

Mercedes-Benz Vans Overview

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	Change
Unit sales (units)	76,647	63,805	99,583	81,611	85,238	75,732	97,628	99,869	359,096	321,017	+12%
Retail sales (units)	66,387	57,582	82,572	73,652	74,625	69,691	85,654	86,814	309,238	287,739	+7%
Production (units)	89,741	74,722	103,688	86,507	84,123	77,425	91,022	89,475	368,574	328,129	+12%
Revenue (millions of EUR)	2,815	2,415	3,441	2,829	3,120	2,752	3,459	3,477	12,835	11,473	+12%
EBIT (millions of EUR)	301	215	401	234	312	193	156	238	1,170	880	+33%
Return on sales (%)	10.7%	8.9%	11.7%	8.3%	10.0%	7.0%	4.5%	6.8%	9.1%	7.7%	.
V-Class retail sales (excluded in MB Vans retail sales)	9,401	6,650	12,879	8,564	12,177	7,336	12,238	8,951	46,695	31,501	+48%

Mercedes-Benz Vans Unit Sales

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	Change
Wholesales (in units)	76,647	63,805	99,583	81,611	85,238	75,732	97,628	99,869	359,096	321,017	+12%
EU30*	53,942	44,717	69,532	57,679	57,761	51,228	68,625	68,365	249,860	221,989	+13%
of which Germany	19,213	18,001	26,830	22,550	23,327	19,549	26,760	28,280	96,130	88,380	+9%
NAFTA	10,249	7,540	11,635	10,337	10,570	9,235	10,900	13,407	43,354	40,519	+7%
of which USA	8,068	6,212	8,837	8,040	8,171	7,369	8,673	10,755	33,749	32,376	+4%
Latin America (excl. Mexico)	2,480	3,658	3,045	3,778	3,390	3,478	3,582	4,836	12,497	15,750	-21%
Asia	3,118	1,622	6,441	2,751	6,607	2,689	6,360	4,719	22,526	11,781	+91%
of which China	1,488	892	4,230	1,909	4,124	1,704	3,794	2,673	13,636	7,178	+90%
Rest of World	6,858	6,268	8,930	7,066	6,910	9,102	8,161	8,542	30,859	30,978	-0%

* European Union, Switzerland and Norway.

Mercedes-Benz Vans Retail Sales and Market Shares

	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Financial Year		
	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	Change
Retail sales (in units)											
EU30*	66,387	57,582	82,572	73,652	74,625	69,691	85,654	86,814	309,238	287,739	+7%
of which Germany	45,533	39,270	58,008	50,816	50,642	46,199	59,663	59,979	213,846	196,264	+9%
NAFTA	15,461	14,809	22,181	18,733	18,853	16,338	22,315	24,236	78,810	74,116	+6%
of which USA	9,267	6,902	11,333	9,933	11,959	8,856	11,147	11,817	43,706	37,508	+17%
Latin America (excl. Mexico)	7,240	5,559	8,522	7,975	9,394	6,740	9,148	9,615	34,304	29,889	+15%
Asia	3,111	3,902	3,275	3,758	3,249	3,709	3,675	4,240	13,310	15,609	-15%
of which China	2,329	1,920	2,681	2,511	2,558	2,435	3,020	2,575	10,588	9,441	+12%
Rest of World	1,546	1,121	1,754	1,622	1,512	1,674	1,989	1,697	6,801	6,114	+11%
V-Class (excluded in MB Vans retail sales)	6,147	5,588	7,275	6,634	6,217	8,492	8,149	8,203	27,788	28,917	-4%
Market shares (in percent)											
Western Europe** small	9,401	6,650	12,879	8,564	12,177	7,336	12,238	8,951	46,695	31,501	+48%
Western Europe** midsize/large	3.1	2.8	2.9	3.1	3.3	3.2	3.2	3.7	3.1	3.2	-0.1 pts.
Germany midsize/large	19.5	16.1	21.0	19.4	19.0	19.5	18.2	18.2	18.4	18.4	0.0 pts.
USA large	27.2	25.3	26.9	25.6	26.4	27.7	29.1	29.5	27.3	27.1	+0.2 pts.
	6.9	8.2	7.0	8.6	9.0	8.7	7.7	9.2	7.6	8.7	-1.1 pts.

* European Union, Switzerland and Norway.

** Excluding United Kingdom; based on estimates in certain markets.