

DAIMLER

Fact Sheet for Q2 2016 and H1 2016

July 21, 2016

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Stock Market Information

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Earnings per share (in EUR)												
basic	2.23	2.56	1.69	1.02	1.26	1.83	2.27	2.12	+7%	3.54	3.96	-11%
diluted	2.23	2.56	1.69	1.02	1.26	1.83	2.27	2.12	+7%	3.54	3.96	-11%
Average number of shares outstanding (in millions) (adjusted for treasury stocks)												
basic	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%	1,069.8	1,069.8	0%
diluted	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%	1,069.8	1,069.8	0%
Number of shares outstanding (at period end, in millions)	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	1,069.8	0%			
Share price Frankfurt (at period end, in EUR)	64.85	60.73	77.58	68.97	67.37	89.73	53.52	81.64	-34%			
Market capitalization Frankfurt (at period end, in billions of EUR)	69.38	64.97	83.00	73.79	72.07	96.00	57.26	87.34	-34%			

Key Figures and Ratios

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Unit Sales (in units)	720,016	637,423	776,625	713,906	683,885	641,614	761,340	714,759	+7%	1,445,225	1,356,373	+7%
Revenue	37,276	33,122	40,428	35,749	35,047	34,236	38,616	37,527	+3%	73,663	71,763	+3%
EBIT	3,661	3,732	2,901	2,138	2,148	2,906	3,258	3,718	-12%	5,406	6,624	-18%
Net profit (loss), Group	2,415	2,821	1,874	1,187	1,400	2,050	2,452	2,372	+3%	3,852	4,422	-13%
Profit (loss) attributable to shareholders of Daimler AG	2,385	2,735	1,807	1,096	1,353	1,963	2,429	2,269	+7%	3,782	4,232	-11%
Depreciation and amortization (including amortization on capitalized development costs, excluding depreciation on leased assets)	1,323	1,227	1,408	1,326	1,335	1,367	1,344	1,286	+5%	2,679	2,653	+1%
R&D expenditure total	1,596	1,414	1,821	1,599	1,724	1,526	1,831	1,621	+13%	3,555	3,147	+13%
Expensed R&D costs	1,132	1,129	1,313	1,254	1,238	1,126	1,263	1,189	+6%	2,501	2,315	+8%
Capitalized development costs	464	285	508	345	486	400	568	432	+31%	1,054	832	+27%
Amortization on capitalized development costs	310	293	324	302	314	300	318	311	+2%	632	611	+3%
Capital expenditure total	1,820	1,565	3,313	2,076	1,784	1,599	2,235	1,827	+22%	4,019	3,426	+17%
Investment in pp&e	1,139	1,169	1,864	1,587	1,123	1,027	1,332	1,045	+27%	2,455	2,072	+18%
Capitalized development costs	464	285	508	345	486	400	568	432	+31%	1,054	832	+27%
Financial investments and other intangible assets	217	111	941	144	175	172	335	350	-4%	510	522	-2%

Free Cash Flow and Net Liquidity of the Industrial Business

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Net liquidity												
at the beginning of the period	18,435	12,696	19,527	17,875	18,580	16,953	18,465	20,522	-10%	18,580	16,953	+10%
Free cash flow	1,463	5,375	-868	-1,343	264	2,292	1,856	1,073	+73%	2,120	3,365	-37%
thereof: working capital*	-1,224	-325	-162	-1,268	-223	-434	247	-859	.	24	-1,293	.
Other	-371	-196	-79	421	-379	1,277	-2,873	-3,160	.	-3,252	-1,883	.
thereof: dividends Daimler AG	0	0	0	0	0	0	-3,477	-2,621	.	-3,477	-2,621	.
Net liquidity												
at the end of the period	19,527	17,875	18,580	16,953	18,465	20,522	17,448	18,435	-5%	17,448	18,435	-5%

* Inventories, trade receivables and trade payables.

Liquidity

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	Q2 2016	2015	Change
Group liquidity												
Cash and cash equivalents	12,057	12,610	9,936	9,667	12,723	12,219	13,988	9,843	+42%	13,988	9,936	+41%
Marketable securities and term deposits	6,391	6,840	8,273	6,634	10,342	6,751	8,952	6,269	+43%	8,952	8,273	+8%
Gross liquidity	18,448	19,450	18,209	16,301	23,065	18,970	22,940	16,112	+42%	22,940	18,209	+26%
Financing liabilities (nominal)	-95,055	-83,401	-100,559	-86,419	-104,060	-93,412	-109,489	-94,223	.	-109,489	-100,559	.
Net debt	-76,607	-63,951	-82,350	-70,118	-80,995	-74,442	-86,549	-78,111	.	-86,549	-82,350	.
Liquidity of the industrial business												
Cash and cash equivalents	10,742	11,659	8,369	8,341	11,156	11,095	12,665	8,822	+44%	12,665	8,369	+51%
Marketable securities and term deposits	5,131	5,357	6,999	5,156	9,078	5,316	7,701	5,015	+54%	7,701	6,999	+10%
Gross liquidity	15,873	17,016	15,368	13,497	20,234	16,411	20,366	13,837	+47%	20,366	15,368	+33%
Financing liabilities (nominal)	3,654	859	3,212	3,456	-1,769	4,111	-2,918	4,598	.	-2,918	3,212	.
Net liquidity	19,527	17,875	18,580	16,953	18,465	20,522	17,448	18,435	-5%	17,448	18,580	-6%

Pension and Health-Care Benefits

(in billions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			End of		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	Q2 2016	2015	Change
Pension benefits												
Benefit obligations	-28.9	-27.5	-27.6	-30.1	-30.2	-33.0	-32.3	-28.2	.	-32.3	-27.6	.
Plan assets	18.1	15.4	20.2	18.6	20.0	19.5	22.1	18.9	+17%	22.1	20.2	+9%
Funded status	-10.8	-12.1	-7.4	-11.5	-10.2	-13.5	-10.2	-9.3	.	-10.2	-7.4	.
Health-care benefits												
Benefit obligations	-1.1	-1.1	-1.1	-1.2	-1.1	-1.2	-1.1	-1.2	.	-1.1	-1.1	.
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	0.1	0.1	0.0	0.1	0.0	0.1	0.0	0.1	-100%	0.0	0.0	.
Funded status	-1.0	-1.0	-1.1	-1.1	-1.1	-1.1	-1.1	-1.1	.	-1.1	-1.1	.

Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	508,350	431,041	532,686	483,359	496,756	459,708	546,517	500,694	+9%	1,043,273	960,402	+9%
Daimler Trucks	128,496	125,556	136,445	135,517	105,664	112,424	108,282	125,113	-13%	213,946	237,537	-10%
Mercedes-Benz Vans	75,732	72,207	99,869	85,259	76,647	63,805	99,583	81,611	+22%	176,230	145,416	+21%
Daimler Buses	7,438	8,619	7,625	9,771	4,818	5,677	6,958	7,341	-5%	11,776	13,018	-10%
Daimler Group	720,016	637,423	776,625	713,906	683,885	641,614	761,340	714,759	+7%	1,445,225	1,356,373	+7%

Production Volume

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	540,200	459,259	520,703	480,759	523,029	494,970	570,041	503,950	+13%	1,093,070	998,920	+9%
Daimler Trucks	129,890	124,366	127,565	123,599	111,909	122,236	110,501	126,972	-13%	222,410	249,208	-11%
Mercedes-Benz Vans	77,425	73,140	89,475	70,442	89,741	74,722	103,688	86,507	+20%	193,429	161,229	+20%
Daimler Buses	7,070	8,034	6,292	6,860	5,576	7,758	6,600	7,972	-17%	12,176	15,730	-23%
Daimler Group	754,585	664,799	744,035	681,660	730,255	699,686	790,830	725,401	+9%	1,521,085	1,425,087	+7%

Revenue

(in millions of EUR)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	20,707	18,677	22,457	20,132	19,980	19,509	22,122	21,136	+5%	42,102	40,645	+4%
Daimler Trucks	9,650	8,463	10,073	8,839	8,204	8,414	8,666	9,441	-8%	16,870	17,855	-6%
Mercedes-Benz Vans	2,752	2,515	3,477	2,747	2,815	2,415	3,441	2,829	+22%	6,256	5,244	+19%
Daimler Buses	1,018	1,034	1,181	1,277	830	877	1,122	1,037	+8%	1,952	1,914	+2%
Daimler Financial Services	4,702	3,998	4,942	4,356	4,862	4,549	5,014	4,769	+5%	9,876	9,318	+6%
Reconciliation	-1,553	-1,565	-1,702	-1,602	-1,644	-1,528	-1,749	-1,685	.	-3,393	-3,213	.
Daimler Group	37,276	33,122	40,428	35,749	35,047	34,236	38,616	37,527	+3%	73,663	71,763	+3%

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

(EBIT in millions of EUR, RoS in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars												
EBIT	2,183	1,584	1,675	1,677	1,395	1,841	1,410	2,227	-37%	2,805	4,068	-31%
RoS	10.5%	8.5%	7.5%	8.3%	7.0%	9.4%	6.4%	10.5%	.	6.7%	10.0%	.
Daimler Trucks												
EBIT	791	588	631	494	516	472	621	682	-9%	1,137	1,154	-1%
RoS	8.2%	6.9%	6.3%	5.6%	6.3%	5.6%	7.2%	7.2%	.	6.7%	6.5%	.
Mercedes-Benz Vans												
EBIT	193	176	238	141	301	215	401	234	+71%	702	449	+56%
RoS	7.0%	7.0%	6.8%	5.1%	10.7%	8.9%	11.7%	8.3%	.	11.2%	8.6%	.
Daimler Buses												
EBIT	89	64	34	30	39	34	88	57	+54%	127	91	+40%
RoS	8.7%	6.2%	2.9%	2.3%	4.7%	3.9%	7.8%	5.5%	.	6.5%	4.8%	.
Daimler Financial Services												
EBIT	378	355	387	299	432	409	479	445	+8%	911	854	+7%
Return on equity (RoE)	16.6%	19.4%	16.0%	15.8%	17.4%	20.4%	19.3%	20.7%	.	18.4%	20.5%	.
Reconciliation												
	27	965	-64	-503	-535	-65	259	73	+255%	-276	8	.
Daimler Group												
	3,661	3,732	2,901	2,138	2,148	2,906	3,258	3,718	-12%	5,406	6,624	-18%

EBIT and RoS adjusted for special items

(EBIT in millions of EUR, RoS in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars												
EBIT	2,161	1,614	2,154	1,758	1,425	1,794	2,209	2,234	-1%	3,634	4,028	-10%
RoS	10.4%	8.6%	9.6%	8.7%	7.1%	9.2%	10.0%	10.6%	.	8.6%	9.9%	.
Daimler Trucks												
EBIT	805	618	684	583	517	536	661	717	-8%	1,178	1,253	-6%
RoS	8.3%	7.3%	6.8%	6.6%	6.3%	6.4%	7.6%	7.6%	.	7.0%	7.0%	.
Mercedes-Benz Vans												
EBIT	196	176	297	158	336	221	462	238	+94%	798	459	+74%
RoS	7.1%	7.0%	8.5%	5.8%	11.9%	9.2%	13.4%	8.4%	.	12.8%	8.8%	.
Daimler Buses												
EBIT	90	64	20	35	39	35	89	57	+56%	128	92	+39%
RoS	8.8%	6.2%	1.7%	2.7%	4.7%	4.0%	7.9%	5.5%	.	6.6%	4.8%	.
Daimler Financial Services												
EBIT	378	355	387	299	432	409	479	445	+8%	911	854	+7%
Return on equity (RoE)	16.6%	19.4%	16.0%	15.8%	17.4%	20.4%	19.3%	20.7%	.	18.4%	20.5%	.
Reconciliation												
	27	-40	-64	-9	-69	-65	73	73	0%	4	8	-50%
Daimler Group												
	3,657	2,787	3,478	2,824	2,680	2,930	3,973	3,764	+6%	6,653	6,694	-1%

Special Items affecting EBIT

(in millions of EUR)		3rd Quarter		4th Quarter		1st Quarter		2nd Quarter		January - June	
		2015	2014	2015	2014	2016	2015	2016	2015	2016	2015
Mercedes-Benz Cars	Impairment of investments in the area of alternative drive systems	-	-30	-	-	-	-	-	-	-	-
	Restructuring of own dealer network	21	-	-49	-81	-10	-20	-11	-16	-21	-36
	Relocation of headquarters of MBUSA	1	-	-9	-	-	-20	-	9	-	-11
	Sale of real estate in the United States	-	-	-	-	-	87	-	-	-	87
	Expenses in connection with Takata airbags	-	-	-300	-	-20	-	-440	-	-460	-
	Public-sector levies related to prior periods	-	-	-121	-	-	-	-	-	-	-
	Net expenses from measurement of inventories	-	-	-	-	-	-	-284	-	-284	-
	Settlement in connection with patent dispute	-	-	-	-	-	-	-64	-	-64	-
Daimler Trucks	Workforce adjustments	-10	-30	-23	-43	-	-5	-34	-20	-34	-25
	Impairment of investment in Kamaz	-	-	-	-30	-	-	-	-	-	-
	Restructuring of own dealer network	-4	-	-24	-16	-1	-4	-6	-15	-7	-19
	Sale of Atlantis Foundries	-	-	-6	-	-	-55	-	-	-	-55
Mercedes-Benz Vans	Restructuring of own dealer network	-3	-	-18	-17	-1	-4	-2	-4	-3	-8
	Relocation of headquarters of MBUSA	-	-	-1	-	-	-2	-	-	-	-2
	Expenses in connection with Takata airbags	-	-	-40	-	-4	-	-59	-	-63	-
	Workforce adjustments in Germany	-	-	-	-	-30	-	-	-	-30	-
Daimler Buses	Business repositioning	-	-	-	-3	-	-	-	-	-	-
	Restructuring of own dealer network	-1	-	-2	-2	-	-1	-1	-	-1	-1
	Sale of investment in New MCI Holdings Inc.	-	-	16	-	-	-	-	-	-	-
Reconciliation	Sale of shares in Rolls-Royce Power Systems Holding	-	1,006	-	-	-	-	-	-	-	-
	Sale of Tesla shares and hedge of Tesla share price	-	-1	-	106	-	-	-	-	-	-
	Expenses related to legal proceedings	-	-	-	-600	-	-	-400	-	-400	-
	Impairment of investment in BAIC Motor	-	-	-	-	-244	-	-	-	-244	-
	Losses from currency transactions (not alloc. to business operations)	-	-	-	-	-222	-	-19	-	-241	-
	Contribution of shares of Renault and Nissan to pension plan assets	-	-	-	-	-	-	605	-	605	-

Mercedes-Benz Cars Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Unit sales (units)	508,350	431,041	532,686	483,359	496,756	459,708	546,517	500,694	+9%	1,043,273	960,402	+9%
Retail sales (units)	503,853	431,690	526,611	477,897	518,940	458,276	561,189	502,241	+12%	1,080,129	960,517	+12%
Production (units)	540,200	459,259	520,703	480,759	523,029	494,970	570,041	503,950	+13%	1,093,070	998,920	+9%
Revenue (millions of EUR)	20,707	18,677	22,457	20,132	19,980	19,509	22,122	21,136	+5%	42,102	40,645	+4%
EBIT (millions of EUR)	2,183	1,584	1,675	1,677	1,395	1,841	1,410	2,227	-37%	2,805	4,068	-31%
Return on sales (%)	10.5%	8.5%	7.5%	8.3%	7.0%	9.4%	6.4%	10.5%	.	6.7%	10.0%	.
V-Class retail sales (included in MBC retail sales)	7,336	6,918	8,951	6,838	9,401	6,650	12,879	8,564	+50%	22,280	15,214	+46%

Mercedes-Benz Cars Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	508,350	431,041	532,686	483,359	496,756	459,708	546,517	500,694	+9%	1,043,273	960,402	+9%
Western Europe	191,126	160,264	205,075	184,085	200,445	176,345	226,430	200,939	+13%	426,875	377,284	+13%
of which Germany	73,445	66,201	78,165	73,931	69,723	65,394	84,040	78,689	+7%	153,763	144,083	+7%
NAFTA	100,332	94,874	105,798	114,884	89,827	99,333	100,927	106,241	-5%	190,754	205,574	-7%
of which USA	88,073	84,085	92,938	101,515	77,253	87,714	86,617	90,383	-4%	163,870	178,097	-8%
Asia	163,335	127,744	172,501	129,374	162,691	140,180	165,803	142,228	+17%	328,494	282,408	+16%
of which China	105,675	76,233	116,142	78,026	108,342	87,426	117,134	91,152	+29%	225,476	178,578	+26%
of which locally produced vehicles	72,249	37,779	74,905	43,195	69,832	48,935	73,566	54,099	+36%	143,398	103,034	+39%
Rest of World	53,557	48,159	49,312	55,016	43,793	43,850	53,357	51,286	+4%	97,150	95,136	+2%

Mercedes-Benz Cars Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Mercedes-Benz Cars	503,853	431,690	526,611	477,897	518,940	458,276	561,189	502,241	+12%	1,080,129	960,517	+12%
Europe	222,565	191,497	229,953	202,978	238,143	209,362	264,310	231,969	+14%	502,453	441,331	+14%
of which Western Europe	196,960	167,219	202,587	175,138	215,147	188,056	234,648	205,098	+14%	449,795	393,154	+14%
of which Germany	76,759	69,642	82,582	75,959	72,806	68,408	88,465	82,240	+8%	161,271	150,648	+7%
NAFTA	99,768	96,800	108,182	112,731	89,801	90,558	103,172	103,226	-0%	192,973	193,784	-0%
of which USA	86,708	85,125	95,215	99,357	77,045	79,708	88,338	88,917	-1%	165,383	168,625	-2%
Asia	155,065	120,129	164,260	132,618	168,608	135,039	170,253	141,702	+20%	338,861	276,741	+22%
of which China	102,875	72,069	110,207	82,206	110,870	82,618	118,267	90,935	+30%	229,137	173,553	+32%
of which locally produced vehicles	68,212	34,577	72,407	43,712	72,327	47,097	78,538	52,424	+50%	150,865	99,521	+52%
Rest of World	26,455	23,264	24,216	29,570	22,388	23,317	23,454	25,344	-7%	45,842	48,661	-6%
V-Class (included in MBC retail sales)	7,336	6,918	8,951	6,838	9,401	6,650	12,879	8,564	+50%	22,280	15,214	+46%

Mercedes-Benz Cars Market Shares*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change in % pts.	2016	2015	Change in % pts.
Western Europe	6.0	5.5	6.5	5.7	6.1	5.8	6.3	5.8	+0.5	6.2	5.8	+0.4
of which Germany	10.1	9.5	10.4	9.9	9.8	9.9	10.4	10.1	+0.3	10.1	10.0	+0.1
USA	1.9	2.0	2.2	2.5	1.9	2.0	1.9	1.9	0.0	1.9	2.0	-0.1
China	2.4	1.5	2.0	1.5	2.0	1.7	2.3	1.9	+0.4	2.1	1.8	+0.3
Japan	1.7	1.5	1.8	1.4	1.5	1.4	1.7	1.5	+0.2	1.6	1.5	+0.1

* Based on estimates in certain markets.

Daimler Trucks Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Incoming orders (units)	106,378	118,966	118,255	172,863	98,583	134,148	93,880	123,539	-24%	192,463	257,687	-25%
Unit sales (units)	128,496	125,556	136,445	135,517	105,664	112,424	108,282	125,113	-13%	213,946	237,537	-10%
Retail sales (units)	123,651	119,409	137,901	146,002	105,152	104,783	112,684	121,927	-8%	217,836	226,710	-4%
Production (units)	129,890	124,366	127,565	123,599	111,909	122,236	110,501	126,972	-13%	222,410	249,208	-11%
Revenue (millions of EUR)	9,650	8,463	10,073	8,839	8,204	8,414	8,666	9,441	-8%	16,870	17,855	-6%
EBIT (millions of EUR)	791	588	631	494	516	472	621	682	-9%	1,137	1,154	-1%
Return on sales (%)	8.2%	6.9%	6.3%	5.6%	6.3%	5.6%	7.2%	7.2%	.	6.7%	6.5%	.

Daimler Trucks Unit Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Daimler Trucks	128,496	125,556	136,445	135,517	105,664	112,424	108,282	125,113	-13%	213,946	237,537	-10%
EU30*	19,938	17,264	24,793	20,583	15,469	13,656	20,381	18,028	+13%	35,850	31,684	+13%
of which Germany	8,011	6,947	11,403	8,459	5,515	5,042	8,335	7,555	+10%	13,850	12,597	+10%
NAFTA	52,185	43,868	49,503	41,917	40,428	40,844	40,643	49,388	-18%	81,071	90,232	-10%
of which USA	45,613	39,125	41,743	36,099	35,975	35,735	34,163	43,703	-22%	70,138	79,438	-12%
Latin America (excl. Mexico)	7,831	12,528	6,895	12,468	5,966	7,236	6,779	8,549	-21%	12,745	15,785	-19%
Asia	36,081	38,582	38,920	45,163	35,419	37,277	30,385	35,416	-14%	65,804	72,693	-9%
of which Japan	11,706	10,679	11,157	10,787	12,370	12,299	11,025	10,400	+6%	23,395	22,699	+3%
Indonesia	5,416	10,427	7,216	14,170	7,391	9,997	5,642	9,468	-40%	13,033	19,465	-33%
India	3,566	3,026	3,802	2,372	4,037	3,607	3,906	3,043	+28%	7,943	6,650	+19%
Rest of World	12,461	13,314	16,334	15,386	8,382	13,411	10,094	13,732	-26%	18,476	27,143	-32%
BFDA - Beijing Foton Daimler Automotive Co. Ltd. (Auman Trucks)	14,292	18,051	20,067	23,294	17,139	15,902	21,259	18,929	+12%	38,398	34,831	+10%
Daimler Trucks including BFDA	142,788	143,607	156,512	158,811	122,803	128,326	129,541	144,042	-10%	252,344	272,368	-7%

* European Union, Switzerland and Norway.

Daimler Trucks Retail Sales

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Daimler Trucks	123,651	119,409	137,901	146,002	105,152	104,783	112,684	121,927	-8%	217,836	226,710	-4%
EU30*	19,478	15,962	24,443	20,609	14,939	13,782	20,315	18,050	+13%	35,254	31,832	+11%
of which Germany	8,011	6,947	11,403	8,459	5,515	5,042	8,335	7,555	+10%	13,850	12,597	+10%
NAFTA	47,409	41,049	49,671	44,119	40,561	38,215	43,537	46,241	-6%	84,098	84,456	-0%
of which USA	41,551	36,574	42,229	38,021	35,762	33,769	36,739	40,694	-10%	72,501	74,463	-3%
Latin America (excl. Mexico)	8,501	12,697	7,378	13,770	6,162	5,717	7,206	9,360	-23%	13,368	15,077	-11%
Asia	36,143	36,899	41,057	51,211	35,191	33,248	30,731	35,164	-13%	65,922	68,412	-4%
of which Japan	11,806	10,639	11,194	10,887	12,390	12,397	10,872	10,084	+8%	23,262	22,481	+3%
Indonesia	5,004	9,473	12,561	21,843	7,287	7,527	6,727	8,826	-24%	14,014	16,353	-14%
India	3,625	2,880	3,864	2,444	3,690	3,376	3,663	3,164	+16%	7,353	6,540	+12%
Rest of World	12,120	12,802	15,352	16,293	8,299	13,821	10,895	13,112	-17%	19,194	26,933	-29%

* European Union, Switzerland and Norway.

Daimler Trucks Incoming Orders

(in units)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Daimler Trucks	106,378	118,966	118,255	172,863	98,583	134,148	93,880	123,539	-24%	192,463	257,687	-25%
EU30*	17,098	15,740	19,517	17,242	20,736	20,191	19,868	21,220	-6%	40,604	41,411	-2%
of which Germany	7,172	5,770	7,601	6,450	8,994	8,206	7,291	7,520	-3%	16,285	15,726	+4%
NAFTA	34,437	39,154	41,577	85,340	29,378	52,343	24,948	39,836	-37%	54,326	92,179	-41%
of which USA	28,739	34,057	35,620	75,554	21,134	47,929	19,989	34,822	-43%	41,123	82,751	-50%
Latin America (excl. Mexico)**	6,873	10,594	7,014	13,403	5,731	7,259	6,740	8,063	-16%	12,471	15,322	-19%
Asia	35,458	39,376	35,581	41,295	33,404	36,996	31,547	37,816	-17%	64,951	74,812	-13%
of which Japan	11,829	11,297	11,173	10,140	12,297	11,123	13,147	12,591	+4%	25,444	23,714	+7%
Indonesia	6,369	11,893	6,596	12,862	6,536	10,345	7,260	6,161	+18%	13,796	16,506	-16%
India	3,852	2,574	3,397	3,350	3,715	2,678	3,560	3,640	-2%	7,275	6,318	+15%
Rest of World	12,512	14,102	14,566	15,583	9,334	17,359	10,777	16,604	-35%	20,111	33,963	-41%

* European Union, Switzerland and Norway.

** Change in the reporting methodology of incoming orders in Brazil as of January 1, 2015.

Daimler Trucks Market Shares*

(in %)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change in % pts.	2016	2015	Change in % pts.
Trucks Europe / Latin America												
(Mercedes-Benz)												
EU30** MDT/HDT	22.5	23.7	23.1	23.4	19.0	20.7	20.3	19.7	+0.6	19.9	20.1	-0.2
Germany MDT/HDT	38.7	39.4	41.3	38.1	35.8	33.2	36.9	31.1	+5.8	36.5	31.9	+4.6
Brazil MDT/HDT	28.8	27.1	27.4	25.8	28.7	22.9	30.8	26.2	+4.6	30.0	24.9	+5.1
Trucks NAFTA												
(Freightliner/Western Star)												
NAFTA Class 8	38.5	35.9	41.6	36.6	44.4	41.5	43.2	35.9	+7.3	43.6	37.9	+5.7
NAFTA Class 6-7	37.3	40.0	40.3	38.3	41.9	41.1	36.4	40.9	-4.5	38.5	41.0	-2.5
Trucks Asia												
(FUSO)												
Japan Trucks Total	22.4	21.4	20.6	18.6	19.4	18.5	20.9	21.0	-0.1	20.4	20.1	+0.3
Indonesia Trucks Total	49.5	47.7	46.9	48.2	47.6	48.0	46.5	48.2	-1.7	46.9	48.1	-1.2
(BharatBenz)												
India upper MDT/HDT	7.4	5.6	7.3	7.5	6.6	6.0	7.1	7.9	-0.8	6.9	7.1	-0.2

* Based on estimates in certain markets.

** European Union, Switzerland and Norway.

Mercedes-Benz Vans Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Unit sales (units)	75,732	72,207	99,869	85,259	76,647	63,805	99,583	81,611	+22%	176,230	145,416	+21%
Retail sales (units)	69,691	66,485	86,814	77,424	66,387	57,582	82,572	73,652	+12%	148,959	131,234	+14%
Production (units)	77,425	73,140	89,475	70,442	89,741	74,722	103,688	86,507	+20%	193,429	161,229	+20%
Revenue (millions of EUR)	2,752	2,515	3,477	2,747	2,815	2,415	3,441	2,829	+22%	6,256	5,244	+19%
EBIT (millions of EUR)	193	176	238	141	301	215	401	234	+71%	702	449	+56%
Return on sales (%)	7.0%	7.0%	6.8%	5.1%	10.7%	8.9%	11.7%	8.3%	.	11.2%	8.6%	.
V-Class retail sales (excluded in MB Vans retail sales)	7,336	6,918	8,951	6,838	9,401	6,650	12,879	8,564	+50%	22,280	15,214	+46%

Mercedes-Benz Vans Unit Sales

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Wholesales (in units)	75,732	72,207	99,869	85,259	76,647	63,805	99,583	81,611	+22%	176,230	145,416	+21%
Western Europe	48,114	47,116	64,371	54,267	50,283	41,720	64,771	54,254	+19%	115,054	95,974	+20%
of which Germany	19,549	20,707	28,280	22,008	19,213	18,001	26,830	22,550	+19%	46,043	40,551	+14%
Eastern Europe	8,488	7,006	8,846	11,346	7,290	6,982	9,675	7,847	+23%	16,965	14,829	+14%
NAFTA	9,235	7,852	13,407	8,632	10,249	7,540	11,635	10,337	+13%	21,884	17,877	+22%
of which USA	7,369	6,531	10,755	7,093	8,068	6,212	8,837	8,040	+10%	16,905	14,252	+19%
Latin America (excl. Mexico)	3,478	3,574	4,836	4,812	2,480	3,658	3,045	3,778	-19%	5,525	7,436	-26%
Asia	2,689	4,252	4,719	4,034	3,118	1,622	6,441	2,751	+134%	9,559	4,373	+119%
of which China	1,704	3,208	2,673	3,057	1,488	892	4,230	1,909	+122%	5,718	2,801	+104%
Rest of World	3,728	2,407	3,690	2,168	3,227	2,283	4,016	2,644	+52%	7,243	4,927	+47%

Mercedes-Benz Vans Retail Sales and Market Shares

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Retail sales (in units)	69,691	66,485	86,814	77,424	66,387	57,582	82,572	73,652	+12%	148,959	131,234	+14%
Western Europe	43,510	42,652	56,101	47,644	42,646	36,917	54,414	48,010	+13%	97,060	84,927	+14%
of which Germany	16,338	17,574	24,236	18,922	15,461	14,809	22,181	18,733	+18%	37,642	33,542	+12%
Eastern Europe	8,233	6,458	8,544	11,438	6,090	5,590	7,584	6,681	+14%	13,674	12,271	+11%
NAFTA	8,856	7,898	11,817	9,317	9,267	6,902	11,333	9,933	+14%	20,600	16,835	+22%
of which USA	6,740	6,302	9,615	7,960	7,240	5,559	8,522	7,975	+7%	15,762	13,534	+16%
Latin America (excl. Mexico)	3,709	3,832	4,240	4,309	3,111	3,902	3,275	3,758	-13%	6,386	7,660	-17%
Asia	2,435	3,270	2,575	2,492	2,329	1,920	2,681	2,511	+7%	5,010	4,431	+13%
of which China	1,674	2,404	1,697	1,809	1,546	1,121	1,754	1,622	+8%	3,300	2,743	+20%
Rest of World	2,948	2,375	3,537	2,224	2,944	2,351	3,285	2,759	+19%	6,229	5,110	+22%
V-Class (excluded in MB Vans retail sales)	7,336	6,918	8,951	6,838	9,401	6,650	12,879	8,564	+50%	22,280	15,214	+46%
Market shares* (in percent)												
Western Europe** small	3.2	3.4	3.7	3.4	3.1	2.7	2.9	3.0	-0.1 pts.	3.0	2.9	+0.1 pts.
Western Europe** midsize/large	19.2	19.1	19.8	18.3	18.5	16.8	18.7	17.9	+0.8 pts.	18.6	17.4	+1.2 pts.
Germany midsize/large	27.7	27.2	29.5	26.6	27.2	25.3	27.2	25.6	+1.6 pts.	27.2	25.4	+1.8 pts.
USA large	8.7	9.0	9.2	11.3	6.9	8.2	7.0	8.6	-1.6 pts.	6.9	8.5	-1.6 pts.

* Based on estimates in certain markets.

** Excluding United Kingdom.

Daimler Buses Overview

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Unit sales* (units)	7,438	8,619	7,625	9,771	4,818	5,677	6,958	7,341	-5%	11,776	13,018	-10%
Production (units)	7,070	8,034	6,292	6,860	5,576	7,758	6,600	7,972	-17%	12,176	15,730	-23%
Revenue (millions of EUR)	1,018	1,034	1,181	1,277	830	877	1,122	1,037	+8%	1,952	1,914	+2%
EBIT (millions of EUR)	89	64	34	30	39	34	88	57	+54%	127	91	+40%
Return on sales (%)	8.7%	6.2%	2.9%	2.3%	4.7%	3.9%	7.8%	5.5%	.	6.5%	4.8%	.

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

Daimler Buses Unit Sales and Market Shares

	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
Wholesales* (in units)	7,438	8,619	7,625	9,771	4,818	5,677	6,958	7,341	-5%	11,776	13,018	-10%
Western Europe	1,835	1,857	2,904	2,908	1,358	1,249	2,027	1,769	+15%	3,385	3,018	+12%
of which Germany	535	493	1,240	1,111	482	321	726	691	+5%	1,208	1,012	+19%
Eastern Europe	323	271	535	448	387	443	521	590	-12%	908	1,033	-12%
NAFTA	1,236	932	1,221	1,005	549	581	628	951	-34%	1,177	1,532	-23%
of which Mexico	1,226	917	1,216	993	542	577	614	945	-35%	1,156	1,522	-24%
Latin America (excl. Mexico)	3,471	4,692	2,199	4,640	2,156	2,932	2,988	3,307	-10%	5,144	6,239	-18%
of which Brazil	1,929	3,295	1,179	3,336	1,460	2,207	1,796	1,901	-6%	3,256	4,108	-21%
Asia	251	420	399	300	183	138	521	242	+115%	704	380	+85%
Rest of World	322	447	367	470	185	334	273	482	-43%	458	816	-44%
Market shares** (in percent)												
Western Europe heavy	32.3	33.2	28.8	32.7	33.5	31.7	30.4	34.1	-3.7 pts.	31.9	33.3	-1.4 pts.
Germany heavy	51.6	61.0	48.2	47.9	54.1	37.4	53.4	55.8	-2.4 pts.	54.3	48.8	+5.5 pts.
Brazil heavy	53.7	49.7	47.4	56.7	55.1	51.1	59.2	55.8	+3.4 pts.	57.3	52.9	+4.4 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)	3rd Quarter		4th Quarter		1st Quarter		2nd Quarter			January - June		
	2015	2014	2015	2014	2016	2015	2016	2015	Change	2016	2015	Change
New business	14,589	12,406	15,310	14,153	13,707	13,227	15,415	14,765	+4%	29,122	27,992	+4%
Contract volume (end of period)	110,956	93,721	116,727	98,967	115,704	108,728	120,319	110,593	+9%	120,319	110,593	+9%
Revenue	4,702	3,998	4,942	4,356	4,862	4,549	5,014	4,769	+5%	9,876	9,318	+6%
EBIT	378	355	387	299	432	409	479	445	+8%	911	854	+7%
Return on equity (%)	16.6%	19.4%	16.0%	15.8%	17.4%	20.4%	19.3%	20.7%	.	18.4%	20.5%	.