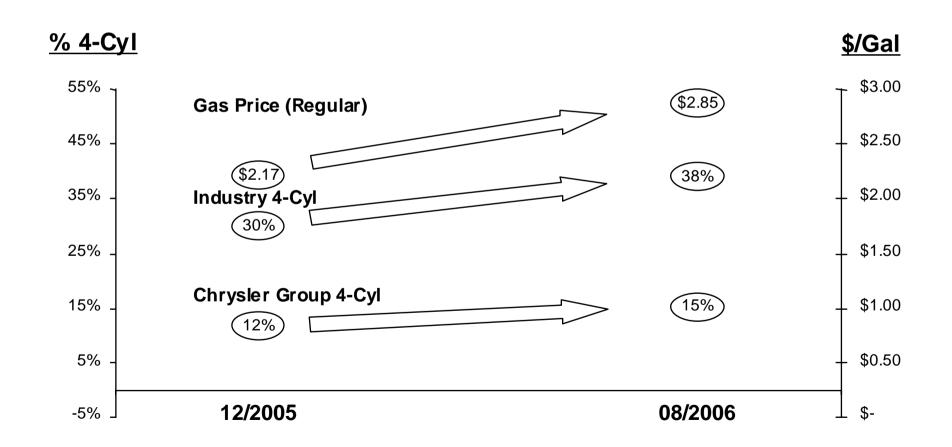
### **UPDATE ON CHRYSLER GROUP**

Dr. Dieter Zetsche

Stuttgart September 19th, 2006

### HIGHER FUEL PRICES HAVE INCREASED THE MIX OF 4-CYLINDER VEHICLE SALES. CHRYSLER GROUP'S MIX HAS ALSO INCREASED, BUT REMAINS RELATIVELY LOW



## INDUSTRY SEGMENT SALES MIX IN 2006 HAS ALSO SHIFTED AWAY FROM CHRYSLER GROUP'S PRODUCT MIX

|            | Industry <a href="mailto:substant">S</a> | % Change<br>Year-over-Yea | <u>ar</u>                              |
|------------|--|---------------------------|--|
| PICKUP     | 17%                                      |                           |  |
| SUV        | 22%                                      |                           | Represents 71% of Chrysler Group sales |
| MINIVAN    | 6%                                       |                           | Sales                                  |
| SP. TOURER | 4%                                       | 15%                       |  |
| CAR        | 46%                                      | 2%                        |  |
| OTHER      | 5%                                       | 4%                        |  |
| TOTAL      | 100%                                     |                           |  |

## CHRYSLER GROUP'S SHARE IN THE TRUCK AND SUV SEGMENTS HAVE REMAINED RELATIVELY STABLE; HOWEVER, MINIVAN SHARE HAS DECLINED.

Year-over-Year Change

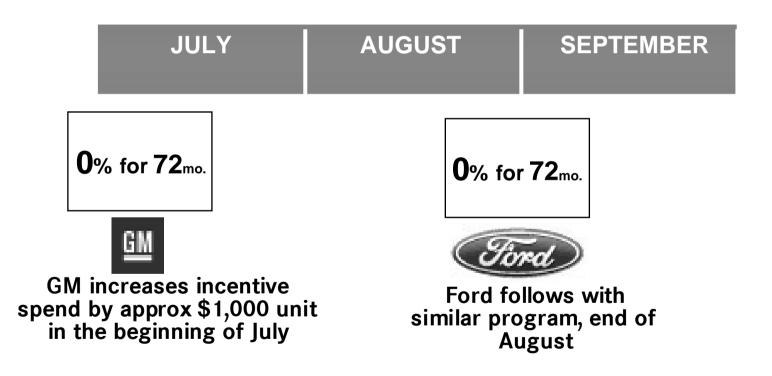
Pickup SUV Minivans

Retail of Retail Share ↑ 0.2 ppt ↓ (0.4) ppt ↓ (1.3) ppt

Memo: Large pickup Full-size SUV

↑ 0.9 ppt ↑ 1.1 ppt

## BOTH GM AND FORD LAUNCHED AGGRESSIVE 0% FINANCING PROGRAMS DURING JULY AND AUGUST. CHRYSLER GROUP ELECTED NOT TO FOLLOW



### **CHRYSLER GROUP – WHAT CHANGED SINCE JULY?**

- The Chrysler Group's prior plan was to reduce dealer inventories during the 3rd quarter from 645,000 units to around 600,000 units. Their current plan is to reduce inventories substantially further.
- The U.S. market shift towards smaller vehicles that started in the 2nd quarter continued into the 3rd quarter. The Chrysler Group's dealer inventory mix (i.e. light-duty trucks and SUV's) was not well-balanced to match this sales environment. Also, key competitors made significant price reductions (particularly on light trucks and SUV's) in July and August.
- The lower U.S. retail sales combined with the decision to reduce and better align dealer inventories with customer demands (i.e. better mix and lower levels) will result in a 3rd quarter shipment reduction of approximately 90,000 units (mostly high margin trucks and SUV's).

# SHIPMENT REDUCTIONS PLUS ECONOMIC HEADWINDS LED TO AN INCREASED LOSS PROJECTION FOR THE 3rd QUARTER

| 3rd Quarter                         |                     |                       |             |           |  |  |
|-------------------------------------|---------------------|-----------------------|-------------|-----------|--|--|
| Retail of Retail Share              | Prior Plan<br>11.2% | Current Plan<br>10.6% | n<br>= 20k↓ | Sales     |  |  |
| Retail Shipments (000)              | 380                 | 290                   | = 90k ↓     | Shipments |  |  |
| Dealer Inventory at<br>Sep 30 (000) | Approx.<br>600      | Low to Mid<br>500's   |             |           |  |  |
| Operating Profit (€bn)              | (0.5)               | (1.2)                 |             |           |  |  |

## FOR THE YEAR, THE CHRYSLER GROUP REVISED ITS OUTLOOK FROM BREAKEVEN TO €(1.0Bn)

|                                       |                     | olf 2006            |                       |           |
|---------------------------------------|---------------------|---------------------|-----------------------|-----------|
| Retail of Retail Share                | Prior Plan<br>12.6% | Current Pland 11.7% | n<br>= 75k <b>→</b> ← | Sales     |
| Retail Shipments (000)                | 840                 | 705                 | = 135k <b>+</b> ⇔     | Shipments |
| Dealer Inventory at<br>Year-End (000) | Approx.<br>580      | Low<br>500's        |                       |           |
| Operating Profit<br>Full-year (€ bn)  | Breakeven           | (1.0)               |                       |           |

### CHRYSLER GROUP – THE ROAD AHEAD

#### 4th Quarter 2006:

- Lower inventory levels will reduce dealer inventory carrying costs and allow room for new products that are expected to better match U.S. customers' shifting demands.
- Shipments in the 4th quarter are expected to increase over the 3rd quarter because of these new products and a more balanced inventory (i.e. lower overall levels combined with a better mix).
- Chrysler Group is working with its supplier base to pursue material cost reductions and continue tight control over fixed costs.

### CHRYSLER GROUP – THE ROAD AHEAD

### 2007 and Beyond:

- The annualized impact of the new products that will be launched in late 2006 are expected to increase overall sales volume in 2007.
- With the Chrysler Group's recently announced vehicle production in China and their many new entries in most of the international markets that they compete, sales are expected to grow.
- The Chrysler Group is currently examining all stages of the value chain, including structural costs, and will make appropriate adjustments if deemed necessary.
- We will address Chrysler Group's noncompetitive health care and legacy costs for both active employees and retirees in the U.S.

### **DISCLAIMER**

This presentation contains forward-looking statements that reflect management's current views with respect to future events. The words "anticipate," "assume," "believe," "estimate," "expect," "intend," "may," "plan," "project" and "should" and similar expressions identify forward-looking statements. Such statements are subject to risks and uncertainties, including, but not limited to: an economic downturn in Europe or North America; changes in currency exchange rates, interest rates and in raw-material prices; introduction of competing products; increased sales incentives; the effective implementation of our New Management Model, and the CORE program, including the new business model for smart, at the Mercedes Car Group; renewed pressure to reduce costs in light of restructuring plans announced by our major competitors in NAFTA; disruption of production or vehicle deliveries, resulting from shortages, labor strikes or supplier insolvencies; the resolution of pending governmental investigations; and decline in resale prices of used vehicles. If any of these or other risks and uncertainties occur (some of which are described under the heading "Risk Report" in DaimlerChrysler's most recent Annual Report and under the heading "Risk Factors" in DaimlerChrysler's most recent Annual Report on Form 20-F filed with the Securities and Exchange Commission), or if the assumptions underlying any of these statements prove incorrect, then actual results may be materially different from those expressed or implied by such statements. We do not intend or assume any obligation to update any forward-looking statement, which speaks only as of the date on which it is made.