

DAIMLER

Fact Sheet for Q4 and Full Year 2013

February 6, 2014

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The figures in this document are preliminary and have not yet been approved by the Supervisory Board nor audited by the external auditors.

Stock Market Information

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Earnings per share (in EUR)*												
basic	0.50	1.26	2.65	1.39	1.72	1.06	1.53	2.31	-34%	6.40	6.02	+6%
diluted	0.50	1.26	2.65	1.39	1.72	1.06	1.53	2.31	-34%	6.40	6.02	+6%
Average number of shares outstanding (in millions) (adjusted for treasury stocks)												
basic	1,067.7	1,066.4	1,068.4	1,066.4	1,069.4	1,067.0	1,069.7	1,067.4	+0%	1,068.8	1,066.8	+0%
diluted	1,068.1	1,067.3	1,068.7	1,066.8	1,069.6	1,067.3	1,069.8	1,067.5	+0%	1,069.1	1,067.1	+0%
Number of shares outstanding (at period end, in millions)	1,067.9	1,066.4	1,069.0	1,066.5	1,069.6	1,067.3	1,069.8	1,067.6	+0%			
Share price Frankfurt (at period end, in EUR)	42.45	45.21	46.49	35.35	57.62	37.67	62.90	41.32	+52%			
Market capitalization Frankfurt (at period end, in billions of EUR)	45.33	48.21	49.70	37.70	61.63	40.20	67.29	44.11	+53%			

* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

Key Figures and Ratios

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Unit Sales (in units)	501,600	502,086	605,823	570,343	594,874	528,559	651,326	597,041	+9%	2,353,623	2,198,029	+7%
Revenue	26,102	27,011	29,692	28,884	30,099	28,572	32,089	29,830	+8%	117,982	114,297	+3%
EBIT*	917	2,098	5,242	2,268	2,231	1,923	2,425	2,531	-4%	10,815	8,820	+23%
Net profit (loss), Group*	564	1,425	4,583	1,565	1,897	1,238	1,676	2,602	-36%	8,720	6,830	+28%
Profit (loss) attributable to shareholders of Daimler AG*	536	1,347	2,834	1,477	1,836	1,135	1,636	2,469	-34%	6,842	6,428	+6%
Depreciation and amortization (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,059	1,019	1,094	1,003	1,102	1,027	1,113	1,018	+9%	4,368	4,067	+7%
R&D expenditure total	1,332	1,380	1,348	1,381	1,288	1,431	1,417	1,452	-2%	5,385	5,644	-5%
Expensed R&D costs	1,013	1,041	993	1,033	993	1,052	1,102	1,053	+5%	4,101	4,179	-2%
Capitalized development costs	319	339	355	348	295	379	315	399	-21%	1,284	1,465	-12%
Amortization on capitalized development costs	256	243	278	241	298	247	302	251	+20%	1,134	982	+15%
Capital expenditure total	1,679	1,699	1,794	2,089	1,567	1,543	2,909	2,137	+36%	7,949	7,468	+6%
Investment in pp&e	1,058	1,042	1,037	1,310	1,126	1,021	1,754	1,454	+21%	4,975	4,827	+3%
Capitalized development costs	319	339	355	348	295	379	315	399	-21%	1,284	1,465	-12%
Other intangible assets	249	51	203	124	73	90	123	100	+23%	648	365	+78%
Financial investments	53	267	199	307	73	53	717	184	+290%	1,042	811	+28%

* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Net liquidity at the beginning of the period	11,508	11,981	10,019	10,093	11,326	8,438	12,577	8,207	+53%	11,508	11,981	-4%
Free cash flow	-1,152	-1,977	3,454	1,005	1,577	-209	963	2,633	-63%	4,842	1,452	+233%
thereof: working capital*	-447	-1,998	-177	758	-42	-786	36	1,252	-97%	-630	-774	.
Other	-337	89	-2,147	-2,660	-326	-22	294	668	-56%	-2,516	-1,925	.
thereof: dividends Daimler AG	0	0	-2,349	-2,346	0	0	0	0	.	-2,349	-2,346	.
Net liquidity at the end of the period	10,019	10,093	11,326	8,438	12,577	8,207	13,834	11,508	+20%	13,834	11,508	+20%

* Inventories, trade receivables and trade payables

Liquidity

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Group liquidity												
Cash and cash equivalents	11,355	11,837	11,607	12,094	10,615	12,279	11,053	10,996	+1%	11,053	10,996	+1%
Marketable securities and term deposits	6,331	1,723	7,263	2,504	7,219	4,023	7,066	5,598	+26%	7,066	5,598	+26%
Gross liquidity	17,686	13,560	18,870	14,598	17,834	16,302	18,119	16,594	+9%	18,119	16,594	+9%
Financing liabilities (nominal)	-78,512	-65,507	-78,262	-72,367	-76,239	-75,591	-77,741	-75,586	.	-77,741	-75,586	.
Net debt	-60,826	-51,947	-59,392	-57,769	-58,405	-59,289	-59,622	-58,992	.	-59,622	-58,992	.
Liquidity of the industrial business												
Cash and cash equivalents	10,348	10,862	10,691	11,081	9,862	11,057	9,845	9,887	-0%	9,845	9,887	-0%
Marketable securities and term deposits	4,284	559	5,452	811	5,523	2,305	5,303	3,841	+38%	5,303	3,841	+38%
Gross liquidity	14,632	11,421	16,143	11,892	15,385	13,362	15,148	13,728	+10%	15,148	13,728	+10%
Financing liabilities (nominal)	-4,613	-1,328	-4,817	-3,454	-2,808	-5,155	-1,314	-2,220	.	-1,314	-2,220	.
Net liquidity	10,019	10,093	11,326	8,438	12,577	8,207	13,834	11,508	+20%	13,834	11,508	+20%

Pension and Health-Care Benefits*

(in billions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			End of		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Pension benefits												
Benefit obligations	-24.0	-19.8	-23.5	-20.2	-23.6	-22.2	-23.2	-23.9	.	-23.2	-23.9	.
Plan assets	14.3	12.9	13.9	12.9	14.1	13.3	14.6	14.2	+3%	14.6	14.2	+3%
Funded status	-9.7	-6.9	-9.6	-7.3	-9.5	-8.9	-8.6	-9.7	.	-8.6	-9.7	.
Health-care benefits												
Benefit obligations	-1.5	-1.3	-1.4	-1.4	-1.3	-1.4	-1.2	-1.5	.	-1.2	-1.5	.
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	0.1	0.2	-50%	0.1	0.2	-50%
Funded status	-1.3	-1.2	-1.3	-1.3	-1.2	-1.3	-1.1	-1.3	.	-1.1	-1.3	.

* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Mercedes-Benz Cars	341,511	338,303	404,711	370,384	395,446	345,418	423,895	397,464	+7%	1,565,563	1,451,569	+8%
Daimler Trucks	101,433	107,664	123,763	122,217	124,465	119,142	134,550	112,931	+19%	484,211	461,954	+5%
Mercedes-Benz Vans	52,623	51,223	69,436	69,324	65,314	55,742	82,771	76,129	+9%	270,144	252,418	+7%
Daimler Buses	6,033	4,896	7,913	8,418	9,649	8,257	10,110	10,517	-4%	33,705	32,088	+5%
Daimler Group	501,600	502,086	605,823	570,343	594,874	528,559	651,326	597,041	+9%	2,353,623	2,198,029	+7%

Production Volume

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Mercedes-Benz Cars	374,041	364,009	412,009	355,578	391,934	367,199	410,674	368,864	+11%	1,588,658	1,455,650	+9%
Daimler Trucks	111,150	114,563	127,401	120,914	128,289	118,892	123,440	96,253	+28%	490,280	450,622	+9%
Mercedes-Benz Vans	63,169	62,974	72,811	67,795	62,843	55,159	71,994	71,568	+1%	270,817	257,496	+5%
Daimler Buses	7,358	6,370	9,269	7,872	9,488	9,207	8,352	7,935	+5%	34,467	31,384	+10%
Daimler Group	555,718	547,916	621,490	552,159	592,554	550,457	614,460	544,620	+13%	2,384,222	2,195,152	+9%

Revenue

(in millions of EUR)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Mercedes-Benz Cars	14,110	14,937	16,324	15,364	16,521	15,238	17,352	16,121	+8%	64,307	61,660	+4%
Daimler Trucks	7,024	7,383	7,965	8,129	7,982	8,095	8,502	7,782	+9%	31,473	31,389	+0%
Mercedes-Benz Vans	1,986	2,088	2,434	2,420	2,253	2,084	2,696	2,478	+9%	9,369	9,070	+3%
Daimler Buses	751	730	934	1,016	1,127	951	1,293	1,232	+5%	4,105	3,929	+4%
Daimler Financial Services	3,577	3,140	3,548	3,260	3,657	3,524	3,740	3,626	+3%	14,522	13,550	+7%
Reconciliation	-1,346	-1,267	-1,513	-1,305	-1,441	-1,320	-1,494	-1,409	.	-5,794	-5,301	.
Daimler Group	26,102	27,011	29,692	28,884	30,099	28,572	32,089	29,830	+8%	117,982	114,297	+3%

Earnings Before Interest and Taxes (EBIT) and Return on Sales (RoS)*

(EBIT in millions of EUR, RoS in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Mercedes-Benz Cars												
EBIT	460	1,230	1,041	1,337	1,200	973	1,305	851	+53%	4,006	4,391	-9%
RoS	3.3%	8.2%	6.4%	8.7%	7.3%	6.4%	7.5%	5.3%	.	6.2%	7.1%	.
Daimler Trucks												
EBIT	116	376	434	524	522	501	565	294	+92%	1,637	1,695	-3%
RoS	1.7%	5.1%	5.4%	6.4%	6.5%	6.2%	6.6%	3.8%	.	5.2%	5.4%	.
Mercedes-Benz Vans												
EBIT	81	167	204	200	152	75	194	101	+92%	631	543	+16%
RoS	4.1%	8.0%	8.4%	8.3%	6.7%	3.6%	7.2%	4.1%	.	6.7%	6.0%	.
Daimler Buses												
EBIT	-31	-105	27	-59	59	-36	69	-21	.	124	-221	.
RoS	-4.1%	-14.4%	2.9%	-5.8%	5.2%	-3.8%	5.3%	-1.7%	.	3.0%	-5.6%	.
Daimler Financial Services												
EBIT	314	344	319	338	322	322	313	289	+8%	1,268	1,293	-2%
Return on equity (RoE)	19.6%	25.2%	19.1%	23.5%	19.3%	21.2%	18.8%	18.7%	.	19.2%	22.0%	.
Reconciliation												
thereof: share of result of EADS	-23	86	3,217	-72	-24	88	-21	1,017	.	3,149	1,119	+181%
	34	133	3,209	17	13	105	1	969**	-100%	3,257	1,224	+166%
Daimler Group												
	917	2,098	5,242	2,268	2,231	1,923	2,425	2,531	-4%	10,815	8,820	+23%

* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

** thereof gain on the sale of EADS shares: 913 million EUR.

EBIT and RoS from Ongoing Business*

(EBIT in millions of EUR, RoS in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Mercedes-Benz Cars												
EBIT	460	1,255	1,084	1,337	1,251	999	1,385	851	+63%	4,180	4,442	-6%
RoS	3.3%	8.4%	6.6%	8.7%	7.6%	6.6%	8.0%	5.3%	.	6.5%	7.2%	.
Daimler Trucks												
EBIT	129	376	516	524	530	501	578	294	+97%	1,753	1,695	+3%
RoS	1.8%	5.1%	6.5%	6.4%	6.6%	6.2%	6.8%	3.8%	.	5.6%	5.4%	.
Mercedes-Benz Vans												
EBIT	81	167	204	200	152	75	194	165	+18%	631	607	+4%
RoS	4.1%	8.0%	8.4%	8.3%	6.7%	3.6%	7.2%	6.7%	.	6.7%	6.7%	.
Daimler Buses												
EBIT	-27	-69	47	-13	61	-20	82	36	+128%	163	-66	.
RoS	-3.6%	-9.5%	5.0%	-1.3%	5.4%	-2.1%	6.3%	2.9%	.	4.0%	-1.7%	.
Daimler Financial Services												
EBIT	314	344	319	338	322	322	313	289	+8%	1,268	1,293	-2%
Return on equity (RoE)	19.6%	25.2%	19.1%	23.5%	19.3%	21.2%	18.8%	18.7%	.	19.2%	22.0%	.
Reconciliation												
thereof: share of result of EADS	-23	86	8	-72	-37	88	-22	104	.	-74	206	.
	34	133	0	17	0	105	0	56	-100%	34	311	-89%
Daimler Group												
	934	2,159	2,178	2,314	2,279	1,965	2,530	1,739	+45%	7,921	8,177	-3%

* The 2012 figures have been adjusted, primarily for effects arising from application of the amended version of IAS 19.

Special Items affecting EBIT

(in millions of EUR)		1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Financial Year	
		2013	2012	2013	2012	2013	2012	2013	2012	2013	2012
Mercedes-Benz Cars	Impairment of investments in the area of alternative drive systems	-	-25	-43	-	-51	-26	-80	-	-174	-51
	Workforce adjustments*	-13	-	-82	-	-8	-	-13	-	-116	-
Mercedes-Benz Vans	Impairment of investment in Fujian Benz Automotive Corporation	-	-	-	-	-	-	-	-64	-	-64
	Business repositioning	-4	-36	-20	-46	-2	-16	-13	-57	-39	-155
Reconciliation	Divestiture of EADS shares	-	-	3,209	-	13	-	1	913	3,223	913

* Daimler Trucks expects further expenses from workforce adjustments of up to €150 million, the majority of which will be recognized in 2014.

Mercedes-Benz Cars Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Unit sales (units)	341,511	338,303	404,711	370,384	395,446	345,418	423,895	397,464	+7%	1,565,563	1,451,569	+8%
Retail sales (units)	350,530	340,877	395,774	367,640	390,116	335,393	426,088	379,899	+12%	1,562,508	1,423,809	+10%
Production (units)	374,041	364,009	412,009	355,578	391,934	367,199	410,674	368,864	+11%	1,588,658	1,455,650	+9%
Revenue (millions of EUR)	14,110	14,937	16,324	15,364	16,521	15,238	17,352	16,121	+8%	64,307	61,660	+4%
EBIT (millions of EUR)	460	1,230	1,041	1,337	1,200	973	1,305	851	+53%	4,006	4,391	-9%
Return on sales (%)	3.3%	8.2%	6.4%	8.7%	7.3%	6.4%	7.5%	5.3%	.	6.2%	7.1%	.

Mercedes-Benz Cars Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Mercedes-Benz Cars	341,511	338,303	404,711	370,384	395,446	345,418	423,895	397,464	+7%	1,565,563	1,451,569	+8%
Western Europe	149,691	156,274	178,247	169,347	151,438	143,183	160,786	162,619	-1%	640,162	631,423	+1%
of which Germany	61,130	64,668	79,774	80,911	69,908	68,479	69,082	75,865	-9%	279,894	289,923	-3%
NAFTA	77,775	78,471	88,546	76,851	91,758	83,984	104,978	102,814	+2%	363,057	342,120	+6%
of which USA	67,998	68,603	76,476	65,453	80,106	74,247	93,927	91,438	+3%	318,507	299,741	+6%
Asia	78,745	73,492	93,100	88,910	107,445	82,497	109,775	93,387	+18%	389,065	338,286	+15%
of which China	46,412	42,518	60,043	59,686	64,808	47,127	67,464	59,163	+14%	238,727	208,494	+15%
Rest of World	35,300	30,066	44,818	35,276	44,805	35,754	48,356	38,644	+25%	173,279	139,740	+24%

Mercedes-Benz Cars Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Mercedes-Benz Cars	350,530	340,877	395,774	367,640	390,116	335,393	426,088	379,899	+12%	1,562,508	1,423,809	+10%
Western Europe	151,833	153,121	173,633	169,412	158,372	145,099	158,154	156,818	+1%	641,992	624,450	+3%
of which Germany	60,394	63,680	78,686	80,136	71,297	68,543	71,743	76,602	-6%	282,120	288,961	-2%
NAFTA	81,002	73,133	86,509	81,300	86,891	75,273	111,554	95,816	+16%	365,956	325,522	+12%
of which USA	71,473	63,809	75,038	69,550	75,549	65,612	99,756	85,043	+17%	321,816	284,014	+13%
Asia	83,135	85,798	92,568	81,485	101,332	79,982	108,622	88,354	+23%	385,657	335,619	+15%
of which China	50,049	56,123	57,468	52,016	61,402	48,716	66,725	55,205	+21%	235,644	212,060	+11%
Rest of World	34,560	28,825	43,064	35,443	43,521	35,039	47,758	38,911	+23%	168,903	138,218	+22%

Mercedes-Benz Cars Market Shares*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change in % pts.	2013	2012	Change in % pts.
Western Europe	5.4	4.9	5.6	5.3	5.7	5.5	5.6	5.5	+0.1	5.6	5.3	+0.3
of which Germany	10.4	9.4	10.5	10.4	10.5	10.0	9.7	10.5	-0.8	10.3	10.1	+0.2
USA	1.9	1.8	1.8	1.8	1.9	1.8	2.6	2.4	+0.2	2.1	2.0	+0.1
China	1.3	1.4	1.5	1.4	1.3	1.4	1.5	1.4	+0.1	1.3	1.4	-0.1
Japan	0.9	0.8	1.2	0.9	1.3	1.0	1.4	1.3	+0.1	1.2	0.9	+0.3

* Based on estimates in certain markets.

Daimler Trucks Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Incoming orders (units)	126,877	106,610	125,791	106,054	125,901	95,432	119,564	108,964	+10%	498,133	417,060	+19%
Unit sales (units)	101,433	107,664	123,763	122,217	124,465	119,142	134,550	112,931	+19%	484,211	461,954	+5%
Retail sales (units)	100,748	104,765	124,065	116,976	118,448	116,689	141,996	116,903	+21%	485,257	455,333	+7%
Production (units)	111,150	114,563	127,401	120,914	128,289	118,892	123,440	96,253	+28%	490,280	450,622	+9%
Revenue (millions of EUR)	7,024	7,383	7,965	8,129	7,982	8,095	8,502	7,782	+9%	31,473	31,389	+0%
EBIT (millions of EUR)	116	376	434	524	522	501	565	294	+92%	1,637	1,695	-3%
Return on sales (%)	1.7%	5.1%	5.4%	6.4%	6.5%	6.2%	6.6%	3.8%	.	5.2%	5.4%	.

Daimler Trucks Unit Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Daimler Trucks	101,433	107,664	123,763	122,217	124,465	119,142	134,550	112,931	+19%	484,211	461,954	+5%
Western Europe	11,968	13,066	14,270	15,041	16,662	14,193	22,968	15,722	+46%	65,868	58,022	+14%
of which Germany	6,212	6,401	7,623	8,189	7,861	7,954	11,796	8,542	+38%	33,492	31,086	+8%
NAFTA	30,642	32,639	34,924	34,573	35,125	35,177	34,508	32,639	+6%	135,199	135,028	+0%
of which USA	26,641	27,432	30,011	28,415	30,665	29,863	30,467	28,116	+8%	117,784	113,826	+3%
Latin America (excl. Mexico)	12,987	9,931	16,051	10,209	16,204	12,541	14,080	13,516	+4%	59,322	46,197	+28%
Asia	35,221	40,047	41,955	46,193	41,115	42,698	44,366	34,796	+28%	162,657	163,734	-1%
of which Japan	8,862	9,778	8,758	8,812	10,081	8,167	10,634	8,218	+29%	38,335	34,975	+10%
Rest of World	10,615	11,981	16,563	16,201	15,359	14,533	18,628	16,258	+15%	61,165	58,973	+4%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	23,001	-	28,229	-	24,129	13,942	27,939	17,430	+60%	103,298	31,372	.*
Daimler Trucks including BFDA	124,434	107,664	151,992	122,217	148,594	133,084	162,489	130,361	+25%	587,509	493,326	+19%

* Comparison with prior-year numbers not reasonable, as production started in July 2012.

Daimler Trucks Retail Sales

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Daimler Trucks	100,748	104,765	124,065	116,976	118,448	116,689	141,996	116,903	+21%	485,257	455,333	+7%
Western Europe	12,020	12,878	14,286	15,630	14,760	14,373	24,770	16,088	+54%	65,836	58,969	+12%
of which Germany	6,212	6,401	7,623	8,189	7,861	7,954	11,796	8,542	+38%	33,492	31,086	+8%
NAFTA	31,896	30,395	35,910	29,642	33,901	33,704	36,627	33,846	+8%	138,334	127,587	+8%
of which USA	27,981	26,110	30,673	24,808	29,459	28,793	31,974	28,607	+12%	120,087	108,318	+11%
Latin America (excl. Mexico)	12,070	10,024	16,206	10,096	14,870	12,027	15,108	15,222	-1%	58,254	47,369	+23%
Asia	35,188	39,938	41,383	45,888	39,491	42,698	46,733	34,815	+34%	162,795	163,339	-0%
of which Japan	8,849	9,778	8,618	8,812	10,034	8,339	10,500	8,228	+28%	38,001	35,157	+8%
Rest of World	9,574	11,530	16,280	15,720	15,426	13,887	18,758	16,932	+11%	60,038	58,069	+3%

Daimler Trucks Incoming Orders

(in units)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Daimler Trucks	126,877	106,610	125,791	106,054	125,901	95,432	119,564	108,964	+10%	498,133	417,060	+19%
Western Europe	15,256	14,897	17,263	13,760	22,348	11,984	9,863	13,950	-29%	64,730	54,591	+19%
of which Germany	7,617	8,803	8,046	7,151	12,523	6,384	5,165	6,470	-20%	33,351	28,808	+16%
NAFTA	35,933	27,946	31,730	22,417	33,002	23,663	42,069	35,194	+20%	142,734	109,220	+31%
of which USA	31,193	23,663	26,968	19,151	30,251	20,665	37,521	31,880	+18%	125,933	95,359	+32%
Latin America* (excl. Mexico)	13,806	9,863	15,239	8,921	14,764	11,643	9,812	12,138	-19%	53,621	42,565	+26%
Asia	45,422	39,544	43,512	44,624	37,714	32,219	43,358	34,729	+25%	170,006	151,116	+13%
of which Japan	9,890	8,913	11,808	9,215	10,681	8,368	11,690	8,548	+37%	44,069	35,044	+26%
Rest of World	16,460	14,360	18,047	16,332	18,073	15,923	14,462	12,953	+12%	67,042	59,568	+13%

* Built-to-stock system in Brazil until June 2013; starting July 2013, order intake corresponds to orders from the dealers.

Daimler Trucks Market Shares*

(in %)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change in % pts.	2013	2012	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
Western Europe MDT/HDT	22.5	22.5	24.0	23.3	24.3	24.0	24.6	22.0	+2.6	24.1	22.9	+1.3
Germany MDT/HDT	41.2	39.4	39.5	38.0	40.3	39.9	39.0	39.6	-0.7	39.7	39.2	+0.5
Brazil MDT/HDT	22.9	27.1	24.9	26.3	24.5	25.3	25.5	24.2	+1.3	24.7	25.5	-0.8
Trucks NAFTA												
(Freightliner/Western Star)												
NAFTA Class 8	42.1	35.4	35.9	29.9	35.4	32.6	34.3	34.4	-0.0	36.0	32.9	+3.2
NAFTA Class 6-7	46.7	41.1	43.7	35.7	44.6	35.4	39.6	37.2	+2.4	43.1	36.9	+6.2
Trucks Asia												
(Fuso)												
Japan Trucks Total	19.2	20.2	19.9	20.8	21.1	21.5	20.3	19.4	+0.9	20.2	20.4	-0.2

* Based on estimates in certain markets.

Mercedes-Benz Vans Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Unit sales (units)	52,623	51,223	69,436	69,324	65,314	55,742	82,771	76,129	+9%	270,144	252,418	+7%
Retail sales (units)	52,752	52,131	68,631	68,184	66,984	58,874	80,163	71,089	+13%	268,530	250,278	+7%
Production (units)	63,169	62,974	72,811	67,795	62,843	55,159	71,994	71,568	+1%	270,817	257,496	+5%
Revenue (millions of EUR)	1,986	2,088	2,434	2,420	2,253	2,084	2,696	2,478	+9%	9,369	9,070	+3%
EBIT (millions of EUR)	81	167	204	200	152	75	194	101	+92%	631	543	+16%
Return on sales (%)	4.1%	8.0%	8.4%	8.3%	6.7%	3.6%	7.2%	4.1%	.	6.7%	6.0%	.

Mercedes-Benz Vans Unit Sales

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Wholesales (in units)	52,623	51,223	69,436	69,324	65,314	55,742	82,771	76,129	+9%	270,144	252,418	+7%
Western Europe	32,646	34,394	42,480	46,519	39,528	33,085	54,521	50,909	+7%	169,175	164,907	+3%
of which Germany	12,595	13,445	18,573	20,832	17,323	14,409	23,029	22,358	+3%	71,520	71,044	+1%
Eastern Europe	5,213	4,597	7,243	6,497	7,180	5,821	7,240	7,111	+2%	26,876	24,026	+12%
NAFTA	5,120	4,802	7,585	7,601	6,773	6,884	8,590	7,096	+21%	28,068	26,383	+6%
of which USA	3,976	3,557	6,108	6,310	5,546	5,836	7,172	5,771	+24%	22,802	21,474	+6%
Latin America (excl. Mexico)	4,109	2,946	5,162	2,346	5,176	4,307	5,133	4,355	+18%	19,580	13,954	+40%
Asia	3,035	2,243	4,692	3,407	4,347	3,241	4,696	4,234	+11%	16,770	13,125	+28%
of which China	2,371	1,061	3,310	2,358	3,466	2,270	3,558	3,147	+13%	12,705	8,836	+44%
Rest of World	2,500	2,241	2,274	2,954	2,310	2,404	2,591	2,424	+7%	9,675	10,023	-3%

Mercedes-Benz Vans Retail Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Retail sales (in units)	52,752	52,131	68,631	68,184	66,984	58,874	80,163	71,089	+13%	268,530	250,278	+7%
Western Europe	33,100	35,174	43,391	46,056	40,879	35,891	52,335	46,468	+13%	169,705	163,589	+4%
of which Germany	12,595	13,445	18,573	20,832	17,323	14,409	23,029	22,358	+3%	71,520	71,044	+1%
Eastern Europe	4,856	4,440	6,690	5,940	7,139	5,911	7,604	7,329	+4%	26,289	23,620	+11%
NAFTA	4,896	4,293	6,978	7,238	6,959	7,224	8,121	7,056	+15%	26,954	25,811	+4%
of which USA	3,834	3,129	5,649	6,147	5,457	6,126	6,876	5,527	+24%	21,816	20,929	+4%
Latin America (excl. Mexico)	4,296	2,817	4,672	2,928	5,312	3,833	4,891	4,003	+22%	19,171	13,581	+41%
Asia	3,177	3,092	4,411	3,247	4,330	3,636	4,764	3,878	+23%	16,682	13,853	+20%
of which China	2,504	2,066	3,199	2,249	3,532	2,463	3,578	2,792	+28%	12,813	9,570	+34%
Rest of World	2,427	2,315	2,489	2,775	2,365	2,379	2,448	2,355	+4%	9,729	9,824	-1%
Market shares* (in percent)												
Western Europe** small	3.3	-	3.3	-	3.2	-	3.0	-	- pts.	3.2	-	- pts.
Western Europe** midsize/large	16.1	17.2	16.1	18.0	18.7	20.1	19.8	18.9	+0.9 pts.	17.8	18.1	-0.3 pts.
Germany midsize/large	24.7	25.8	23.5	24.7	26.6	25.3	29.5	29.6	-0.1 pts.	26.2	26.7	-0.5 pts.

* Based on estimates in certain markets.

** Excluding United Kingdom.

Daimler Buses Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Unit sales* (units)	6,033	4,896	7,913	8,418	9,649	8,257	10,110	10,517	-4%	33,705	32,088	+5%
Production (units)	7,358	6,370	9,269	7,872	9,488	9,207	8,352	7,935	+5%	34,467	31,384	+10%
Revenue (millions of EUR)	751	730	934	1,016	1,127	951	1,293	1,232	+5%	4,105	3,929	+4%
EBIT (millions of EUR)	-31	-105	27	-59	59	-36	69	-21	.	124	-221	.
Return on sales (%)	-4.1%	-14.4%	2.9%	-5.8%	5.2%	-3.8%	5.3%	-1.7%	.	3.0%	-5.6%	.

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

Daimler Buses Unit Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
Wholesales* (in units)	6,033	4,896	7,913	8,418	9,649	8,257	10,110	10,517	-4%	33,705	32,088	+5%
Western Europe	538	632	1,488	1,377	1,696	1,625	2,992	2,217	+35%	6,714	5,851	+15%
of which Germany	231	209	503	460	573	382	1,133	988	+15%	2,440	2,039	+20%
Eastern Europe	447	286	632	531	405	322	457	552	-17%	1,941	1,691	+15%
NAFTA	366	552	712	1,112	944	1,026	1,014	1,253	-19%	3,036	3,943	-23%
of which Mexico	349	450	704	946	923	931	983	1,150	-15%	2,959	3,477	-15%
Latin America (excl. Mexico)	4,141	2,790	4,529	4,689	5,750	4,807	4,698	5,514	-15%	19,118	17,800	+7%
of which Brazil	2,646	1,696	2,956	2,942	3,798	2,900	3,480	3,577	-3%	12,880	11,115	+16%
Asia	404	269	349	553	435	390	516	674	-23%	1,704	1,886	-10%
Rest of World	137	367	203	156	419	87	433	307	+41%	1,192	917	+30%
Market shares** (in percent)												
Western Europe heavy	30.8	27.0	29.1	29.6	33.5	33.9	28.1	30.1	-2.0 pts.	30.9	28.3	+2.6 pts.
Germany heavy	56.3	48.1	52.0	56.0	56.1	44.2	47.7	50.2	-2.5 pts.	51.2	48.9	+2.3 pts.
Brazil heavy	36.2	53.3	43.5	51.8	45.4	45.5	50.2	41.1	+9.1 pts.	44.1	47.2	-3.1 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)	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter			Financial Year		
	2013	2012	2013	2012	2013	2012	2013	2012	Change	2013	2012	Change
New business	8,619	8,257	10,292	9,380	10,379	9,968	11,243	10,471	+7%	40,533	38,076	+6%
Contract volume (end of period)	81,656	71,587	81,404	76,096	81,962	77,464	83,539	79,986	+4%	83,539	79,986	+4%
Revenue	3,577	3,140	3,548	3,260	3,657	3,524	3,740	3,626	+3%	14,522	13,550	+7%
EBIT	314	344	319	338	322	322	313	289	+8%	1,268	1,293	-2%
Return on equity (%)	19.6%	25.2%	19.1%	23.5%	19.3%	21.2%	18.8%	18.7%	.	19.2%	22.0%	.