### DAIMLERCHRYSLER

## Q2/2004 RESULTS CONFERENCE CALL

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# SECOND QUARTER 2004: OPERATING PROFIT SIGNIFICANTLY IMPROVED

	Q2 2003	Q2 2004	H1 2004
- in EUR -			
Revenues	33.9 bn	37.1 bn	69.4 bn
Operating Profit	0.6 bn	2.1 bn	3.6 bn
Net Income	109 mn	554 mn	947 mn
Earnings per Share	0.11	0.55	0.94
Free Cash Flow Industrial Business*	2.7 bn	2.5 bn	2.5 bn

<sup>\*)</sup> Figures for the period from January through June

### SUCCESSFUL START FOR NEW PRODUCTS



# SIGNIFICANTLY IMPROVED EARNINGS REFLECT MARKET SUCCESS OF NEW PRODUCTS



- 1) Corresponds to Chrysler shipments
- 2) Adjusted for exchange rate effects
- 3) Including restructuring charges of EUR 0.5 bn in 2003

# OPERATING PROFIT MORE THAN DOUBLED DUE TO SUCCESS OF NEW PRODUCTS AND EFFICIENCY ENHANCEMENT



# HIGHER EARNINGS DUE TO LOWER PROVISIONS FOR CREDIT RISKS

New Business
- in billions of EUR -

Contract Volume
- in billions of EUR -

Operating Profit - in billions of EUR -



1) Adjusted for exchange rate effects

**Q**2

**Q**1

2) Including a charge of EUR 279 million related to Toll Collect

**Q**3

**Q4** 

#### **PROFIT OUTLOOK 2004**

- Mercedes Car Group: Slight increase in unit sales expected for the full year. Earnings for the full year are anticipated to be lower than in 2003 due to a changed model mix, exchange rate effects, increased advance expenditure for new models and the quality offensive
- Chrysler Group: Due to successful new products and ongoing cost savings, considerable positive earnings are expected for the year 2004
- Commercial Vehicles: The division anticipates a further improvement in operating profit. However, the full effects of the announced recalls by MFTBC cannot be quantified yet
- Services: Continued positive earnings trend in the financial-services business expected, possibly impacted by higher interest rates. Operating profit for 2004 might be lower than in 2003 due to charges from Toll Collect
- DaimlerChrysler Group: The Group expects to achieve a significant improvement in operating profit compared to 2003 (excluding both restructuring charges at Chrysler Group and the capital gain from the sale of MTU Aero Engines)

#### **KEY FIGURES**



Operating Profit - in billions of EUR -

Net Income / Loss
- in billions of EUR -

Earnings per share<sup>1)</sup>
- in EUR -



- 1) Average number of shares Q1/2003: 1,012.7mn / FY2003: 1,012.7 mn / Q1/2004: 1,012.7 mn / Q2/2004: 1,012.7 mn
- 2) Adjusted for exchange rate effects
- ) Including impairment charge related to DCX stake in EADS of EUR 1,960 mn or EUR 1.94 per share

### **FINANCIAL INCOME**

- in millions of EUR -	Q2 2003	Q2 2004
Income (loss) from investments	60	(392)
Interest income (expense), net	(114)	(63)
Other financial income (loss), net	36	(23)
Financial income (expense), net	(18)	(478)

### **KEY BALANCE SHEET FIGURES**

- in billions of EUR -	Dec. 31	March 31	June 30
	2003	2004	2004
Gross liquidity Group  Gross liquidity industrial business	14.3	13.3	12.2
	<b>12.5</b>	<b>11.7</b>	<b>11.0</b>
Group equity 1) Equity ratio Group 1) Equity ratio industrial business	33.0	33.7	34.3
	18.5%	18.0%	18.1%
	<b>26.1%</b>	<b>24.6%</b>	<b>25.3%</b>
Financial liabilities Group <sup>2)</sup> Financial liabilities industrial business <sup>2)</sup>	74.7	74.7	76.2
	<b>10.7</b>	<b>9.9</b>	<b>7.8</b>
Net debt Group  Net cash industrial business	(60.4)	(61.4)	(64.0)
	<b>1.8</b>	<b>1.8</b>	<b>3.2</b>

<sup>1)</sup> Excluding dividend payment for 2003

<sup>2)</sup> Adjusted for the effects of the mark-to-market valuation according to SFAS 133

### **PENSION STATUS**

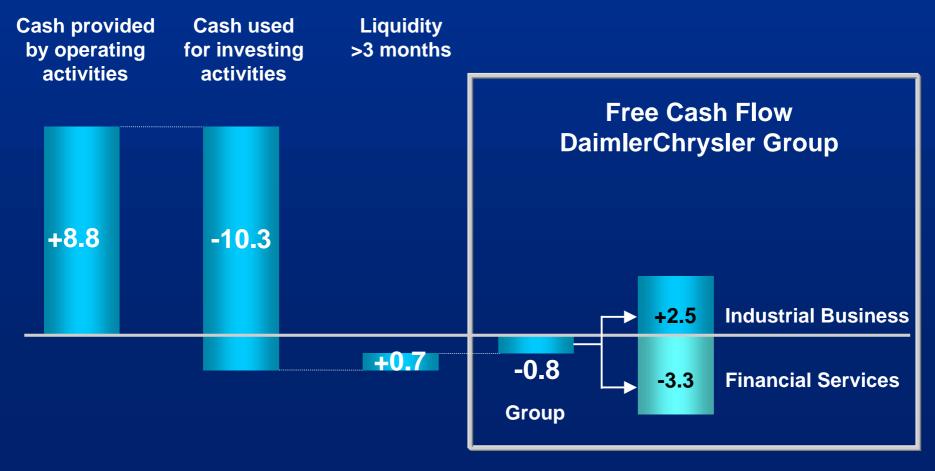
	Dec. 31 2003	Mar. 31 2004	June 30 2004			
- in billions of EUR -	DC Group	DC Group <sup>2)</sup>	DC Group	German Plans	US <sup>1)</sup> Plans	Other <sup>2)</sup>
Projected benefit obligations (PBO)	(32.1)	(33.7)	(33.9)	(11.4)	(21.4)	(1.1)
Plan assets	26.3	27.3	27.2	8.4	18.3	0.5
Underfunded position	(5.8)	(6.4)	(6.7)	(3.0)	(3.1)	(0.6)
Pension accruals	5.0	5.7	5.8	2.5	2.8	0.5
Underfunded PBO position net of accruals	(8.0)	(0.7)	(0.9)	(0.5)	(0.3)	(0.1)

<sup>1)</sup> Including Canadian Plans

<sup>2)</sup> Including estimated PBO of EUR (0.8) bn, plan assets of EUR 0.2 bn and pension accruals of EUR 0.6 bn resulting from the first inclusion of Mitsubishi Fuso Truck & Bus Corporation

# RECONCILIATION TO FREE CASH FLOW JANUARY - JUNE 2004

- in billions of EUR -



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