

DAIMLER

Q3 and January-September 2013 Results

Bodo Uebber

Member of the Board of Management

Finance & Controlling and Daimler Financial Services

Contents

Results for Q3 2013

Outlook for 2013

Information on the Divisions

Highlights of Q3 2013

Group unit sales	594,900	(+13%)
Record unit sales at Mercedes-Benz Cars	395,400	(+14%)
Further growth in revenue	€30.1 bn	(+5%)

- Increased market share in core markets
- Market launch of the new S-Class
- World premiere of the new Mercedes-Benz GLA
- Market launch of the new Mercedes-Benz Sprinter
- Customer Dedication initiative to strengthen focus on customers and markets

Key financials

– in billions of euros –

	Q3 2012	Q3 2013
Revenue	28.6	30.1
EBIT*		
as reported	1.9	2.2
from ongoing business	1.9	2.2
Net profit*	1.2	1.9
Earnings per share (in euros)*	1.06	1.72
Net liquidity industrial business (2012: year-end)	11.5	12.6
Free cash flow industrial business	-0.2	1.6

* 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. 42 of this presentation.

Key balance-sheet figures

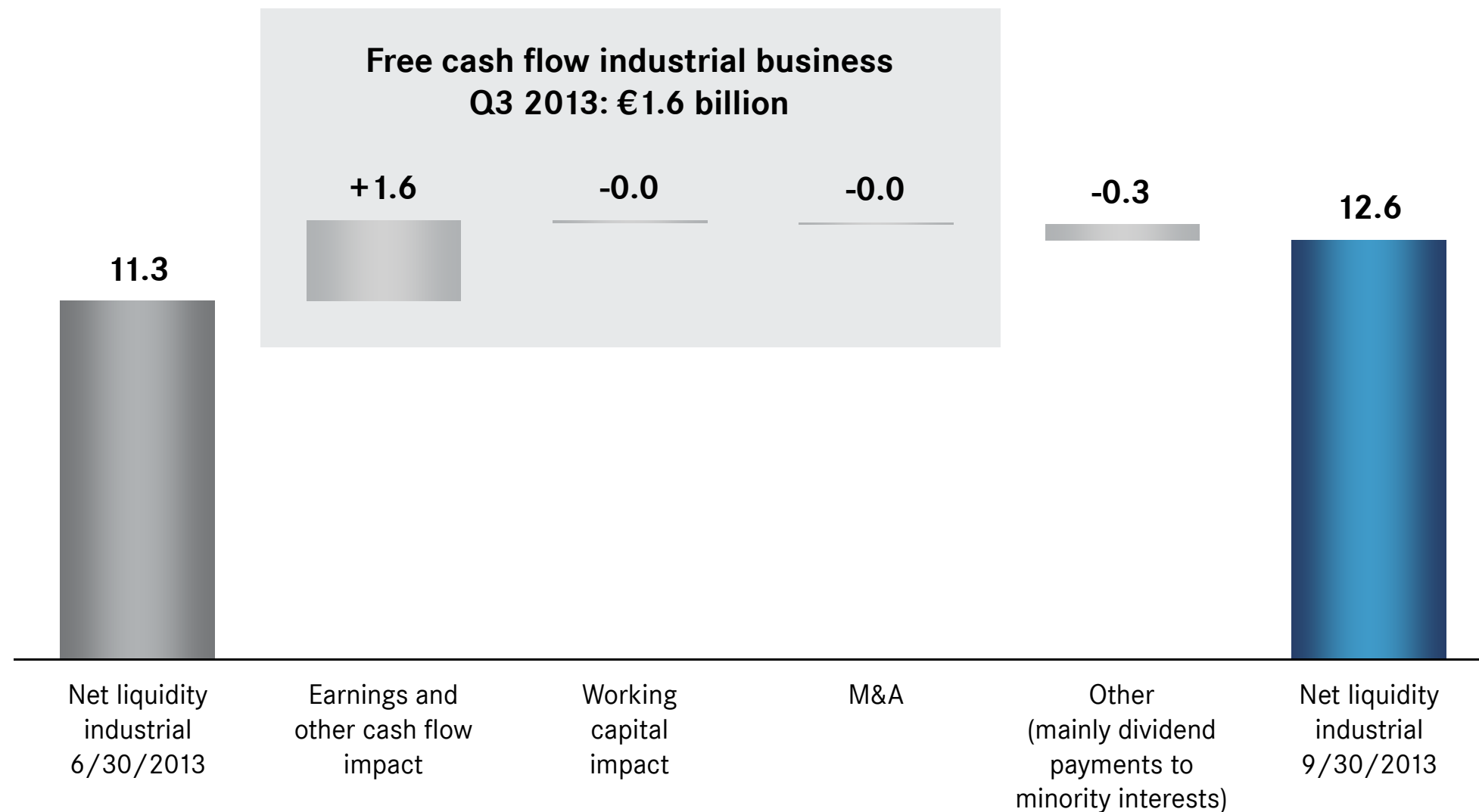
– in billions of euros –

Daimler Group	Dec. 31, 2012	Sept 30, 2013
Equity ratio	22.7%*	25.1%
Gross liquidity	16.6	17.8
Industrial business		
Equity ratio	39.8%*	43.9%
Net liquidity	11.5	12.6

* 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. 42 of this presentation.

Net industrial liquidity: development in Q3 2013

- in billions of euros -



Unit sales

- in thousands of units -

	Q3 2012	Q3 2013	% change
Daimler Group	528.6	594.9	+13
of which			
Mercedes-Benz Cars	345.4	395.4	+14
Daimler Trucks	119.1	124.5	+4
Mercedes-Benz Vans	55.7	65.3	+17
Daimler Buses	8.3	9.6	+17

Product highlights



New S-Class

Product highlights



New long-wheelbase E-Class



New CLA-Class



New GLA-Class



B-Class Electric Drive

Product highlights



New Freightliner Cascadia Evolution



New Mercedes-Benz Arocs



Fuso Canter 4x4



BharatBenz truck

Product highlights



New Mercedes-Benz Sprinter Transfer 45



Sprinter Classic for Russia



Mercedes-Benz Vito 4x4 drive



Mercedes-Benz Citan

Product highlights



Setra ComfortClass 500 "Coach of the Year 2014"



Mercedes-Benz Tourismo K



Mercedes-Benz Citaro G



New Setra TopClass 500

Revenue by segment

– in billions of euros –

	Q3 2012	Q3 2013	% change
Daimler Group	28.6	30.1	+5
of which			
Mercedes-Benz Cars	15.2	16.5	+8
Daimler Trucks	8.1	8.0	-1
Mercedes-Benz Vans	2.1	2.3	+8
Daimler Buses	1.0	1.1	+19
Daimler Financial Services	3.5	3.7	+4
Contract volume of Daimler Financial Services*	80.0	82.0	+2

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

EBIT by division

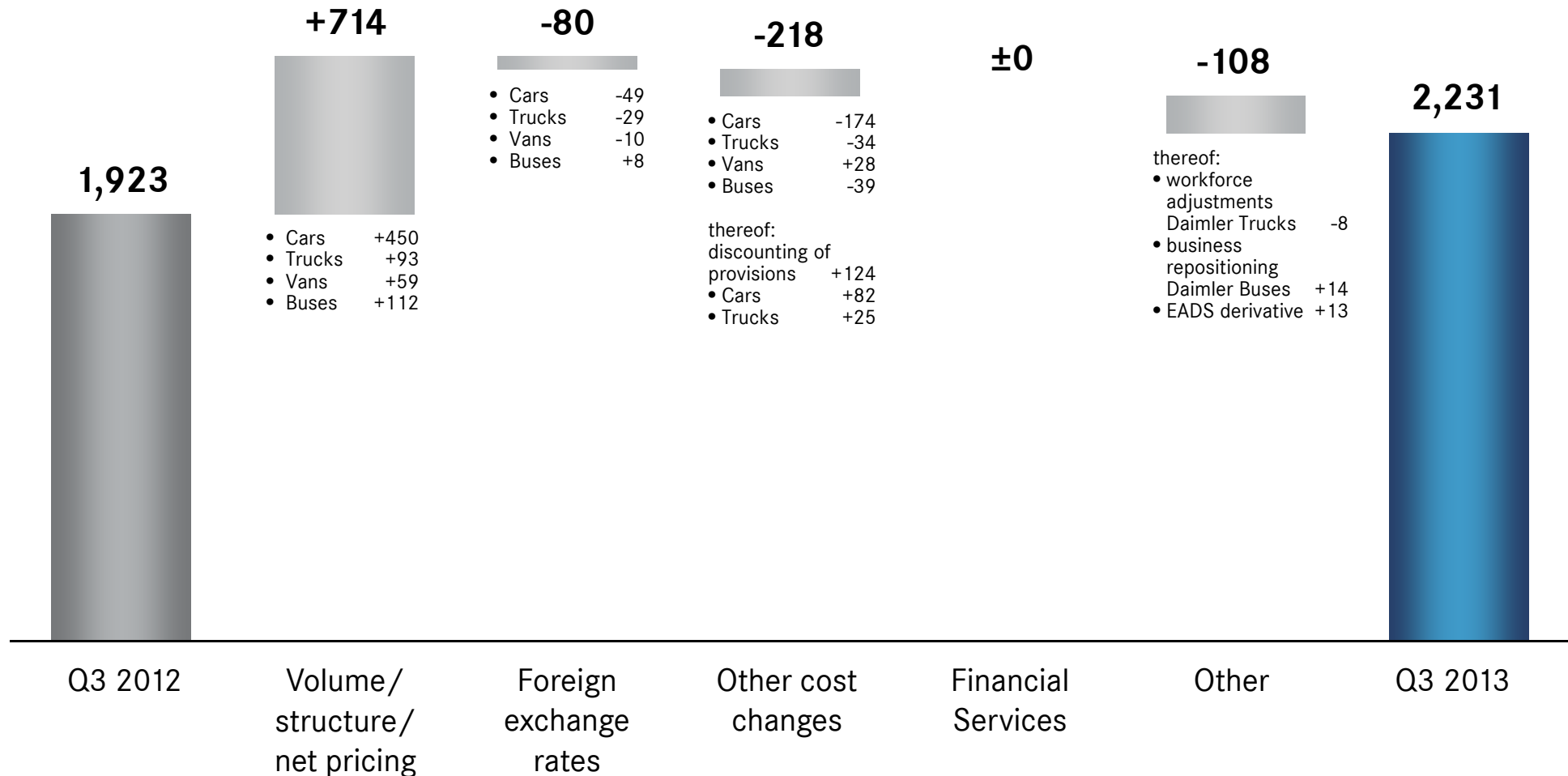
– EBIT in millions of euros; RoS in % –

	Q3 2012		Q3 2013	
	EBIT	RoS*	EBIT	RoS*
Daimler Group	1,923	6.4	2,231	7.2
of which				
Mercedes-Benz Cars	973	6.4	1,200	7.3
Daimler Trucks	501	6.2	522	6.5
Mercedes-Benz Vans	75	3.6	152	6.7
Daimler Buses	-36	-3.8	59	5.2
Daimler Financial Services	322	–	322	–
Reconciliation	88	–	-24	–

* Return on sales; Daimler Group excluding Daimler Financial Services

Group EBIT in Q3 2013

- in millions of euros -



Special items affecting EBIT

- in millions of euros -

	Q3		January-September	
	2012	2013	2012	2013
Daimler Trucks				
Workforce adjustments*	-	-8	-	-103
Daimler Buses				
Business repositioning**	-16	-2	-98	-26
Reconciliation				
Divestiture of EADS shares	-	+13	-	+3,222

* Daimler Trucks expects special items from workforce adjustments of up to €250 million, thereof up to €150 million in 2013.

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

EBIT from ongoing business

– EBIT in millions of euros; RoS in % –

	Q3 2012		Q3 2013	
	EBIT	RoS*	EBIT	RoS*
Daimler Group	1,939	6.5	2,228	7.2
of which				
Mercedes-Benz Cars	973	6.4	1,200	7.3
Daimler Trucks	501	6.2	530	6.6
Mercedes-Benz Vans	75	3.6	152	6.7
Daimler Buses	-20	-2.1	61	5.4
Daimler Financial Services	322	–	322	–
Reconciliation	88	–	-37	–

* Return on sales; Daimler Group excluding Daimler Financial Services

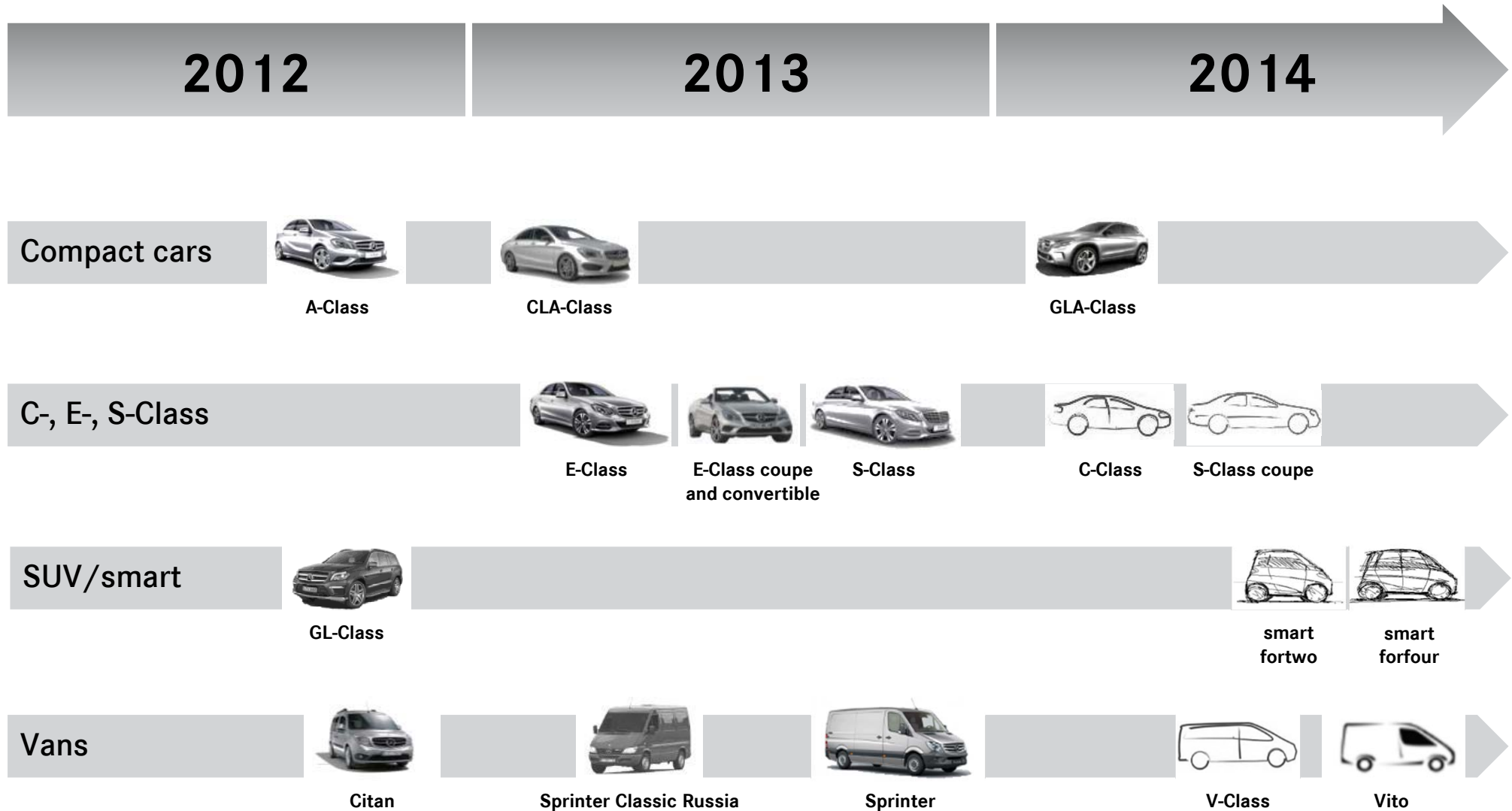
Contents

Results for Q3 2013

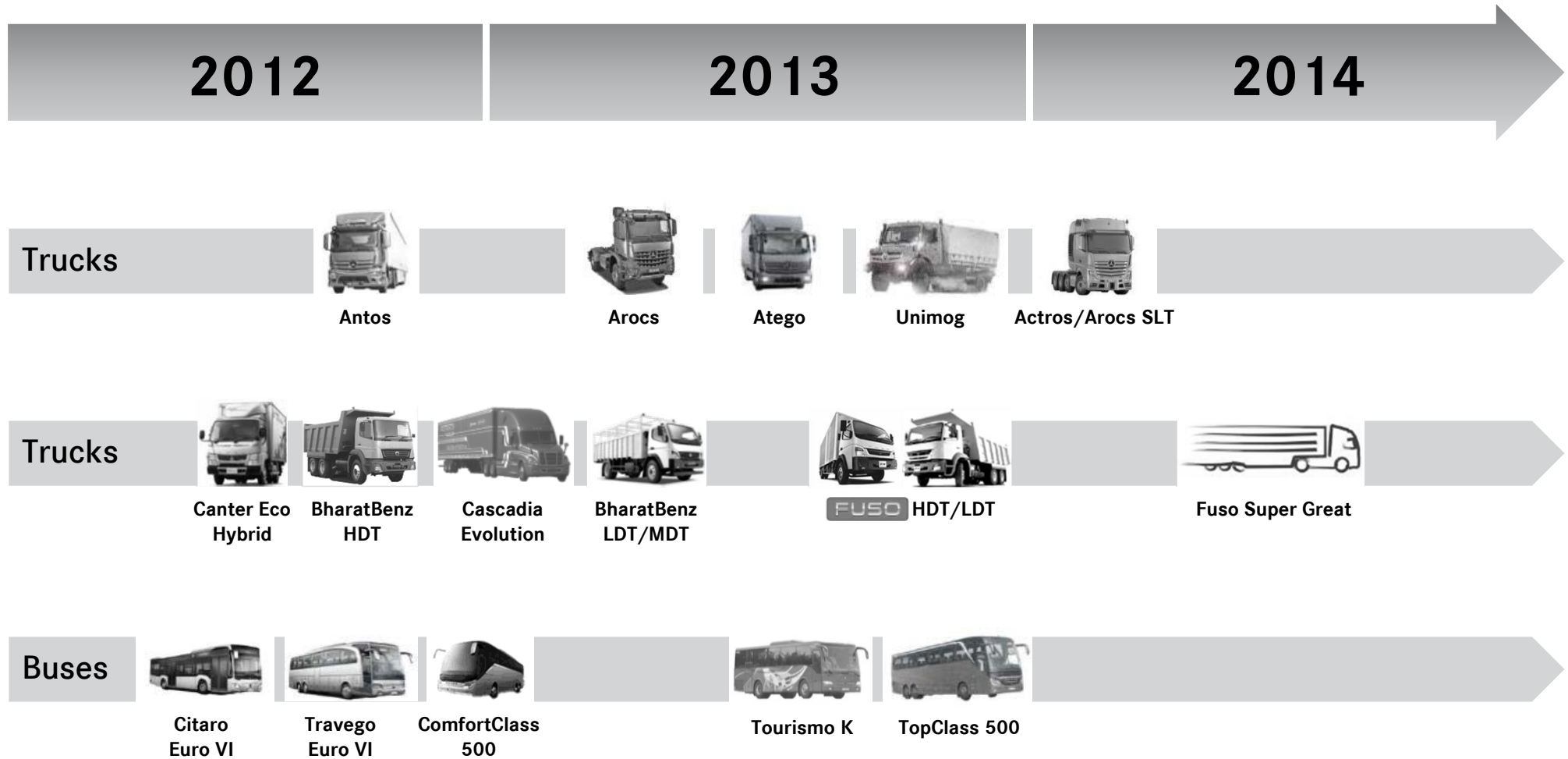
Outlook for 2013

Information on the Divisions

Launch of new vehicles – Mercedes-Benz Cars & Vans

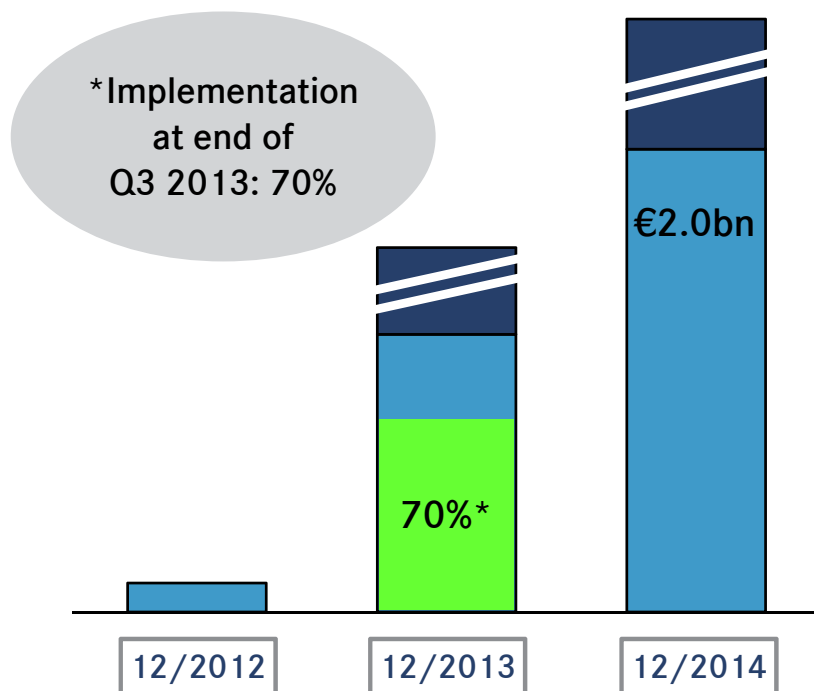
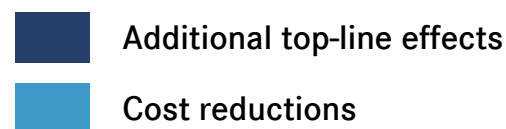


Launch of new vehicles – Daimler Trucks & Buses



Mercedes-Benz Cars: Fit for Leadership

Flight path towards benefits

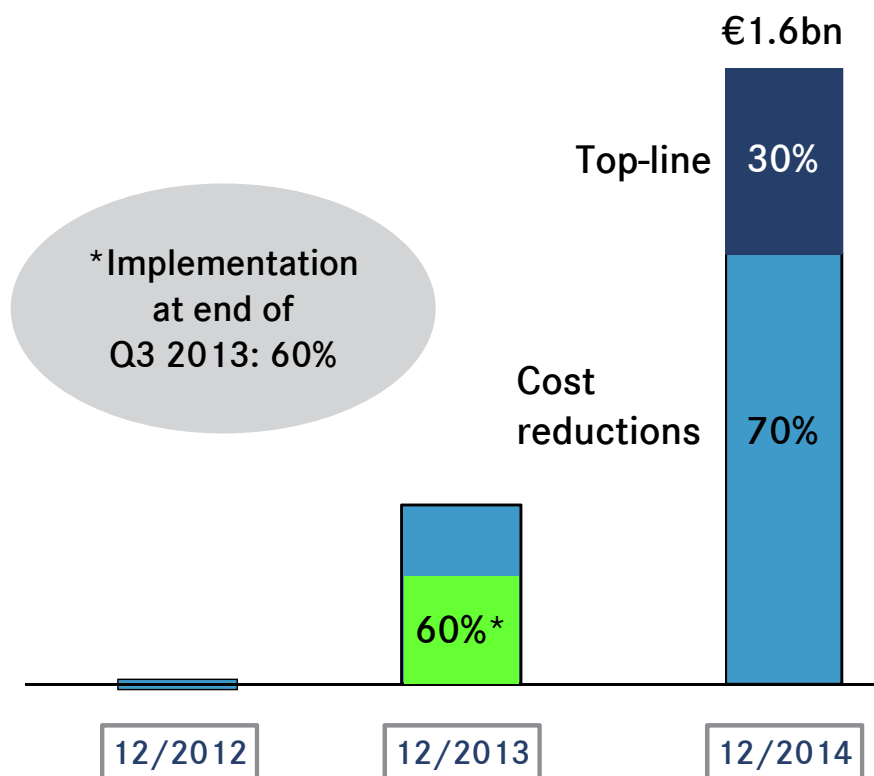


Key levers

- 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

Striving for industry leadership in all divisions



Customer Dedication initiative

More focus on customers and markets as a further element in implementing the growth strategies

The divisions will be strengthened and will receive comprehensive responsibility to manage their business efficiently

Responsibility for the main sales functions and the important sales markets will be directly anchored in each division

Sales responsibility of the divisions will make processes faster and more flexible

Cross-divisional functions will also be consistently focused on the divisions

Assumptions for automotive markets in 2013

Car markets	Global	around +3%
	Western Europe	moderate decline
	U.S./Asia	significant growth in China and USA
Truck markets	NAFTA region	up to -5%
	Europe	around -5%
	Japan	in the magnitude of the prior year
	Brazil	up to +10%
Van markets	Europe	around -5%
Bus markets	Western Europe	in the magnitude of the prior year
	Brazil	increase

Sales outlook FY 2013



- Further unit sales increase
- Strong momentum from new compact cars, new E-Class 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 Sprinter
- Launch of Sprinter Classic in Russia



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

Expectations for EBIT from ongoing business

Fourth quarter 2013:

We expect Q4 2013 Group EBIT above last year, based on the expectation of continued strong sales performance of our new models, benefits from the initiated efficiency measures, the assumptions made for the development of our key markets and less favorable currency exchange rates.

Full year 2013:

DAIMLER



We expect Group EBIT for FY 2013 of around €7.5 billion based on the following divisional EBIT:

Around €4.0 billion



Around €1.7 billion



Around €0.6 billion



Around €0.1 billion



Around €1.25 billion

Outlook for the following years:

On the basis of current market assessments, we expect improvements in EBIT from ongoing business for all automotive divisions and for the Group.

Daimler Financial Services:

Stable development of earnings anticipated.

Contents

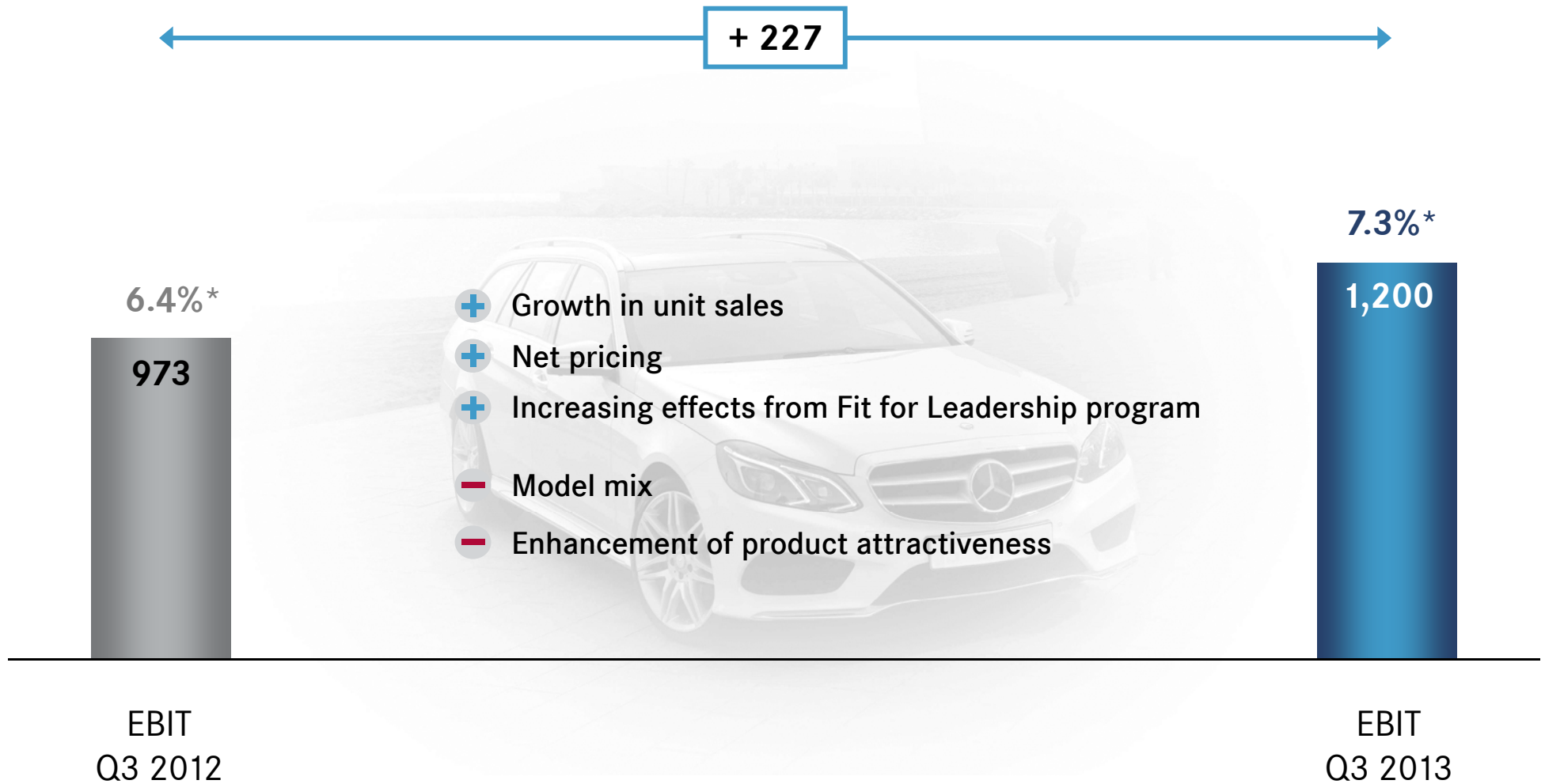
Results for Q3 2013

Outlook for 2013

Information on the Divisions

EBIT Mercedes-Benz Cars

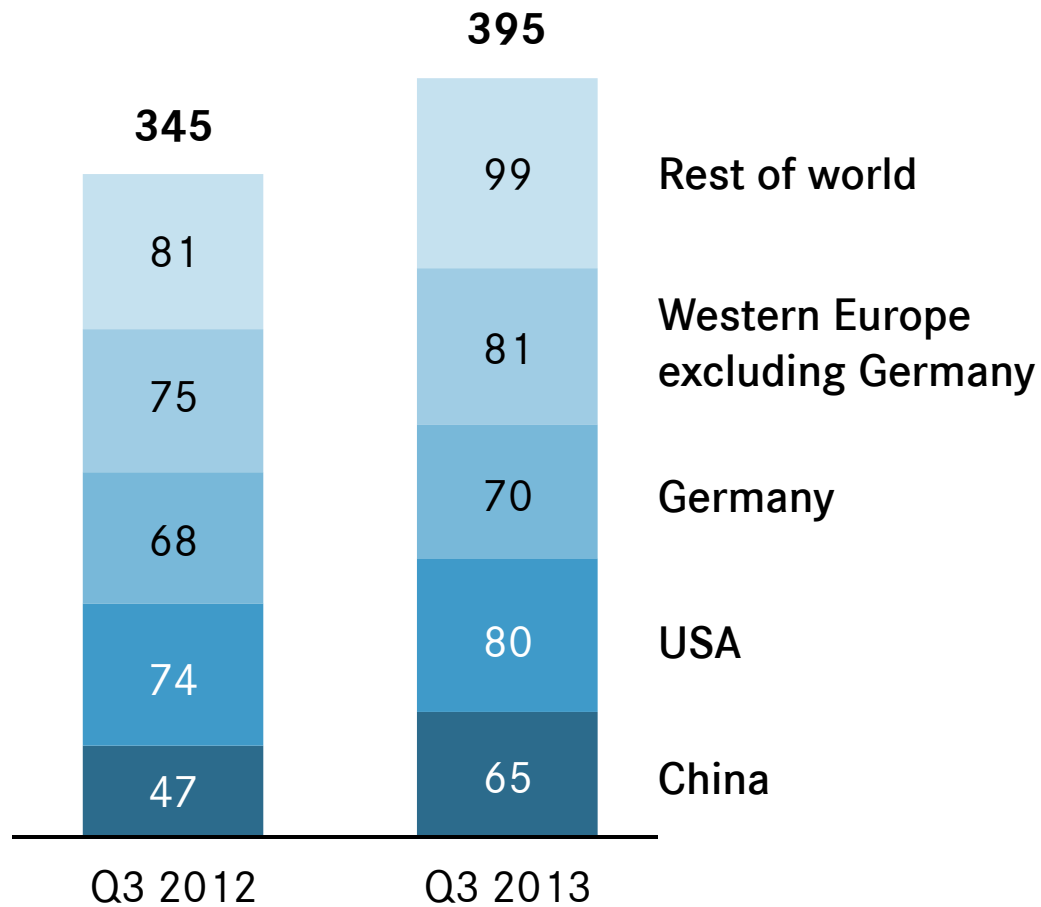
- in millions of euros -



* Return on sales

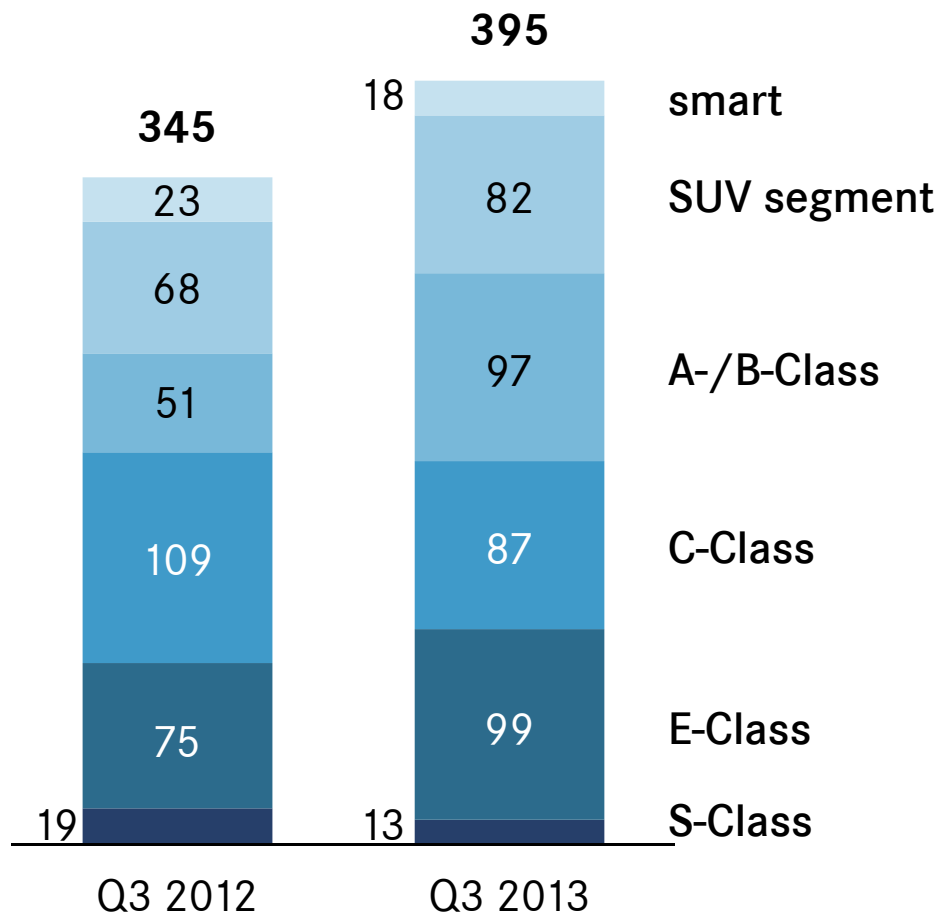
Sales record in Q3 2013 supported by all major regions

- Unit sales in thousands -



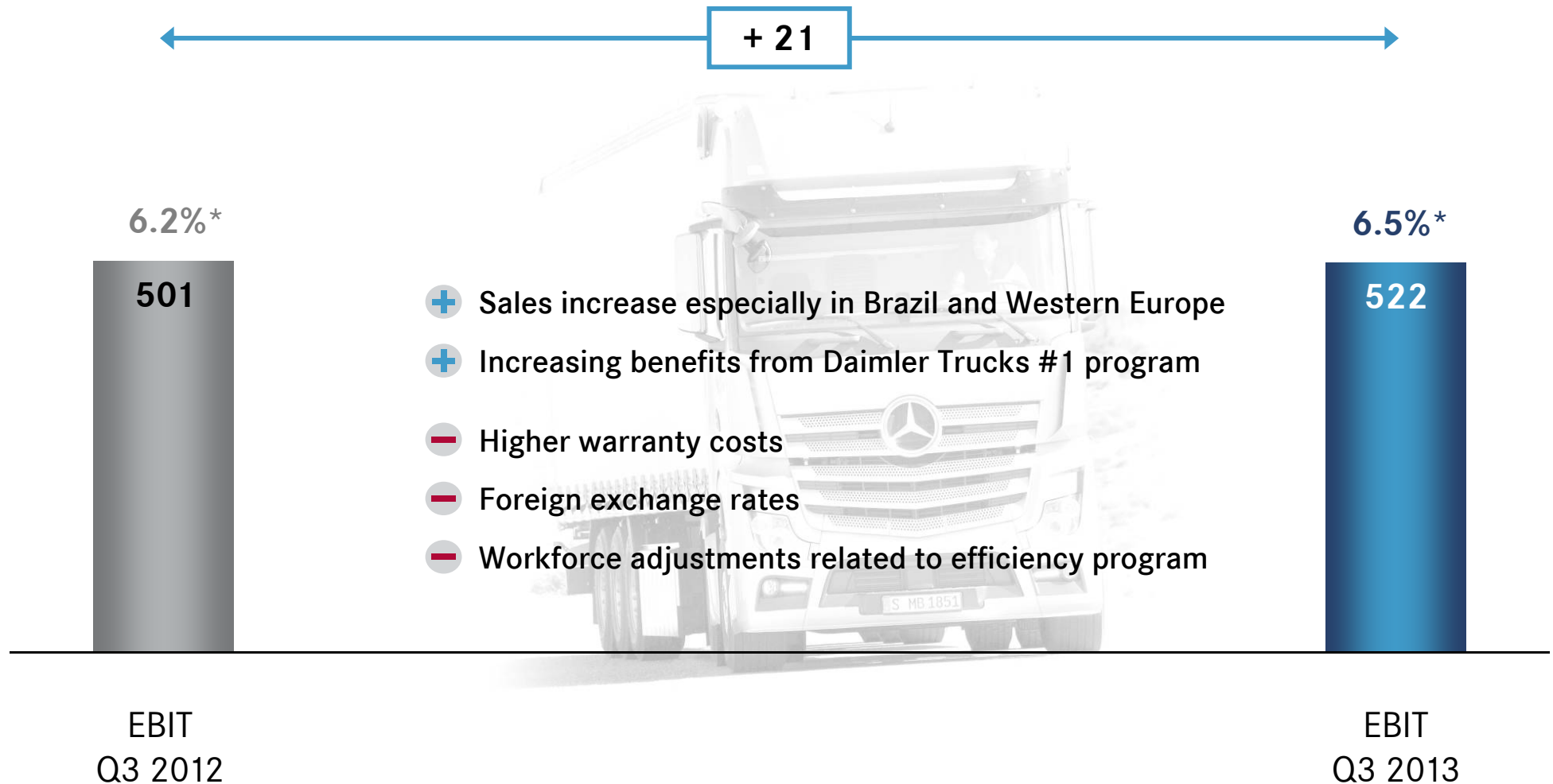
Significant increase in unit sales

- Unit sales in thousands -



EBIT Daimler Trucks

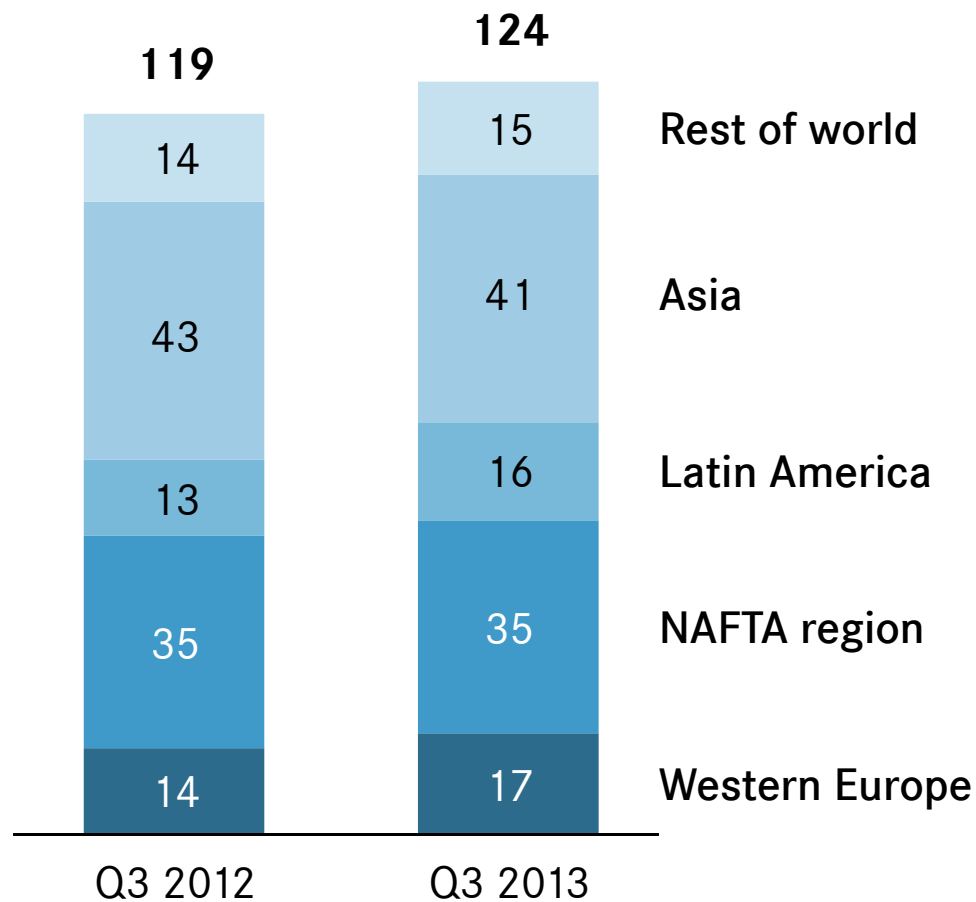
- in millions of euros -



* Return on sales

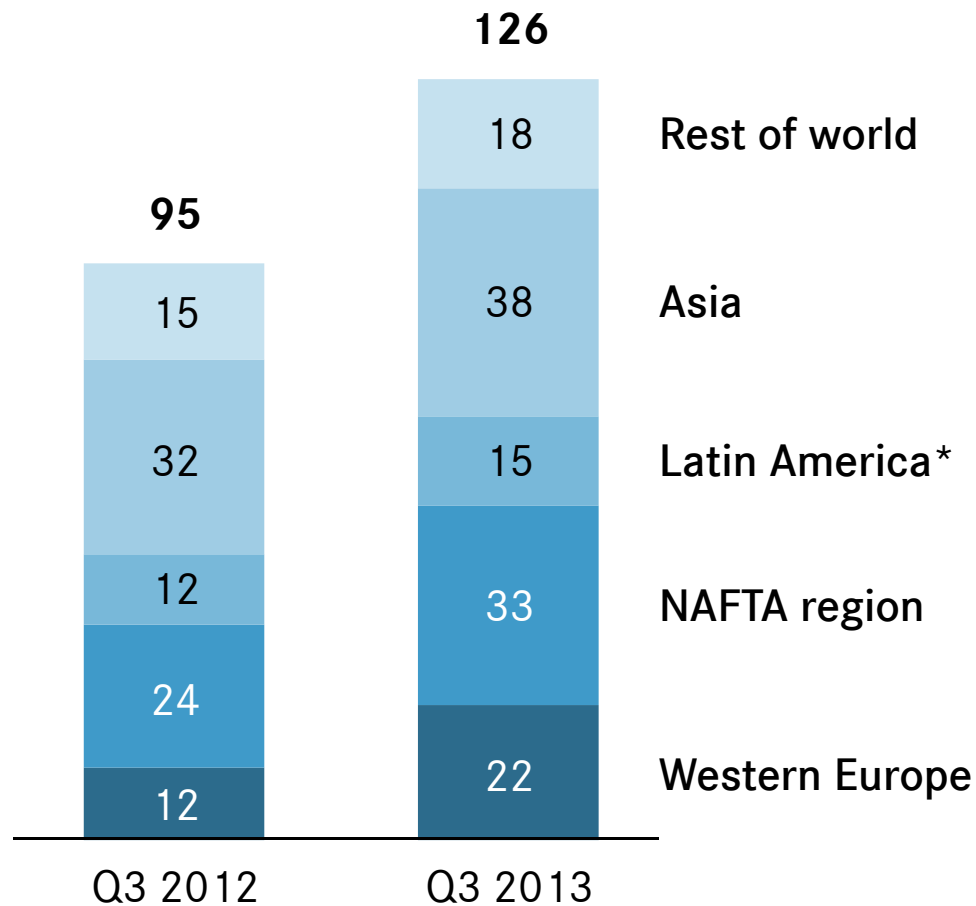
Increase in unit sales

- in thousands of units -



Higher level of orders received

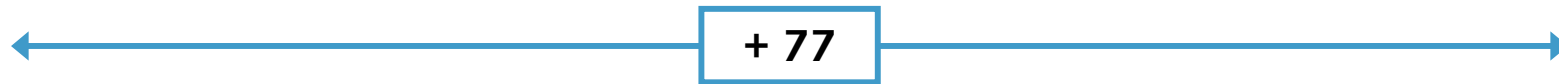
- in thousands of units -



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

EBIT Mercedes-Benz Vans

- in millions of euros -



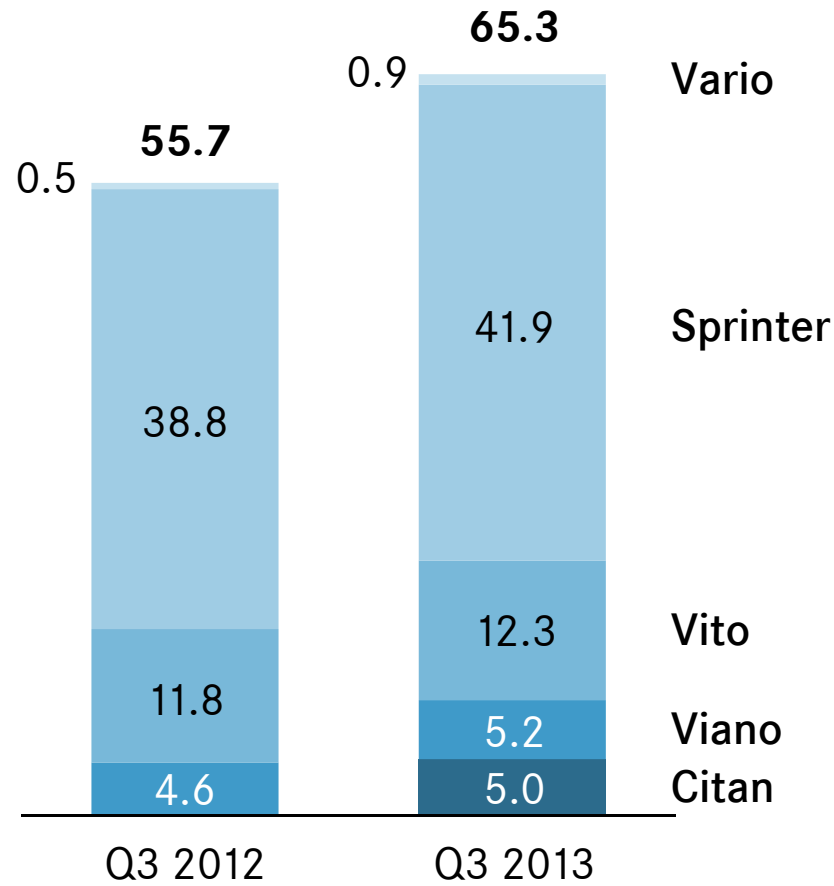
EBIT
Q3 2012

EBIT
Q3 2013

* Return on sales

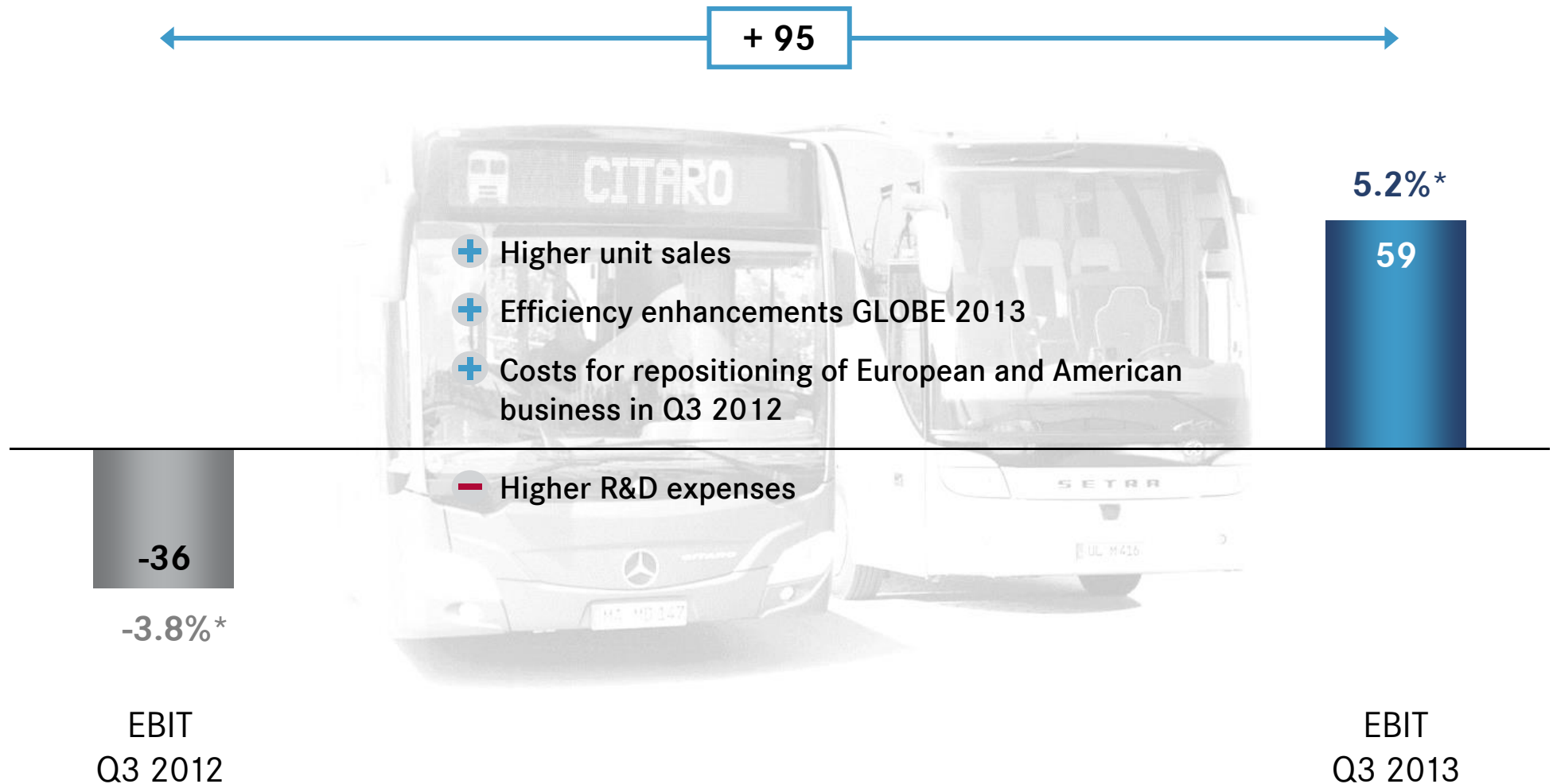
Higher unit sales in all vehicle segments

- in thousands of units -



EBIT Daimler Buses

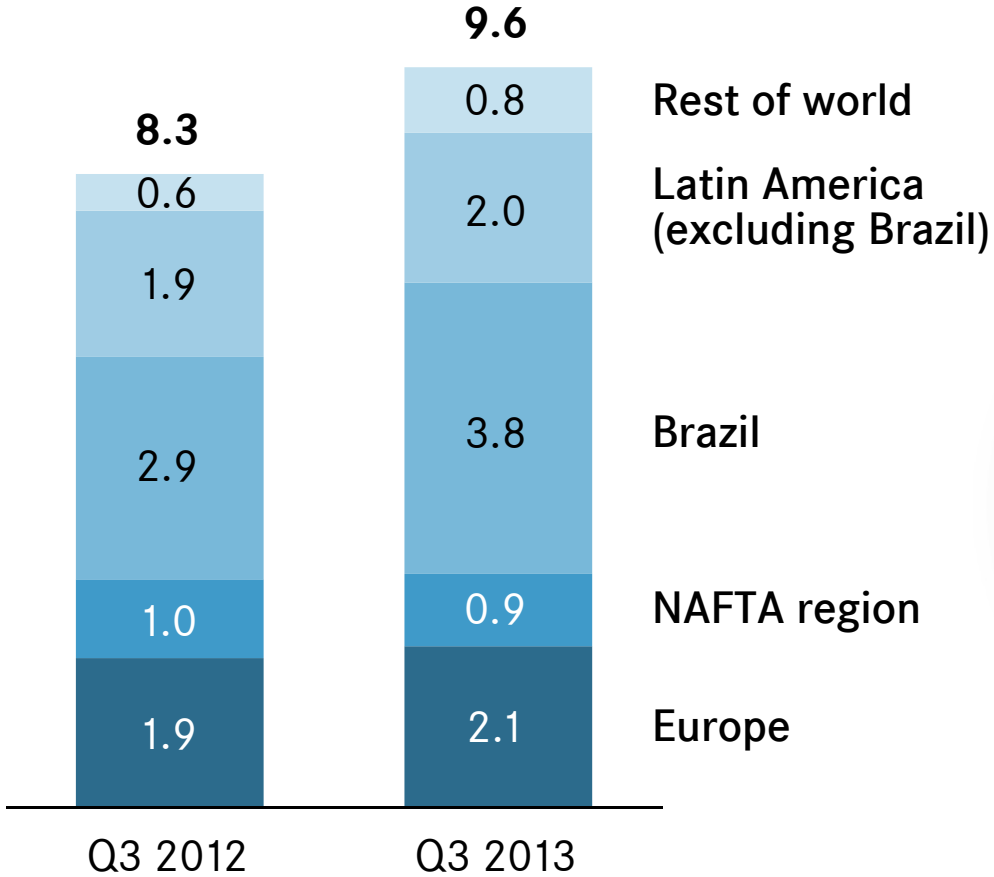
- in millions of euros -



* Return on sales

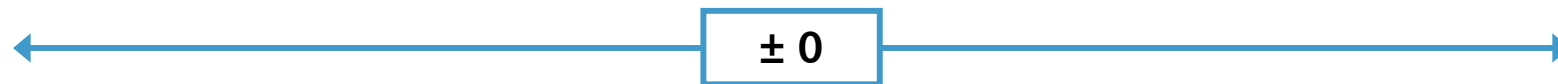
Sales growth driven by higher demand in Brazil

- Unit sales in thousands -



EBIT Daimler Financial Services

- in millions of euros -



322

- + Higher contract volume
- Foreign exchange rates
- Lower interest margins

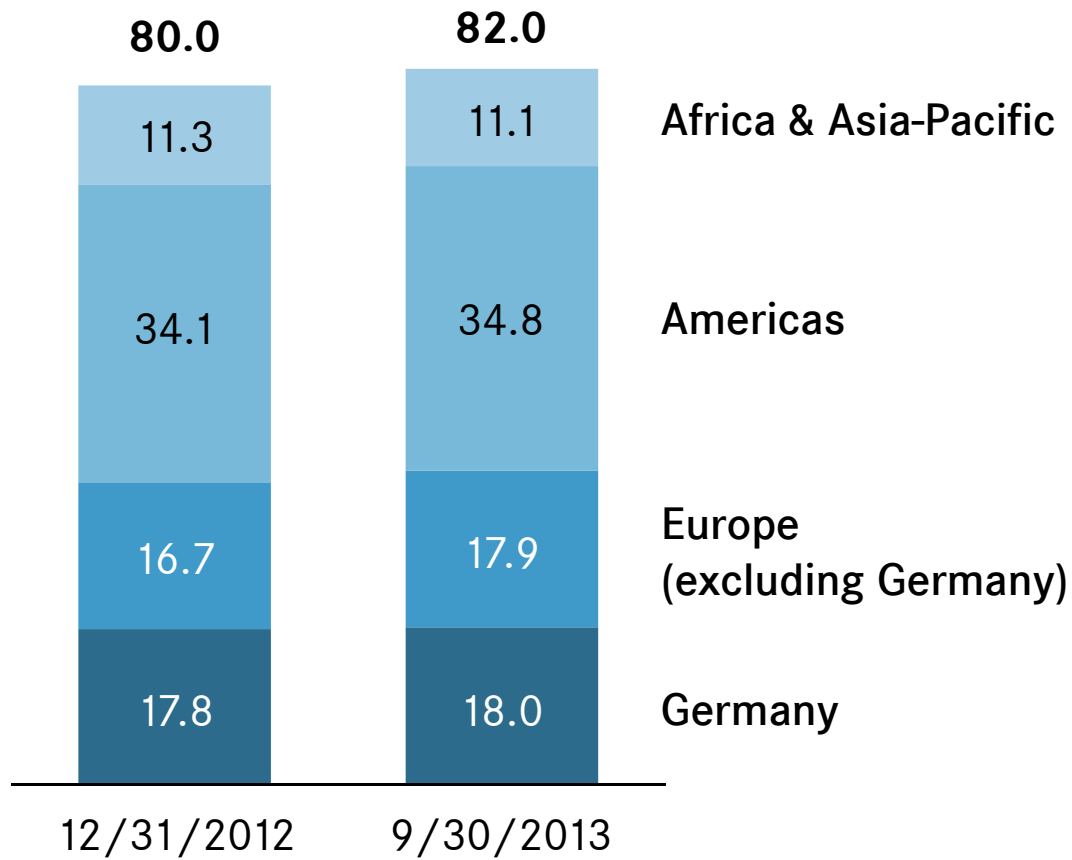
322

EBIT
Q3 2012

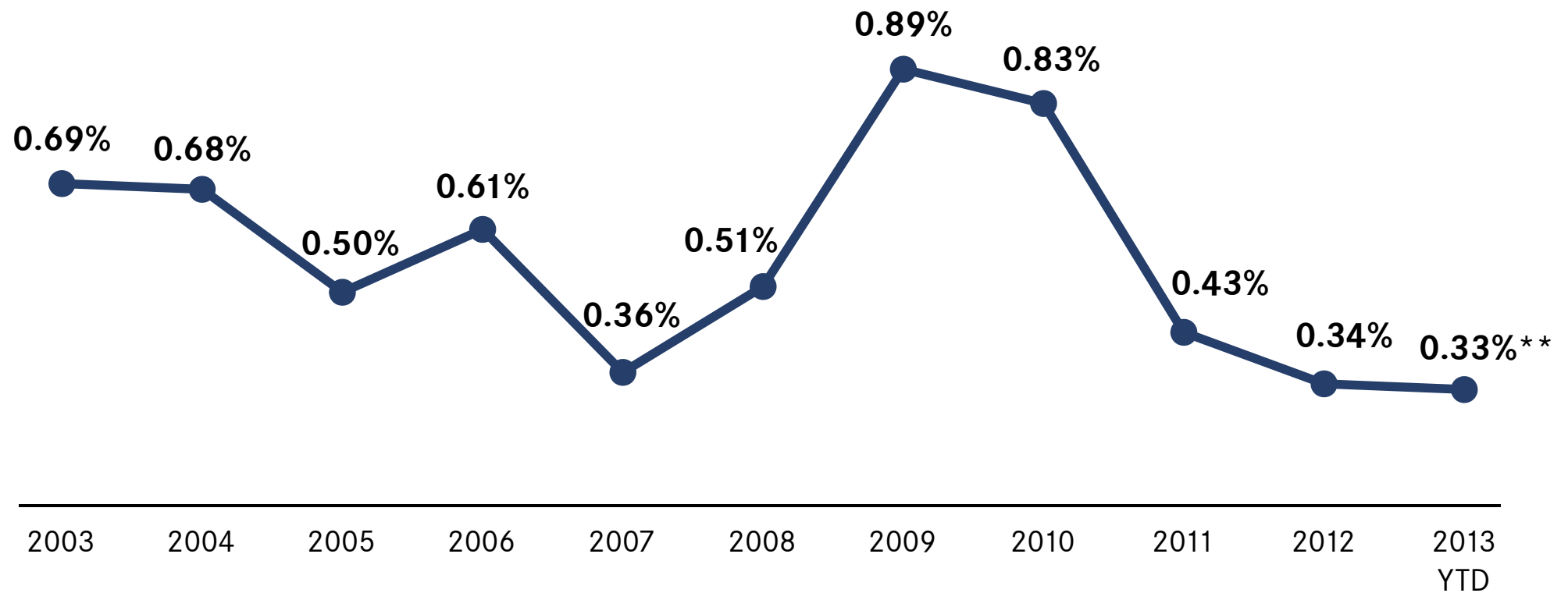
EBIT
Q3 2013

Increase in contract volume

- in billions of euros -



Net credit losses*



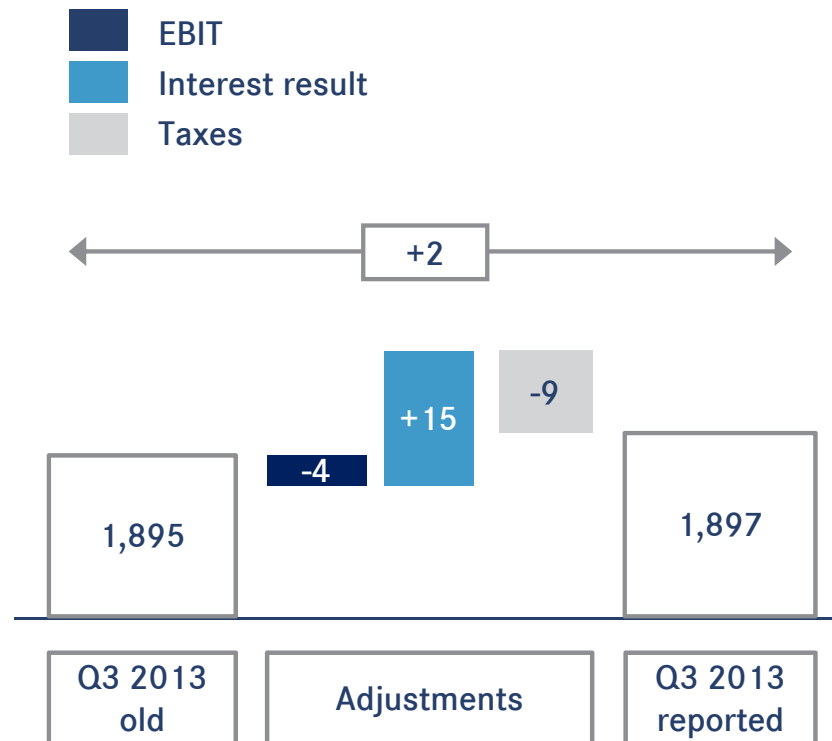
* as a percentage of portfolio, subject to credit risk

** annualized rate

Effects arising from application of the amended accounting standard IAS 19

– in millions of euros –

Net profit



EBIT:

- Effects of provision for part-time early retirement (minus €4 million).

Interest result:

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

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; an exacerbation of the budgetary situation in the United States; 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.