

DAIMLER

Q3 and January-September 2015 Results.

October 22, 2015

Contents

RESULTS FOR Q3 2015

OUTLOOK FOR 2015

DEVELOPMENTS AT THE DIVISIONS

Highlights of Q3 2015

Group unit sales	720,000	+13%
Highest unit sales so far at Mercedes-Benz Cars	508,400	+18%
Increase in EBIT from ongoing business	€3.7bn	+31%

World premieres at the IAA 2015 of S-Class Cabriolet, C-Class Coupé and smart cabrio

World premiere of the new generation of the Euro VI engine OM 471 for Mercedes-Benz heavy-duty trucks

Presentation of the new Mercedes-Benz Citaro NGT

Agreement on joint acquisition of HERE digital mapping business together with Audi AG and BMW Group

Statement on diesel emissions

Daimler does not use and has never used defeat devices which illegally limit the effectiveness of the emission control system. This applies to all of our diesel and gasoline engines worldwide.

We place great importance on conducting our business with integrity and comply with applicable laws and regulations. We reject any accusations to the contrary.

We consider the diesel engine to be and remain an important fuel-efficient technology that plays a crucial part in achieving the climate goals.

We use the same SCR (selective catalytic reduction)-based technology in the EU6 diesel engines for Europe and the US market. Exhaust-specific modifications are required for the US on account of the different exhaust legislation.

We actively support the work on the Worldwide Harmonized Light Vehicles Test Procedure (WLTP) and a new measuring method for the real driving emissions (RDE).

We have already included the costs for introducing the WLTP and RDE in our development budget. The same applies to additional system costs for the introduction of future components.

Key financials

– in billions of euros –

	Q3 2014	Q3 2015
Revenue	33.1	37.3
EBIT		
as reported	3.7	3.7
from ongoing business	2.8	3.7
Net profit	2.8	2.4
Earnings per share (in euros)	2.56	2.23
Net liquidity industrial business (2014: year-end)	17.0	19.5
Free cash flow industrial business (January-September)	6.8	4.8

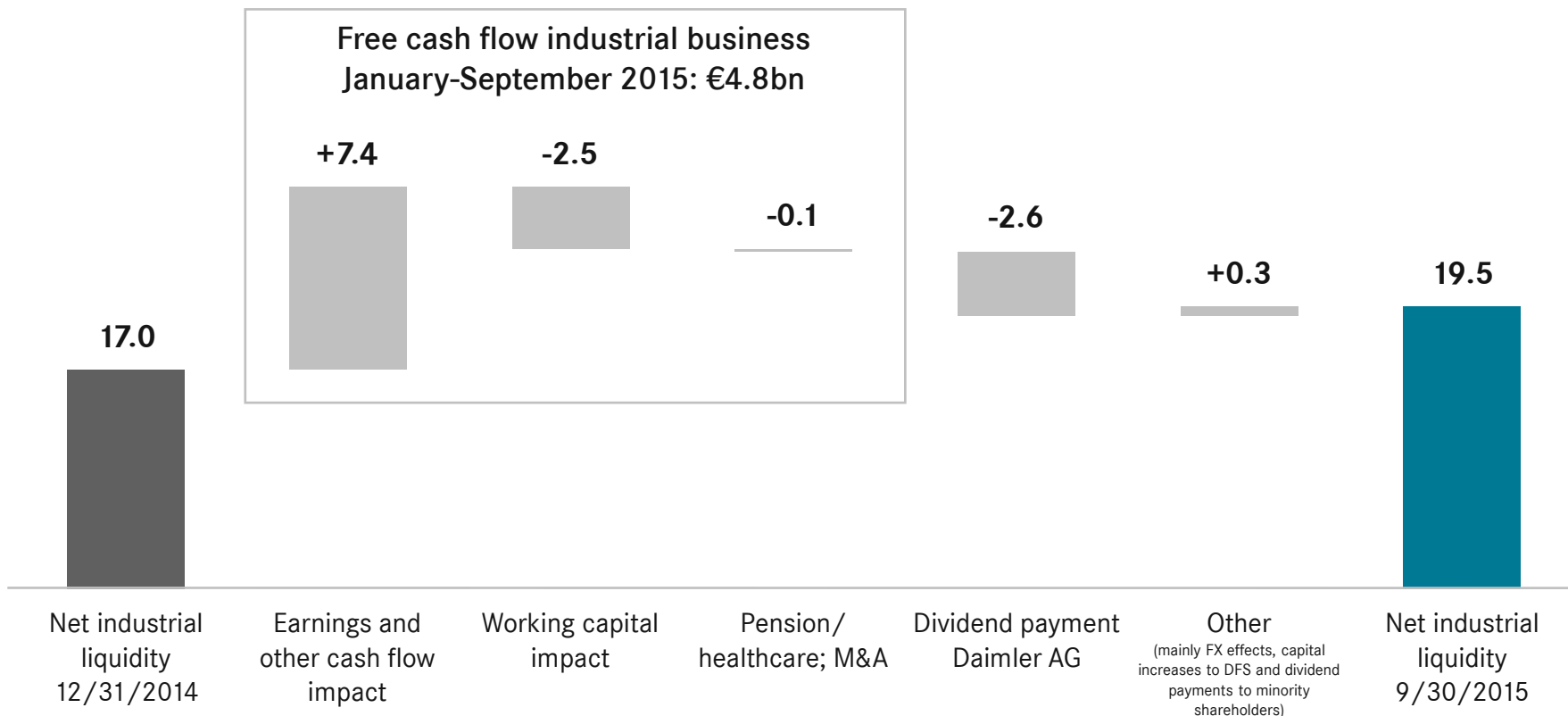
Key balance sheet figures

– in billions of euros –

Daimler Group	Dec. 31, 2014	Sept. 30, 2015
Equity ratio	22.1%	24.1%
Gross liquidity	16.3	18.4
Industrial business		
Equity ratio	40.8%	44.3%
Net liquidity	17.0	19.5

Net industrial liquidity: development through 09/2015

- in billions of euros -



Unit sales

- in thousands of units -

	Q3 2014	Q3 2015	% change
Daimler Group	637.4	720.0	+13
of which			
Mercedes-Benz Cars	431.0	508.4	+18
Daimler Trucks	125.6	128.5	+2
Mercedes-Benz Vans	72.2	75.7	+5
Daimler Buses	8.6	7.4	-14

Mercedes-Benz Cars: product highlights



New Mercedes-Benz C-Class Coupé



New smart cabrio



New Mercedes-Benz S-Class Cabriolet



Mercedes-Benz Concept IAA

Daimler Trucks: product highlights



Camper van on the basis of the Mercedes-Benz Antos



Mercedes-Benz agricultural model Arocs



1,000,000 Mercedes-Benz Actros have already been produced



The award-winning Freightliner SuperTruck Study

World premiere of Mercedes-Benz Actros with Highway Pilot on public roads



Mercedes-Benz Actros with Highway Pilot has been the first series-production truck to drive on a partially automated basis on the highway.

The multi-sensor fusion enables the truck to continually observe the entire area in front of the vehicle and to take control in certain situations.

With the Highway Pilot, the Actros keeps to its lane and maintains the optimum distance to the vehicle in front of it.

The Highway Pilot does not replace the drivers, but supports and relieves the strain on them by dealing with monotonous stretches and taking care of annoying stop-and-go driving.

Long-distance transport trucks are predestined for autonomous driving which enables a considerable increase in the efficiency of the transport sector, in particular through the reduction in TCO (total cost of ownership).

Mercedes-Benz Vans: product highlights



The new Mercedes-Benz V-Class AMG Line brings sporty design into the MPV segment

Daimler Buses: product highlights



New Mercedes-Benz Citaro NGT (Natural Gas Technology)



Mercedes-Benz Sprinter City minibuses



Setra S 511 HD: 60 years of compact coach expertise



Setra ComfortClass 500 with new 1+1 seating concept

Revenue by division

– in billions of euros –

	Q3 2014	Q3 2015	% change
Daimler Group	33.1	37.3	+13
of which			
Mercedes-Benz Cars	18.7	20.7	+11
Daimler Trucks	8.5	9.7	+14
Mercedes-Benz Vans	2.5	2.8	+9
Daimler Buses	1.0	1.0	-2
Daimler Financial Services	4.0	4.7	+18
Contract volume of Daimler Financial Services*	99.0	111.0	+12

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

EBIT by division

– EBIT in millions of euros; RoS in % –

	Q3 2014		Q3 2015	
	EBIT	RoS*	EBIT	RoS*
Daimler Group	3,732	11.6	3,661	10.1
of which				
Mercedes-Benz Cars	1,584	8.5	2,183	10.5
Daimler Trucks	588	6.9	791	8.2
Mercedes-Benz Vans	176	7.0	193	7.0
Daimler Buses	64	6.2	89	8.7
Daimler Financial Services	355	–	378	–
Reconciliation	965	–	27	–

* Return on sales; Daimler Group excluding Daimler Financial Services

EBIT from ongoing business

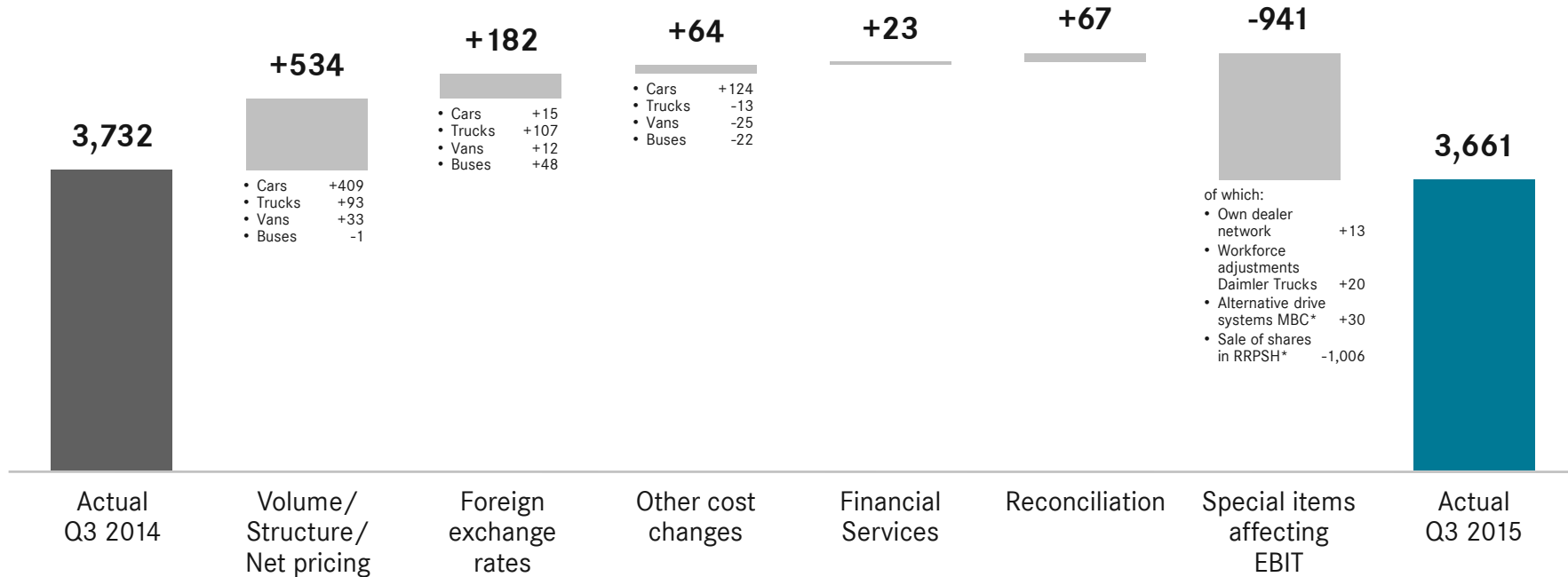
– EBIT in millions of euros; RoS in % –

	Q3 2014		Q3 2015	
	EBIT	RoS*	EBIT	RoS*
Daimler Group	2,787	8.4	3,657	10.1
of which				
Mercedes-Benz Cars	1,614	8.6	2,161	10.4
Daimler Trucks	618	7.3	805	8.3
Mercedes-Benz Vans	176	7.0	196	7.1
Daimler Buses	64	6.2	90	8.8
Daimler Financial Services	355	–	378	–
Reconciliation	-40	–	27	–

* Return on sales; Daimler Group excluding Daimler Financial Services

Group EBIT in Q3 2015

- in millions of euros -



* in Q3 2014

Special items affecting EBIT

– in millions of euros –

	Q3		January-September	
	2014	2015	2014	2015
Mercedes-Benz Cars				
Restructuring of own dealer network *	-	+21	-	-15
Relocation of headquarters of MBUSA	-	+1	-	-10
Sale of real estate in the United States	-	-	-	+87
Impairment of investments in the area of alternative drive systems	-30	-	-30	-
Daimler Trucks				
Workforce adjustments**	-30	-10	-106	-35
Restructuring of own dealer network *	-	-4	-	-23
Sale of Atlantis Foundries	-	-	-	-55
Mercedes-Benz Vans				
Restructuring of own dealer network *	-	-3	-	-11
Relocation of headquarters of MBUSA	-	-	-	-2
Reversal of impairment of investment in FBAC	-	-	+61	-

* We expect expenses for the restructuring of the sales organization in Germany in a total of up to €400 million in 2015 and 2016.

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

Special items affecting EBIT

– in millions of euros –

	Q3		January-September	
	2014	2015	2014	2015
Daimler Buses				
Business repositioning	-	-	-9	-
Restructuring of own dealer network*	-	-1	-	-2
Reconciliation				
Measurement of put option for RRPSH	-	-	-118	-
Sale of shares in RRPSH	+1,006	-	+1,006	-
Remeasurement of Tesla shares	-	-	+718	-
Hedge of Tesla share price	-1	-	-230	-

* We expect expenses for the restructuring of the sales organization in Germany in a total of up to €400 million in 2015 and 2016.

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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



C-Class Coupé

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 the prior year level
	Western Europe	significant growth
	USA	slight growth
	China	Slight growth
Medium- and heavy-duty truck markets	NAFTA region	+10 to 15%
	Europe	+10 to 15%
	Japan*	around the prior year level
	Brazil	up to -50%
	Indonesia*	up to -35%
Van markets	Europe	mid-size/large vans: significant growth small vans: slight growth
Bus markets	Europe	slight growth
	Brazil	at least -35%

* 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



- Slightly higher unit sales due to strong product portfolio
- Continued strong sales development in NAFTA region
- Further growth due to product launches in India



- 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
- Positive 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



Slightly 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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RESULTS FOR Q3 2015

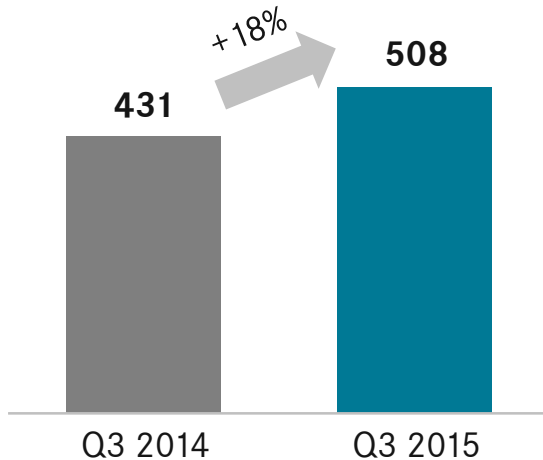
OUTLOOK FOR 2015

DEVELOPMENTS AT THE DIVISIONS

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

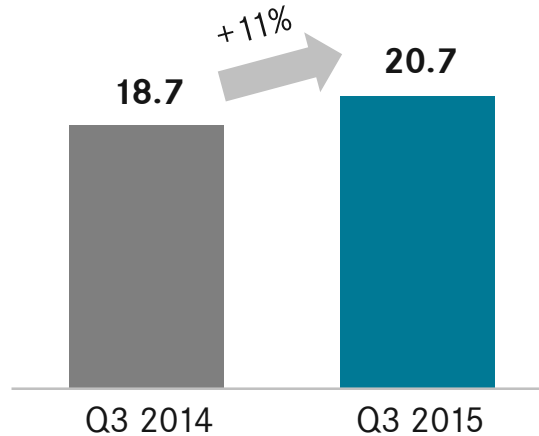
Unit sales

- in thousands of units -



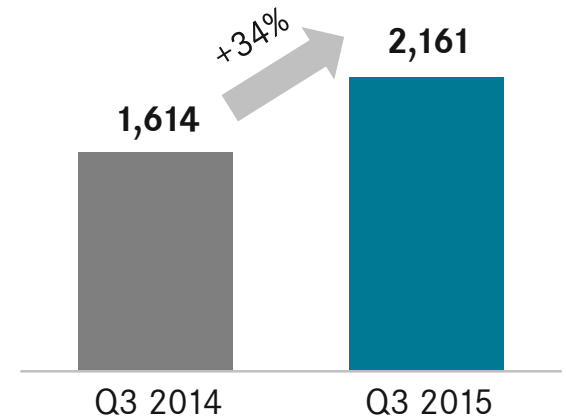
Revenue

- in billions of euros -



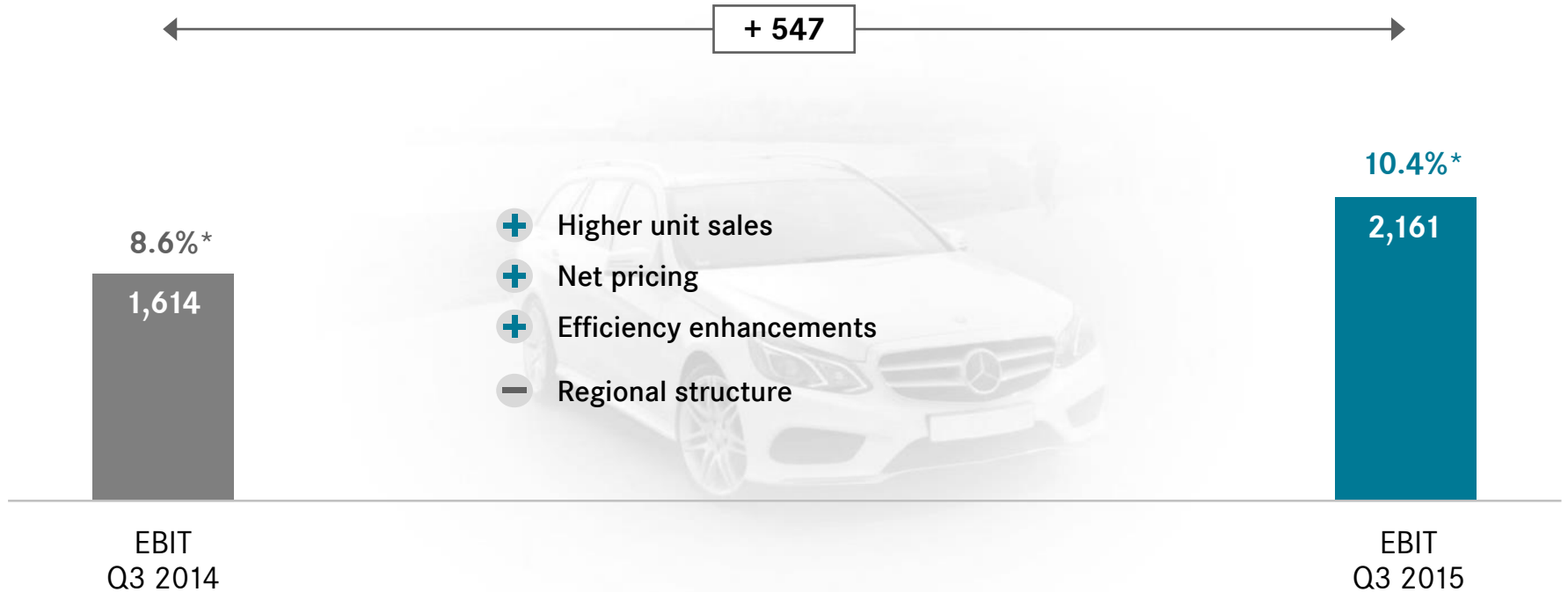
EBIT from ongoing business

- in millions of euros -



Mercedes-Benz Cars: EBIT from ongoing business

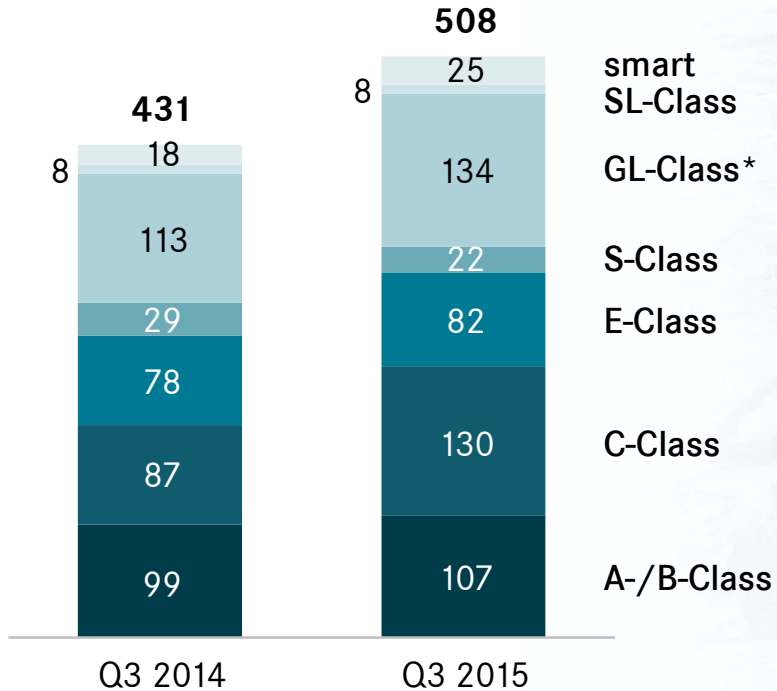
- in millions of euros -



* Return on sales

Mercedes-Benz Cars: sales volume at new record level

- in thousands of units -

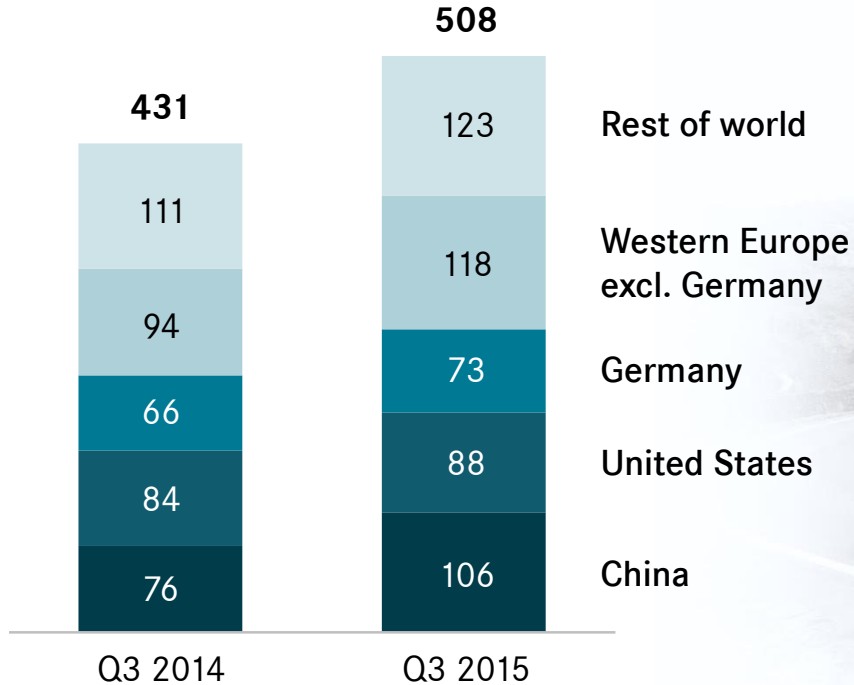


* incl. GLA



Mercedes-Benz Cars: balanced sales structure

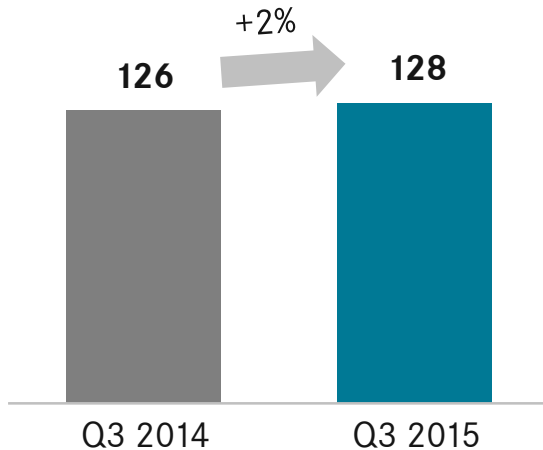
- Unit sales in thousands -



Daimler Trucks: successful development in heterogeneous market environment

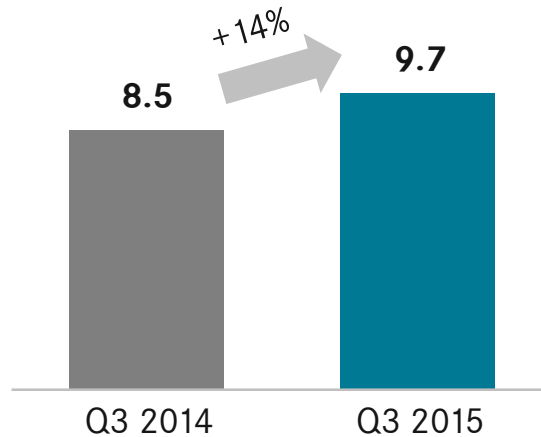
Unit sales

- in thousands of units -



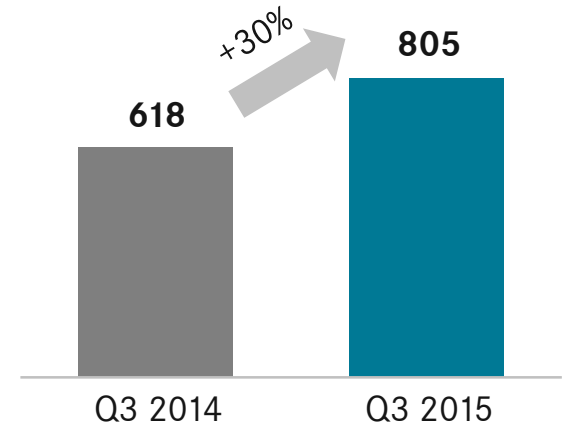
Revenue

- in billions of euros -



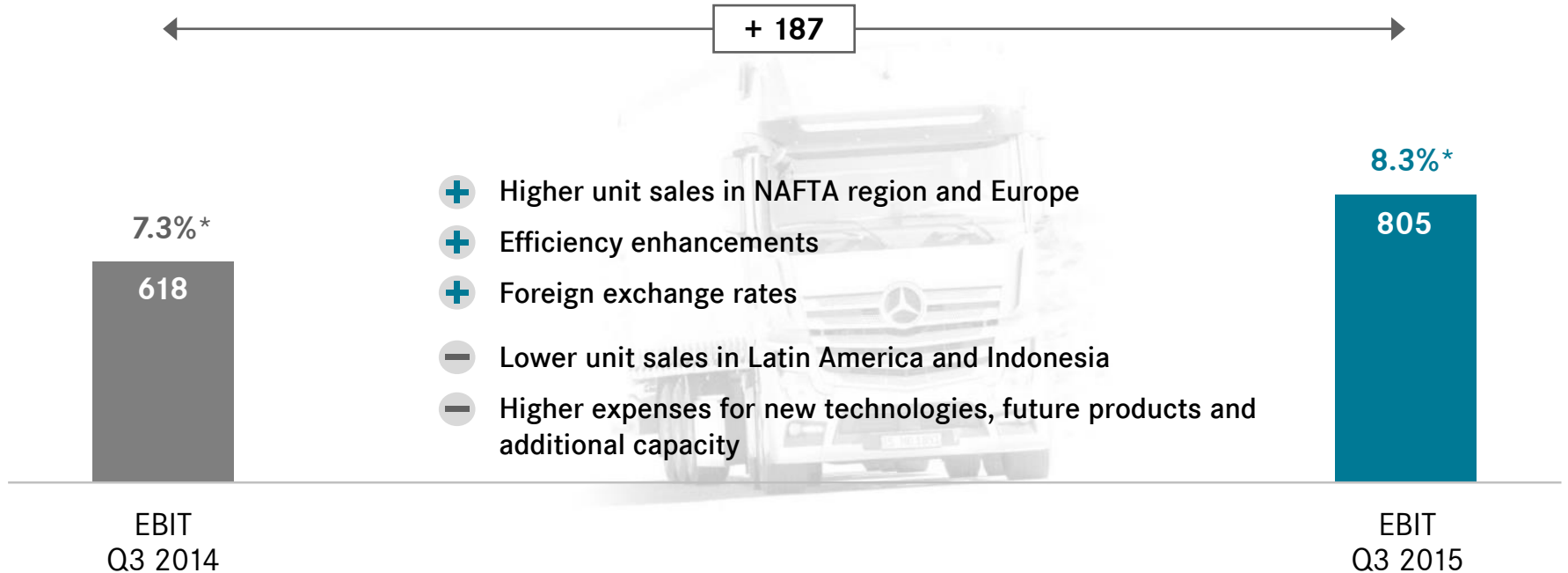
EBIT from ongoing business

- in millions of euros -



Daimler Trucks: EBIT from ongoing business

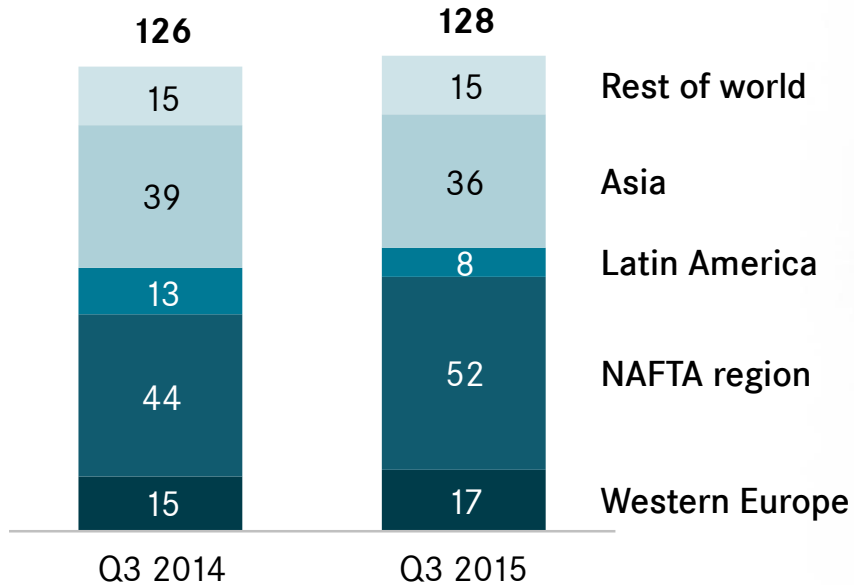
- in millions of euros -



* Return on sales

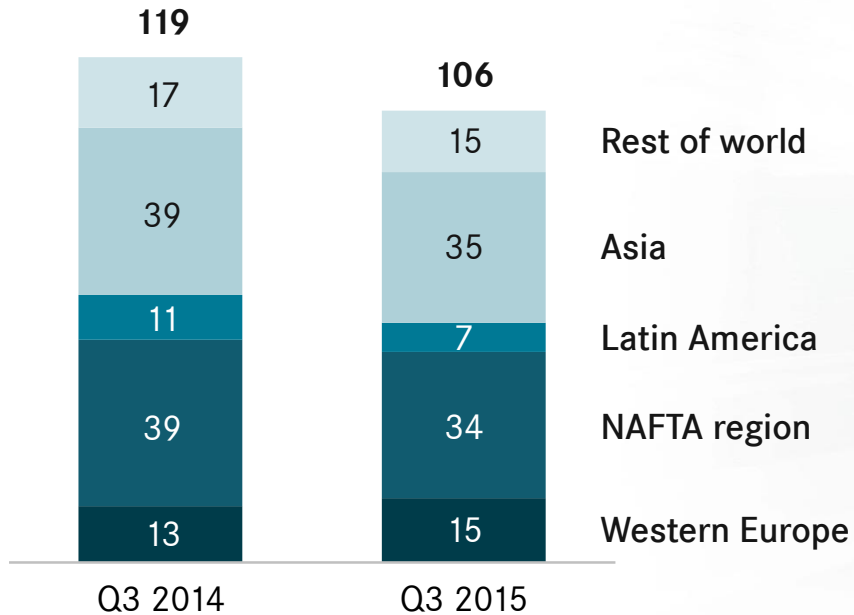
Daimler Trucks: sales growth in NAFTA region and Western Europe

- in thousands of units -



Daimler Trucks: incoming orders below prior-year level

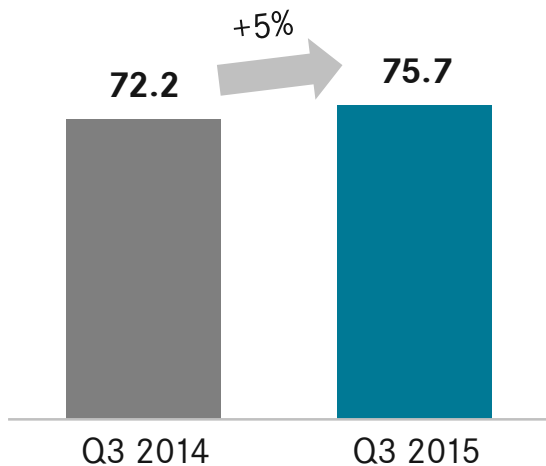
- in thousands of units -



Mercedes-Benz Vans: success in volatile markets

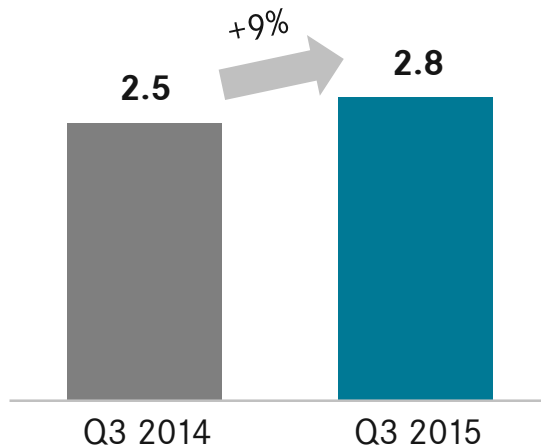
Unit sales

- in thousands of units -



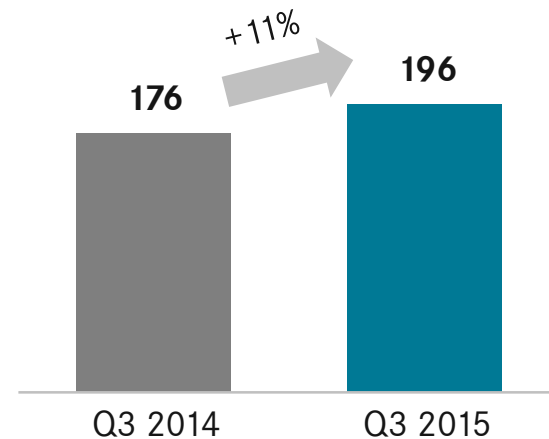
Revenue

- in billions of euros -



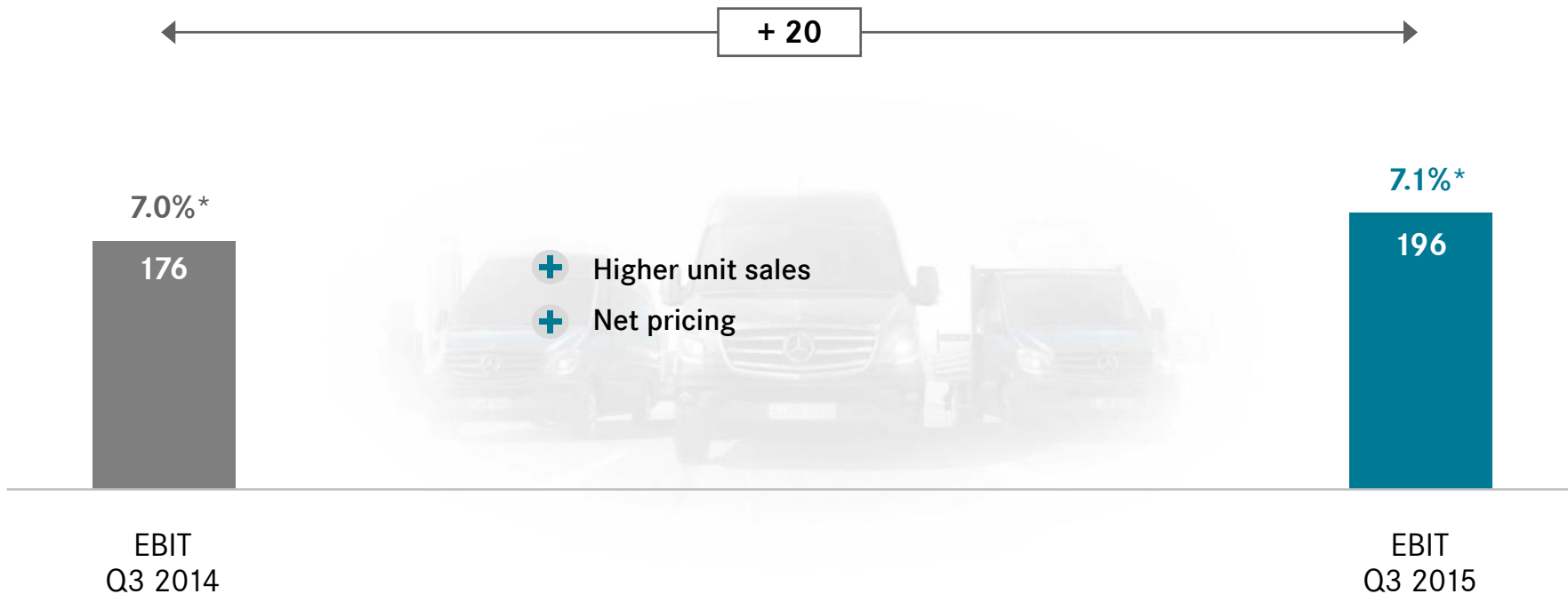
EBIT from ongoing business

- in millions of euros -



Mercedes-Benz Vans: EBIT from ongoing business

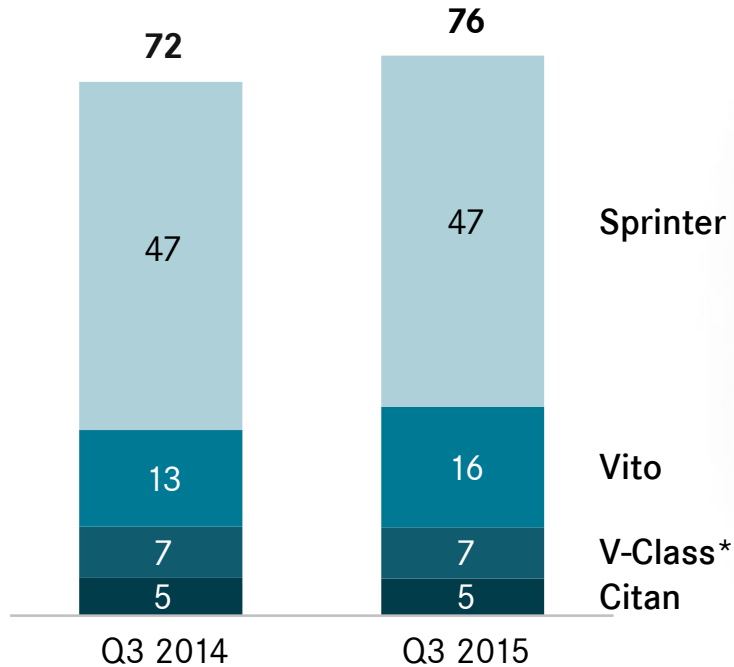
- in millions of euros -



* Return on sales

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

- in thousands of units -

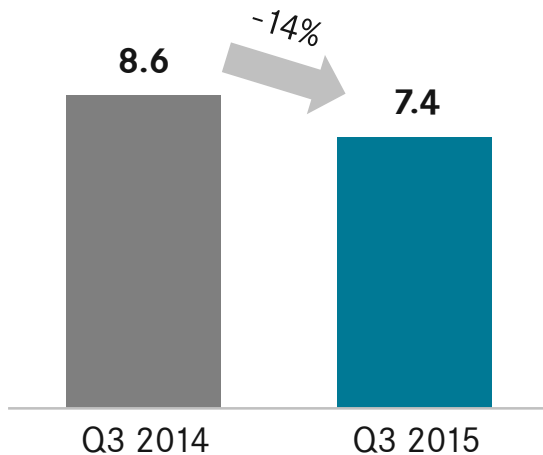


* incl. Viano

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

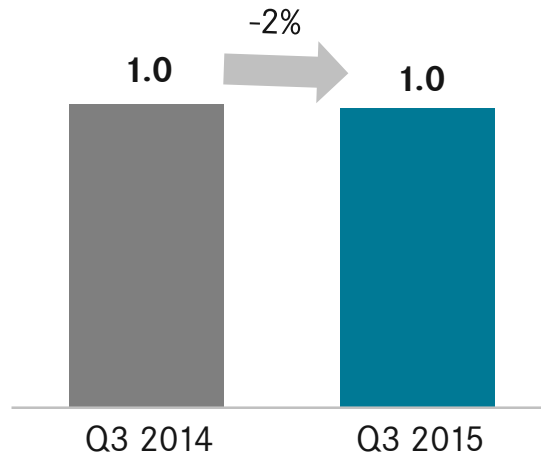
Unit sales

- in thousands of units -



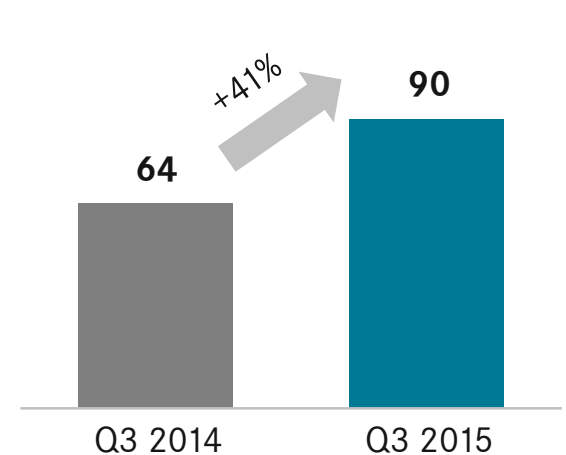
Revenue

- in billions of euros -



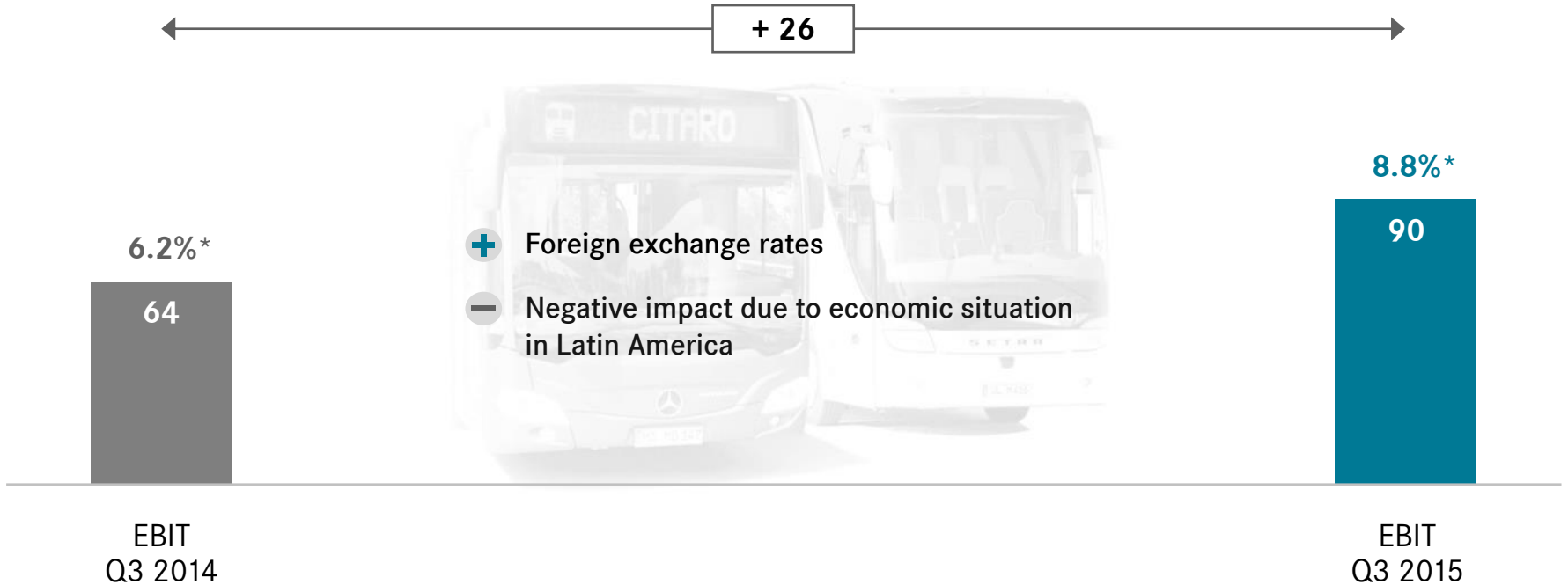
EBIT from ongoing business

- in millions of euros -



Daimler Buses: EBIT from ongoing business

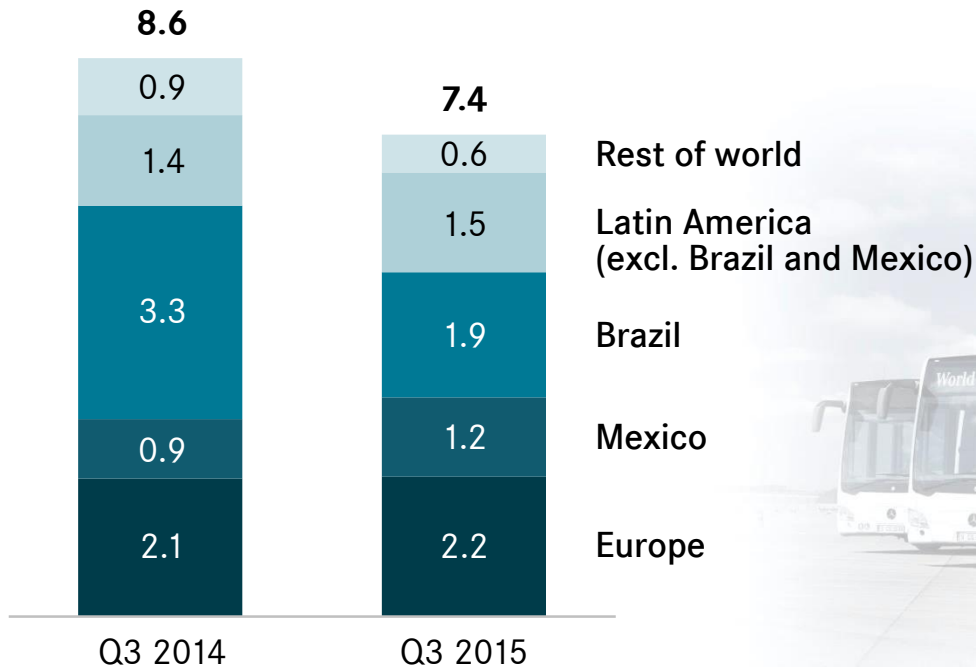
- in millions of euros -



* Return on sales

Daimler Buses: lower demand for bus chassis in Brazil

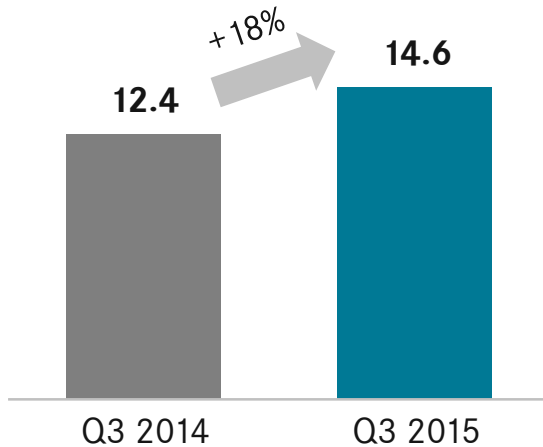
- in thousands of units -



Daimler Financial Services: further business growth

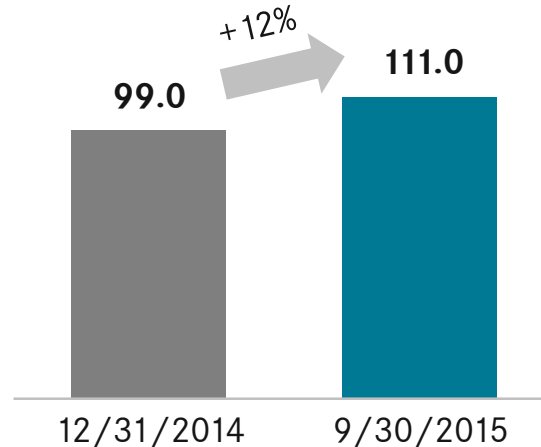
New business

- in billions of euros -



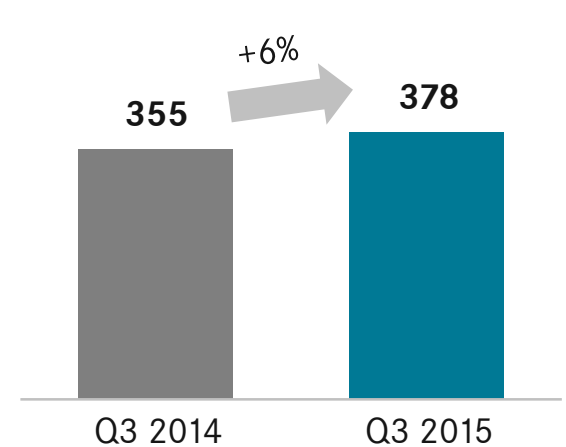
Contract volume

- in billions of euros -



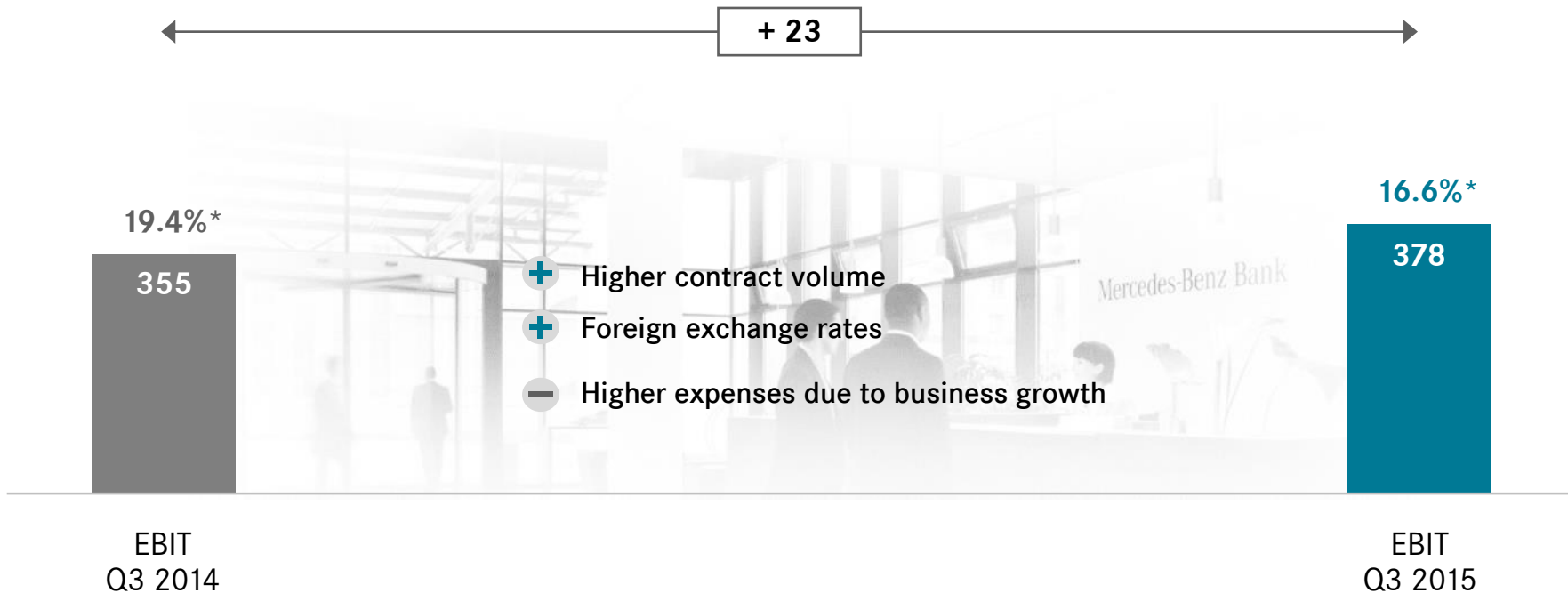
EBIT from ongoing business

- in millions of euros -



Daimler Financial Services: EBIT from ongoing business

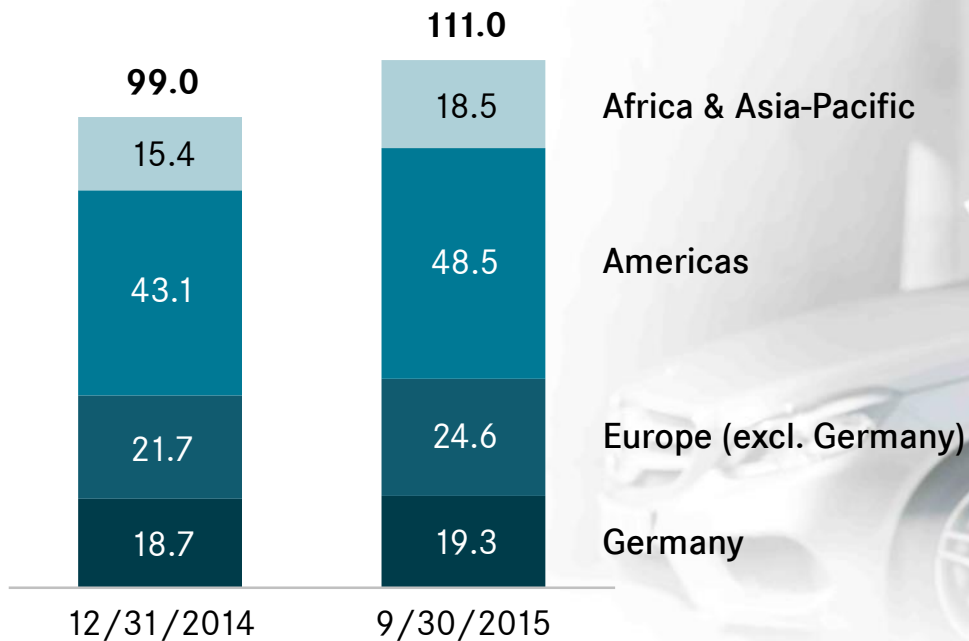
- in millions of euros -



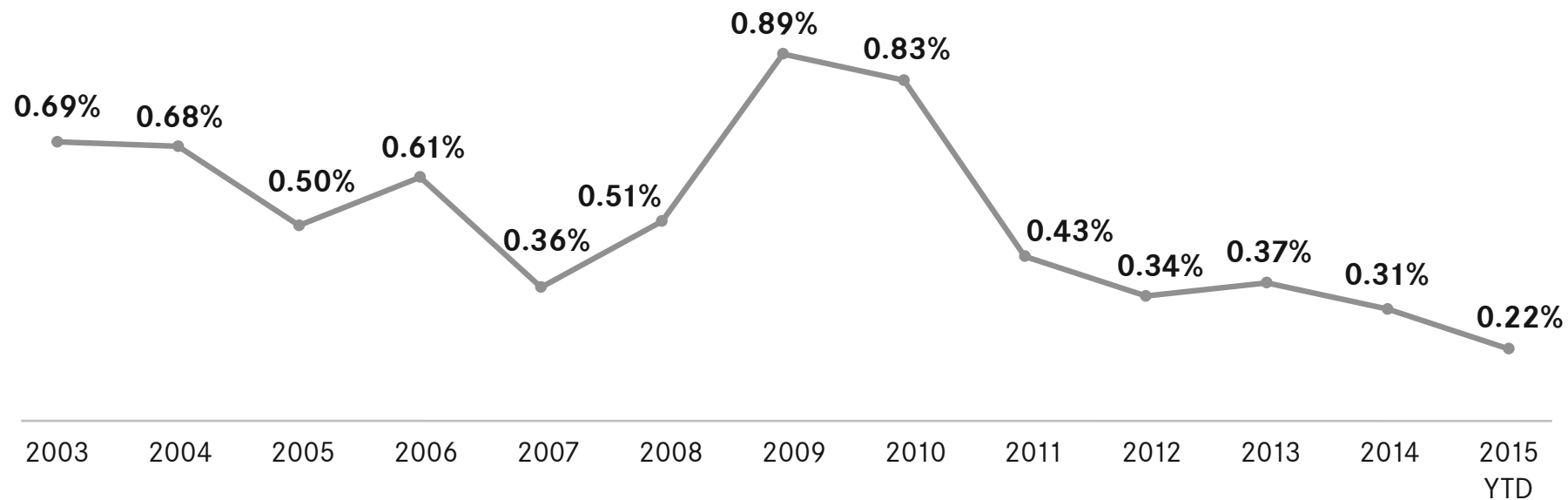
* Return on equity

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 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.