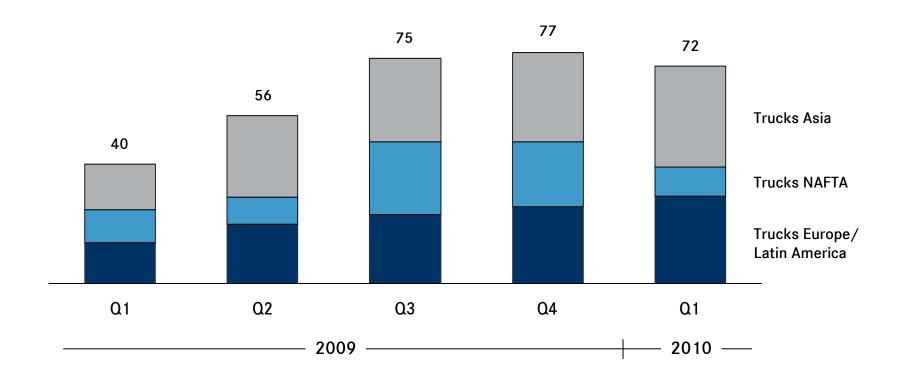




**DAIMLER** Daimler Trucks

# Incoming orders show signs of recovery in the truck business

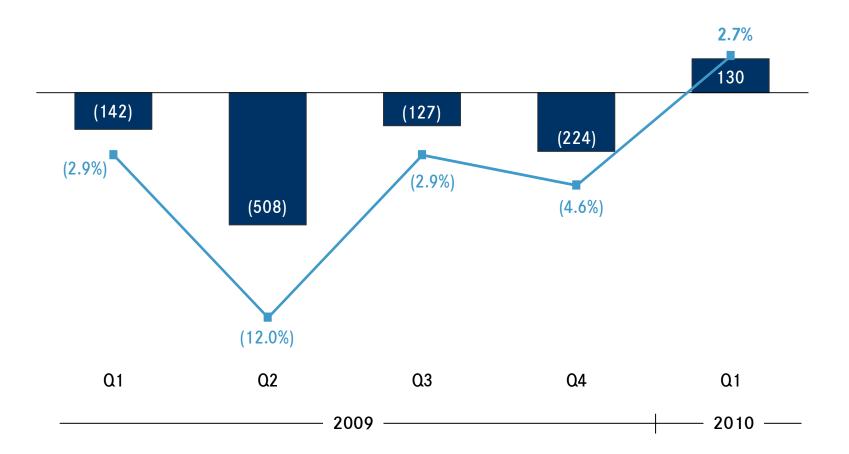
- Incoming orders in thousands of units -



**DAIMLER** Daimler Trucks

## Positive EBIT despite overall weak markets

- EBIT in millions of €, return on sales in % -



**DAIMLER** Daimler Trucks

## **Product highlights**



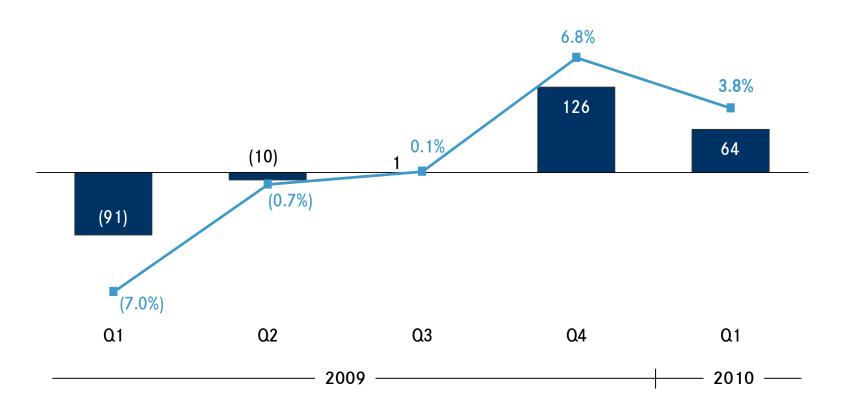






## **EBIT** increased in line with higher unit sales

- EBIT in millions of €, return on sales in % -



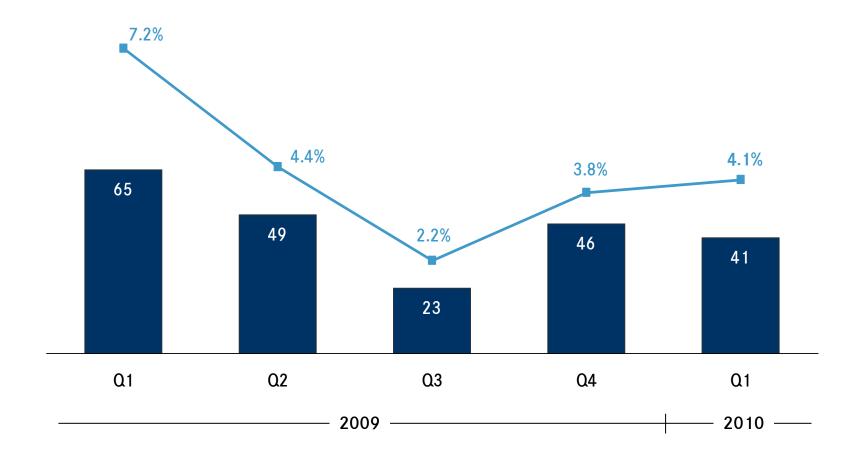
**DAIMLER** Mercedes-Benz Vans

## **Product highlights**



# Continued good performance despite less favorable model mix

- EBIT in millions of €, return on sales in % -



**DAIMLER** Daimler Buses

## **Product highlights**



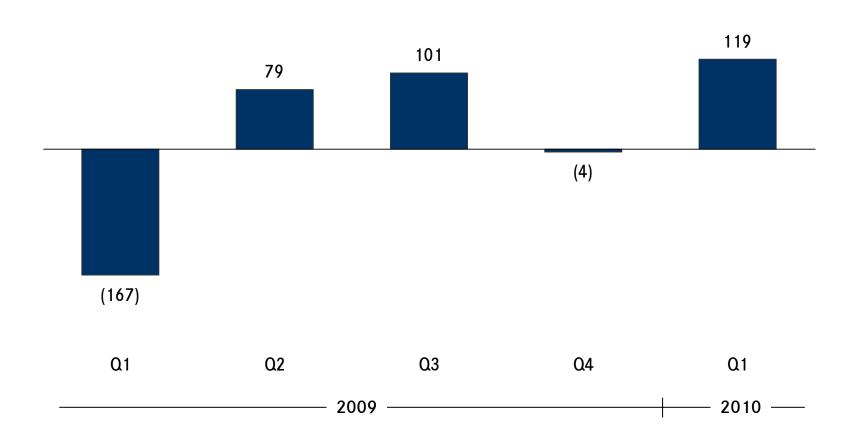






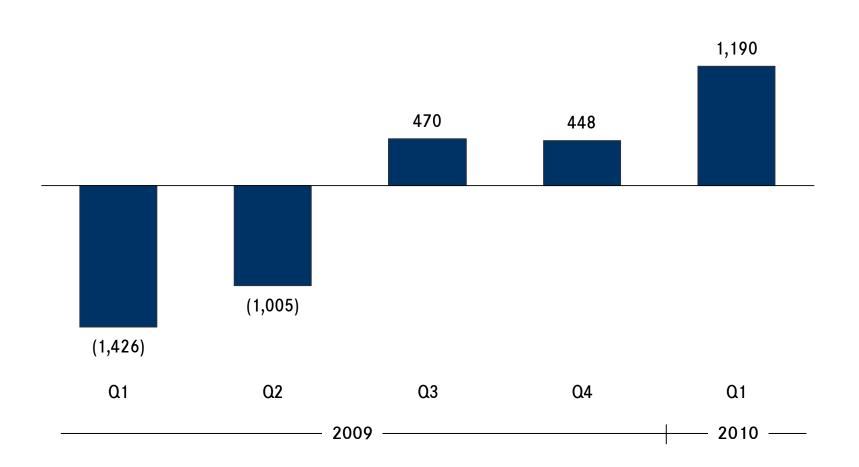
# Strict risk management pays off at Daimler Financial Services

- EBIT in millions of € -



## **Strategy pays off, Group on track**

- EBIT in millions of € -



## Assumptions for automotive markets in 2010

- Car markets
  - Worldwide market expected to grow by approximately 3 to 4%
  - Growth potential in particular in China and North America
- Truck markets
  - Demand for medium- and heavy-duty trucks expected to increase globally, driven by Latin America, North America and Asia
  - Europe: slightly higher than 2009
  - NAFTA region: +10%
  - Brazil: +20 to 25%
  - Japan: +20 to 30%
- Van markets
  - Positive market development expected from low level
- Bus markets
  - Growing worldwide market primarily driven by Latin American markets, while Western European bus markets are expected to decline

### **Outlook 2010 for Daimler sales**

#### Mercedes-Benz Cars

- Unit sales should grow at around double the rate of the global market
- Demand stimulated by attractive and competitive product portfolio

#### Daimler Trucks

- 2010 unit sales expected to increase from low level
- Main drivers are increased demand in Latin America and market recovery in North America and Japan

### Mercedes-Benz Vans

Positive unit sales development should continue

#### Daimler Buses

Higher unit sales anticipated due to market growth in Latin America

### **Outlook 2010 for EBIT**

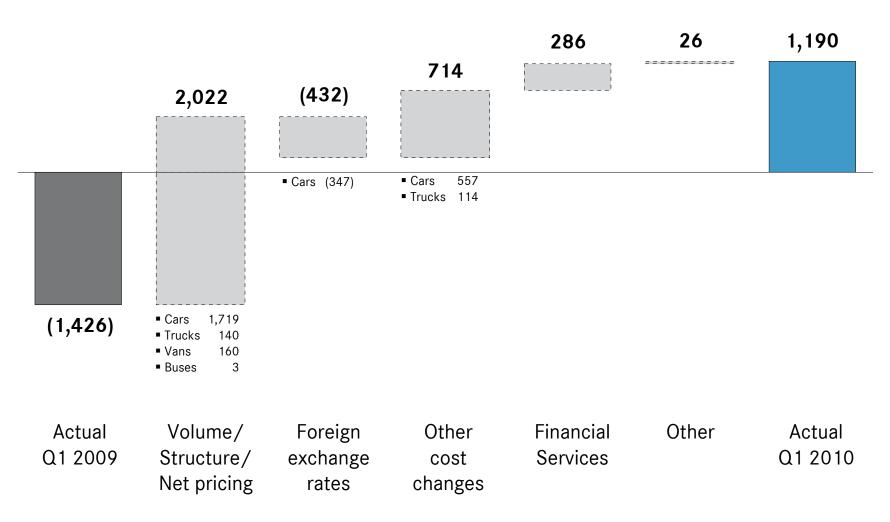
- Mercedes-Benz Cars
  - Results from ongoing business should benefit from higher unit sales and improved margins
  - EBIT from the ongoing business of €2.5 to 3 billion expected
- Daimler Trucks
  - Profit of €500 to 700 million expected, driven by the ongoing repositioning and efficiency programs and slight volume growth
- Mercedes-Benz Vans
  - Should achieve EBIT of approximately €250 million
- Daimler Buses
  - EBIT of approximately €180 million expected
- Daimler Financial Services
  - EBIT from the ongoing business of more than €500 million expected
- Daimler Group
  - We expect Daimler to post EBIT from the ongoing business of more than €4 billion
  - For the reconciliation between the sum of the segments and the Group, charges of €200 million are expected
  - We still have a cautious look at the development of the automotive markets and continue to monitor risks along the automotive value chain

**Conference Call Q1 2010 Results** 

**Questions & Answers** 

# Group EBIT increased in Q1 2010 due to higher unit sales, improved model mix and cost situation

- in millions of €-



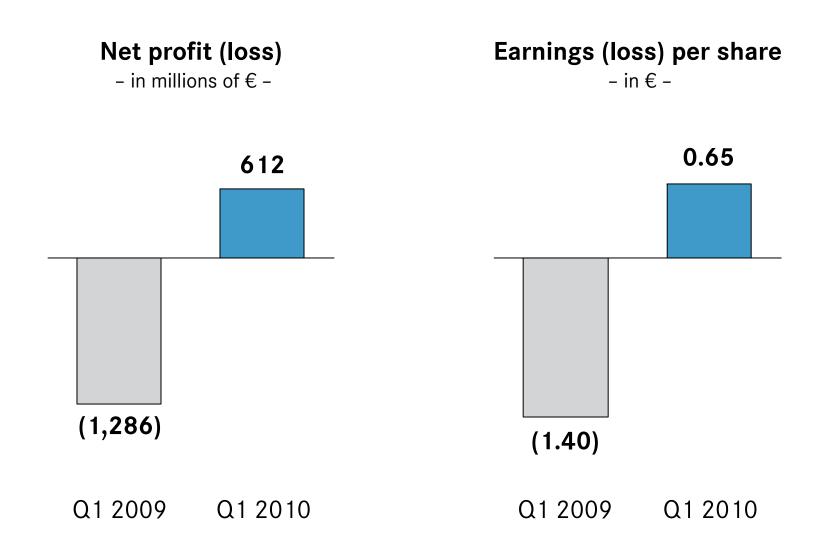
## **Special items affecting EBIT / A400M**

#### 1st Quarter

– in millions of € –	2009	2010
Daimler Trucks		
Realignment of Mitsubishi Fuso Truck and Bus Corporation	-	(5)
Repositioning of Daimler Trucks North America	(45)	(12)
Daimler Financial Services		
Sale of non-automotive assets	(28)	(46)
Reconciliation		
Sale of equity interest in Tata Motors	-	265
Other gains related to Chrysler	40	-
A400M military transport aircraft		(237)*

<sup>\*</sup> Charges related to the A400M military transport aircraft of EADS are not considered in the calculation of EBIT from ongoing business

## Net profit and earnings per share



## **Key balance-sheet and financial figures**

– in billions of € –	Dec. 31, 2009	Mar. 31, 2010	
Daimler Group			
Equity ratio	24.7%	24.5%	
Gross liquidity	16.1	15.2	
Industrial business			
Equity ratio	42.6%	41.0%	
Net liquidity	7.3	7.4	
Free cash flow (January to March)	(1.1)	0.3	

## Liquidity

Dec. 31, 2009 March 31, 2010 FS FS - in millions of € -Group IB Group IB Cash and cash 9,800 6,735 3,065 9,484 7,197 2,287 equivalents Marketable securities 6,342 5,073 1,269 5,724 4,562 1,162 and term deposits **Gross liquidity** 16,142 11,808 4,334 15,208 11,759 3,449 Financing liabilities (57,301)(4,523)(52,778)(57, 118) (4,381)(52,737)(nominal) **Net liquidity** (41, 159)7,285 (48,444)(41,910)7,378 (49,288)

## Financing liabilities (nominal)

### thereof maturing in

– in billions of € –	Mar 31, 2010	Q2 2010	Q3 2010	Q4 2010
Bonds	30.1	3.6	0.3	1.2
Bank loans	13.3	2.5	1.0	1.3
ABS	1.2	0.2	0.2	0.2
Commercial paper	0.1	0.1	0.0	0.0
Account deposits	11.1	5.8 *	0.4	0.2
Other	1.3	0.2	0.2	0.2
Total	57.1	12.4	2.1	3.1

<sup>\*</sup> Thereof €5.2 bn daily cash accounts

## Funding status of pension and healthcare benefits

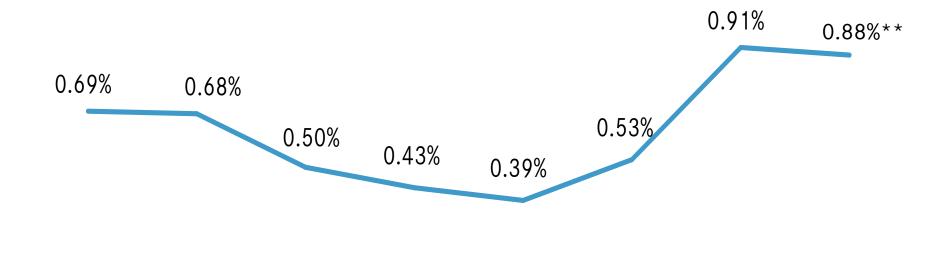
	Pension benefits		Healthcare benefits	
– in billions of € –	Dec. 31, 2009	Mar. 31, 2010	Dec. 31, 2009	Mar. 31, 2010
Benefit obligations	(16.5)	(16.7)	(1.0)	(1.1)
Plan assets	10.6	10.8	0.0	0.0
Reimbursement Medicare Act			0.1	0.1
Funded status	(5.9)	(5.9)	(0.9)	(1.0)
Provisions	3.1	3.3	0.9	0.9
Funded position net of provisions	(2.8)	(2.6)	0.0	(0.1)

## **Research & development costs**

- in millions of € -

Q1 2009 Q1 2010 1,134 336 1,116 331 176 974 157 942 Total R&D of which Recognized Total R&D of which Recognized Amorti-Amorticapitalized zation in P&L capitalized zation in P&L

## Net credit losses\* remain on relatively high level



YTD 2010

<sup>\*</sup> percent of global automotive portfolio subject to credit risk

<sup>\*\*</sup> annualized rate

### **Disclaimer**

This document contains forward-looking statements that reflect our current views about future events. The words "anticipate," "assume," "believe," "estimate," "expect," "intend," "may," "plan," "project," "should" and similar expressions are used to identify forward-looking statements. These statements are subject to many risks and uncertainties, including a lack of further improvement or a renewed deterioration of global economic conditions, in particular a renewed decline of consumer demand and investment activity in Western Europe or the United States, or a downturn in major Asian economies; a continuation or worsening of the tense situation in the credit and financial markets, which could result in a renewed increase in borrowing costs or limit our funding flexibility; changes in currency exchange rates or interest rates; the ability to continue to offer fuel-efficient and environmentally friendly products; a permanent shift in consumer preference towards smaller, lower margin vehicles; the introduction of competing, fuel-efficient products and the possible lack of acceptance of our products or services, which may limit our ability to adequately utilize our production capacities or raise prices; price increases in fuel, raw materials and precious metals; disruption of production due to shortages of materials, labor strikes, or supplier insolvencies; a further decline in resale prices of used vehicles; the effective implementation of cost-reduction and efficiency-optimization programs at all of our segments, including the repositioning of our truck activities in the NAFTA region and in Asia; the business outlook of companies in which we hold an equity interest, most notably EADS; the successful implementation of the strategic cooperation with Renault, changes in laws, regulations and government policies, particularly those relating to vehicle emissions, fuel economy and safety; the resolution of pending governmental investigations and the outcome of pending or threatened future legal proceedings; and other risks and uncertainties, some of which we describe under the heading "Risk Report" in Daimler's most recent Annual Report and under the headings "Risk Factors" and "Legal Proceedings" in Daimler's most recent Annual Report on Form 20-F filed with the Securities and Exchange Commission. If any of these risks and uncertainties materialize, or if the assumptions underlying any of our forward-looking statements prove incorrect, then our actual results may be materially different from those we express or imply by such statements. We do not intend or assume any obligation to update these forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made.