

DAIMLER

Q2 and Half-Year 2013 Results

July 24, 2013

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Results for Q2 2013

Outlook for 2013

Information on the Divisions

Highlights of Q2 2013

Group unit sales	605,800	(+6%)
Record unit sales at Mercedes-Benz Cars	404,700	(+9%)
Strong order intake at Daimler Trucks	125,800	(+19%)

Increased share of core markets

World premiere of new S-Class

Launch of new E-Class coupe and convertible

Euro VI portfolio of Mercedes-Benz trucks completed by new Arocs and new Atego

Sale of remaining stake in EADS

Key financials

- in billions of euros -

	Q2 2012	Q2 2013
Revenue	28.9	29.7
EBIT*		
as reported	2.3	5.2
from ongoing business	2.3	2.1
Net profit*	1.6	4.6
Earnings per share (in euros)*	1.39	2.65
Net liquidity industrial business (2012: year-end)	11.5	11.3
Free cash flow industrial business	1.0	3.5

* The previous year's figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19. Additional information on the adjustments to the prior-year figures is disclosed in chart No. 40 of this presentation.

Key balance-sheet figures

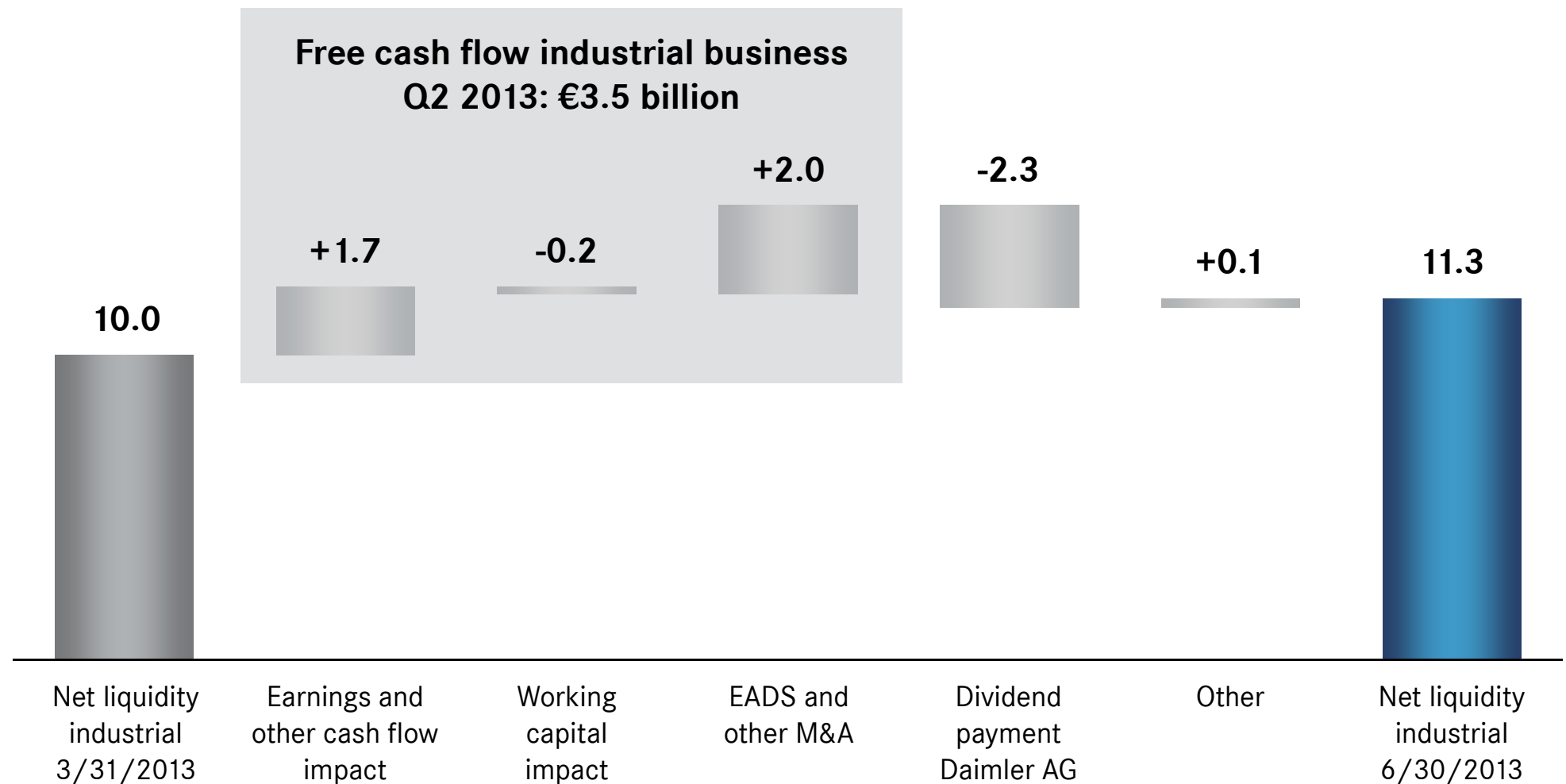
- in billions of euros -

Daimler Group	Dec. 31, 2012	June 30, 2013
Equity ratio	22.7%*	24.0%
Gross liquidity	16.6	18.9
Industrial business		
Equity ratio	39.8%*	41.4%
Net liquidity	11.5	11.3

* Figures adjusted primarily for effects arising from application of the amended version of IAS 19.
Additional information on the adjustments to the prior-year figures is disclosed in chart No. 40 of this presentation.

Net industrial liquidity: development in Q2 2013

- in billions of euros -



Unit sales

- in thousands of units-

	Q2 2012	Q2 2013	% change
Daimler Group	570.3	605.8	+6.2
of which			
Mercedes-Benz Cars	370.4	404.7	+9.3
Daimler Trucks	122.2	123.8	+1.3
Mercedes-Benz Vans	69.3	69.4	+0.2
Daimler Buses	8.4	7.9	-6.0

Product highlights



New S-Class



New E-Class Coupe



New CLA-Class

Product highlights



Mercedes-Benz Actros, Antos and Arocs

Product highlights



BharatBenz product portfolio

Product highlights



New Mercedes-Benz Sprinter

Product highlights



Mercedes-Benz Citaro Euro VI



Mercedes-Benz Citaro FuelCELL-Hybrid



New Setra ComfortClass 500



New Setra TopClass 500

Revenue by segment

- in billions of euros -

	Q2 2012	Q2 2013	% change
Daimler Group	28.9	29.7	+2.8
of which			
Mercedes-Benz Cars	15.4	16.3	+6.2
Daimler Trucks	8.1	8.0	-2.0
Mercedes-Benz Vans	2.4	2.4	+0.6
Daimler Buses	1.0	0.9	-8.1
Daimler Financial Services	3.3	3.5	+8.8
Contract volume of Daimler Financial Services*	80.0	81.4	+1.8

* Figures as of December 31, 2012 and June 30, 2013.

EBIT by division

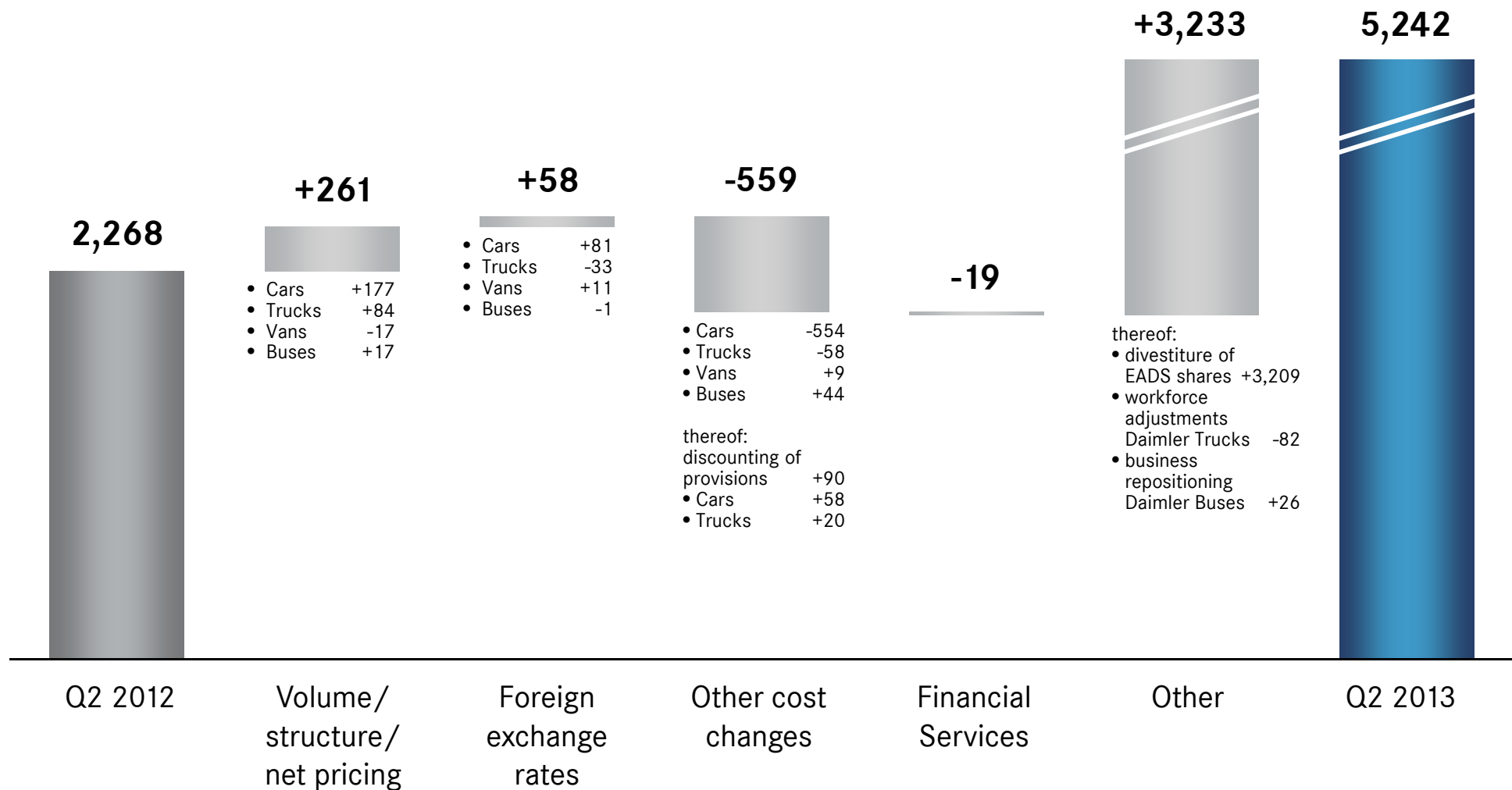
- EBIT in millions of euros; RoS in % -

	Q2 2012		Q2 2013	
	EBIT	RoS*	EBIT	RoS*
Daimler Group	2,268	7.5	5,242	18.8
of which				
Mercedes-Benz Cars	1,337	8.7	1,041	6.4
Daimler Trucks	524	6.4	434	5.4
Mercedes-Benz Vans	200	8.3	204	8.4
Daimler Buses	-59	-5.8	27	2.9
Daimler Financial Services	338	-	319	-
Reconciliation	-72	-	3,217	-

* Return on sales; Daimler Group excluding Daimler Financial Services

Group EBIT in Q2 2013

- in millions of euros -



Special items affecting EBIT

- in millions of euros -

	Q2		January-June	
	2012	2013	2012	2013
Daimler Trucks				
Workforce adjustments*	-	-82	-	-95
Daimler Buses				
Business repositioning**	-46	-20	-82	-24
Reconciliation				
Divestiture of EADS shares	-	+3,209	-	+3,209

* Daimler Trucks expects special items from workforce adjustments of up to €250 million.

** Daimler Buses expects special items from the business repositioning of up to €30 million in full-year 2013.

EBIT from ongoing business

- EBIT in millions of euros; RoS in % -

	Q2 2012		Q2 2013	
	EBIT	RoS*	EBIT	RoS*
Daimler Group	2,314	7.7	2,135	6.9
of which				
Mercedes-Benz Cars	1,337	8.7	1,041	6.4
Daimler Trucks	524	6.4	516	6.5
Mercedes-Benz Vans	200	8.3	204	8.4
Daimler Buses	-13	-1.3	47	5.0
Daimler Financial Services	338	-	319	-
Reconciliation	-72	-	8	-

* Return on sales; Daimler Group excluding Daimler Financial Services

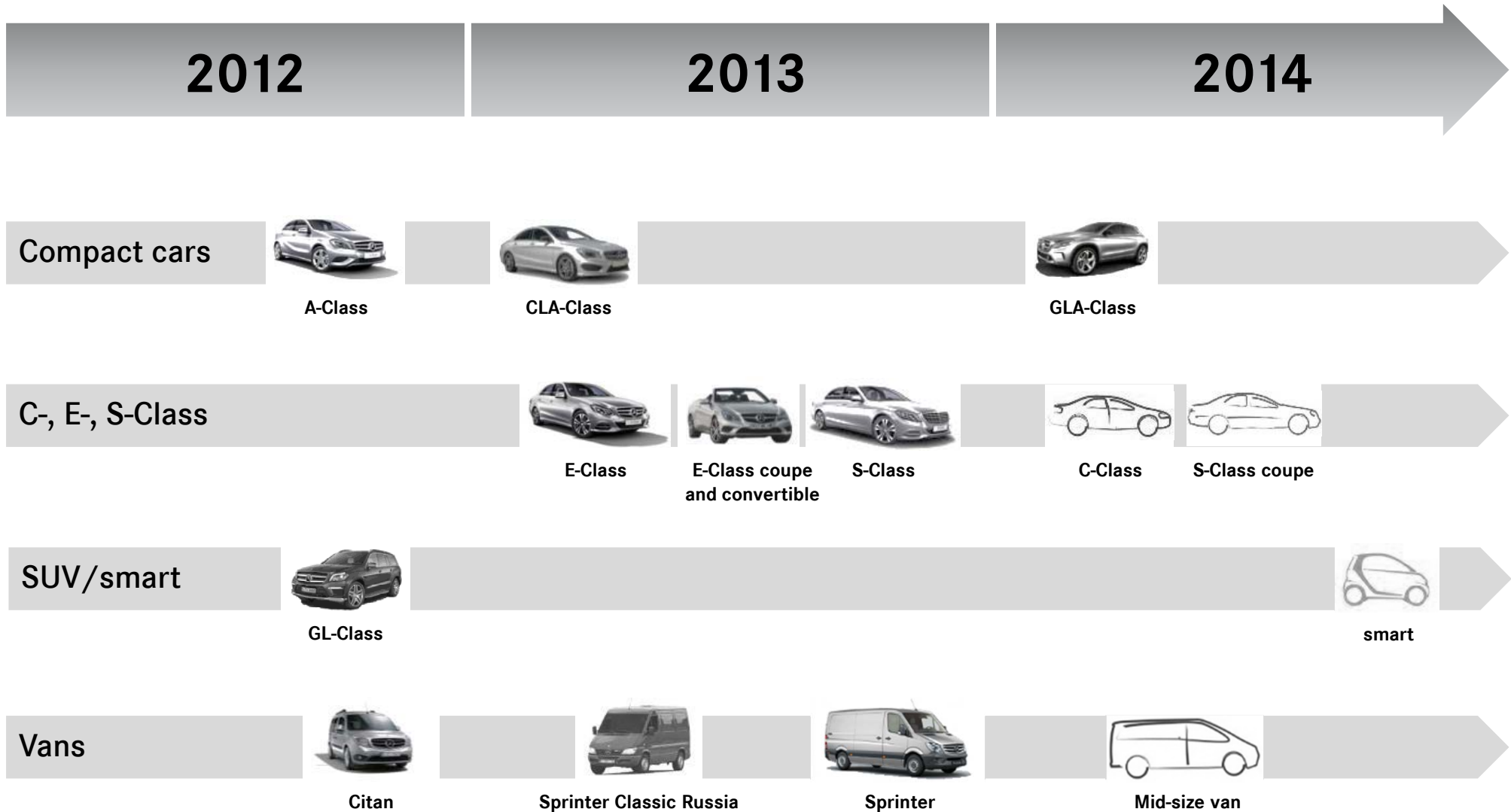
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Results for Q2 2013

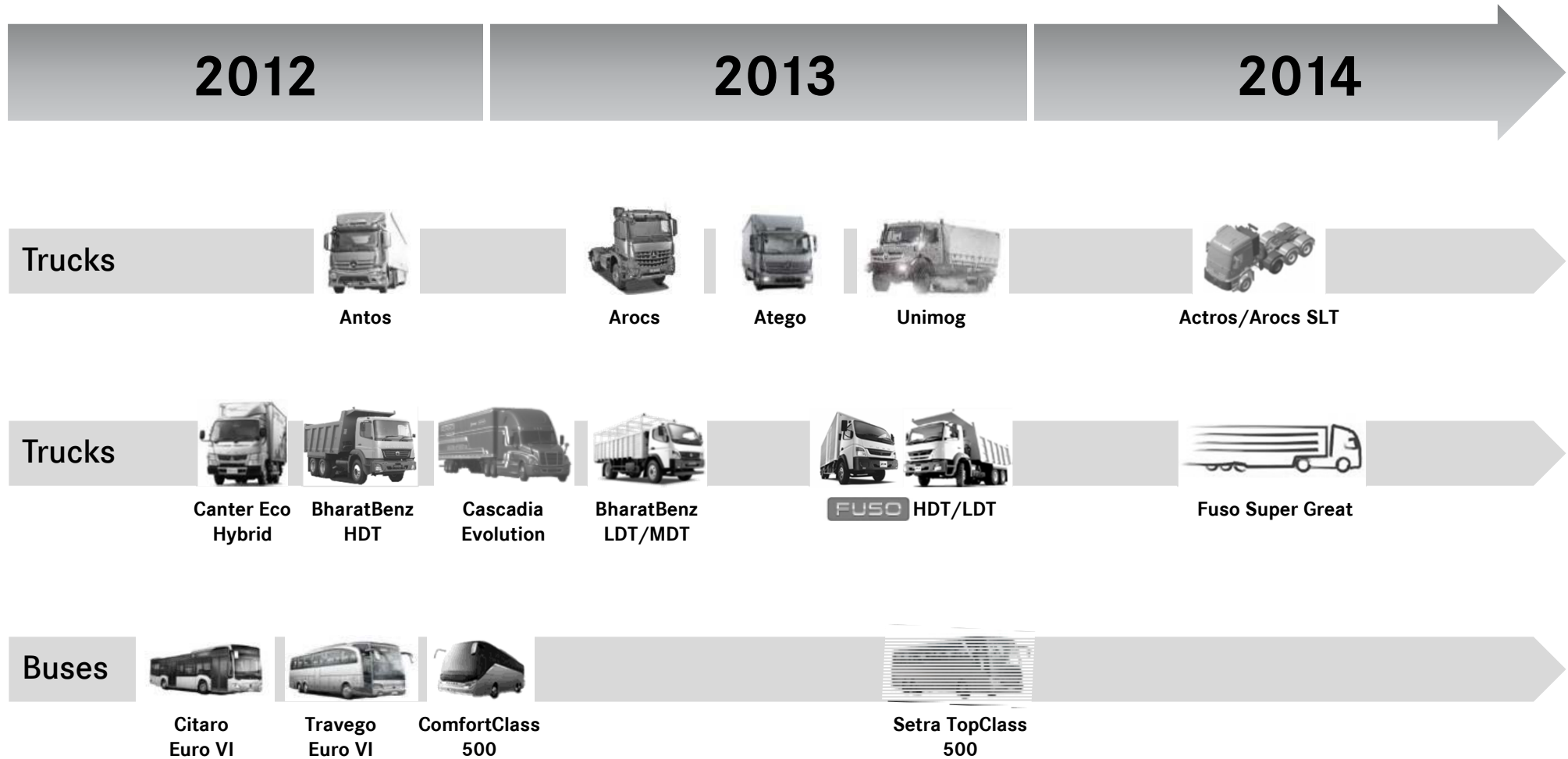
Outlook for 2013

Information on the Divisions

Launch of new vehicles – Mercedes-Benz Cars & Vans

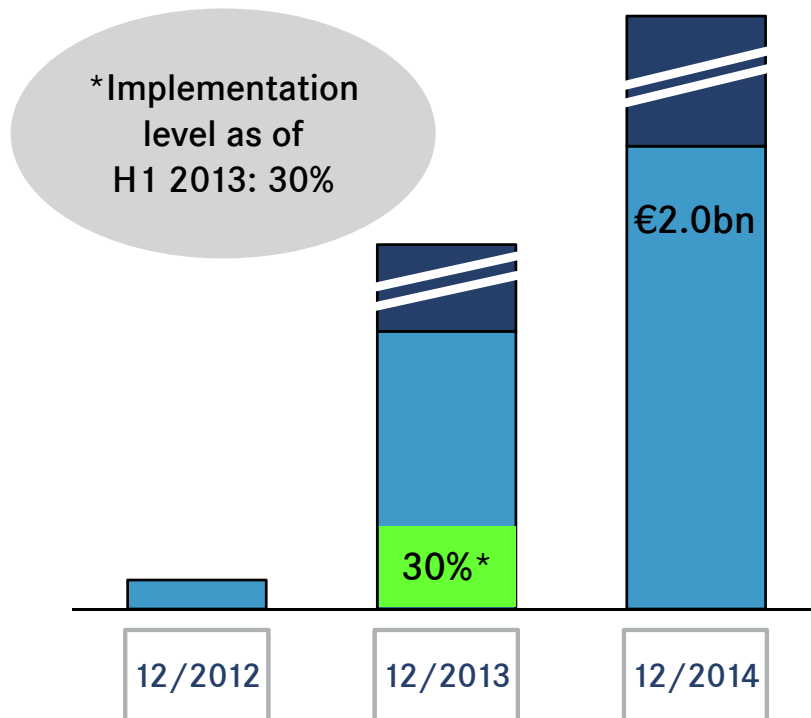
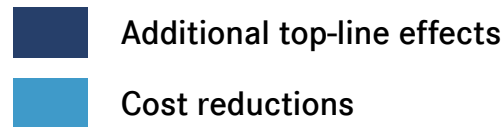


Launch of new vehicles – Daimler Trucks & Buses



Mercedes-Benz Cars: Fit for Leadership

Flight path towards benefits

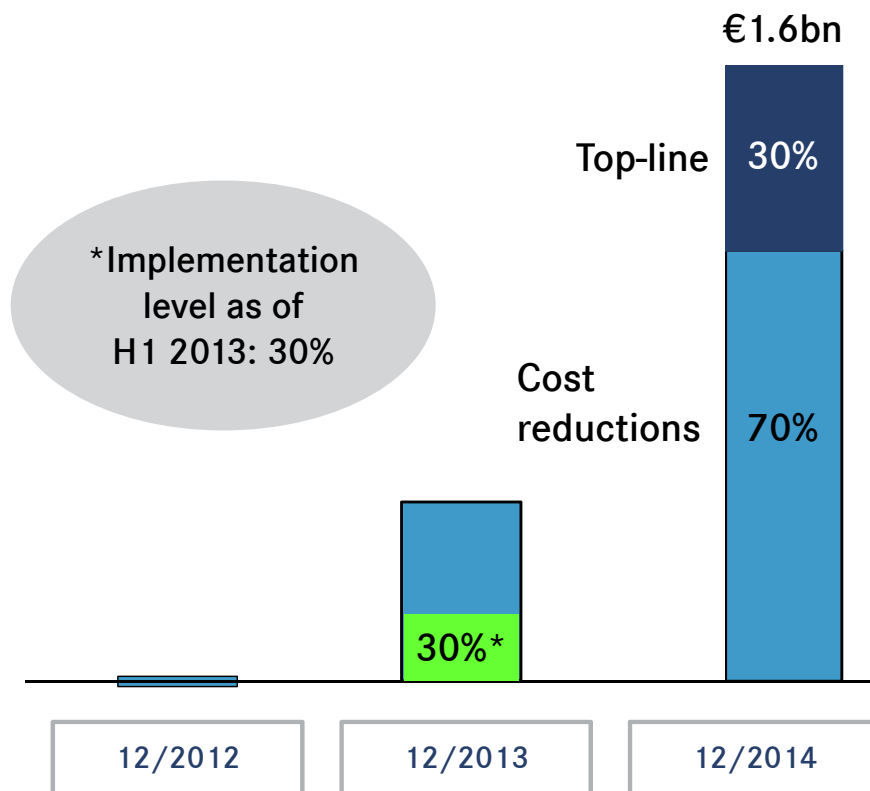


Key levers

- Material costs/net-zero approach
- Further reduction of hours per vehicle
- Optimization of funding requirements
- Reduction of fixed costs
- Increased efficiency in application of funds
- Higher flexibility of MBC business model

Daimler Trucks #1

Flight path towards benefits



Key levers

- Sales and aftersales push
- Module strategy to realize global scale
- New Asia Business Model
- Strong efficiency push in all operating units:
 - Fixed costs
 - Material costs
 - Production costs
 - Warranty and quality costs

Assumptions for automotive markets in 2013

Car markets	Global	+2% to +4%
	Western Europe	decline
	U.S./Asia	growth in China and USA
Truck markets	NAFTA region	up to -5%
	Europe	around -5%
	Japan	up to -5%
	Brazil	up to +10%
Van markets	Europe	around -5%
Bus markets	Western Europe	at prior year's level
	Brazil	moderate growth

Sales outlook FY 2013



- Further unit sales increase
- Strong momentum from new compact cars and SUVs
- Launch of new CLA, E-Class and S-Class



- Unit sales slightly above prior year
- Further increase based on strong product portfolio
- Growth of market share in major regions



- Growth in unit sales
- Support from new Citan city van and new generation of Sprinter
- Launch of Sprinter Classic in Russia



- Higher unit sales
- Growth supported by new Mercedes-Benz Citaro and Setra 500
- Maintain market leadership in core markets

2013 expectations for EBIT from ongoing business

Second half of 2013:

Significant earnings improvement expected compared with the level of the first half, due to planned new models, increasing effects of the efficiency measures that have been initiated and assumptions made for the development of markets important to Daimler.

Full year 2013:

Daimler Group: Based on our current market expectations and since there will be no further equity-method earnings from EADS, Group EBIT from ongoing business is expected to be below the previous year's level.

Mercedes-Benz Cars: Full-year EBIT is expected to be below the previous year's level.

Daimler Trucks and Mercedes-Benz Vans: Full-year EBIT is expected in the magnitude of the prior year.

Daimler Buses: Earnings are expected to be better than in the prior year.

2014 and the following years:

Improvements in operative profit expected for all automotive divisions and for the Group.

Daimler Financial Services:

Stable development of earnings anticipated in the next two years.

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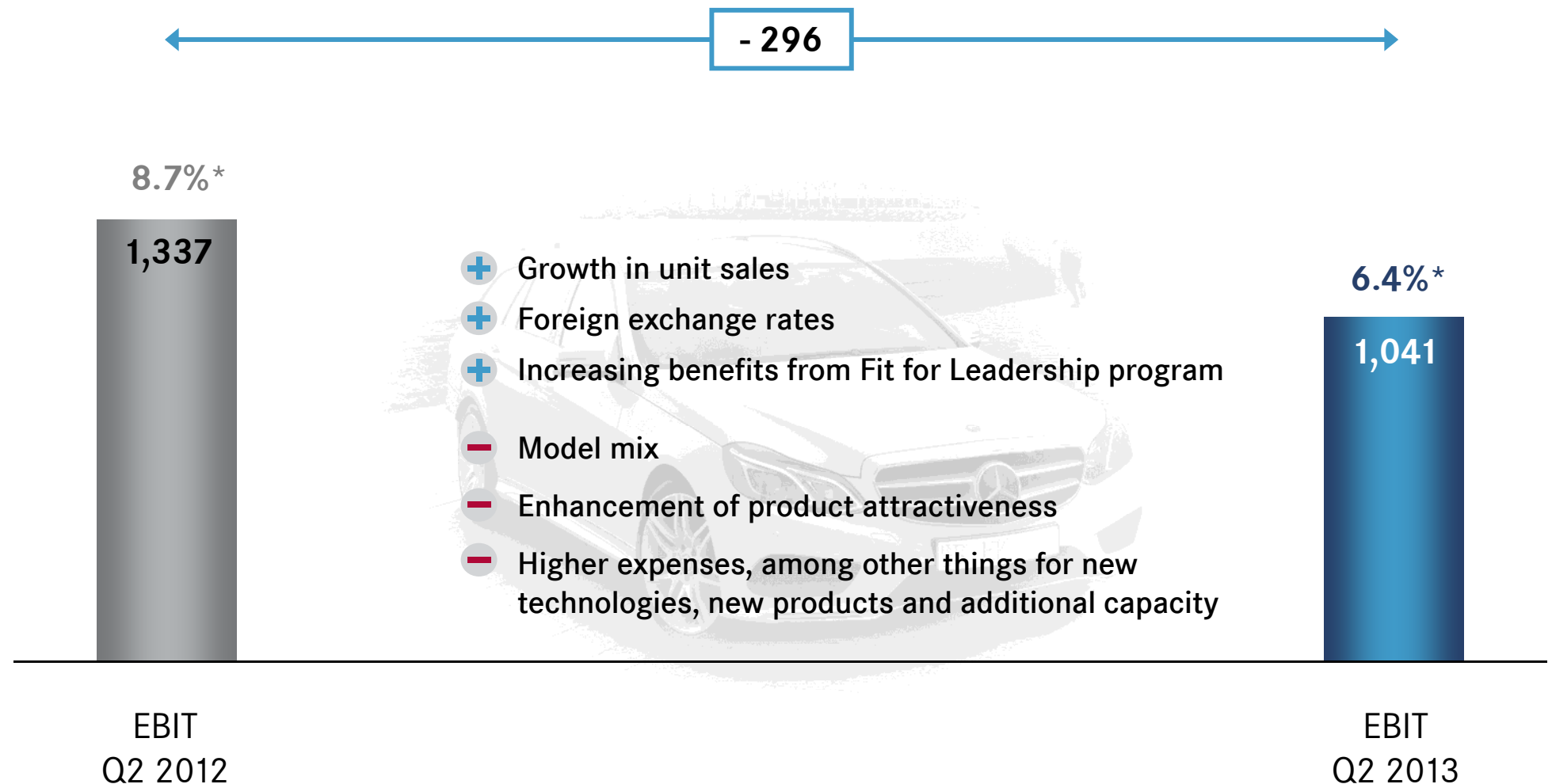
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EBIT Mercedes-Benz Cars

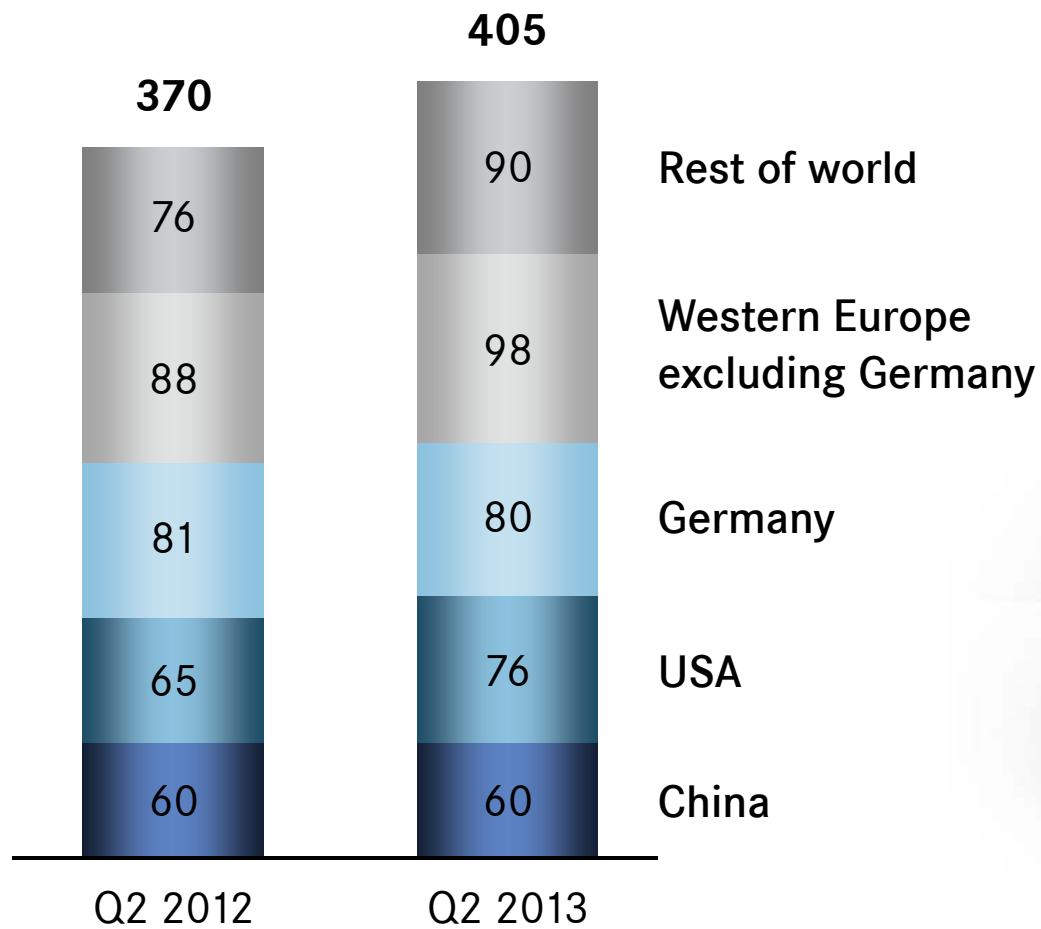
- in millions of euros -



* Return on sales

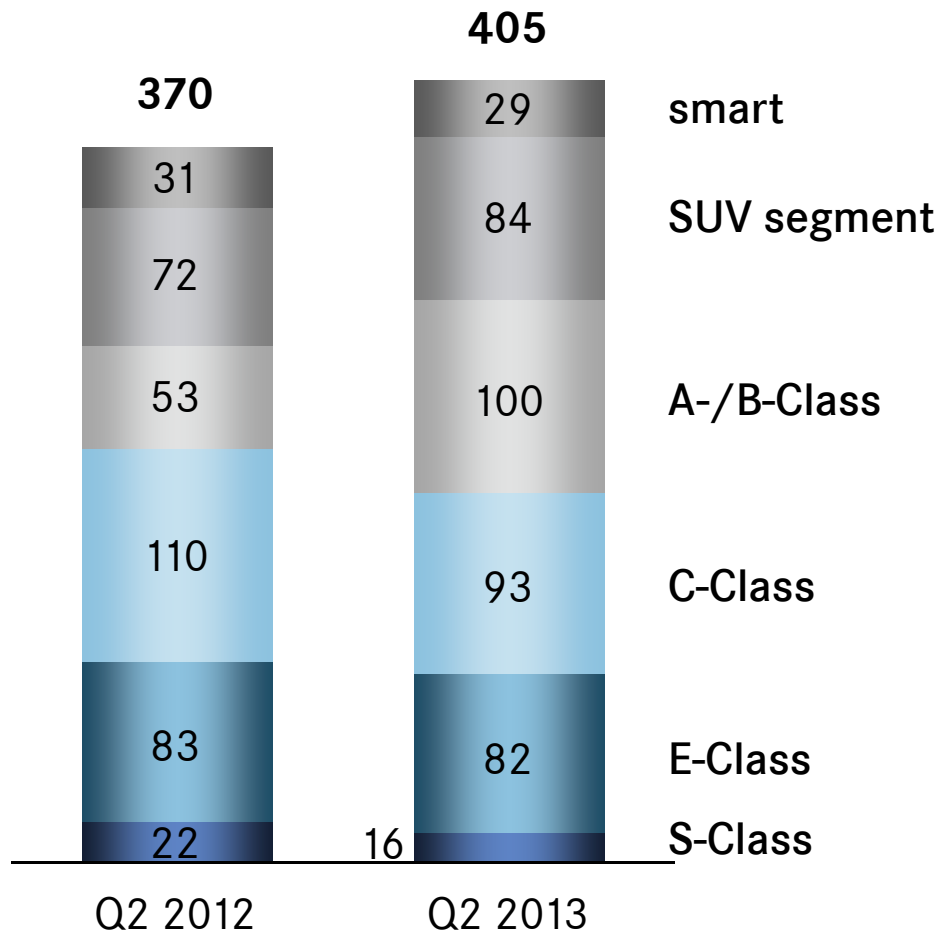
Sales record in Q2 2013

- Unit sales in thousands -



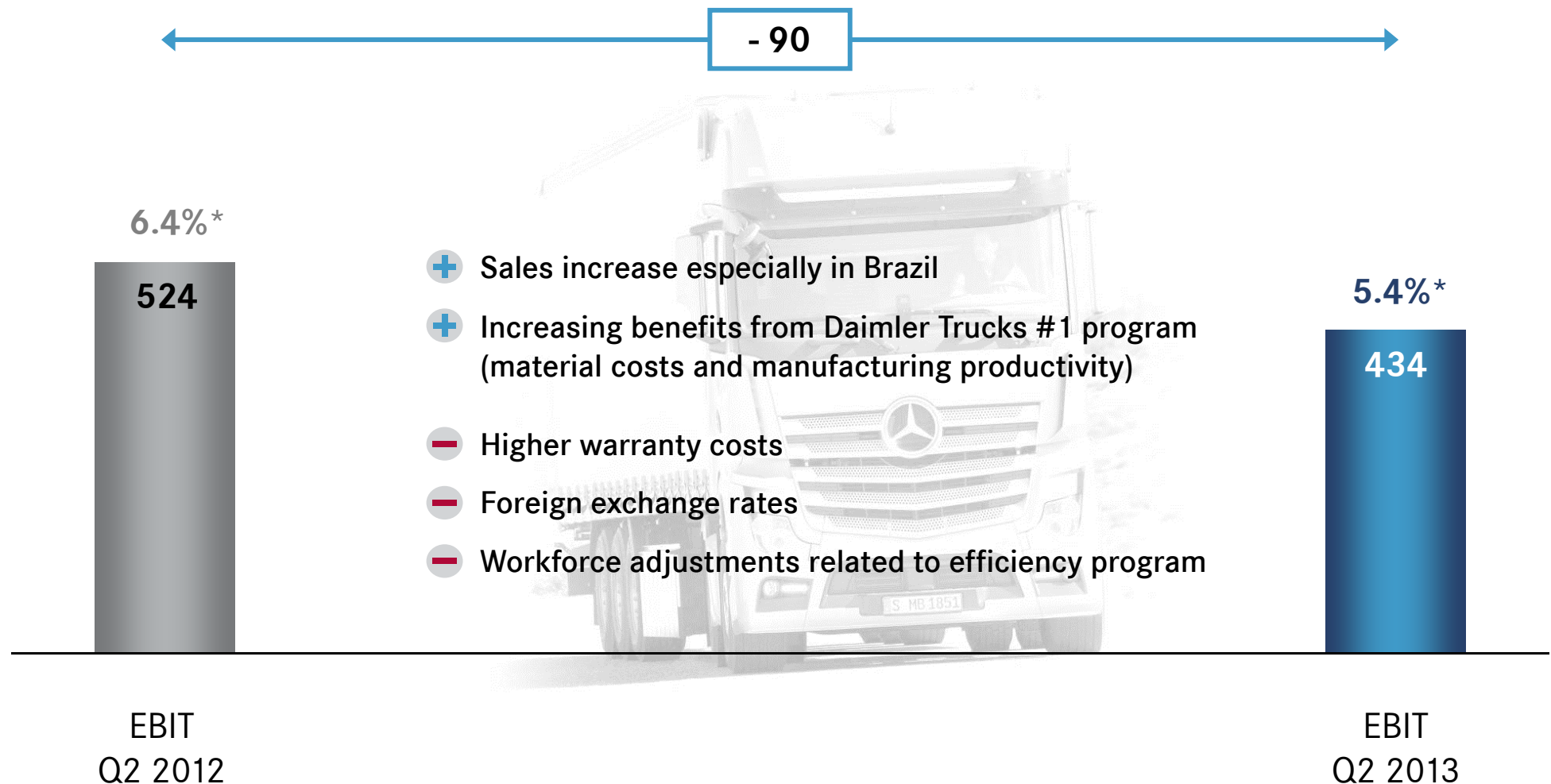
Increased unit sales mainly of A-/B-Class and SUVs

- Unit sales in thousands -



EBIT Daimler Trucks

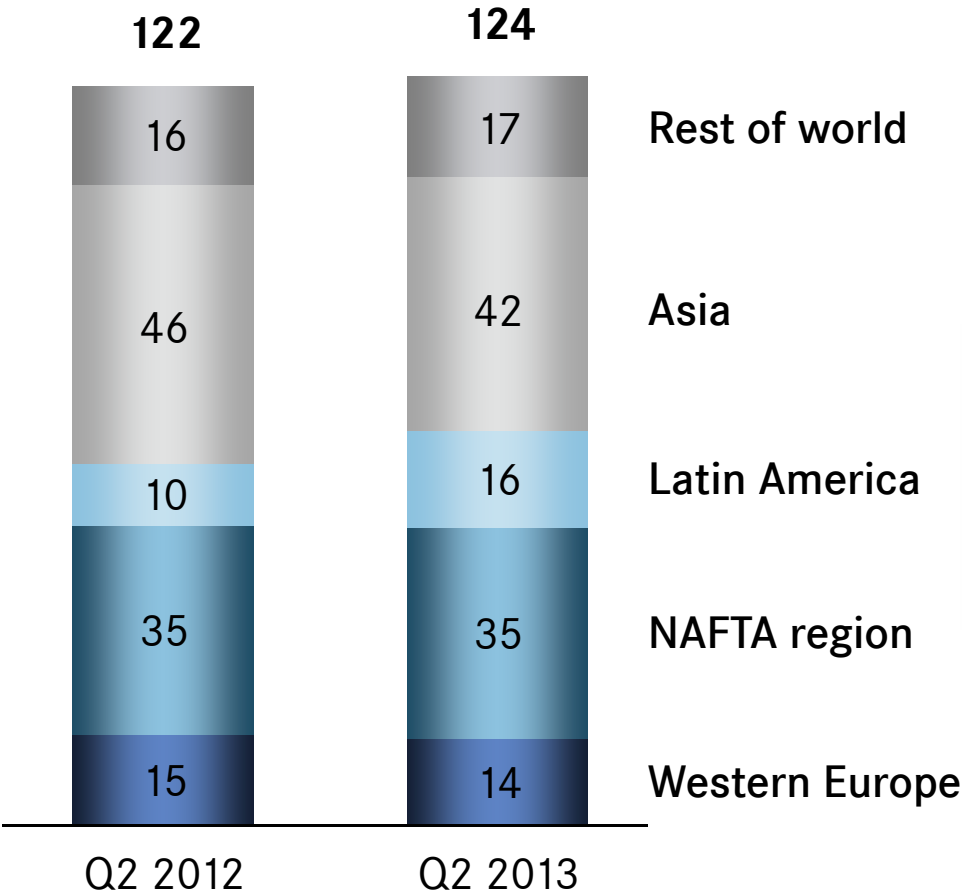
- in millions of euros -



* Return on sales

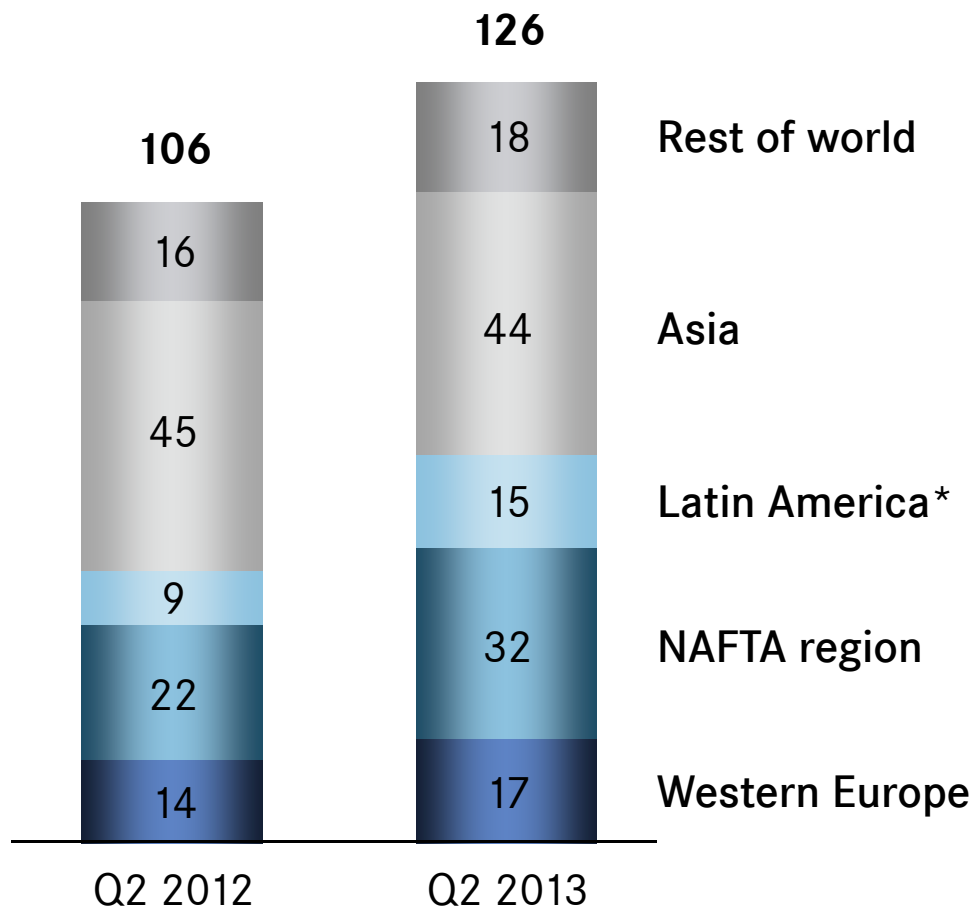
Slight increase in unit sales

- in thousands of units -



Higher level of order intake

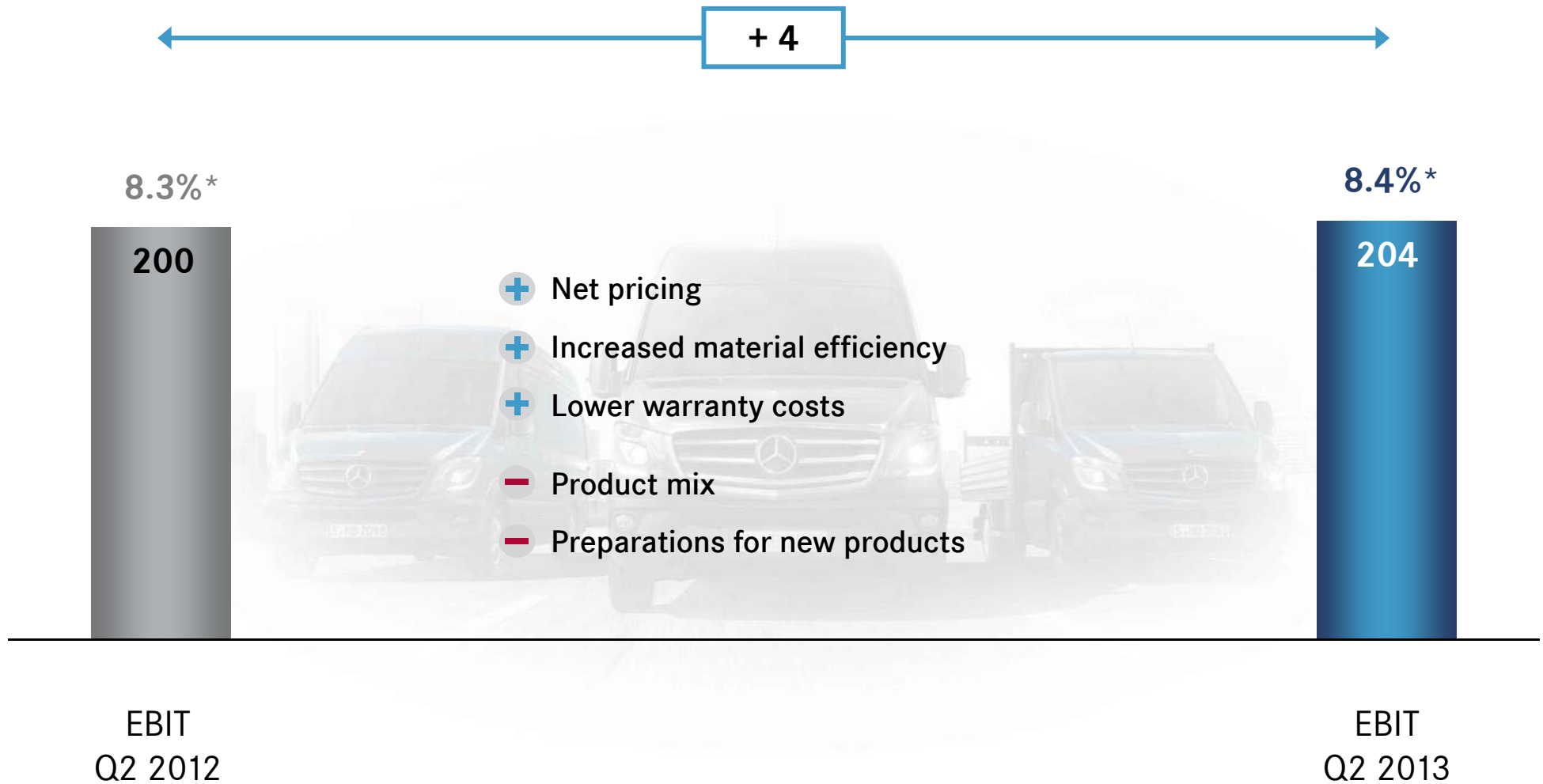
- in thousands of units -



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

EBIT Mercedes-Benz Vans

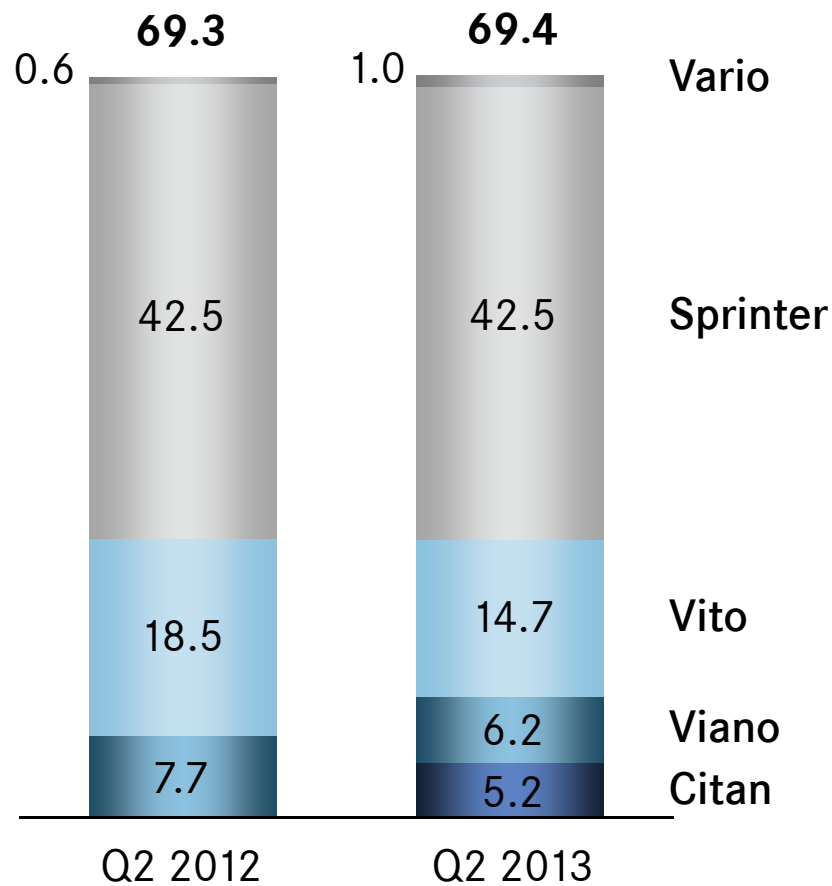
- in millions of euros -



* Return on sales

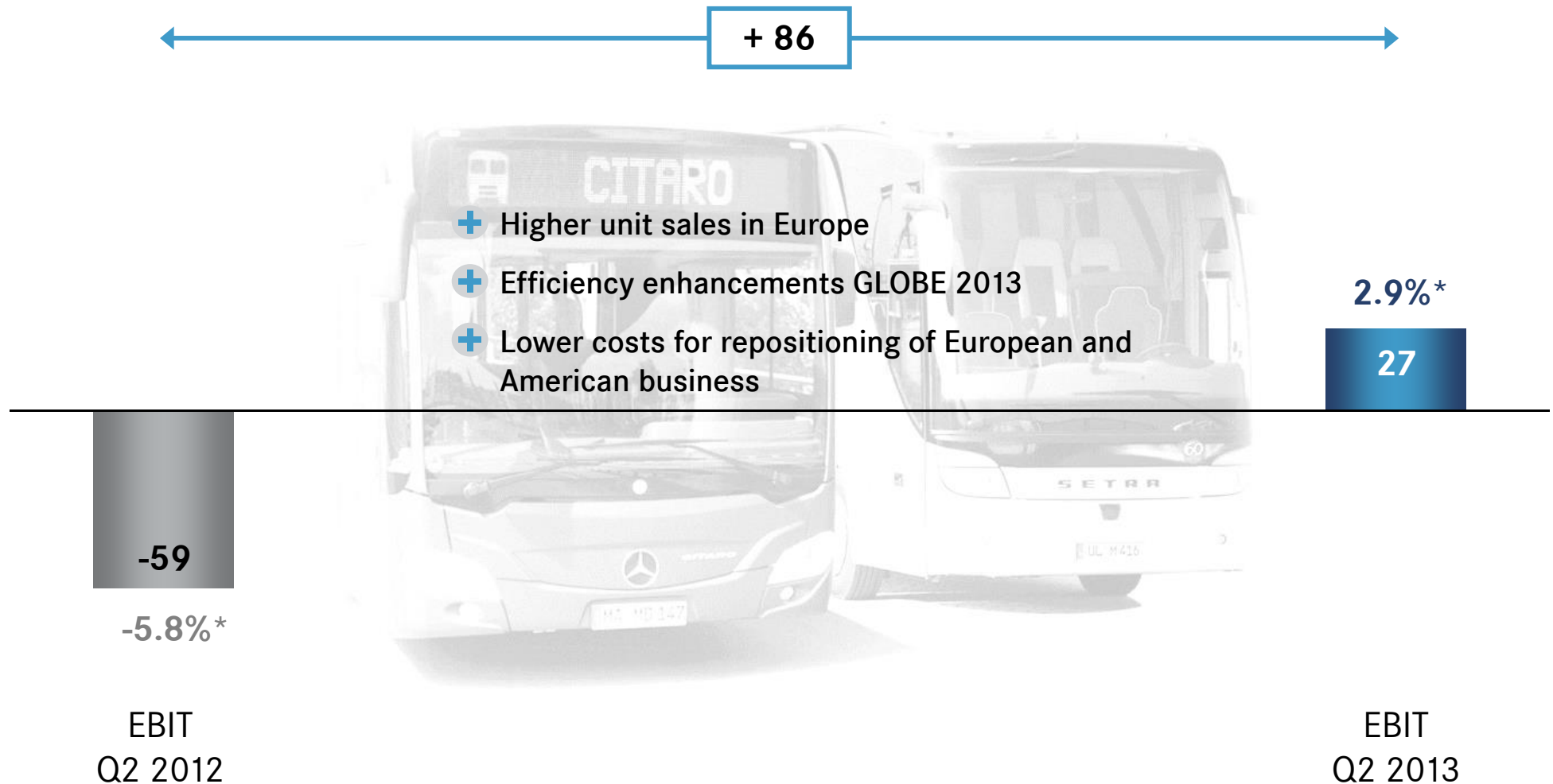
Unit sales slightly above prior year

- Unit sales in thousands -



EBIT Daimler Buses

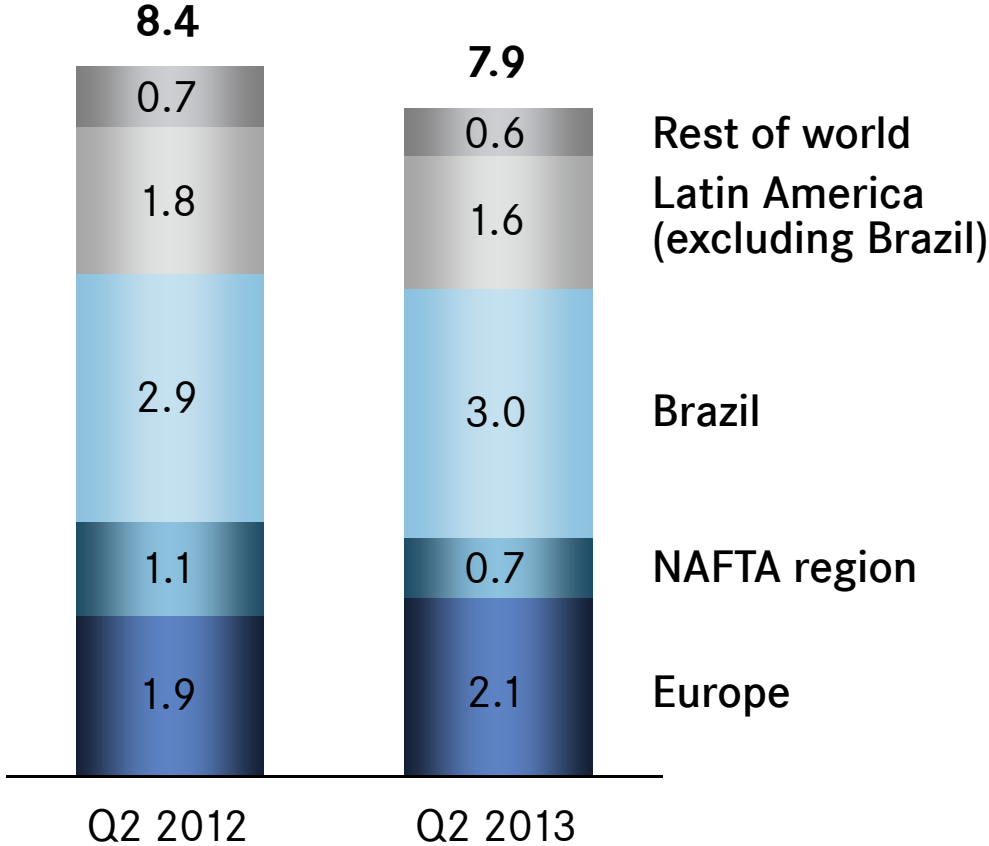
- in millions of euros -



* Return on sales

Sales growth in Europe and Brazil

- Unit sales in thousands -



EBIT Daimler Financial Services

- in millions of euros -



338

- + Higher contract volume
- + Favorable cost of risk
- Lower interest margins

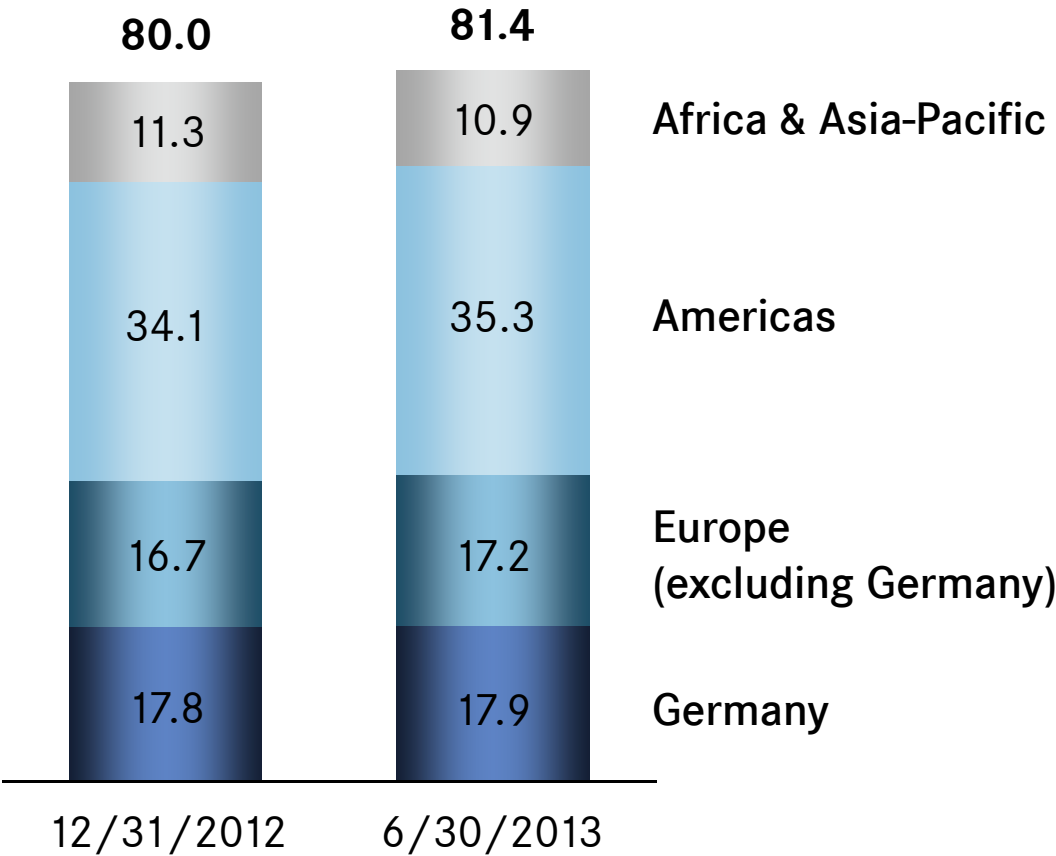
319

EBIT
Q2 2012

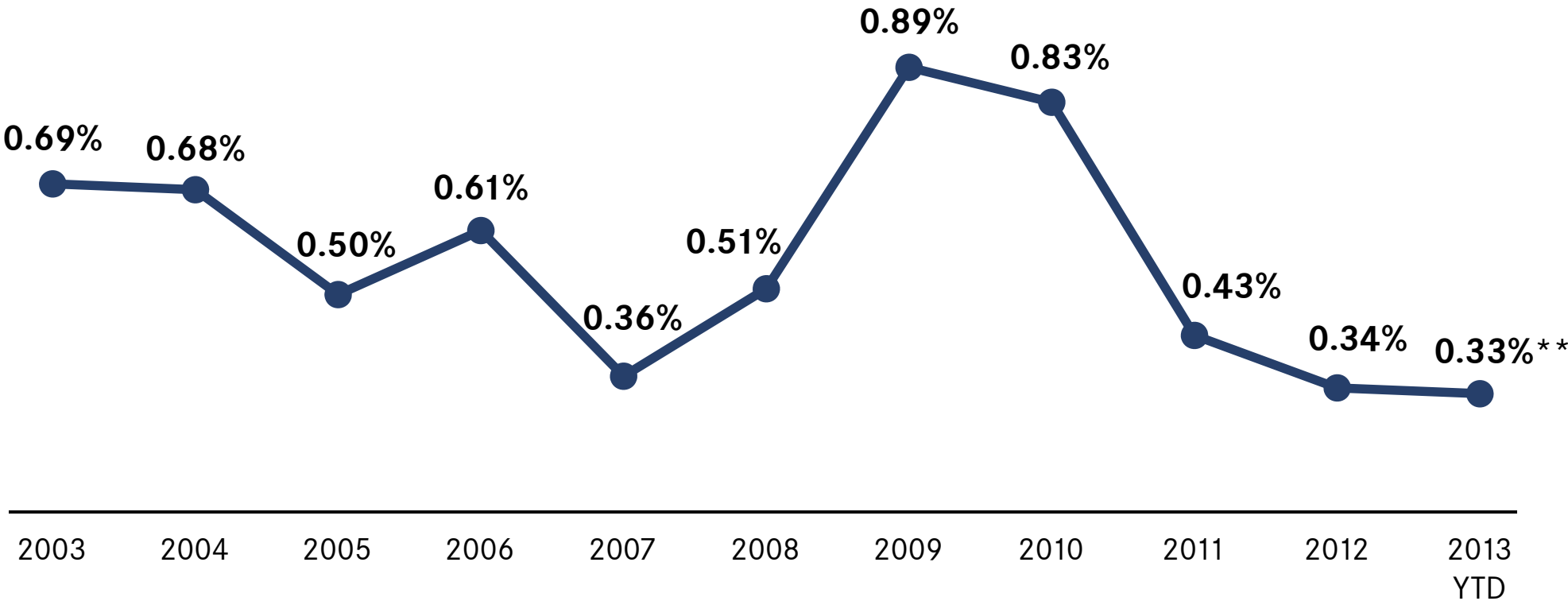
EBIT
Q2 2013

Increase in contract volume driven by growth in Americas region

- in billions of euros -



Net credit losses*



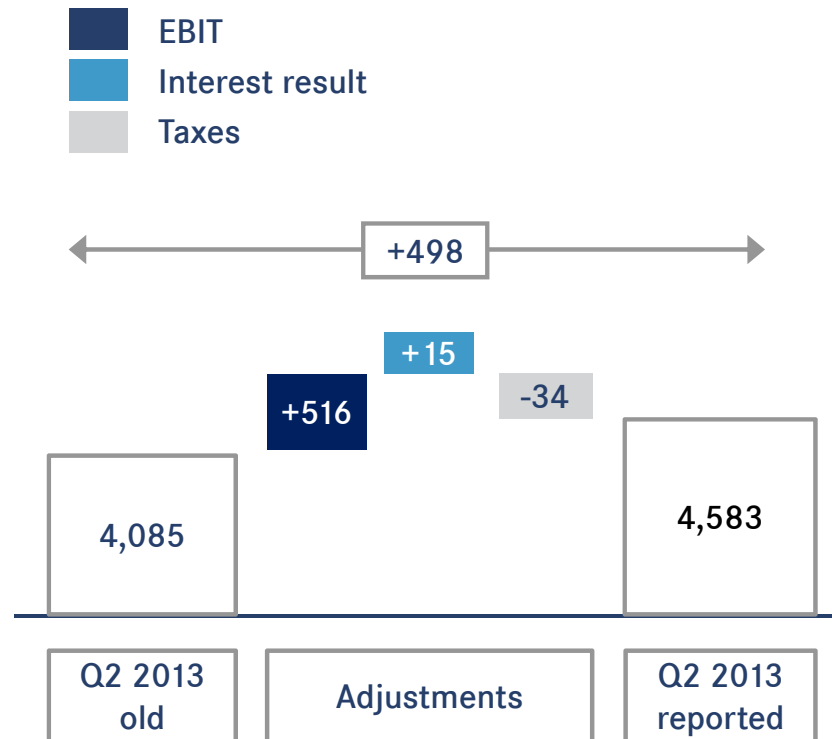
* as a percentage of portfolio, subject to credit risk

** annualized rate

Effects arising from application of the amended accounting standard IAS 19

- in millions of euros -

Net profit



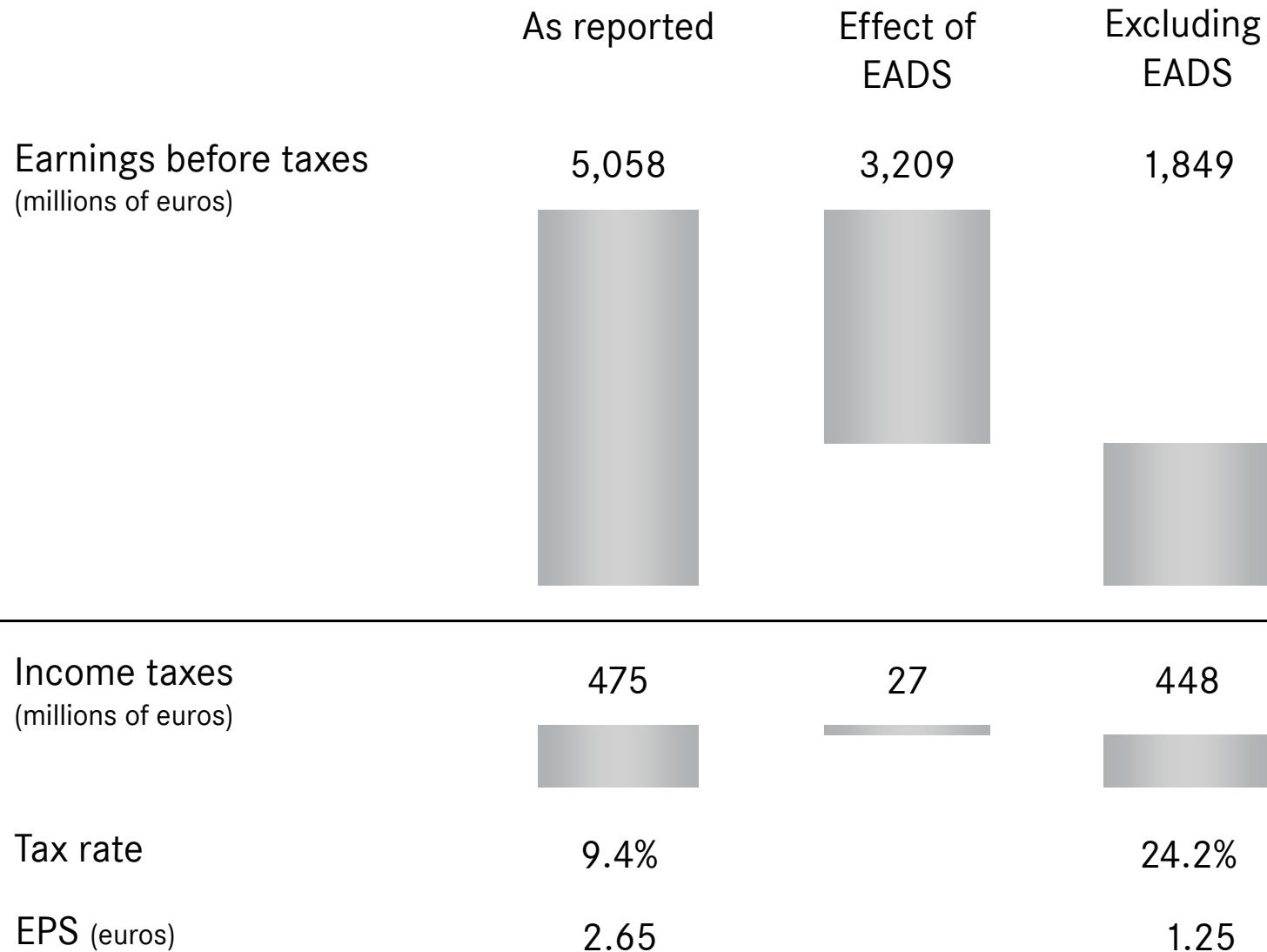
EBIT:

- Divestiture of EADS (€425 million): as corridor method is no longer applied, with the application of IAS 19R the equity investment is reduced mainly by the actuarial losses. As a consequence, the divestiture result increased.
- Effects of part-time early retirement provision (€91 million).

Interest result:

- No amortization of actuarial gains and losses (€87 million).
- Net interest approach: expected rate of return of plan assets equals discount rate of defined benefit obligation (minus €72 million).

Impact of EADS divestiture on tax rate and earnings per share (EPS) in Q2 2013



Disclaimer

This document contains forward-looking statements that reflect our current views about future events. The words “anticipate,” “assume,” “believe,” “estimate,” “expect,” “intend,” “may,” “can,” “could,” “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 refinancing 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 and 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; 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 government 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 to be incorrect, the 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 since they are based solely on the circumstances at the publication date.