

DAIMLER

Q2 and Half-Year 2012 Results

July 25, 2012

Highlights in Q2 2012

Group sales	570,000	(+8%)
Sales record at Mercedes-Benz Cars	370,000	(+4%)
Strong sales increase at Daimler Trucks	122,000	(+34%)

Introduction of the new generations of GLK and G-Class

Start of production of new A-Class in Rastatt

Introduction of Mercedes-Benz Antos for heavy-distribution segment

Start of production of first BharatBenz trucks in India

Introduction of the all-new city van Mercedes-Benz Citan

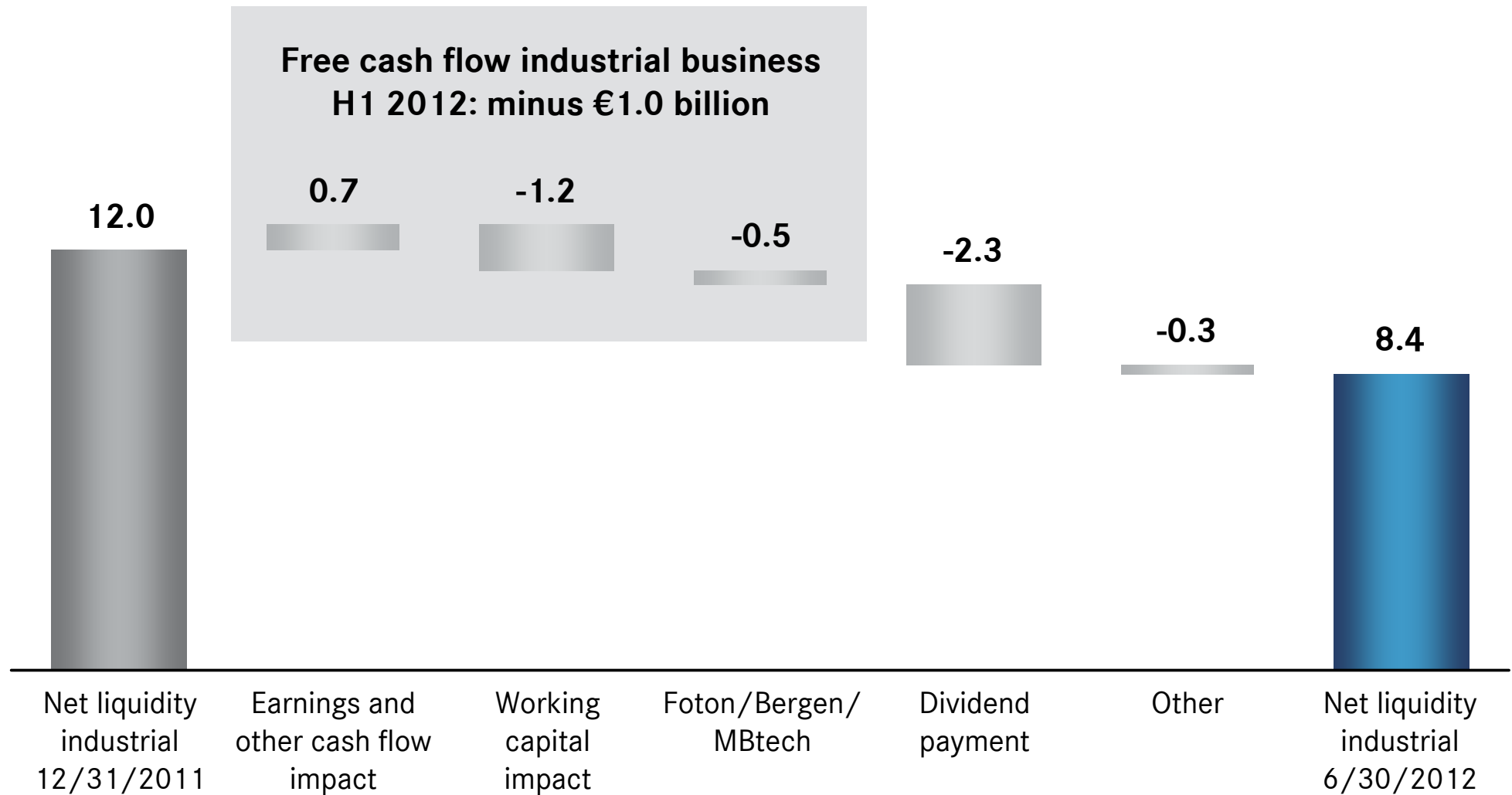
Key financials

- in billions of euros -

	Q2 2011	Q2 2012
Revenue	26.3	28.9
EBIT		
as reported	2.6	2.2
from ongoing business	2.6	2.3
Net profit	1.7	1.5
Earnings per share (in euros)	1.51	1.34
Net liquidity industrial business (2011: year-end)	12.0	8.4
Free cash flow industrial business	1.1	1.0

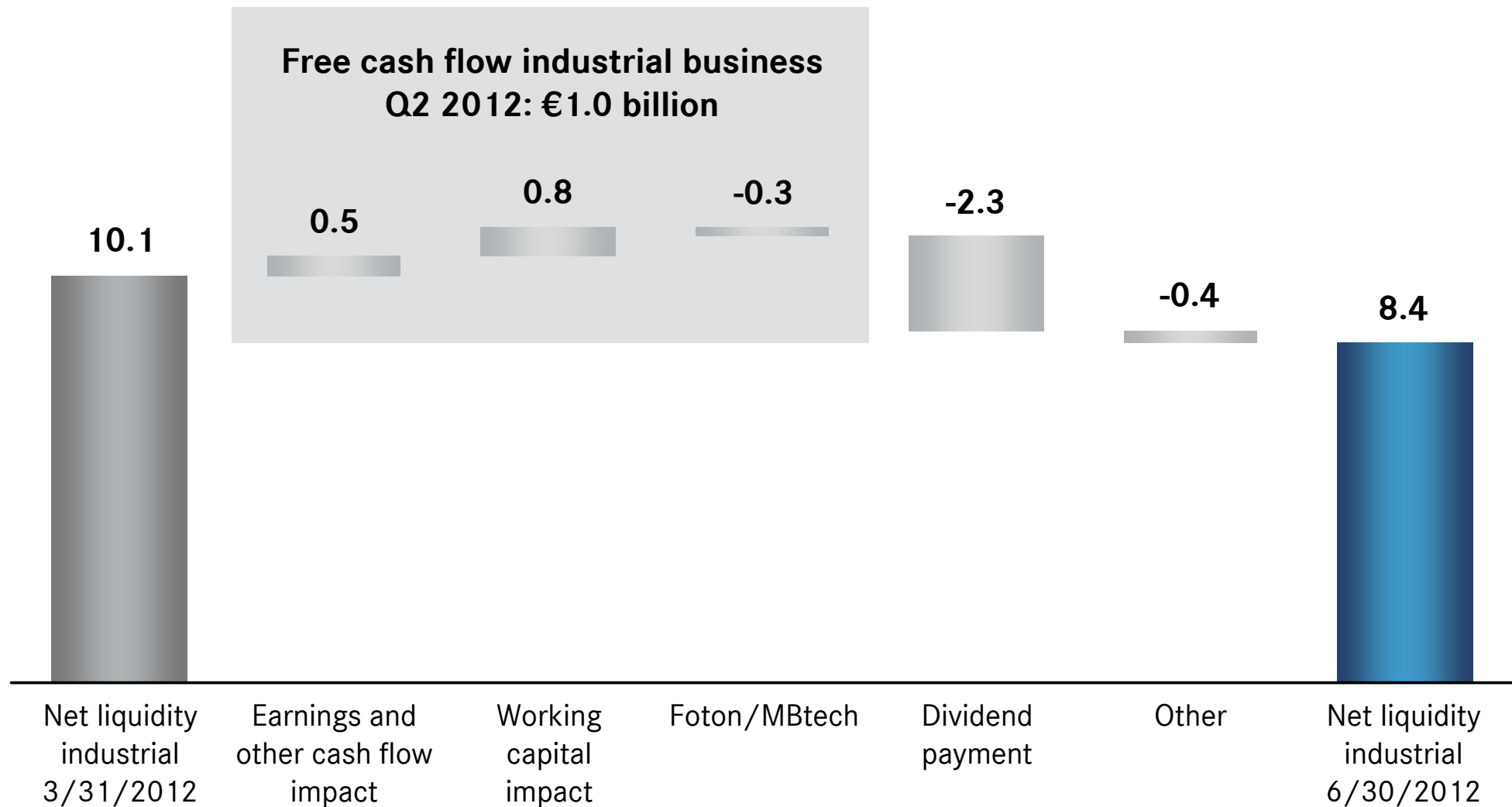
Net industrial liquidity: Development in H1 2012

- in billions of euros -



Net industrial liquidity: Development in Q2 2012

- in billions of euros -



Key balance-sheet figures

- in billions of euros -

Daimler Group	Dec. 31, 2011	Jun. 30, 2012
Equity ratio	26.3%	26.2%
Gross liquidity	11.9	14.6
Industrial business		
Equity ratio	46.4%	45.8%
Net liquidity	12.0	8.4

Mercedes-Benz Cars: Effects from higher unit sales compensated by investments for future growth

- in millions of euros -



10.7%*

1,566



EBIT
Q2 2011

- + Sales increase
- + Foreign exchange rates
- Model and regional mix
- Higher expenses for new technologies, new products and additional capacity
- Higher material costs



8.6%*

1,314

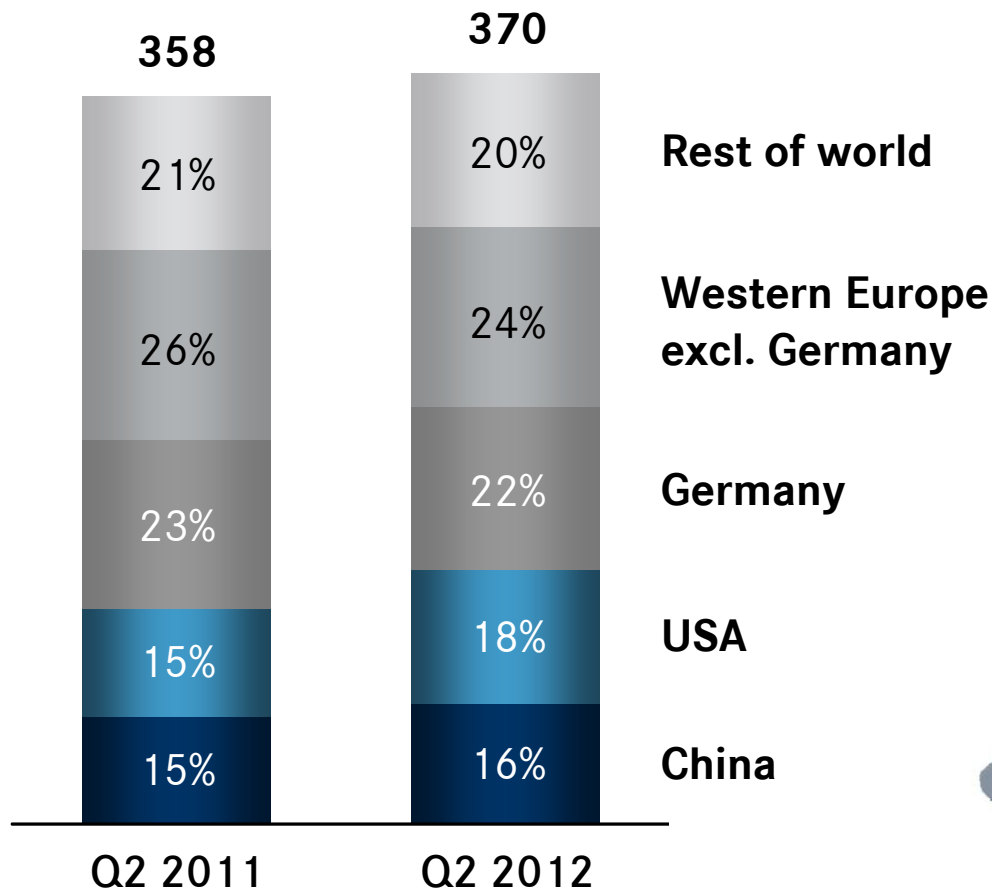


EBIT
Q2 2012

* Return on sales

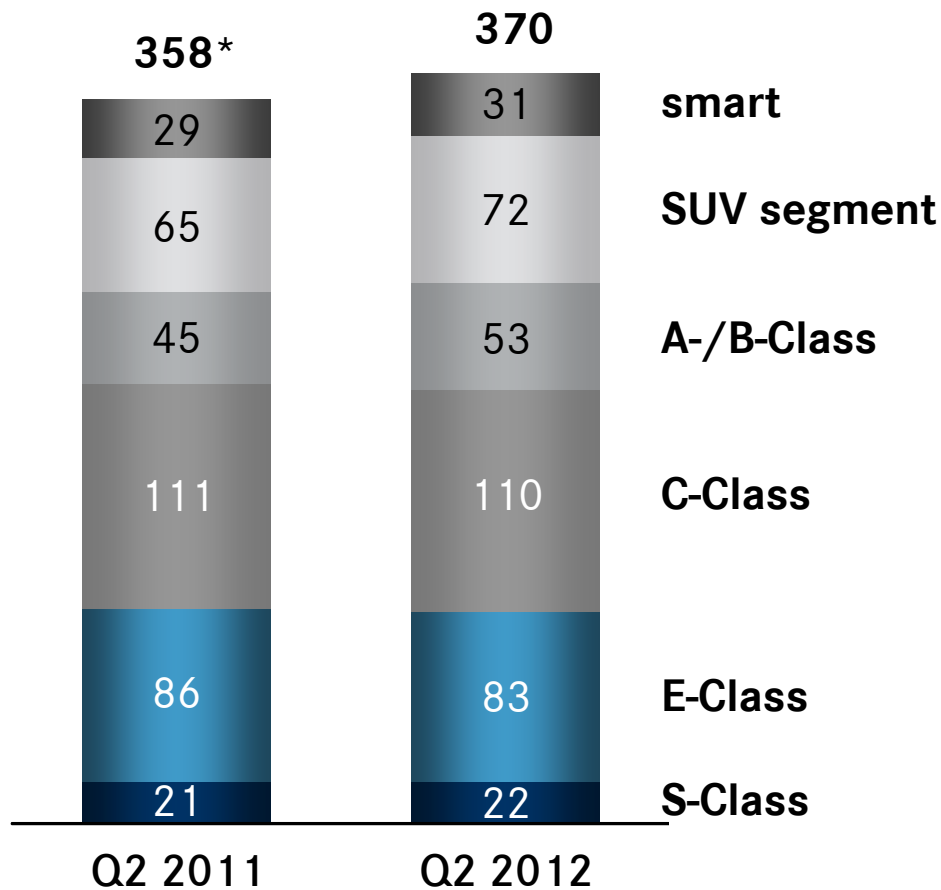
Balanced sales structure

- Unit sales in thousands -



Unit sales increase mainly driven by B- and M-Class

- Unit sales in thousands -



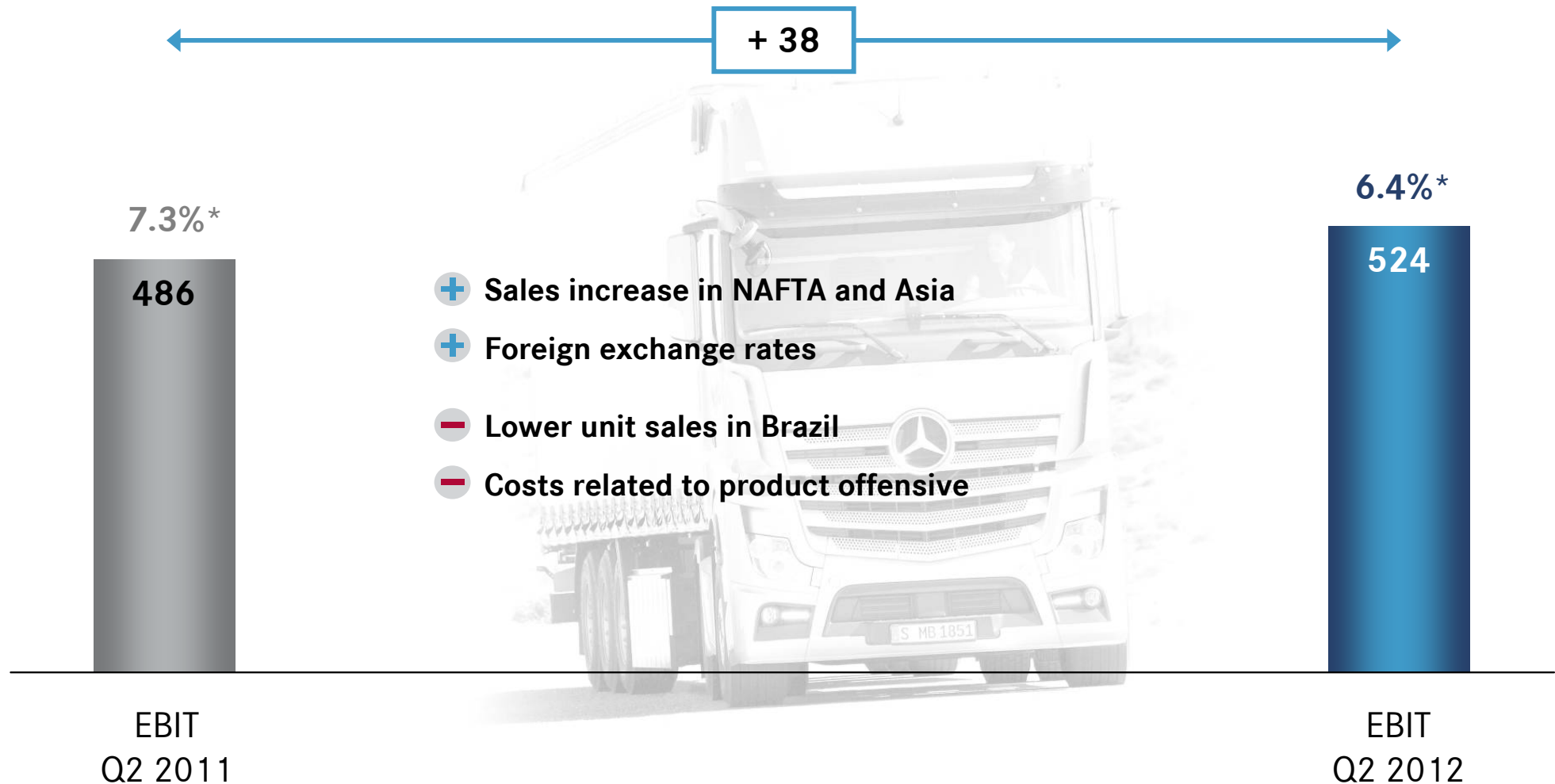
* Including Mitsubishi vehicles produced and/or sold in South Africa

Product highlights



Daimler Trucks: EBIT increase driven by strong sales in NAFTA and Asia

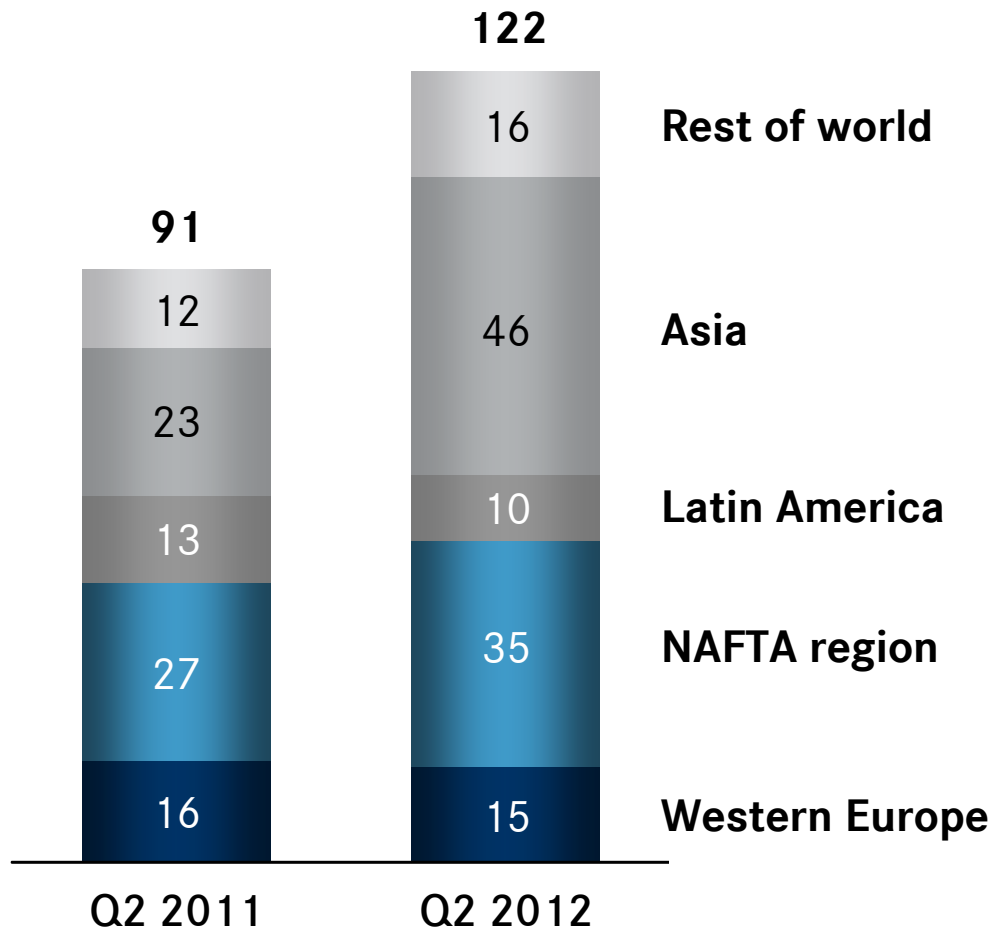
- in millions of euros -



* Return on sales

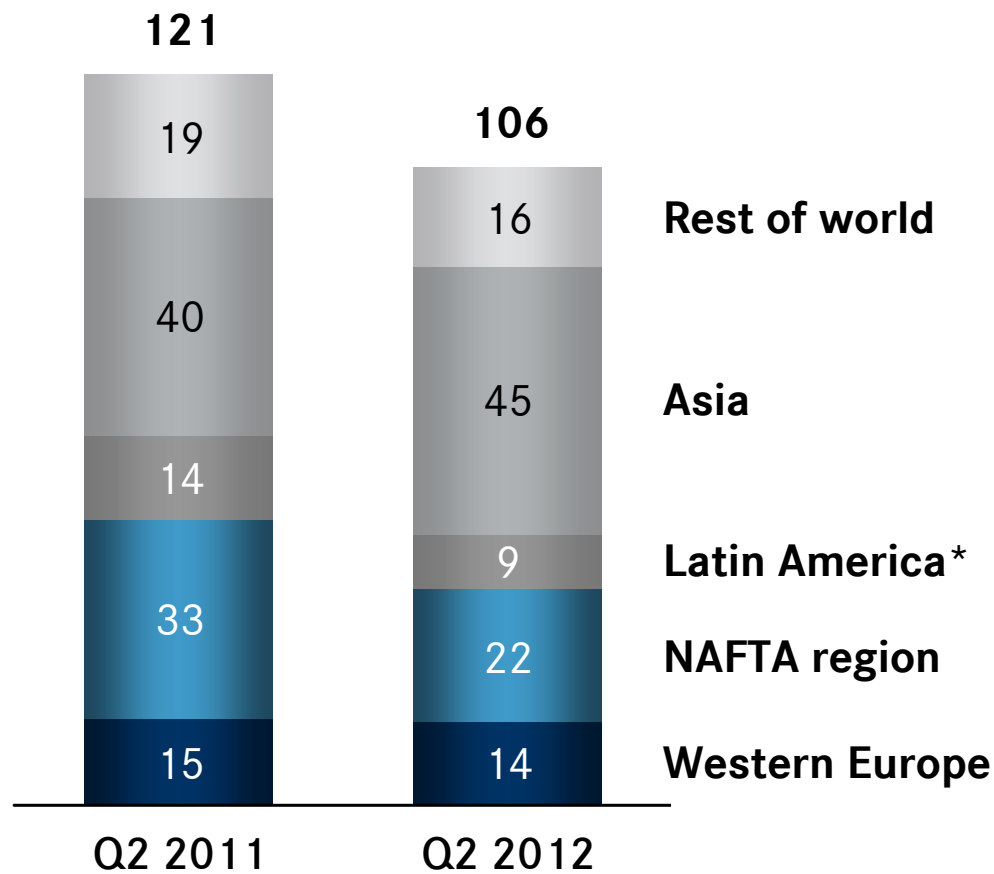
Sales increase driven by business in NAFTA and Asia

- in thousands of units -



Lower incoming orders in NAFTA and Latin America; strong order intake in Asia

- in thousands of units -



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

Product highlights



Auman truck no. 1



Freightliner Cascadia



Fuso Canter Eco Hybrid



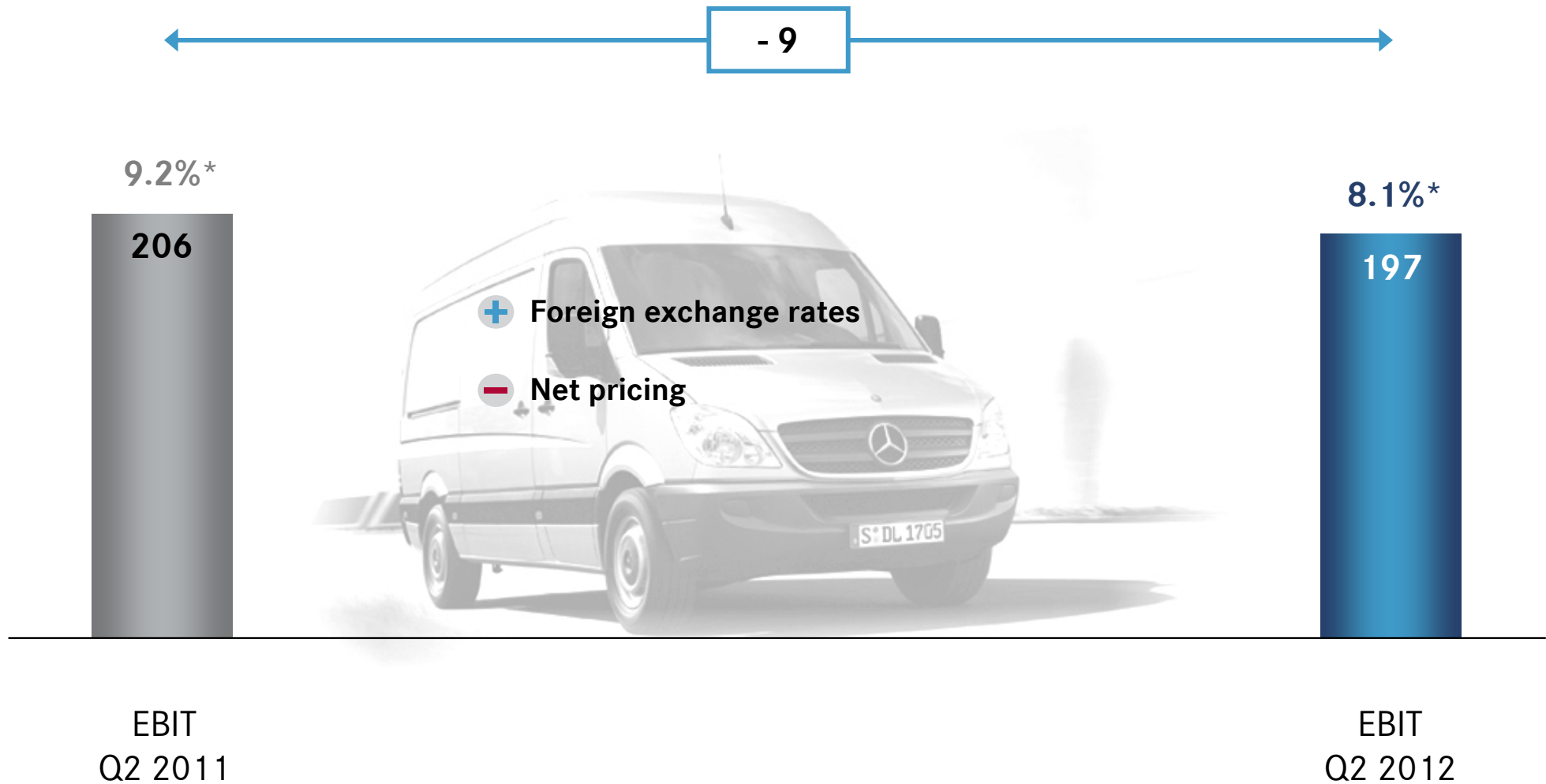
Mercedes-Benz Antos



BharatBenz truck no. 1

Mercedes-Benz Vans: EBIT at continued high level

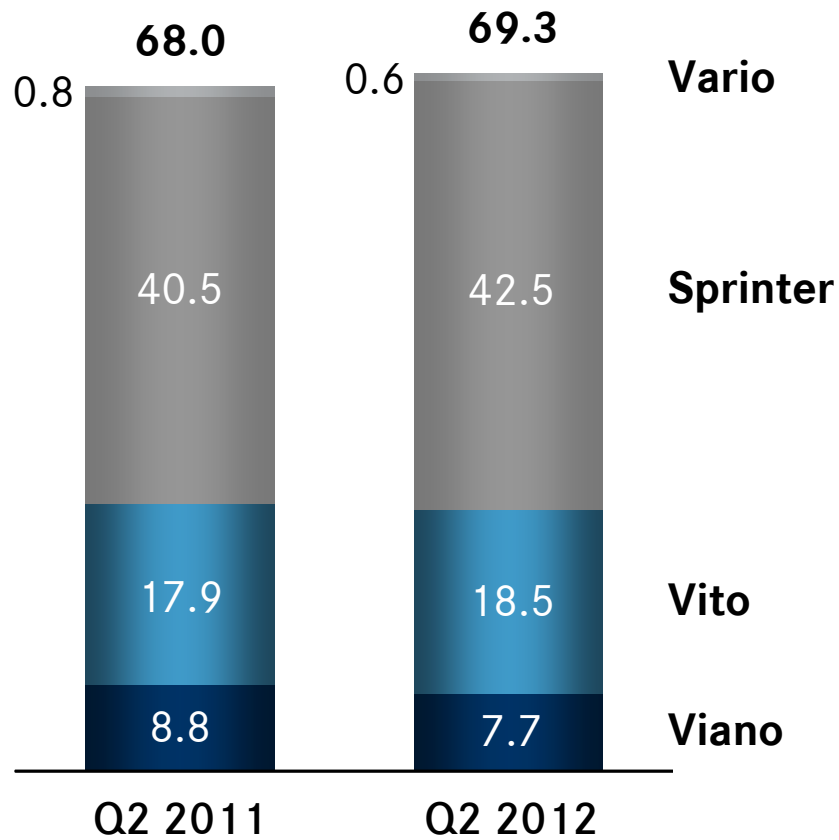
- in millions of euros -



* Return on sales

Slight increase in unit sales

- Unit sales in thousands -



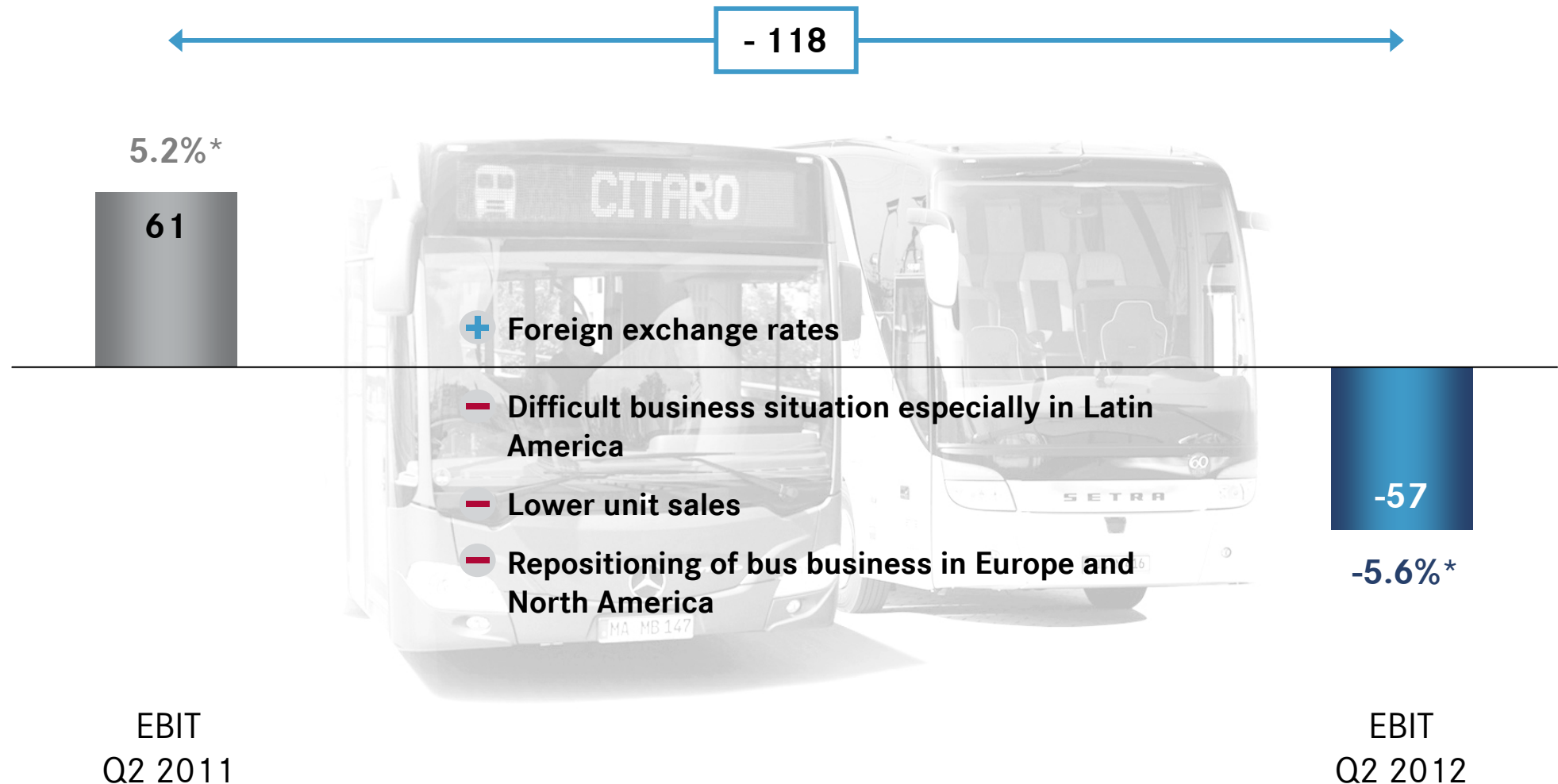
Product highlight



New city van Citan

Daimler Buses: Charges from ongoing repositioning

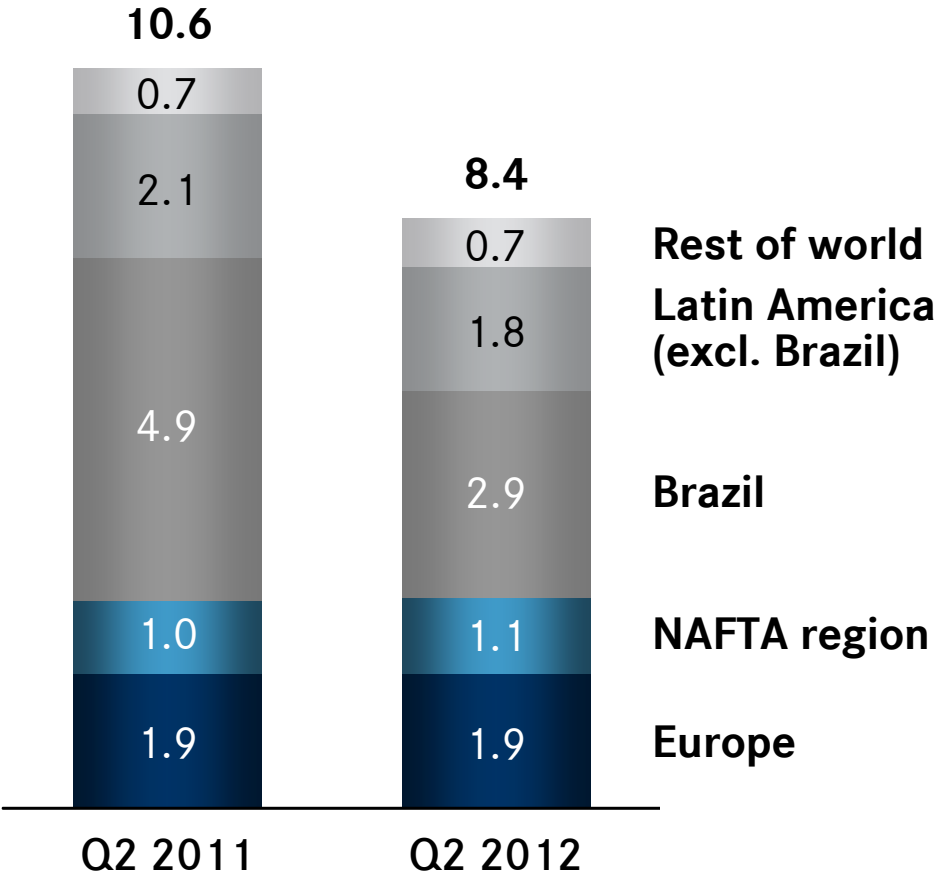
- in millions of euros -



* 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

Realign product portfolio and balance production of high/low 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

Strategic partnership with Motor Coach Industries (MCI) to strengthen Setra's coach business in North America agreed

Daimler Financial Services: Ongoing strong performance

- in millions of euros -



+ Higher contract volume

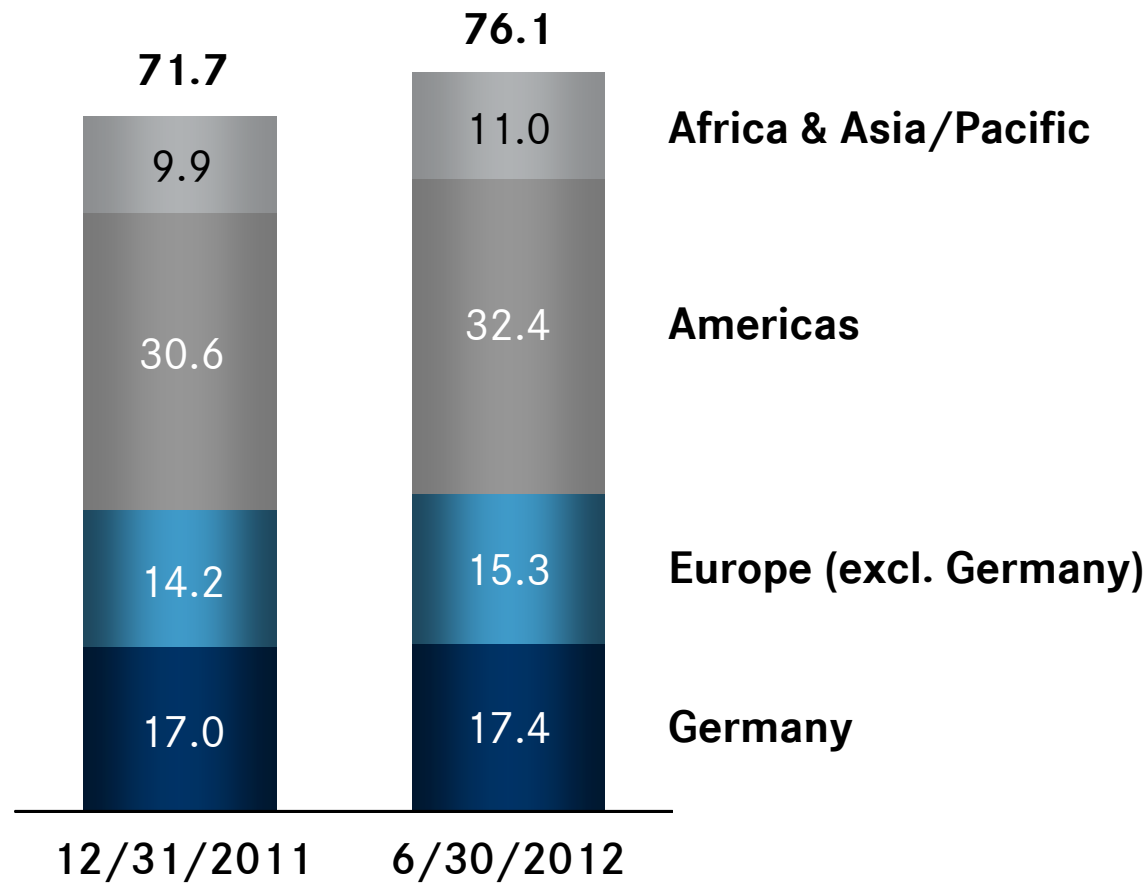
- Slight increase in cost of risk

EBIT
Q2 2011

EBIT
Q2 2012

Increase in contract volume due to growing automotive business

- in billions of euros -



Assumptions for automotive markets 2012

Car markets	Global	Growth of approximately 4%
	U.S./Asia	Significant growth potential expected
Truck markets	Global	Moderate decline due to decreasing truck market in China
	NAFTA	+10% to +20%
	Europe	0% to -10%
	Japan	Around +20%
	Brazil	-15% to -20%, due to weak economy and new emission regulations
Van markets	Europe	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 prior year's level
- Slight recovery for complete buses in Europe expected

2012 targets for EBIT from ongoing business

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We aim for Group EBIT in the magnitude of 2011 based on the following divisional EBIT:



In the magnitude of the prior year



At least at the prior-year level



In the magnitude of the prior year



Below the prior-year level



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Slightly below the prior-year level

This guidance is based on the current market expectations and exchange rate environment. Risks exist in light of a difficult economic environment and volatile markets.

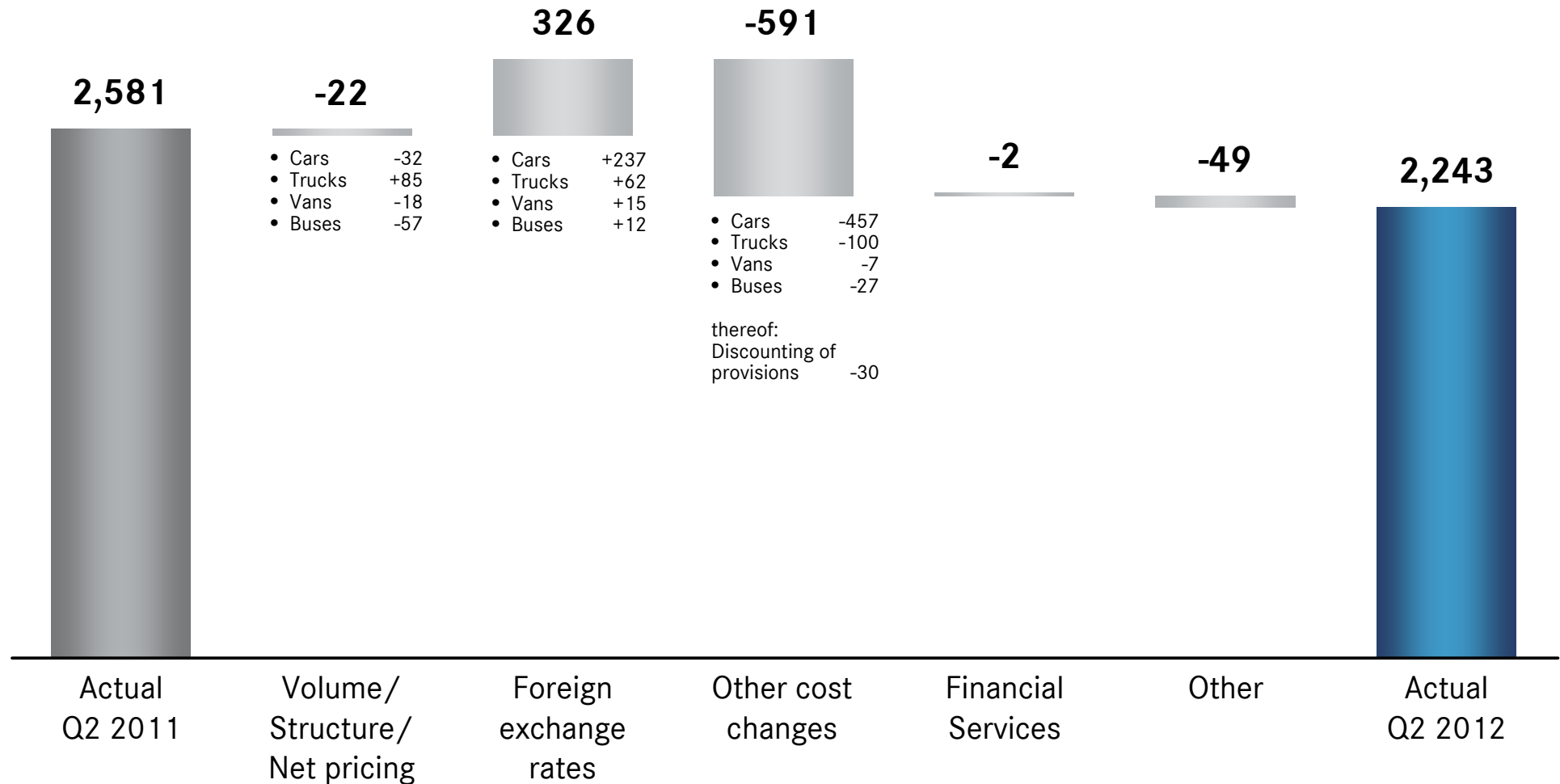
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Appendix

Group EBIT in Q2 2012

- in millions of euros -



Special items affecting EBIT

- in millions of euros -

	Q2		January - June	
	2011	2012	2011	2012
Daimler Trucks				
Natural disaster in Japan	11	-	-38	-
Daimler Buses				
Business repositioning*	-	-46	-	-82
Daimler Financial Services				
Natural disaster in Japan	-	-	-29	-

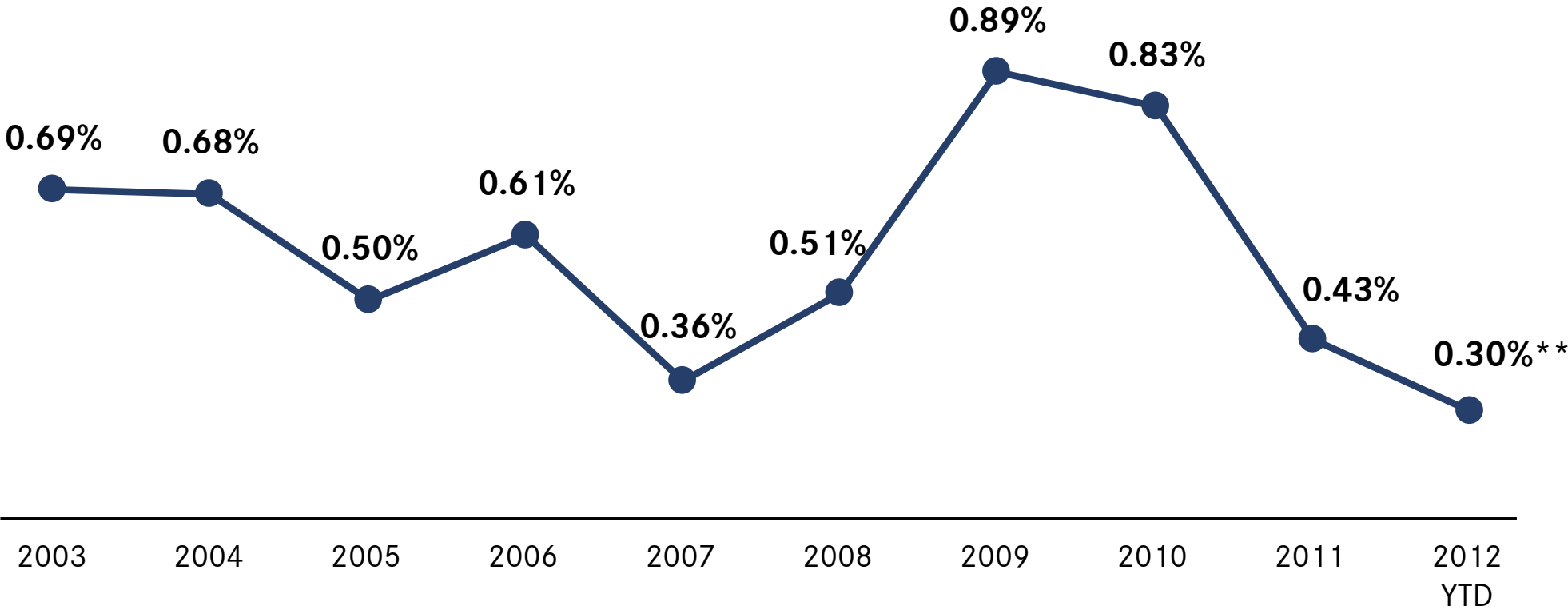
* During the course of the year 2012, Daimler Buses expects further special items from the repositioning of the European business of approximately €45 million and of the North American business of approximately €20 million.

EBIT from ongoing business

- in millions of euros -

	Q2		January - June	
	2011	2012	2011	2012
Daimler Group	2,570	2,289	4,679	4,455
of which				
Mercedes-Benz Cars	1,566	1,314	2,854	2,566
Daimler Trucks	475	524	937	907
Mercedes-Benz Vans	206	197	379	365
Daimler Buses	61	-11	28	-78
Daimler Financial Services	340	338	690	682
Reconciliation	-78	-73	-209	13

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.