

# Daimler Trucks.

**Growth in sales to 126,100 units (Q2 2013: 123,800)**  
**Actros, Antos and Arocs voted "Best Commercial Vehicles"**  
**FUSO Super Great V sets new standards for economy**  
**EBIT of €455 million (Q2 2013: €434 million)**

## D.05

Q2

Amounts in millions of euros	Q2 2014	Q2 2013	% change
EBIT	455	434	+5
Revenue	7,966	7,965	+0
Unit sales	126,066	123,763	+2
Production	127,651	127,401	+2
Employees	83,960	79,020*	+6

\* As of December 31, 2013.

### Slight growth in unit sales and EBIT

Daimler Trucks' second-quarter unit sales were 2% above the prior-year level at 126,100 vehicles. Revenue of €8.0 billion was at the prior-year level. EBIT amounted to €455 million (Q2 2013: €434 million), including expenses of €71 million for workforce adjustments in Brazil.

### Heterogeneous market developments

The development of demand and unit sales in the individual regions differed greatly also in the second quarter. In Western Europe, sales of 13,200 units were below the prior-year level, primarily due to purchases brought forward to the end of 2013 before the introduction of Euro VI emission limits. At the same time, we increased the market share of our Mercedes-Benz vehicles in the medium- and heavy-duty segment by 2.2 percentage points to 26.2%. In Latin America, the current economic situation continued to have a negative impact on demand for trucks. Our sales of 11,900 units in that market were 26% below the prior-year level. Despite the difficult market environment, we were able to improve our market position in Brazil and achieved a market share of 25.7% (Q2 2013: 24.9%) in the medium- and heavy-duty segment.

In the NAFTA region, increased market demand led to growth in unit sales of 18% to 41,100 vehicles. Our market share in Class 6-8 was 36.0% (Q2 2013: 38.3%). We were thus able to clearly defend our market leadership once again. In Asia, sales of 42,800 units in a very disparate market environment were slightly higher than in the second quarter of last year. With sales of 8,900 units in the overall Japanese truck market, we sold rather more FUSO trucks than in the prior-year period and

## D.07

Q1-2

Amounts in millions of euros	Q1-2 2014	Q1-2 2013	% change
EBIT	796	550	+45
Revenue	15,087	14,989	+1
Unit sales	234,595	225,196	+4
Production	249,745	238,551	+5
Employees	83,960	79,020*	+6

\* As of December 31, 2013.

## D.06

Q2

Unit sales	Q2 2014	Q2 2013	% change
Total	126,066	123,763	+2
Western Europe	13,241	14,270	-7
NAFTA region	41,142	34,924	+18
Latin America (excluding Mexico)	11,931	16,051	-26
Asia	42,838	41,955	+2
Other markets	16,914	16,563	+2
BFDA (Auman Trucks)	31,242	28,229	+11
Total (including BFDA)	157,308	151,992	+3

thus increased our market share to 21.4% (Q2 2013: 19.9%).

Also in India, we succeeded once again in increasing the market share of our BharatBenz vehicles in the medium- and heavy-duty segment, thus defending our fourth position in the market.

### Positive effects from Daimler Trucks #1

By the end of the second quarter of 2014, our efficiency and growth program Daimler Trucks #1 had already achieved approximately 50% of its overall target of €1.6 billion. This means we are well on the way to realizing 70-80% of the total volume by the end of 2014, as planned. We continue to work hard in all regions on the implementation of more than 10,000 individual measures.

### Best trucks award for Mercedes-Benz Actros, Antos and Arocs

The EuroTransportMedia publishing house carries out an annual readers' vote on the best commercial vehicles. Our renewed top places in this survey prove that the Mercedes-Benz Actros is the best long-distance truck, convincing customers and drivers alike. The Mercedes-Benz Antos was voted the best local-delivery truck and the Mercedes-Benz Arocs was the winner in the category of tipper trucks up to 32 tons.

### Super Great V: the champion of long-distance transport

The new Super Great V heavy-duty truck from FUSO sets new standards for economy: its fuel consumption is up to 10% better than that of the trucks currently offered in the Japanese market. This is primarily due to the optimized engine, which is based on Daimler Trucks' heavy-duty engine platform.

## D.08

Q1-2

Unit sales	Q1-2 2014	Q1-2 2013	% change
Total	234,595	225,196	+4
Western Europe	24,873	26,238	-5
NAFTA region	75,700	65,566	+15
Latin America (excluding Mexico)	22,082	29,038	-24
Asia	83,478	77,176	+8
Other markets	28,462	27,178	+5
BFDA (Auman Trucks)	57,885	51,230	+13
Total (including BFDA)	292,480	276,426	+6