

Overview of Mercedes-Benz Cars unit sales

|  | <b>Oct'18</b> | <b>Change in %</b> | <b>Jan to Oct '18</b> | <b>Change in %</b> |
|--|---------------|--------------------|-----------------------|--------------------|
| <i>Mercedes-Benz</i>                                   | 190021        | 3.9                | 1905108               | 0.3                |
| <i>smart</i>   | 11202         | 3                  | 107586                | -3.5               |
| <i>Mercedes-Benz Cars</i>                              | 201223        | 3.9                | 2012694               | 0.1                |
|  |               |                    |                       |                    |
| <i>Mercedes-Benz unit sales in the regions/markets</i> |               |                    |                       |                    |
| <i>Europe</i>  | 79994         | 3.9                | 768950                | -3.9               |
| <i>– thereof Germany</i>                               | 29203         | 16.7               | 247146                | -3.5               |
| <i>Asia-Pacific</i>                                    | 72429         | 7.9                | 787027                | 8.1                |
| <i>– thereof China</i>                                 | 50231         | 9.2                | 550938                | 12.7               |
| <i>NAFTA</i>   | 32778         | -4                 | 304722                | -5.8               |
| <i>– thereof USA</i>                                   | 27537         | -4.9               | 252921                | -6.7               |