

DAIMLER

Q1 2012 Results

Bodo Uebber

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

April 27, 2012

Highlights in Q1 2012

Group sales	502,000	(+9%)
Sales record at Mercedes-Benz Cars	338,000	(+9%)
Strong sales increase at Daimler Trucks	108,000	(+21%)
Revenue	€ 27 billion	(+9%)
EBIT from ongoing business	€ 2.2 billion	(+3%)
Net profit	€ 1.4 billion	(+20%)

World premiere of new A-Class and introduction of new SL

Opening of new plant for compact cars in Kecskemét

Opening of our new BharatBenz truck plant in India

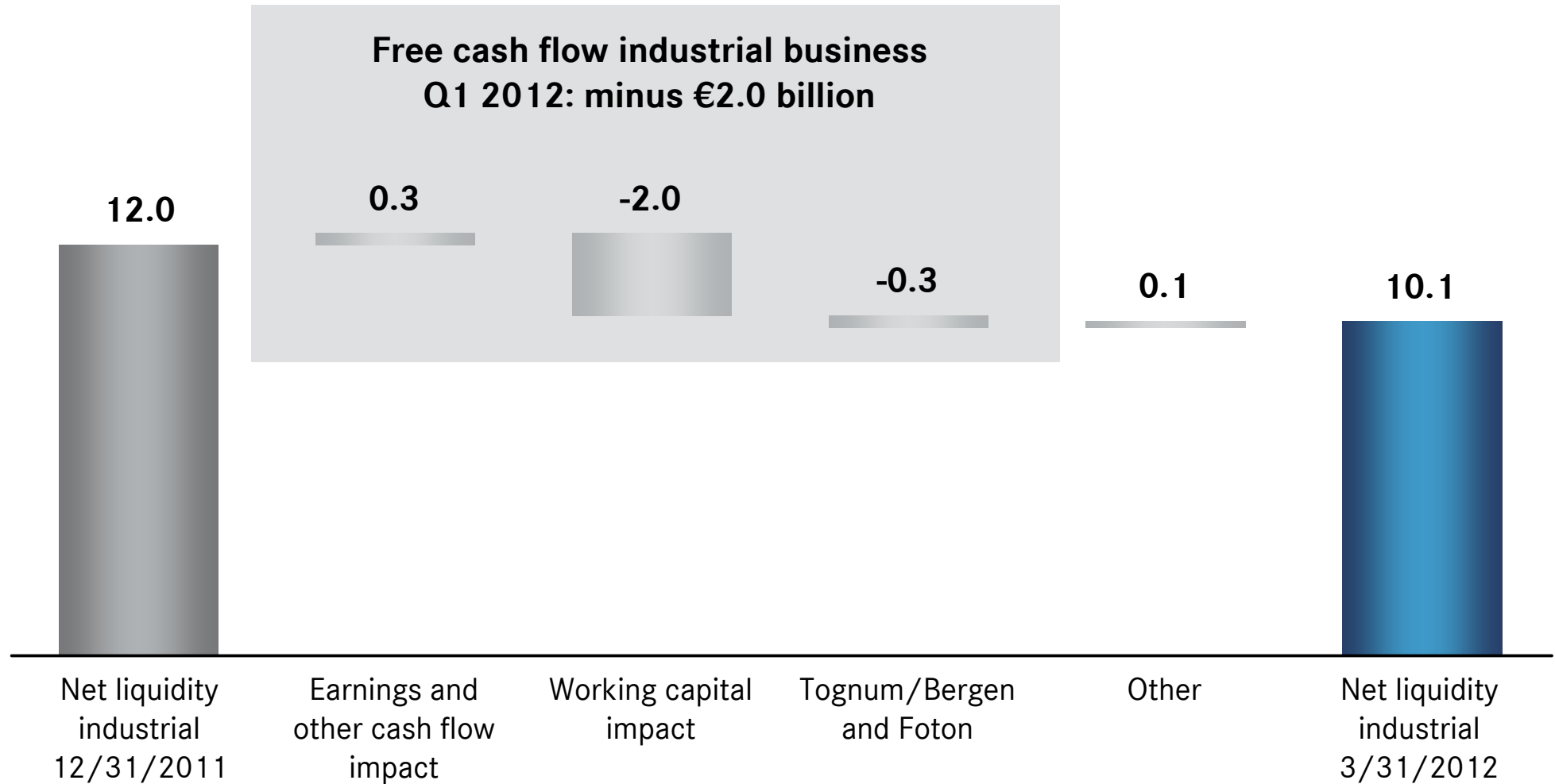
Key financials

- in billions of euros -

	Q1 2011	Q1 2012
Revenue	24.7	27.0
EBIT		
as reported	2.0	2.1
from ongoing business	2.1	2.2
Net profit	1.2	1.4
Earnings per share (in euros)	0.99	1.25
Net liquidity industrial business (2011: year-end)	12.0	10.1
Free cash flow industrial business	-0.5	-2.0

Solid net industrial liquidity

- in billions of euros -



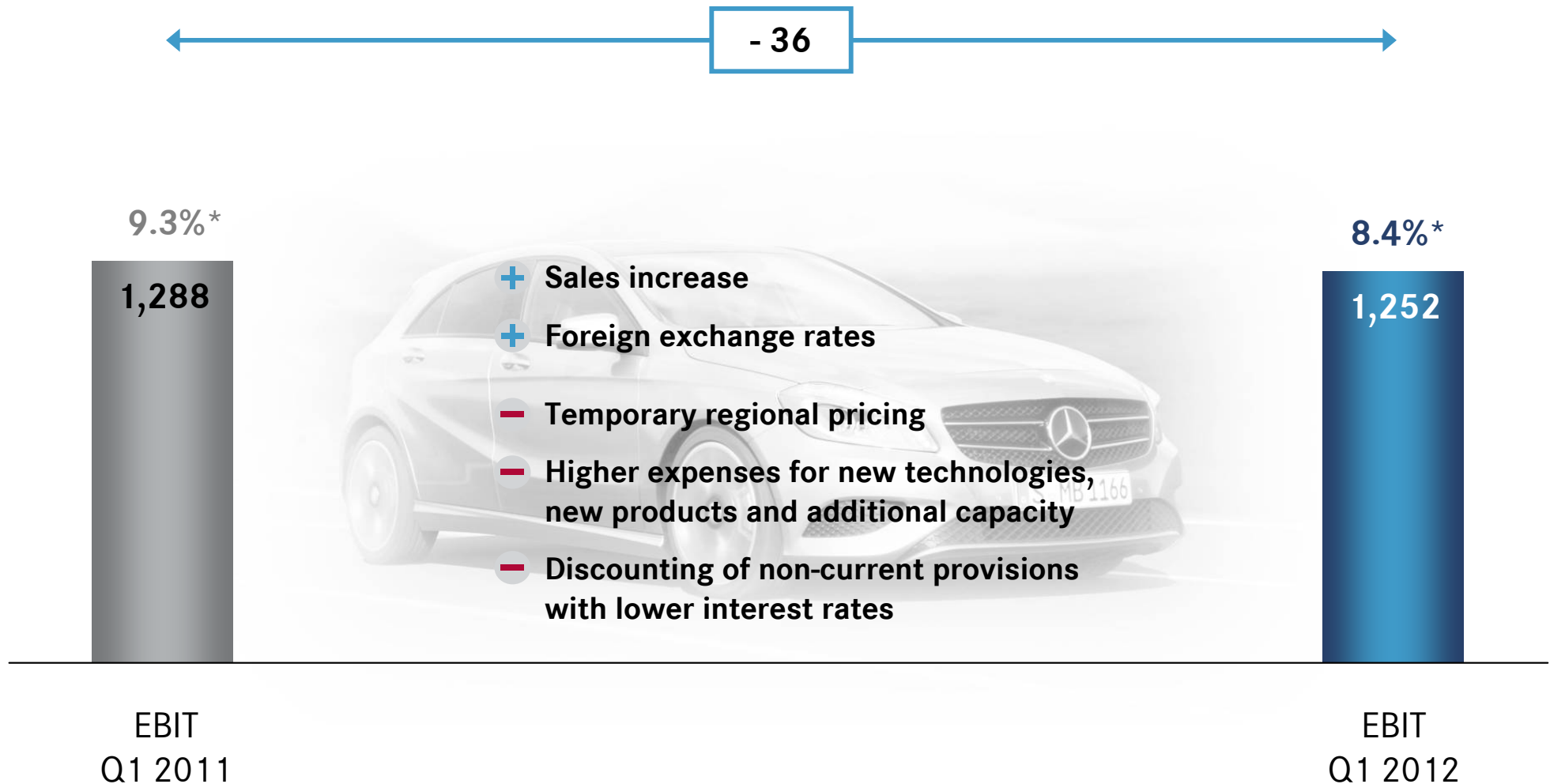
Key balance-sheet figures

- in billions of euros -

Daimler Group	Dec. 31, 2011	Mar. 31, 2012
Equity ratio	26.3%	26.5%
Gross liquidity	11.9	13.6
Industrial business		
Equity ratio	46.4%	45.4%
Net liquidity	12.0	10.1

Mercedes-Benz Cars: EBIT almost at prior year's level

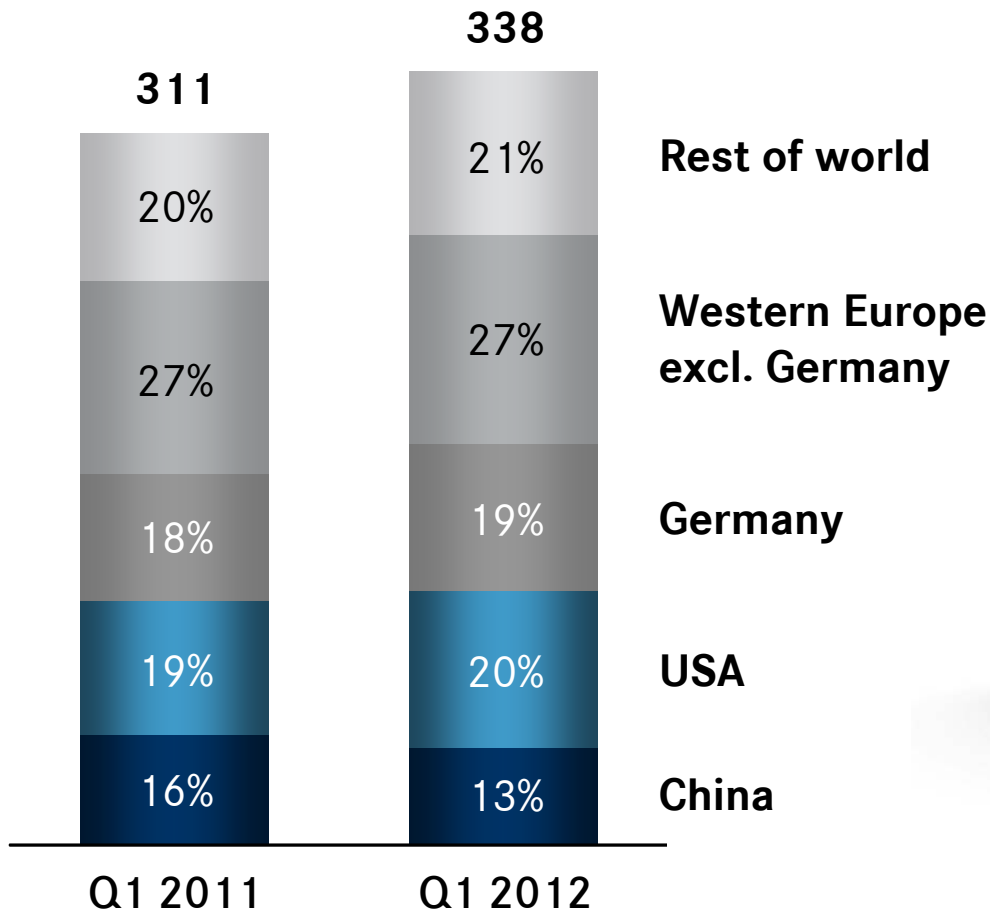
- in millions of euros -



* Return on sales

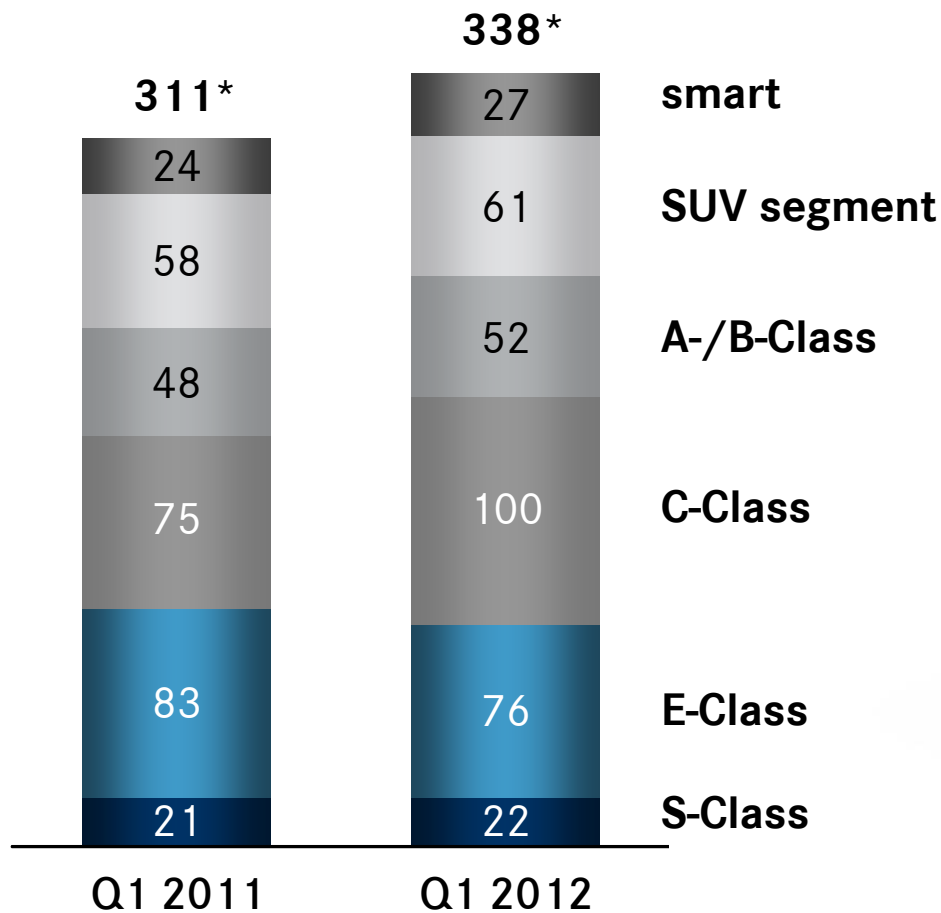
Balanced sales structure

- Unit sales in thousands -



Unit sales increase mainly driven by C-Class

- Unit sales in thousands -



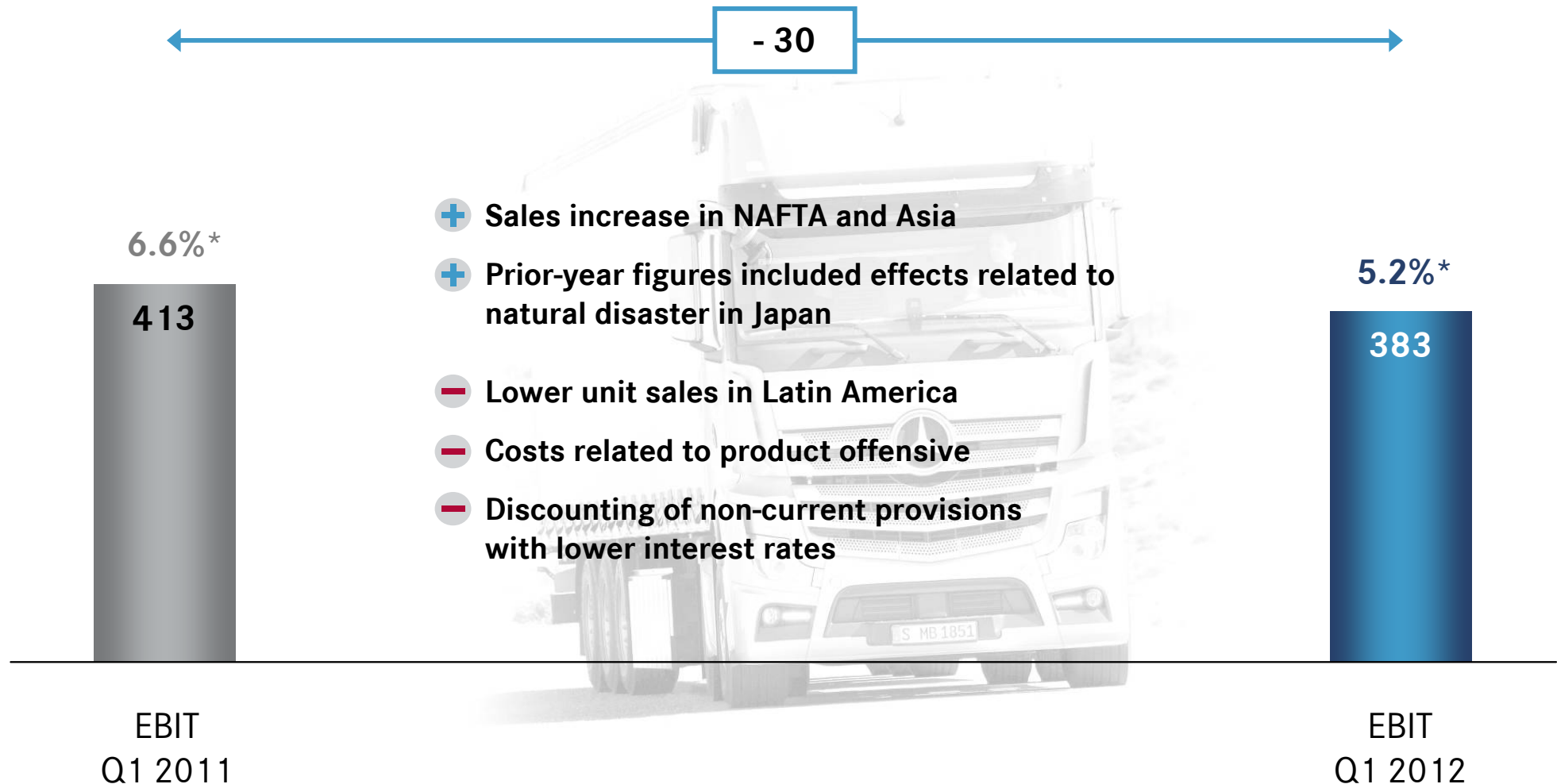
* Including Mitsubishi vehicles produced and/or sold in South Africa

Product highlights



Daimler Trucks: EBIT affected by product offensive and slow start in Latin America

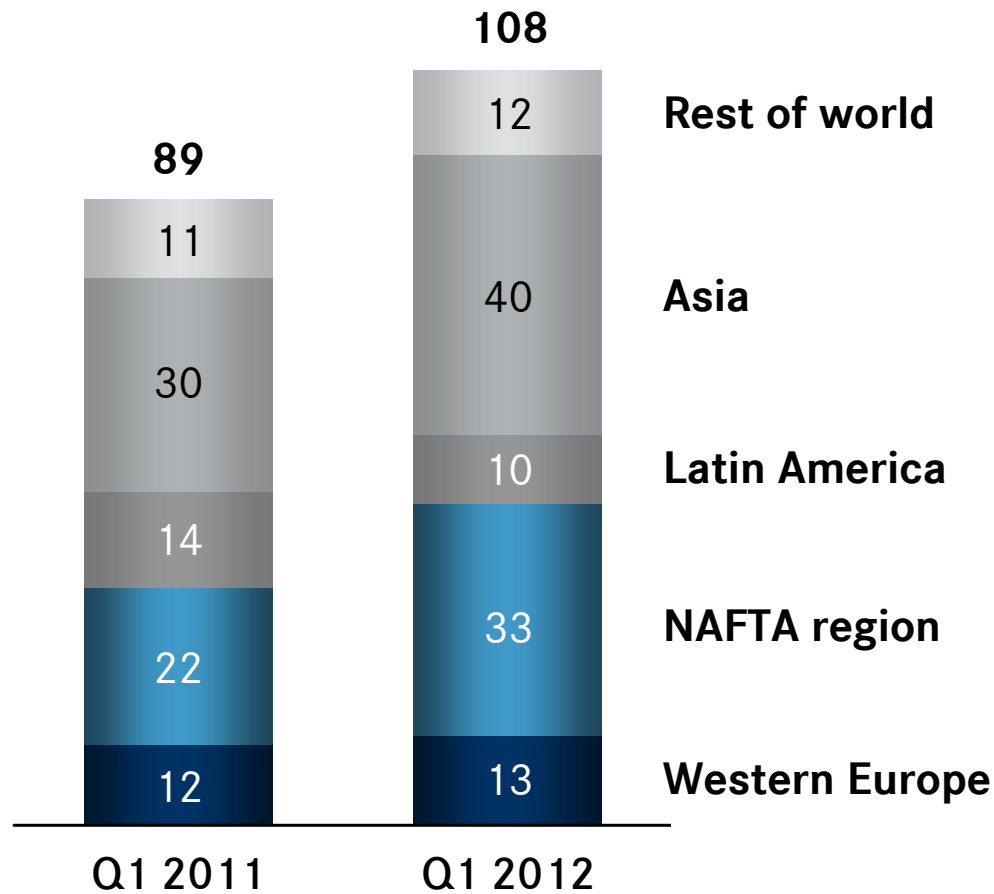
- in millions of euros -



* Return on sales

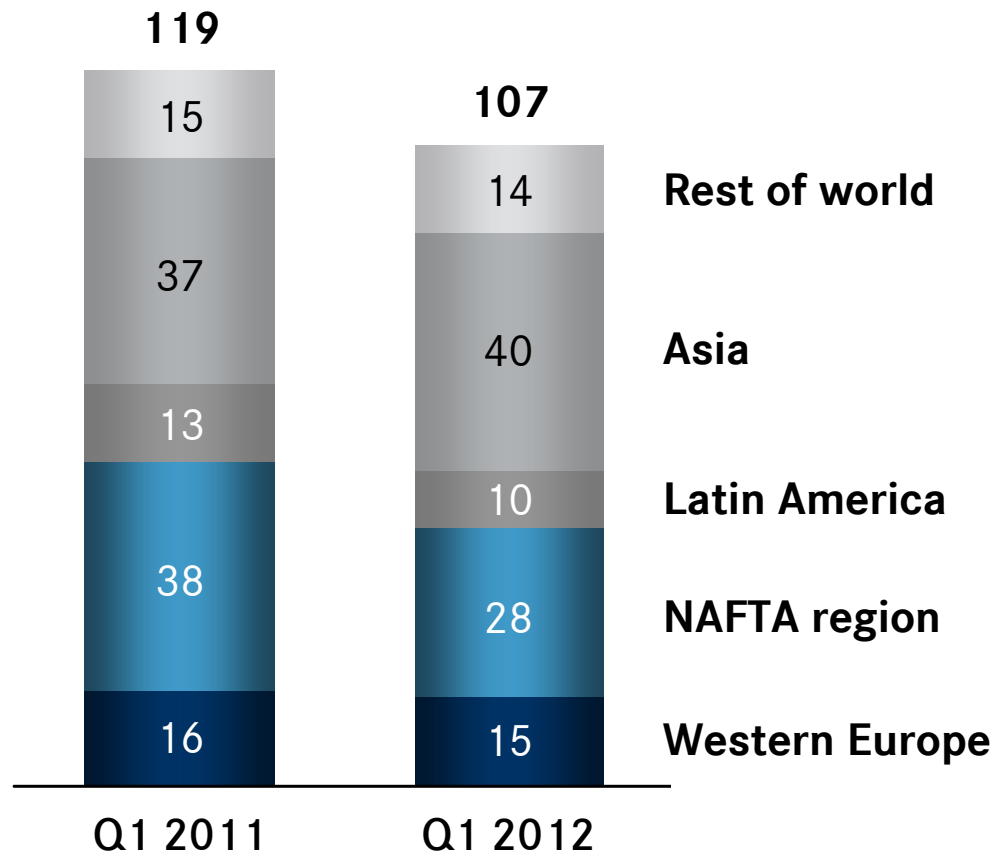
Sales increase driven by business in NAFTA and Asia

- in thousands of units -



Incoming orders at unit sales level

- in thousands of units -



Product highlights

BharatBenz trucks



Mercedes-Benz Actros



Auman heavy truck

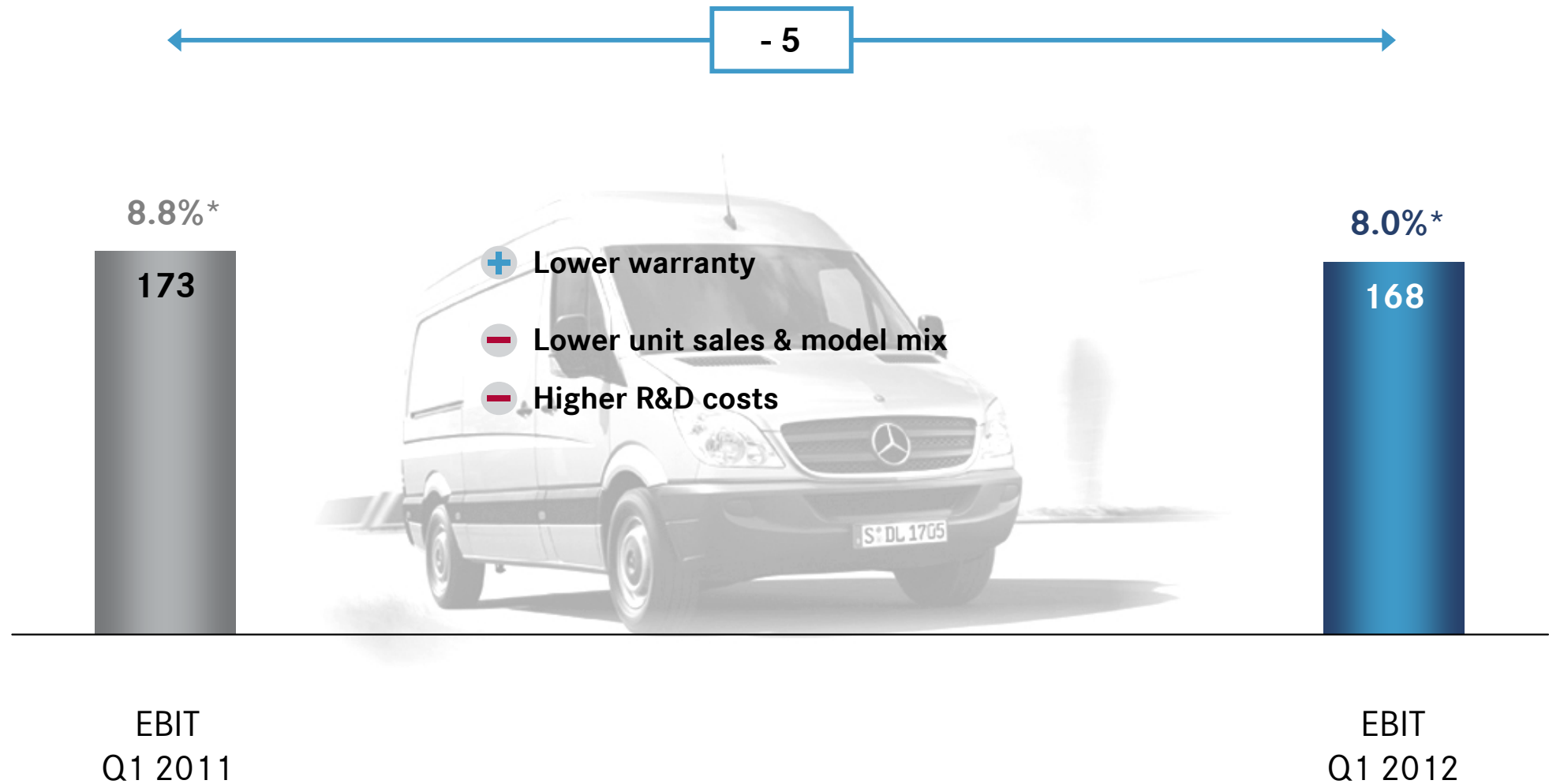


Detroit DD16 engine



Mercedes-Benz Vans: EBIT at continued high level

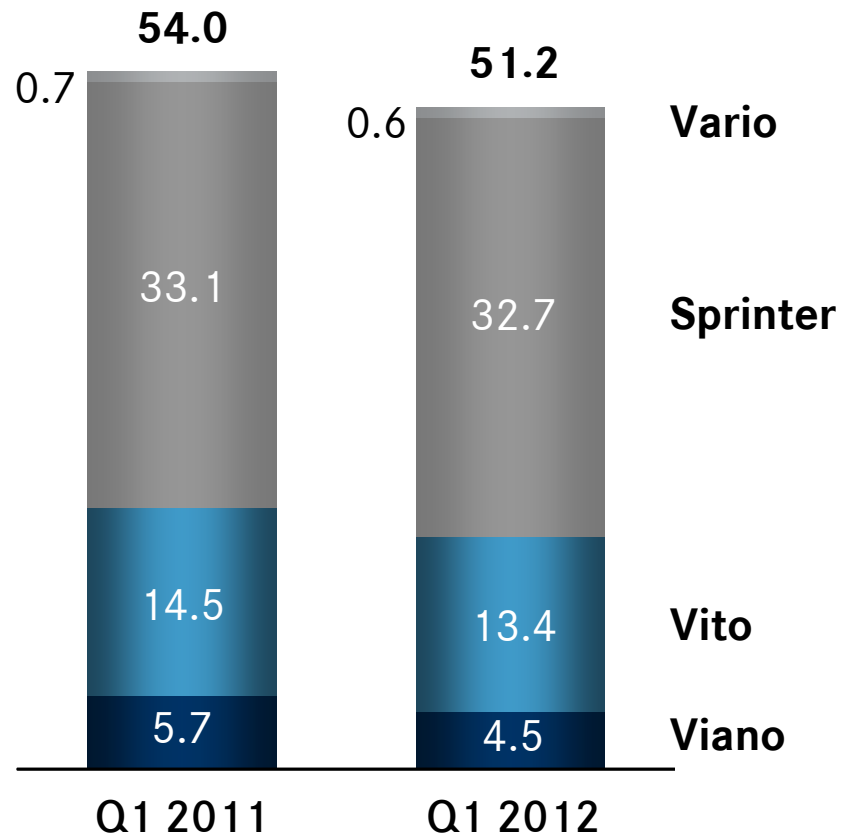
- in millions of euros -



* Return on sales

Slight decrease in unit sales

- Unit sales in thousands -



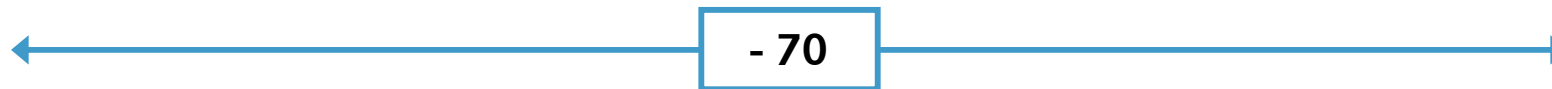
Product highlight



New city van Citan

Daimler Buses: Repositioning initiated

- in millions of euros -



-33

-4.0%*

EBIT
Q1 2011



- Lower unit sales in Latin America
- Repositioning of the European business

-103

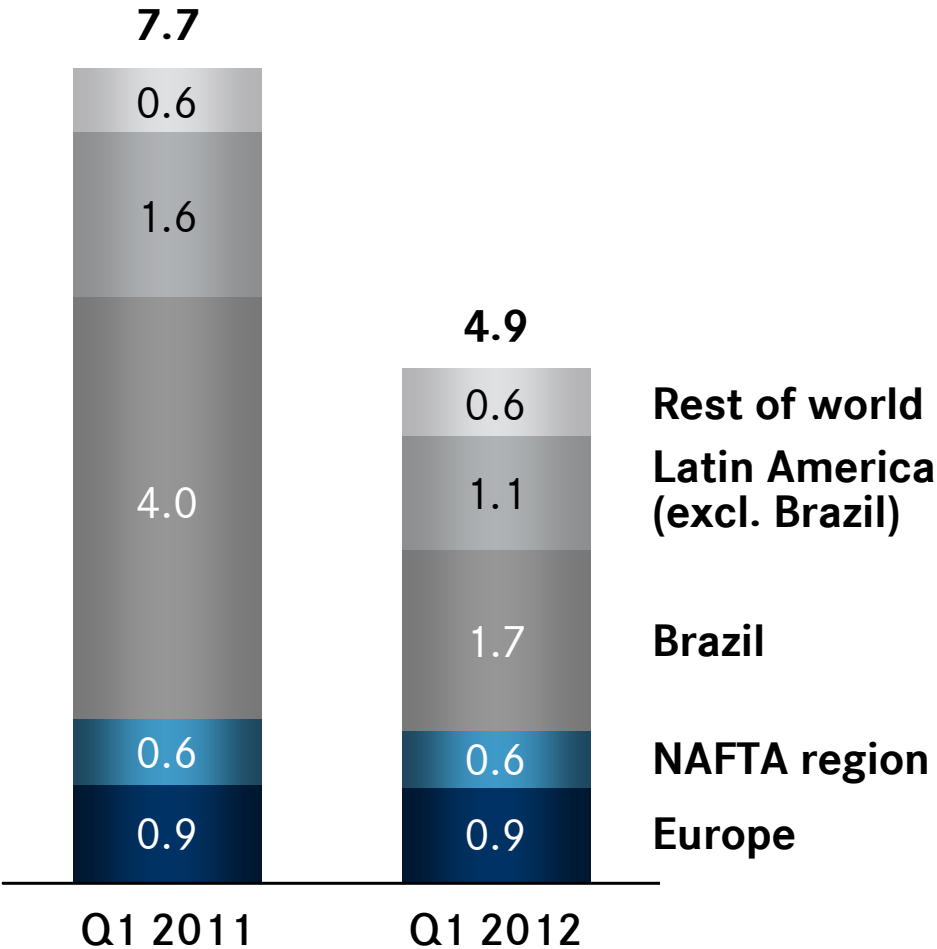
-14.1%*

EBIT
Q1 2012

* Return on sales

Decrease in unit sales mainly in Brazil

- Unit sales in thousands -



Repositioning of bus business in Europe and North America to reduce break-even level

Repositioning of European business (GLOBE²⁰¹³)

Increase market share in Western Europe and presence outside of Europe

Focus on product portfolio with reduced complexity

Balance production between high and low labor cost locations

Reduce fixed and material costs

Streamline organizational structures with lower headcount

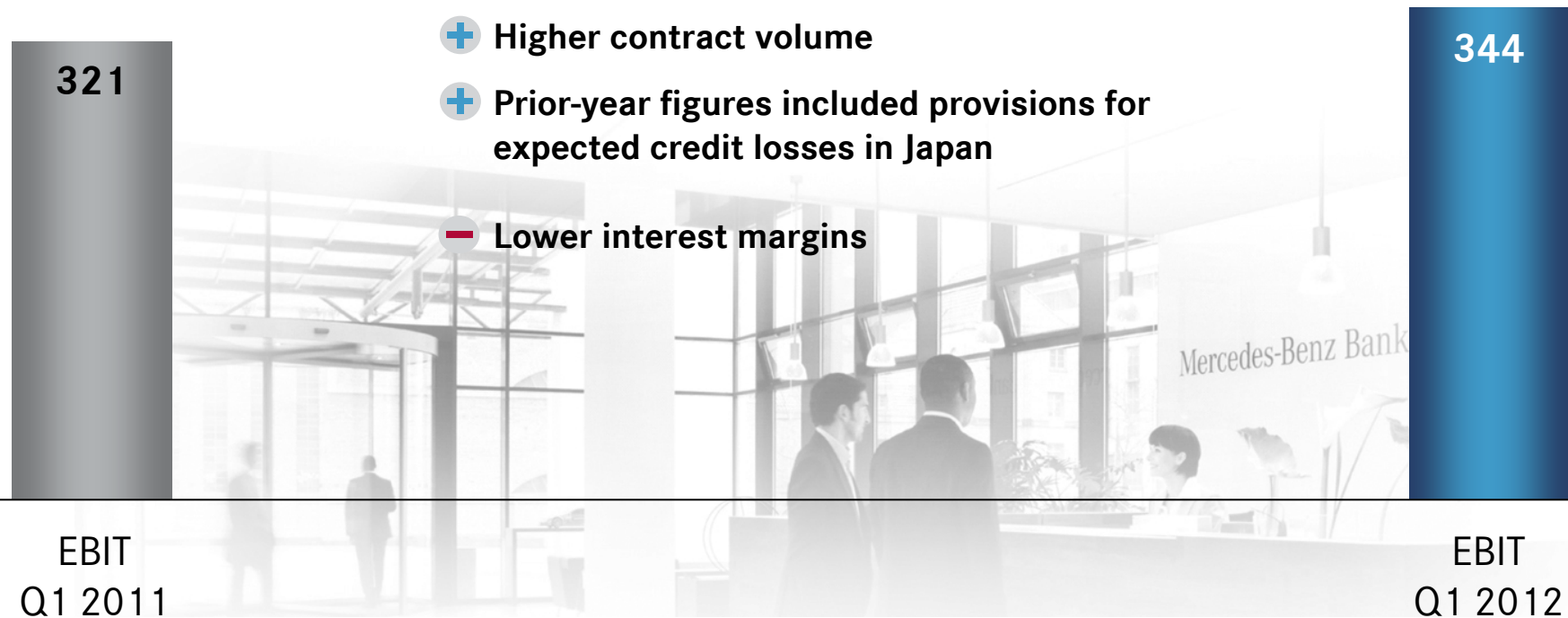
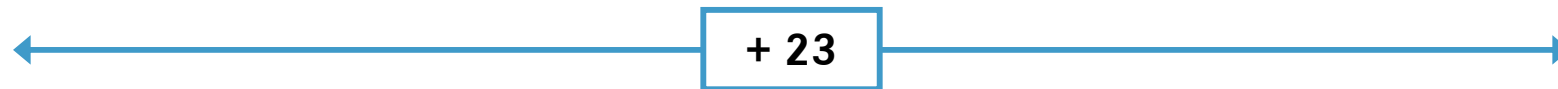
Repositioning of North American business

Close Orion operations; parts and service business to be continued

New setup of Setra business

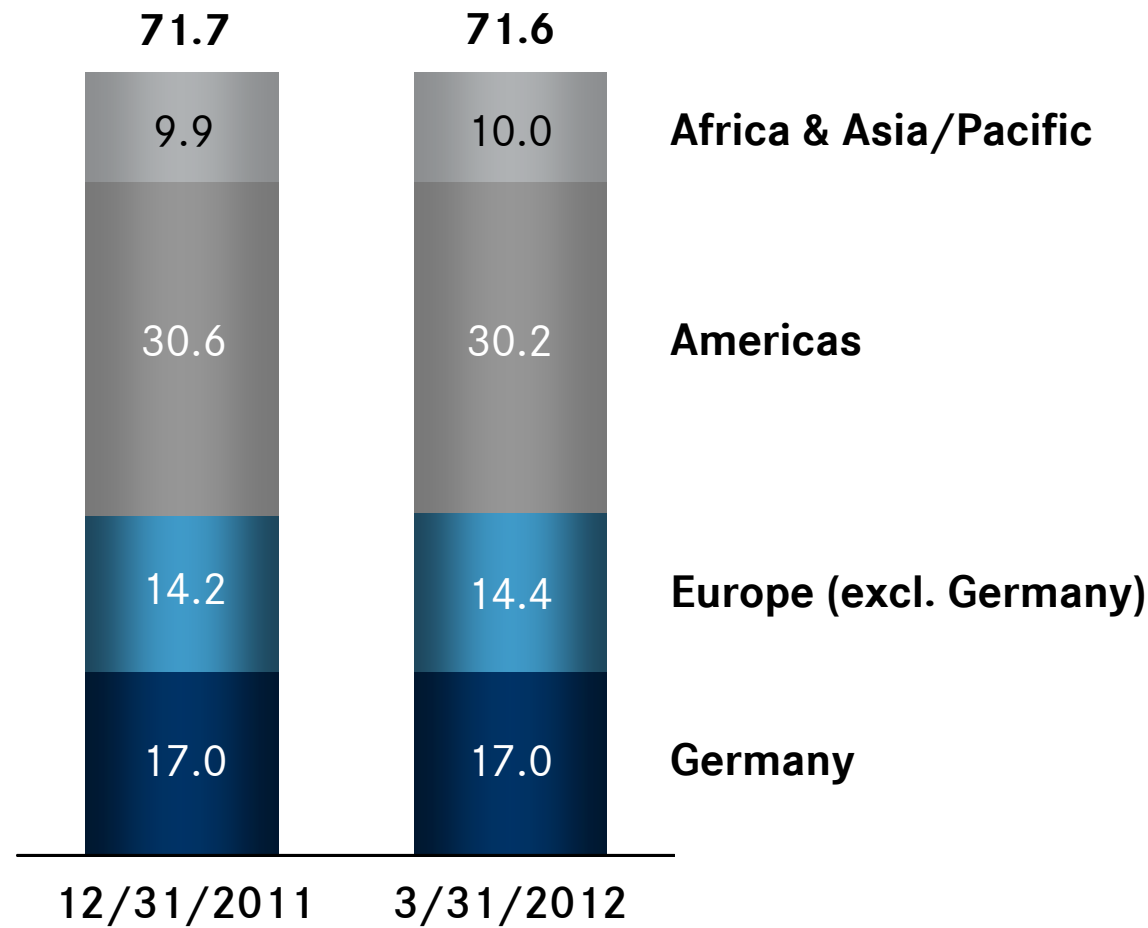
Daimler Financial Services: Stable earnings development

- in millions of euros -



Stable contract volume

- in billions of euros -



Product highlights



Assumptions for automotive markets 2012

Car markets	Global	Growth of approximately 4%
	U.S./Asia	Significant growth potential expected
Truck markets	Global	At least at the level of 2011
	NAFTA	+15% to +20%
	Europe	0% to -10%
	Japan	+15% to +20%
	Brazil	-10% to -20%, due to new emission regulations
Van markets	Europe/China	Slight decrease of medium and large vans
	U.S.	Growth of more than 10%
Bus markets	Western Europe	Stable market development
	Brazil	Decrease due to introduction of new emission regulations

Sales outlook FY 2012



- Sales increase exceeding market growth
- Launch of six attractive new products in 2012
- Growth potential especially in NAFTA, China and emerging markets



- Unit sales should continue to increase
- Growth expected in NAFTA and Asia
- Declining sales in Latin America due to weak market
- In Europe stronger performance than market



- Positive sales development expected
- New city van Citan to be introduced in fall 2012



- Unit sales expected below previous year's level
- Slight recovery for complete buses in Europe expected

2012 targets for EBIT from ongoing business

DAIMLER



EBIT in the magnitude of 2011



EBIT at prior-year level



EBIT at least at prior-year level



EBIT at least at prior-year level



EBIT below prior-year level

DAIMLER Financial Services

EBIT slightly below prior-year level

Guidance is based on current market expectations and exchange rate environment

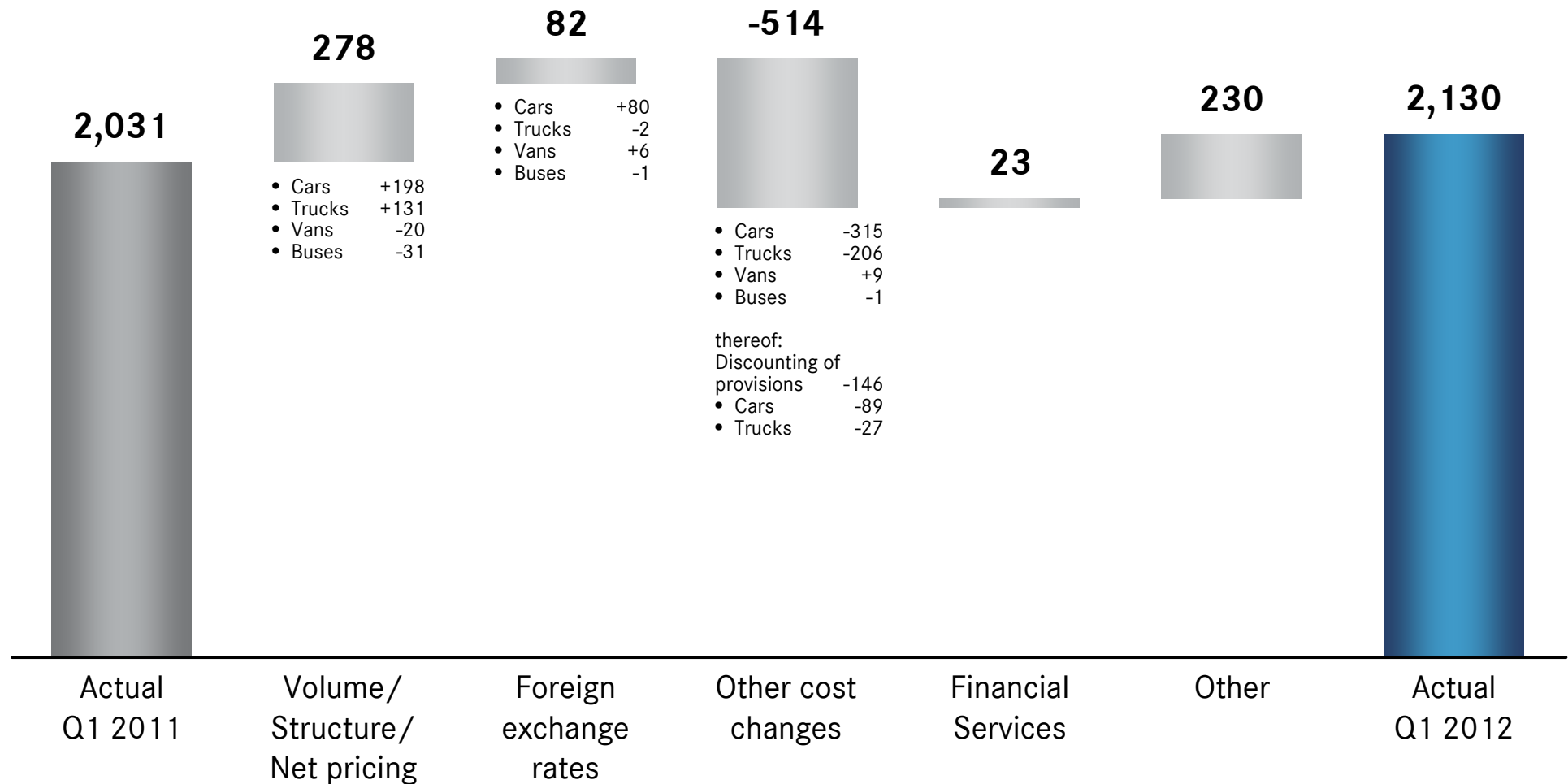
DAIMLER

Q1 2012 Results

Appendix

Group EBIT in Q1 2012

- in millions of euros -



Special items affecting EBIT

- in millions of euros -

	1st quarter	
	2011	2012
Daimler Trucks		
Natural disaster in Japan	-49	-
Daimler Buses		
Business repositioning*	-	-36
Daimler Financial Services		
Natural disaster in Japan	-29	-

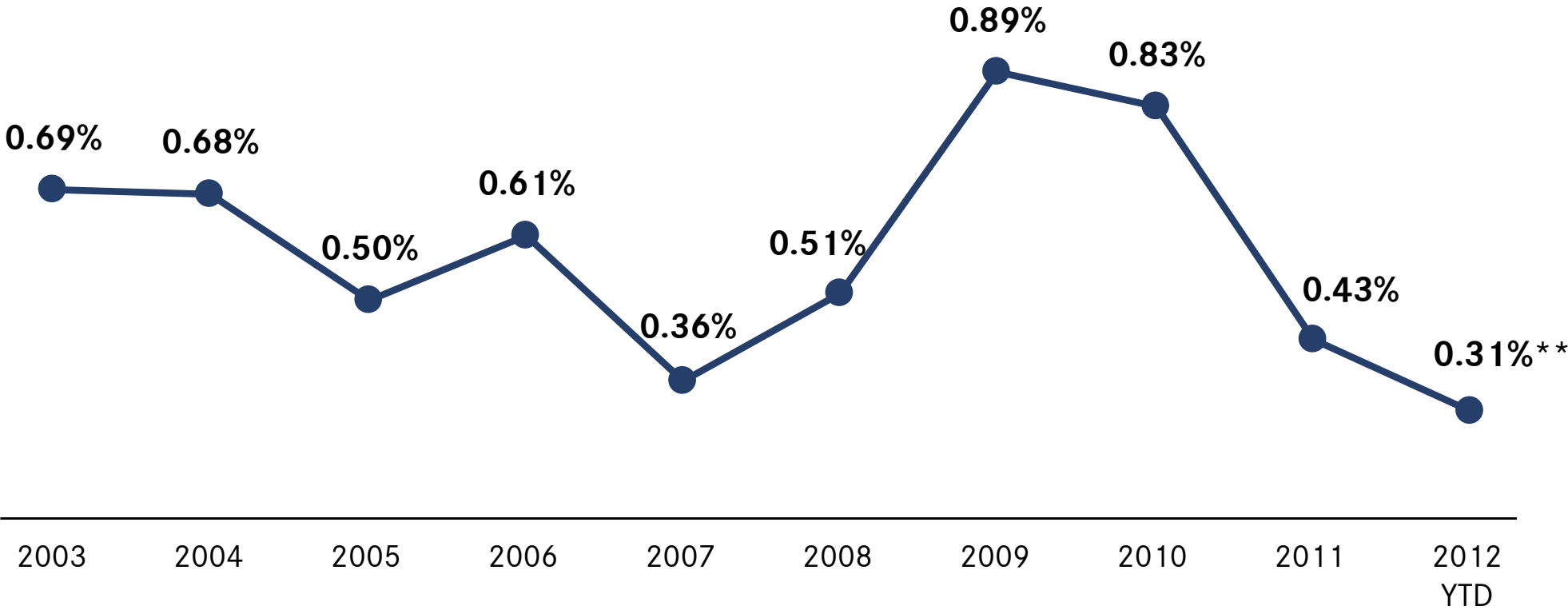
* During the course of the year 2012, Daimler Buses expects further special items from the repositioning of the European business of up to €50 million and of the North American business of approximately €60 million.

EBIT from ongoing business

- in millions of euros -

	Q1 2011	Q1 2012
Daimler Group	2,109	2,166
of which		
Mercedes-Benz Cars	1,288	1,252
Daimler Trucks	462	383
Mercedes-Benz Vans	173	168
Daimler Buses	-33	-67
Daimler Financial Services	350	344
Reconciliation	-131	86

Net credit losses* decreased significantly



* as a percentage of portfolio, subject to credit risk

** 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 an adverse development of global economic conditions, in particular a decline of demand in our most important markets; a worsening of the sovereign-debt crisis in the eurozone; a deterioration of our funding possibilities on the credit and financial markets; events of force majeure including natural disasters, acts of terrorism, political unrest, industrial accidents and their effects on our sales, purchasing, production or financial services activities; changes in currency exchange rates; a shift in consumer preference towards smaller, lower margin vehicles; or a possible lack of acceptance of our products or services which limits our ability to achieve prices as well as to adequately utilize our production capacities; price increases in fuel or raw materials; disruption of production due to shortages of materials, labor strikes, or supplier insolvencies; a decline in resale prices of used vehicles; the effective implementation of cost-reduction and efficiency-optimization measures; the business outlook of companies in which we hold a significant equity interest, most notably EADS; the successful implementation of strategic cooperations and joint ventures; 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 conclusion 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. 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.