

DAIMLER

Q2 and Half-Year 2015 Results.

July 23, 2015

Contents

RESULTS FOR Q2 2015

OUTLOOK FOR 2015

DEVELOPMENTS AT THE DIVISIONS

Highlights of Q2 2015

Group unit sales	714,800	+14%
Highest unit sales so far at Mercedes-Benz Cars	500,700	+20%
Increase in EBIT from ongoing business	€3.8bn	+54%

World premiere of new Mercedes-Benz GLC and Concept GLC Coupé

Start of production of new GLE Coupé

Presentation of new generation A-Class and new GLE as successor of M-Class

World premiere of Freightliner Inspiration Truck on US highway

Opening of new bus plant in Chennai, India

Key financials

– in billions of euros –

	Q2 2014	Q2 2015
Revenue	31.5	37.5
EBIT		
as reported	3.1	3.7
from ongoing business	2.5	3.8
Net profit	2.2	2.4
Earnings per share (in euros)	1.97	2.12
Net liquidity industrial business (2014: year-end)	17.0	18.4
Free cash flow industrial business (January-June)	1.4	3.4

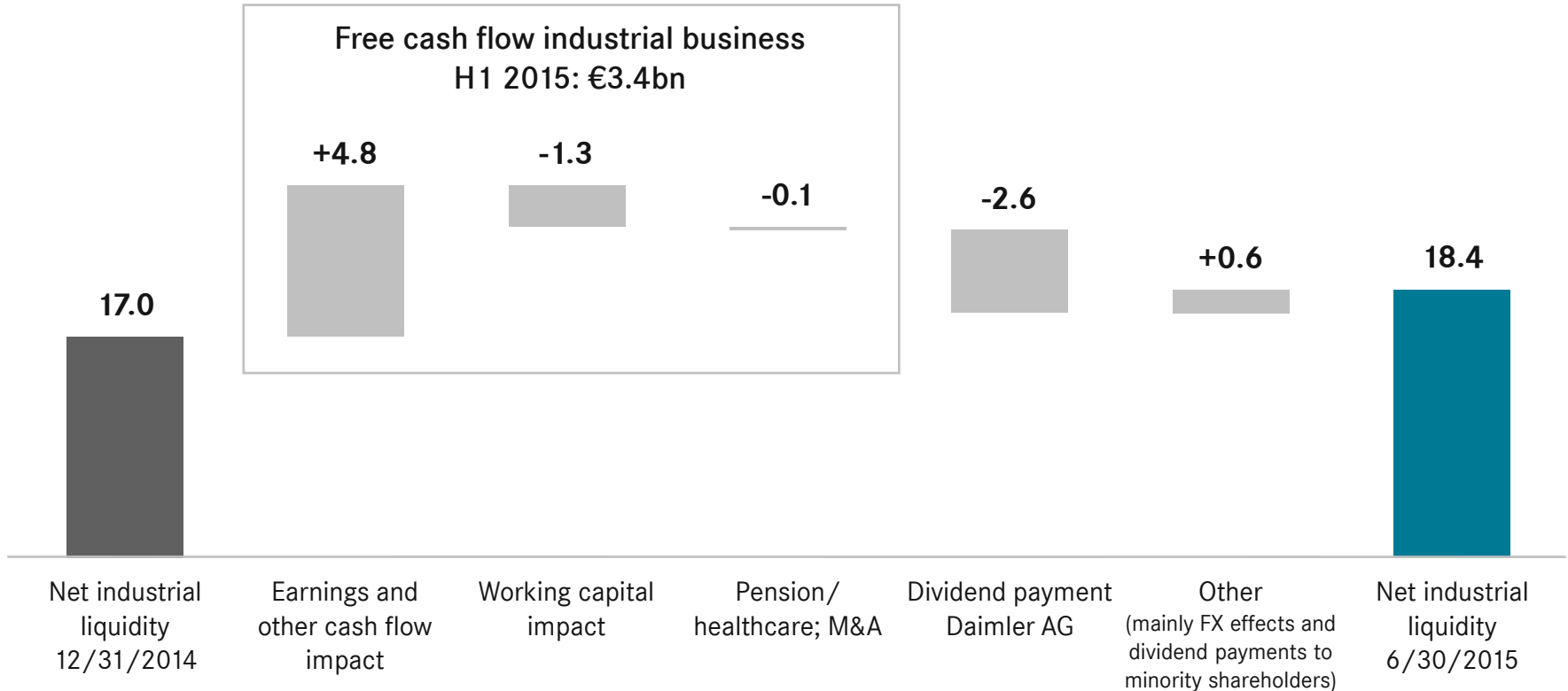
Key balance sheet figures

– in billions of euros –

Daimler Group	Dec. 31, 2014	June 30, 2015
Equity ratio	22.1%	23.9%
Gross liquidity	16.3	16.1
Industrial business		
Equity ratio	40.8%	45.3%
Net liquidity	17.0	18.4

Net industrial liquidity: development in H1 2015

- in billions of euros -



Unit sales

- in thousands of units -

	Q2 2014	Q2 2015	% change
Daimler Group	628.9	714.8	+14
of which			
Mercedes-Benz Cars	418.7	500.7	+20
Daimler Trucks	126.1	125.1	-1
Mercedes-Benz Vans	76.0	81.6	+7
Daimler Buses	8.1	7.3	-9

Mercedes-Benz Cars: product highlights



New generation of Mercedes-Benz A-Class



New Mercedes-Benz GLC



Mercedes-Benz Concept GLC Coupé



New Mercedes-Benz GLE and GLE Coupé

Daimler Trucks: product highlights



Freightliner Inspiration Truck



New BharatBenz heavy-duty truck 3143

Mercedes-Benz Vans: product highlights



Mercedes-Benz Vans: best in class for safety

Daimler Buses: product highlights



Daimler Buses: leading position in safety technology

Revenue by division

– in billions of euros –

	Q2 2014	Q2 2015	% change
Daimler Group	31.5	37.5	+19
of which			
Mercedes-Benz Cars	17.8	21.1	+19
Daimler Trucks	8.0	9.4	+19
Mercedes-Benz Vans	2.5	2.8	+13
Daimler Buses	1.0	1.0	-1
Daimler Financial Services	3.8	4.8	+25
Contract volume of Daimler Financial Services*	99.0	110.6	+12

* Figures as of December 31, 2014 and June 30, 2015.

EBIT by division

– EBIT in millions of euros; RoS in % –

	Q2 2014		Q2 2015	
	EBIT	RoS*	EBIT	RoS*
Daimler Group	3,095	10.0	3,718	10.0
of which				
Mercedes-Benz Cars	1,409	7.9	2,227	10.5
Daimler Trucks	455	5.7	682	7.2
Mercedes-Benz Vans	242	9.7	234	8.3
Daimler Buses	50	4.8	57	5.5
Daimler Financial Services	336	–	445	–
Reconciliation	603	–	73	–

* Return on sales; Daimler Group excluding Daimler Financial Services

EBIT from ongoing business

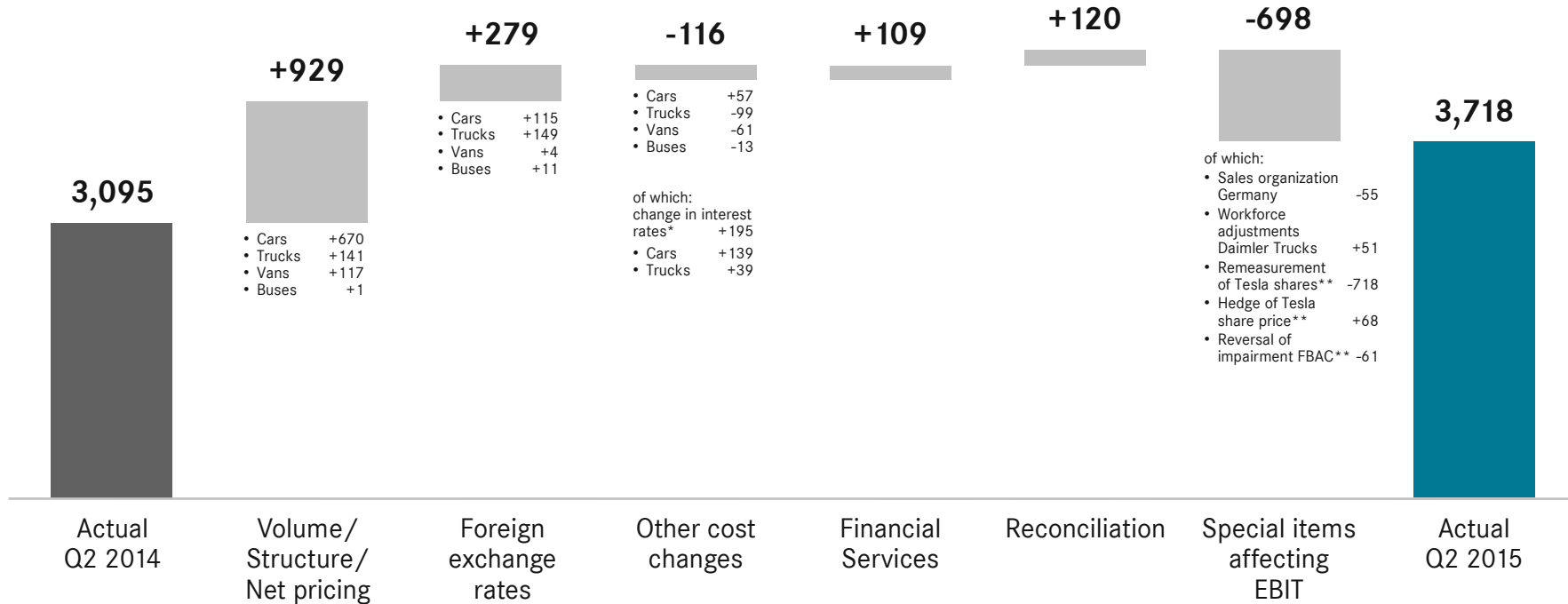
– EBIT in millions of euros; RoS in % –

	Q2 2014		Q2 2015	
	EBIT	RoS*	EBIT	RoS*
Daimler Group	2,463	7.7	3,784	10.2
of which				
Mercedes-Benz Cars	1,409	7.9	2,252	10.7
Daimler Trucks	526	6.6	717	7.6
Mercedes-Benz Vans	181	7.3	240	8.5
Daimler Buses	58	5.5	57	5.5
Daimler Financial Services	336	–	445	–
Reconciliation	-47	–	73	–

* Return on sales; Daimler Group excluding Daimler Financial Services

Group EBIT in Q2 2015

- in millions of euros -



* Compounding of provisions and effects of increased discount rates

** in Q2 2014

Special items affecting EBIT

– in millions of euros –

	Q2		January-June	
	2014	2015	2014	2015
Mercedes-Benz Cars				
Restructuring of sales organization in Germany*	-	-34	-	-54
Relocation of headquarters of MBUSA	-	+9	-	-11
Sale of real estate in the United States	-	-	-	+87
Daimler Trucks				
Workforce adjustments**	-71	-20	-76	-25
Restructuring of sales organization in Germany*	-	-15	-	-19
Sale of Atlantis Foundries	-	-	-	-55
Mercedes-Benz Vans				
Restructuring of sales organization in Germany*	-	-6	-	-10
Relocation of headquarters of MBUSA	-	-	-	-2
Reversal of impairment of investment in FBAC	+61	-	+61	-
Daimler Buses				
Business repositioning	-8	-	-9	-
Restructuring of sales organization in Germany*	-	-	-	-1
Reconciliation				
Measurement of put option for RRPSH	-	-	-118	-
Remeasurement of Tesla shares	+718	-	+718	-
Hedge of Tesla share price	-68	-	-229	-

* We expect expenses for the restructuring of the sales organization in Germany in a total of up to €500 million in 2015 and 2016.

** Daimler Trucks expects expenses of up to €50 million in 2015.

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DEVELOPMENTS AT THE DIVISIONS

Our product offensive continues

2015



Mercedes-Benz Cars



Mercedes-Maybach



Mercedes-AMG GT



CLA Shooting Brake



GLE Coupé



GLE



A-Class new generation



GLC



Mercedes-Benz Vans



Vito panel van / Vito Tourer (Europe)



Metris (Vito NAFTA)



Vito (Latin America)

Daimler Trucks



Western Star 5700XE



MB Unimog off-road



Econic NGT



BharatBenz 3143



Arocs HAD

Daimler Buses



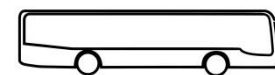
Mercedes-Benz CapaCity



MB Citaro NGT



Setra MultiClass Low Entry 3-Axle



BharatBenz Buses

Assumptions for automotive markets in 2015

Car markets	Global	around +2%
	Western Europe	slight growth
	USA	slight growth
	China	significant growth
Medium- and heavy-duty truck markets	NAFTA region	+ 10 to 15%
	Europe	+ 10 to 15%
	Japan*	around the prior year level
	Brazil	around -40%
	Indonesia*	around -20%
Van markets	Europe	significant growth
Bus markets	Europe	slight growth
	Brazil	at least -25%

* including light-duty trucks

2015 sales outlook



- Significantly higher unit sales based on young and attractive product portfolio
- Strong momentum from full availability of new C-Class and smart models
- Launch of all-new Mercedes-Maybach, Mercedes-AMG GT, CLA Shooting Brake and GLE Coupé



- Significantly higher unit sales due to strong product portfolio
- Continued strong sales development in NAFTA region
- Growth potential due to new Asia Business Model



- Significantly higher unit sales
- Strong momentum from full availability of new Vito and V-Class
- Product expansion to North and South America



- Significant decrease in unit sales
- Maintain market leadership in Western Europe and Brazil
- Stable sales development in Europe, significant sales decrease in Latin America

2015 outlook for EBIT from ongoing business

DAIMLER

We expect Group EBIT for FY 2015 to increase significantly based on the following expectations for divisional EBIT:



Significantly above the prior-year level



Significantly above the prior-year level



Significantly above the prior-year level



Significantly below the prior-year level



Daimler Financial Services

Significantly above the prior-year level

This guidance is based on current outlined market expectations and current exchange-rate expectations.

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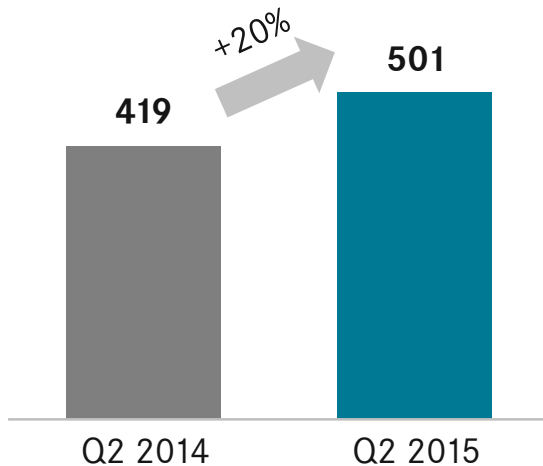
OUTLOOK FOR 2015

DEVELOPMENTS AT THE DIVISIONS

Mercedes-Benz Cars: profitable growth through success of attractive models

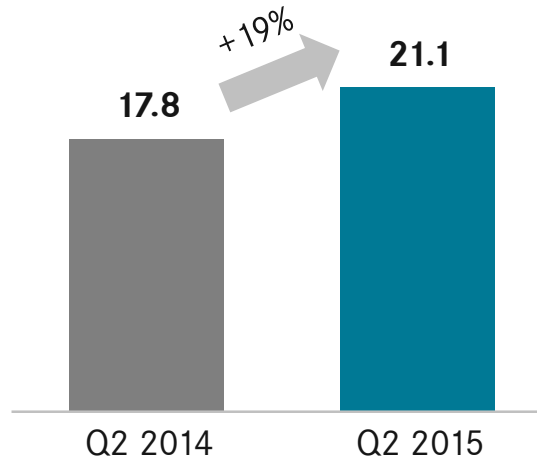
Unit sales

- in thousands of units -



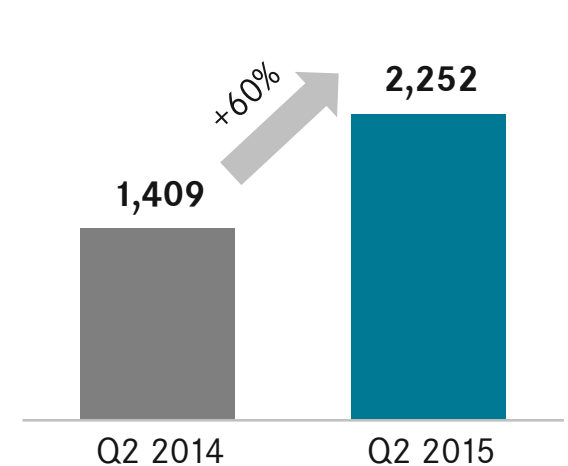
Revenue

- in billions of euros -



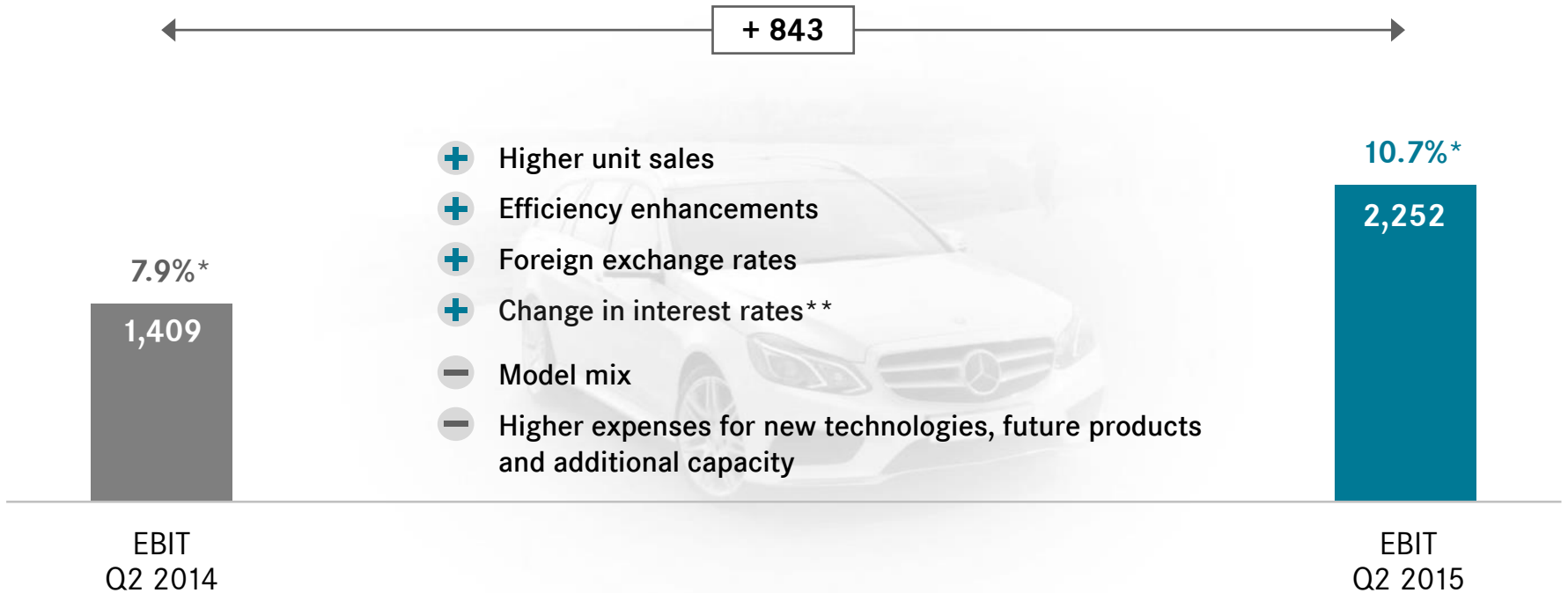
EBIT from ongoing business

- in millions of euros -



Mercedes-Benz Cars: EBIT from ongoing business

– in millions of euros –

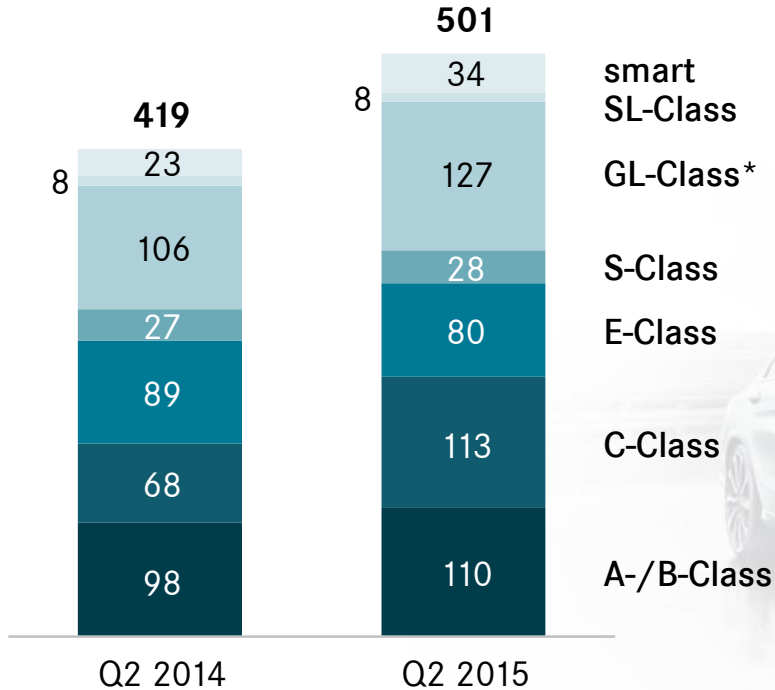


* Return on sales

** Compounding of provisions and effects of increased discount rates

Mercedes-Benz Cars: sales volume at new record level

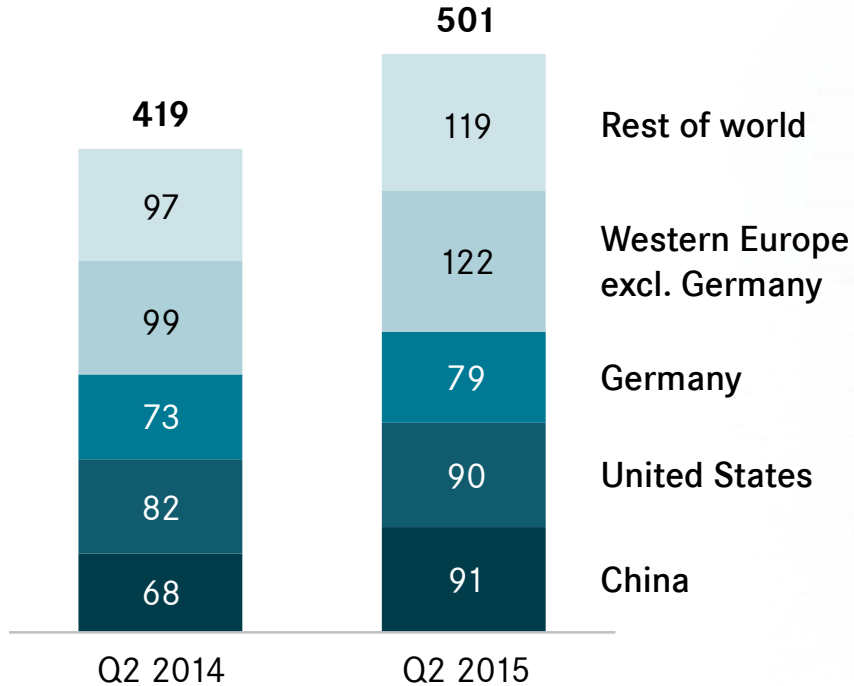
- in thousands of units -



* incl. GLA

Mercedes-Benz Cars: balanced sales structure

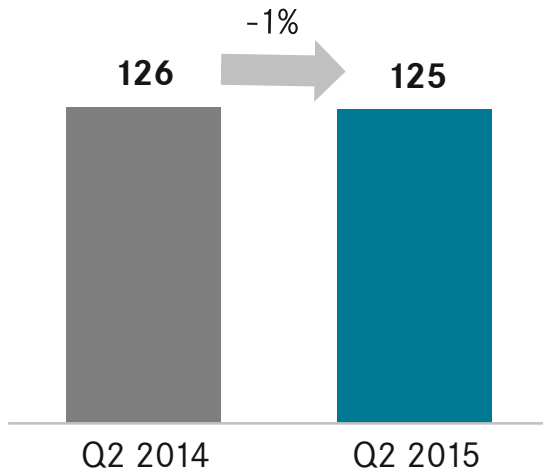
- Unit sales in thousands -



Daimler Trucks: successful development in heterogeneous market environment

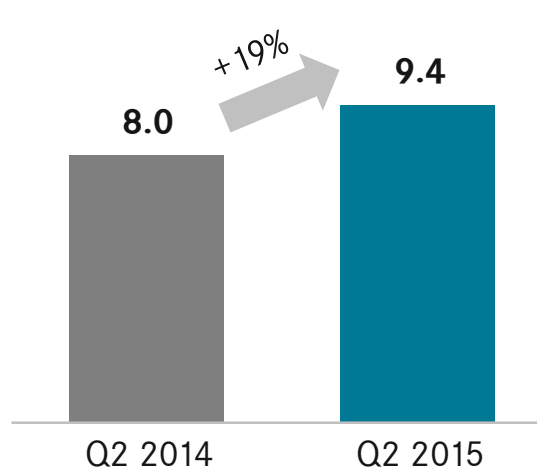
Unit sales

- in thousands of units -



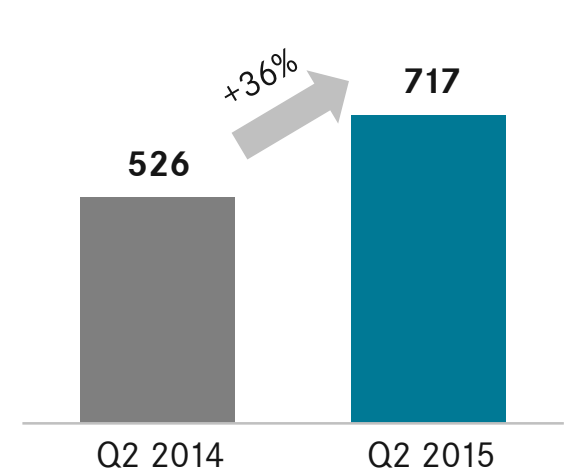
Revenue

- in billions of euros -



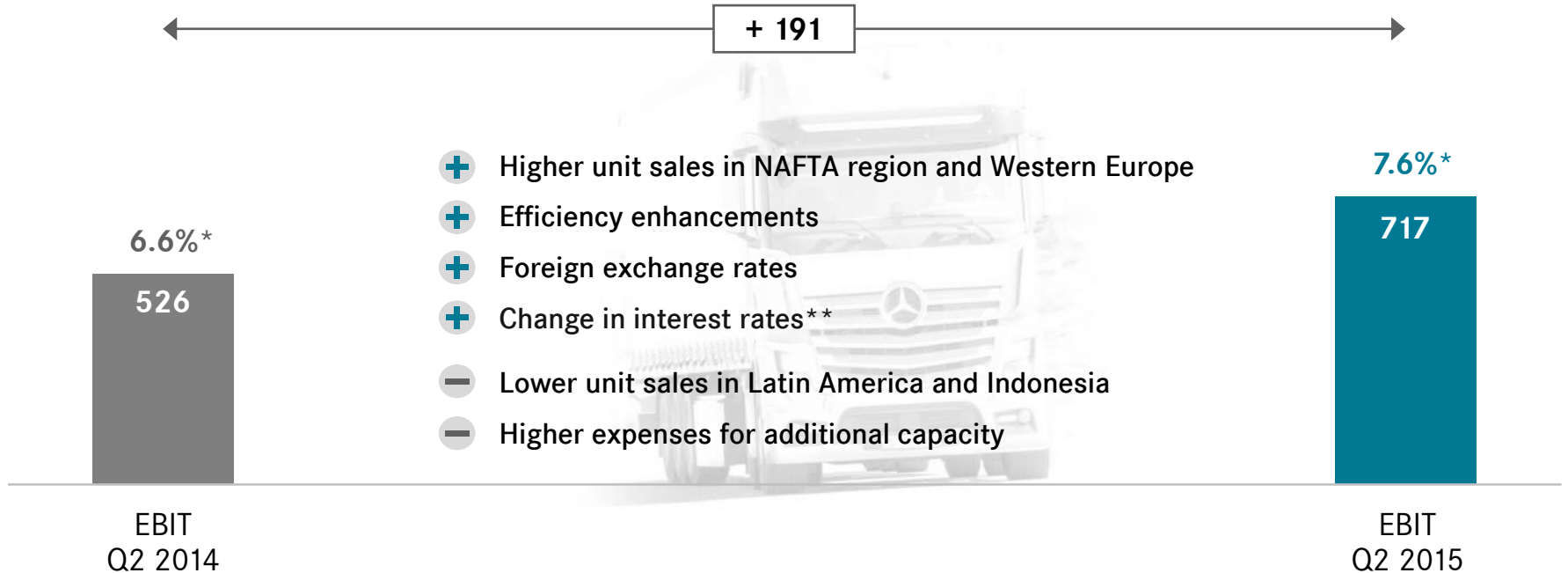
EBIT from ongoing business

- in millions of euros -



Daimler Trucks: EBIT from ongoing business

- in millions of euros -

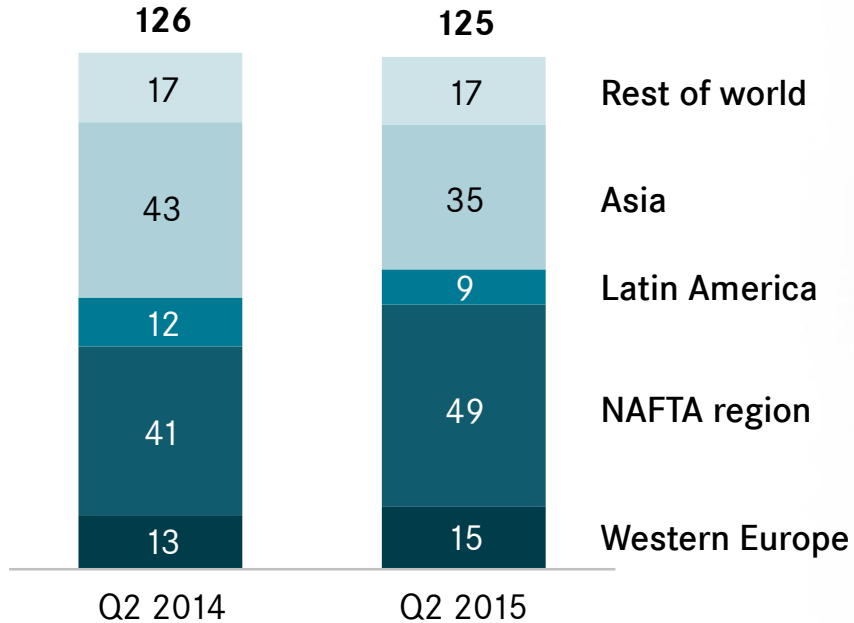


* Return on sales

** Compounding of provisions and effects of increased discount rates

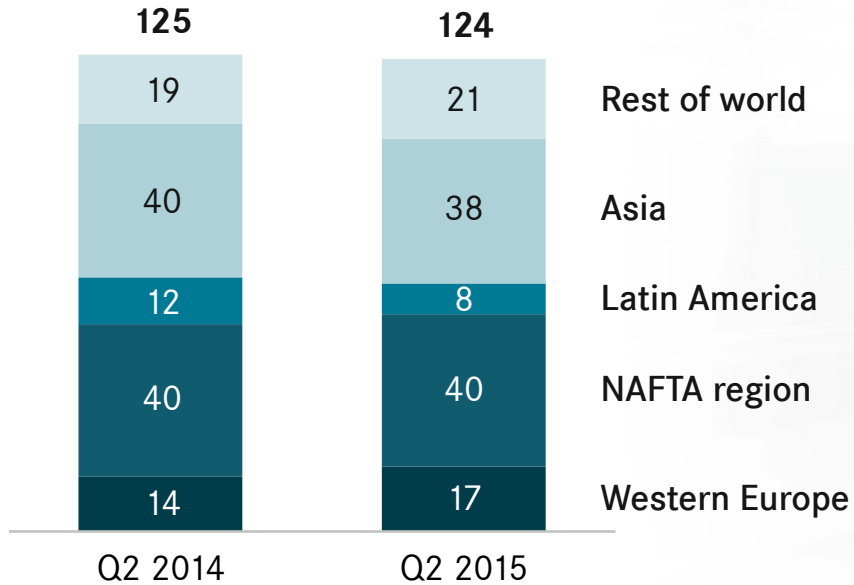
Daimler Trucks: sales growth in NAFTA region and Western Europe

- in thousands of units -



Daimler Trucks: incoming orders at a high level

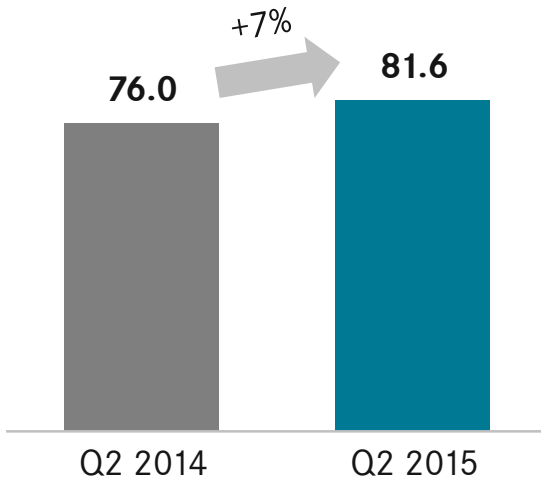
- in thousands of units -



Mercedes-Benz Vans: success in volatile markets

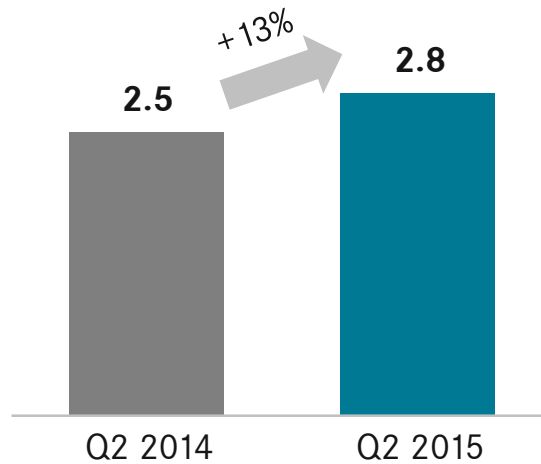
Unit sales

- in thousands of units -



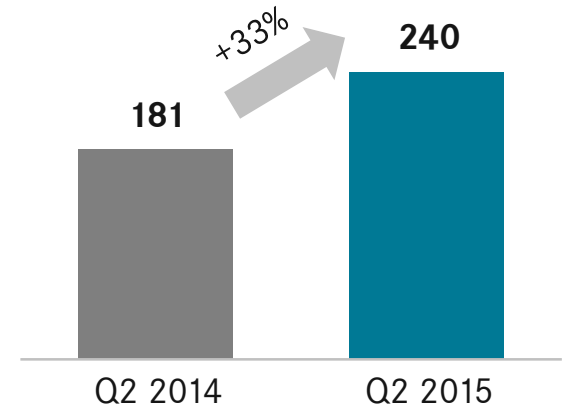
Revenue

- in billions of euros -



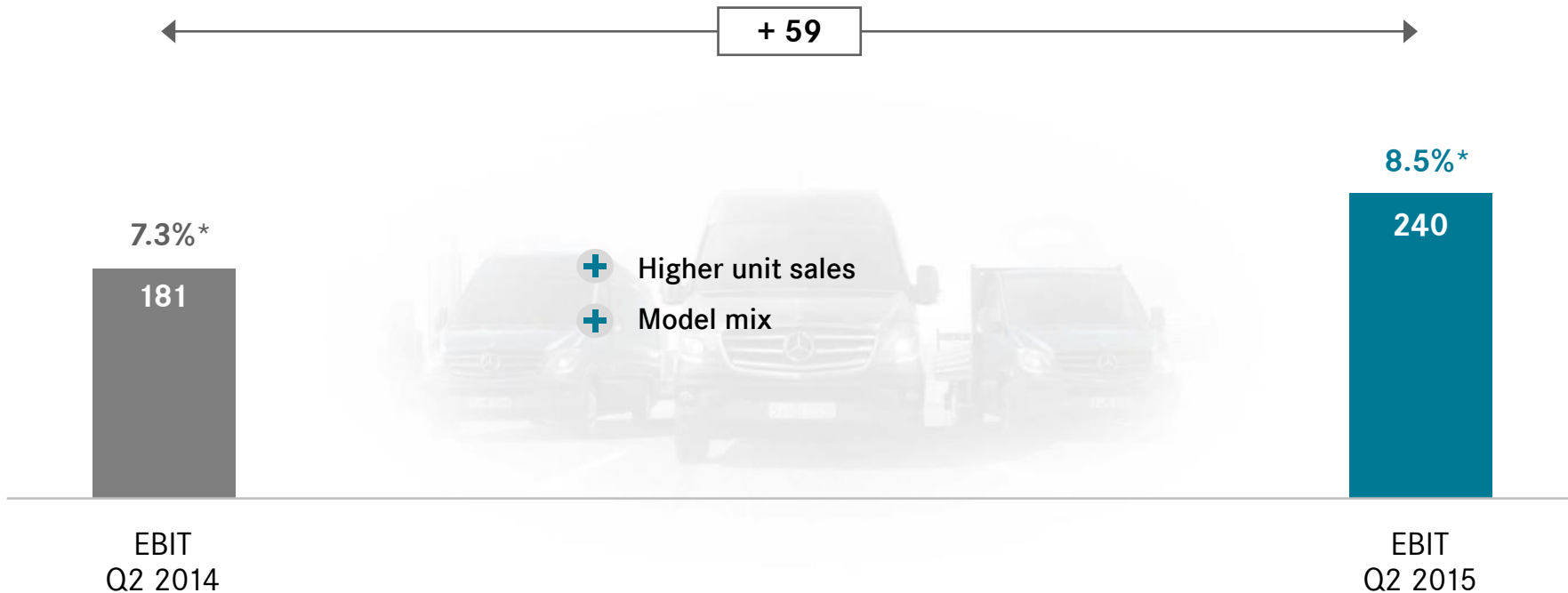
EBIT from ongoing business

- in millions of euros -



Mercedes-Benz Vans: EBIT from ongoing business

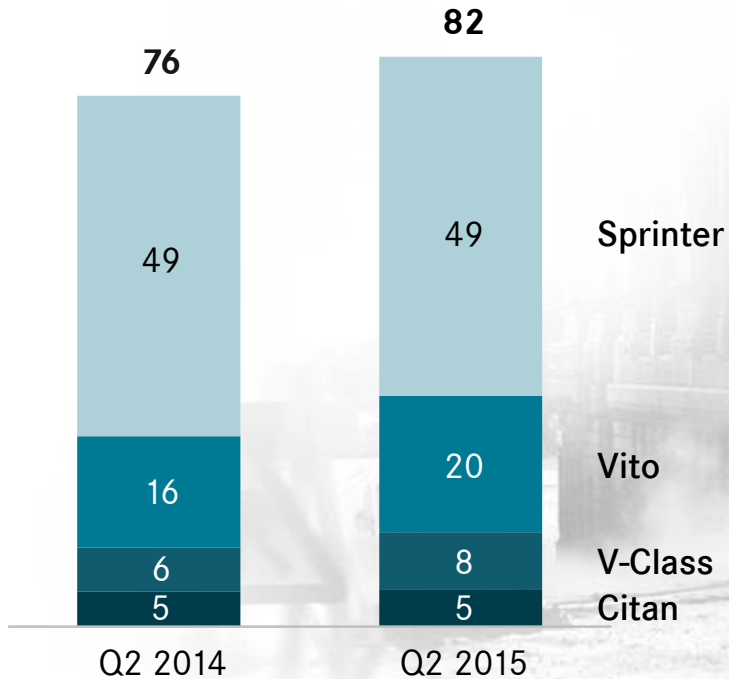
- in millions of euros -



* Return on sales

Mercedes-Benz Vans: market success of mid-size vans

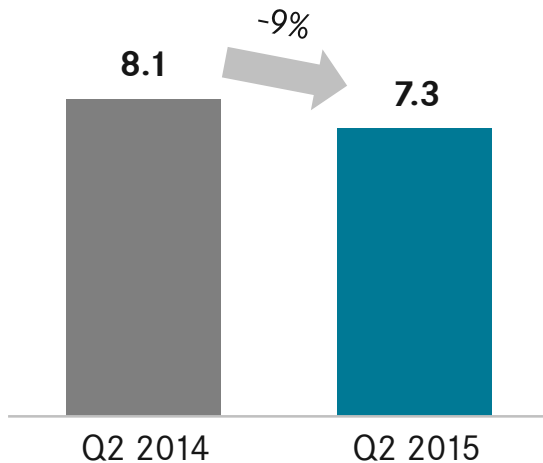
- in thousands of units -



Daimler Buses: strong EBIT despite significant market contraction in Latin America

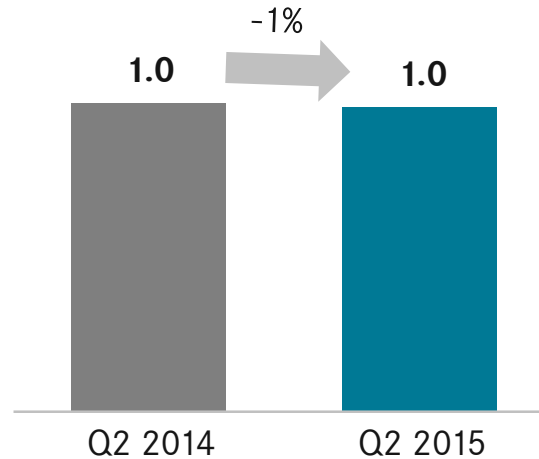
Unit sales

- in thousands of units -



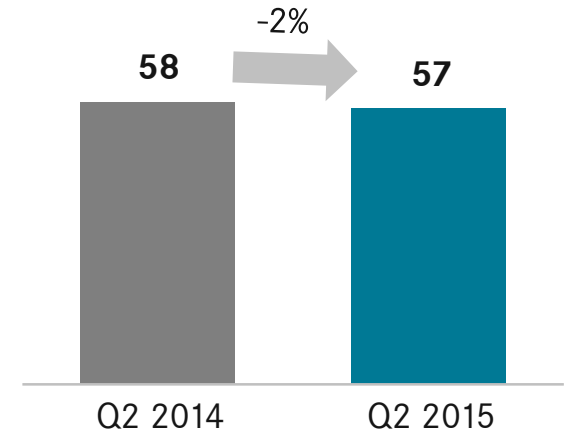
Revenue

- in billions of euros -



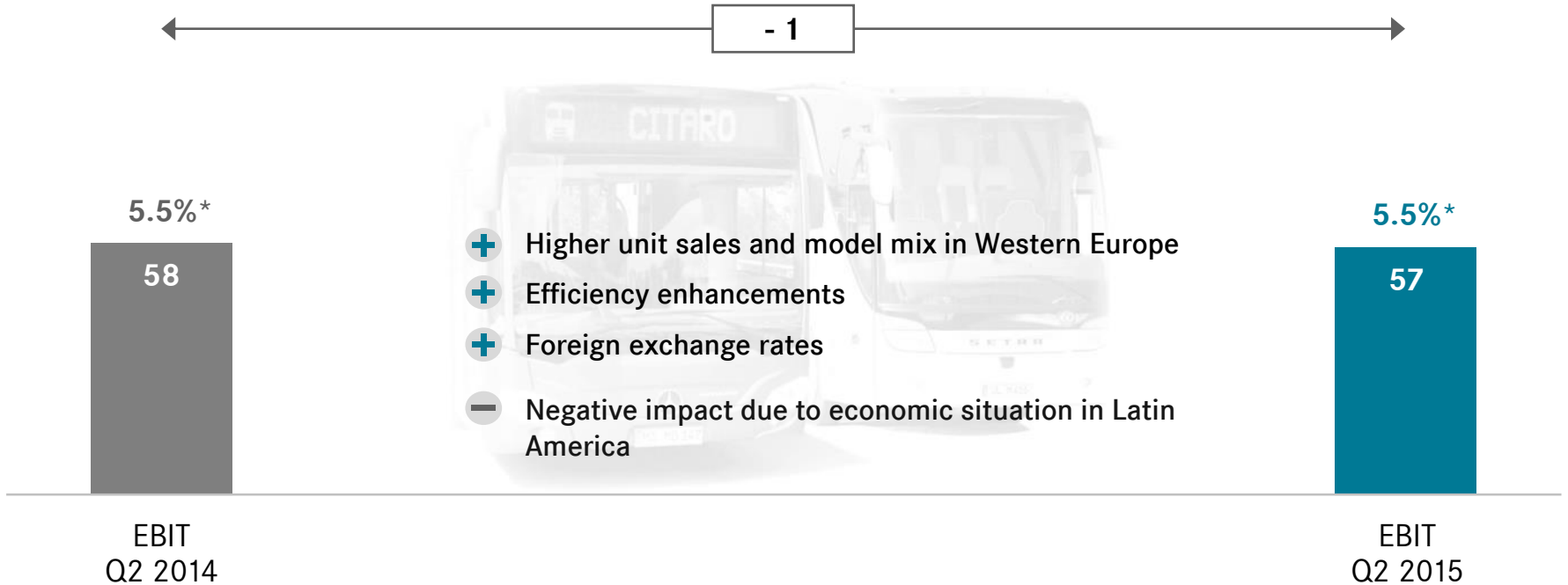
EBIT from ongoing business

- in millions of euros -



Daimler Buses: EBIT from ongoing business

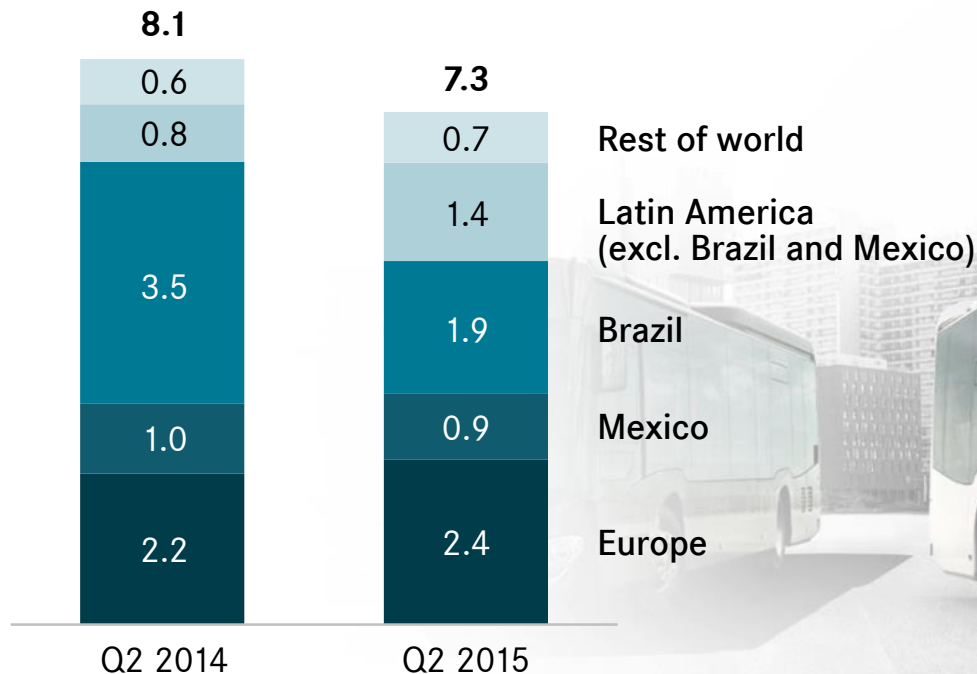
- in millions of euros -



* Return on sales

Daimler Buses: higher demand for complete buses, lower demand for bus chassis

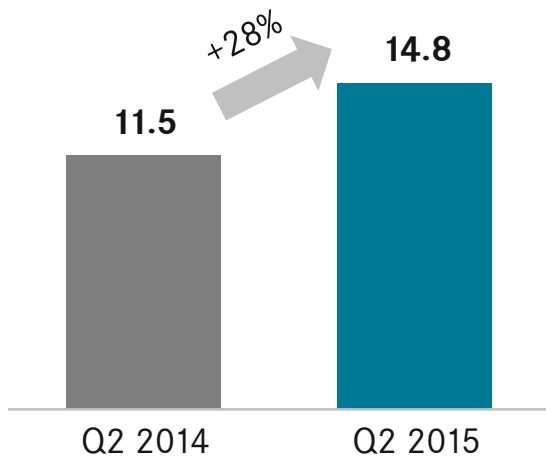
- in thousands of units -



Daimler Financial Services: further business growth

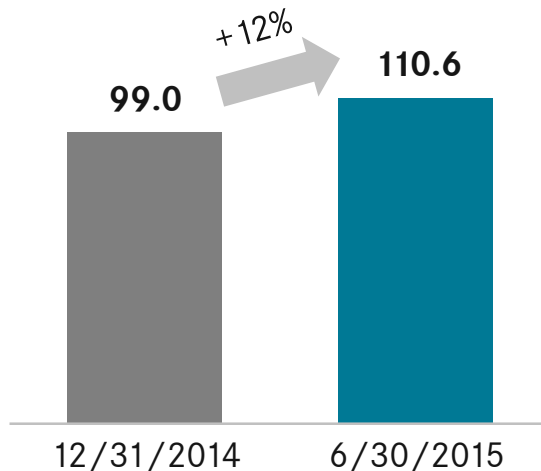
New business

- in billions of euros -



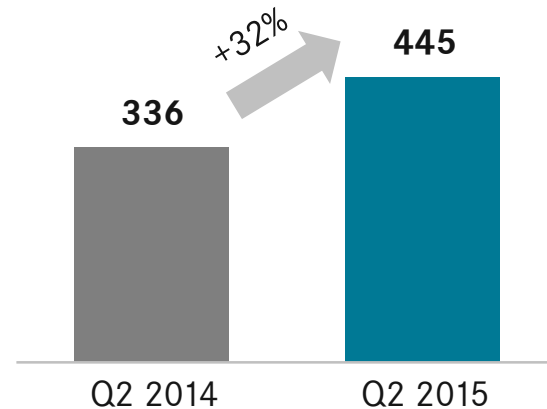
Contract volume

- in billions of euros -



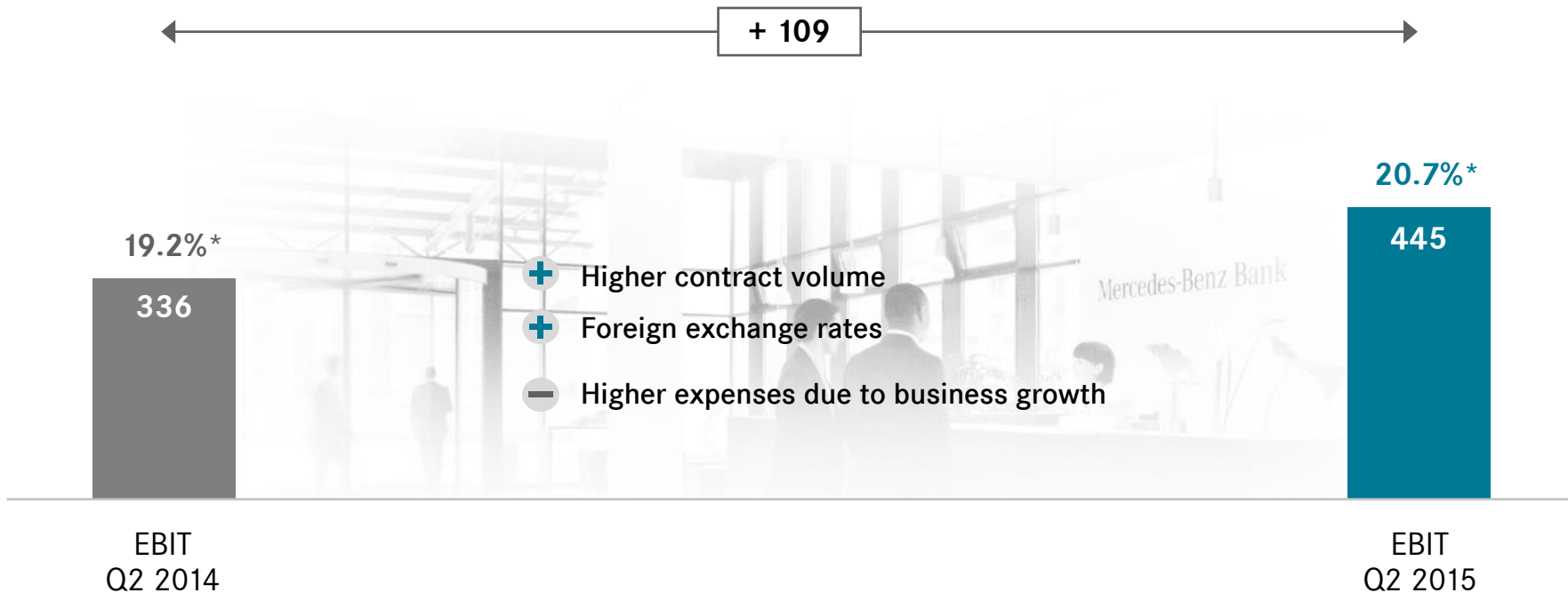
EBIT from ongoing business

- in millions of euros -



Daimler Financial Services: EBIT from ongoing business

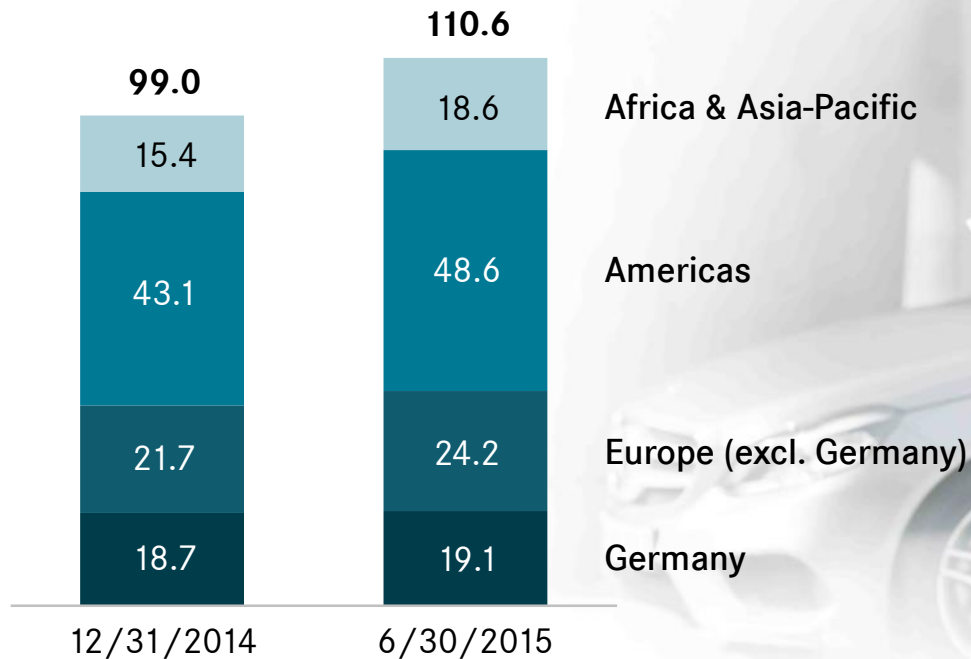
- in millions of euros -



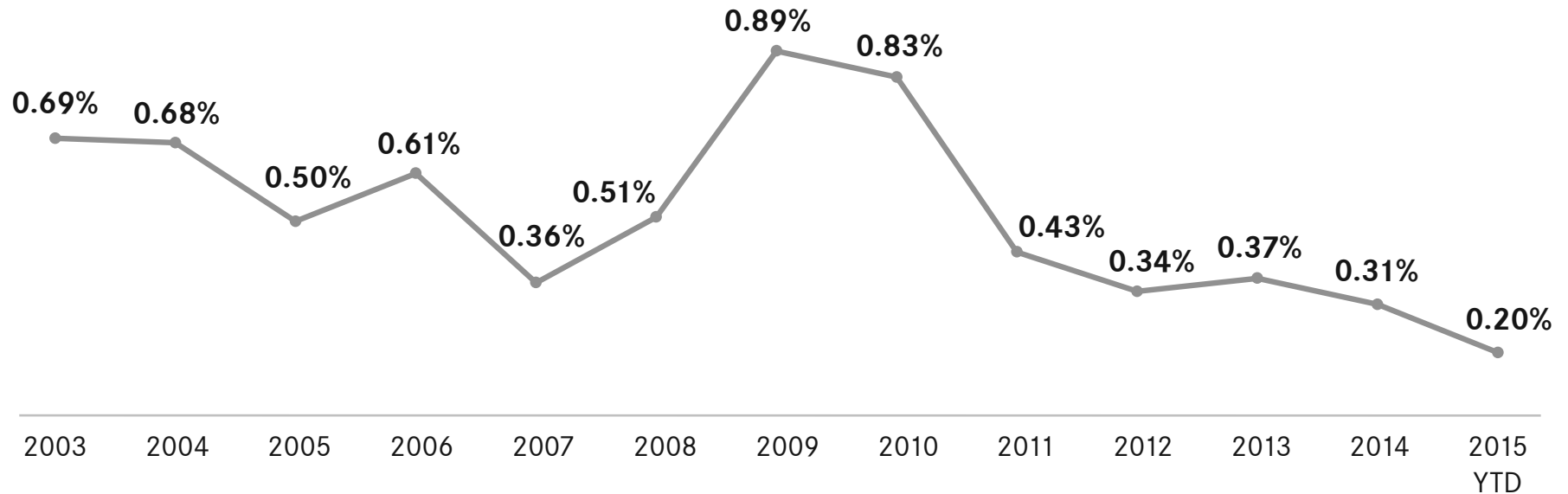
* Return on equity

Daimler Financial Services: growth in all regions

- in billions of euros -



Daimler Financial Services: net credit losses* at low level



* as a percentage of portfolio, subject to credit risk

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 and increasing uncertainty in the euro zone; an increase in political tension in Eastern Europe; 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 preferences towards smaller, lower-margin vehicles; 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 for 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 for 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 and Opportunity Report” in the current Annual Report. If any of these risks and uncertainties materializes 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 date of publication.