

# Daimler Buses.

**Business development affected by difficult market situation in Latin America in third quarter of 2014**

**Unit sales significantly lower than prior-year level at 8,600 buses and bus chassis**

**Mercedes-Benz Citaro city bus recognized with major awards**

**EBIT above prior-year figure at €64 million (Q3 2013: €59 million)**

## D.13 Q3

Amounts in millions of euros	Q3 2014	Q3 2013	% change
EBIT	64	59	+8
Revenue	1,034	1,127	-8
Unit sales	8,619	9,649	-11
Production	8,034	9,488	-15
Employees	16,214	16,603 <sup>1</sup>	-2

<sup>1</sup> As of December 31, 2013

## D.14 Q3

Unit sales	Q3 2014	Q3 2013	% change
Total	8,619	9,649	-11
Western Europe	1,857	1,696	+9
Germany	493	573	-14
Mexico	917	923	-1
Latin America (excluding Mexico)	4,692	5,750	-18
Asia	420	435	-3
Other markets	733	845	-13

### Business development affected by difficult market situation in Latin America

Daimler Buses' third-quarter unit sales worldwide of 8,600 buses and bus chassis were significantly lower than the 9,600 units sold in the prior-year period. This decrease was primarily due to the weaker business with bus chassis in Latin America. However, the business with complete buses in Western Europe was once again stronger than the high level of last year. As a result of decreased unit sales in Latin America, Daimler Buses' revenue of €1.0 billion was also lower than in the third quarter of 2013 (€1.1 billion). EBIT amounted to €64 million (Q3 2013: €59 million).

### Significant decrease in unit sales in Latin America

In Western Europe, the division sold 1,900 complete buses and bus chassis of the Mercedes-Benz and Setra brands in the third quarter, which was 9% more than in the prior-year period. Daimler Buses' market share increased significantly once again from 30% to 35%. While significant growth was achieved for example in Belgium, Italy, Sweden and the Netherlands, sales in Germany decreased by 14% to 500 units. In Turkey, our unit sales fell from 300 to 200 units due to a substantial contraction of the overall market. In Latin America (excluding Mexico), sales of 4,700 bus chassis in the third quarter were significantly lower than in the prior-year period, as expected (Q3 2013: 5,800). The difficult economic situation in Argentina, Brazil and other Latin American markets had a negative impact on the development of our unit sales. Our sales in Mexico of 900 units were similar to the volume sold in the third quarter of 2013.

### New models from Mercedes-Benz and Setra at IAA Commercial Vehicles in Hanover

At the IAA Commercial Vehicles trade fair, the division presented Mercedes-Benz and Setra buses with numerous new features and model versions. The Citaro G articulated bus is now available with the compact and horizontally installed OM 936 h in-line engine. This increases the passenger capacity of the Citaro G by up to eight persons. The premium high-decker Mercedes-Benz Travego with the new Active Brake Assist 3 (ABA 3) can automatically apply the brakes fully if there is a stationary obstacle ahead of it. The Setra ComfortClass 500 range has been extended with two additional vehicle lengths in the high-decker (HD) versions, and is now also available in two mid-decker (MD) versions in a completely new vehicle segment. In this way, we have created an inexpensive and flexible entry model in this bus category.

### Mercedes-Benz Citaro receives Green Bus Award 2014 and IBC Award 2014

The Mercedes-Benz Citaro Euro VI city bus received the Green Bus Award 2014 at IAA Commercial Vehicles. This prize has been awarded by the trade magazines "Omnibusrevue" and "Busfahrer" alternately for a coach and a city bus each year since 2011. One of the features with which the Citaro convinced the jury was the lowest fuel consumption of the buses in the test. Furthermore, the Mercedes-Benz Citaro was ahead of its competitors in the International Bus & Coach Competition (IBC) carried out by "Busfahrer" trade magazine.

## D.15 Q1-3

Amounts in millions of euros	Q1-3 2014	Q1-3 2013	% change
EBIT	167	55	+204
Revenue	2,941	2,812	+5
Unit sales	23,391	23,595	-1
Production	24,625	26,115	-6
Employees	16,214	16,603 <sup>1</sup>	-2

<sup>1</sup> As of December 31, 2013

## D.16 Q1-3

Unit sales	Q1-3 2014	Q1-3 2013	% change
Total	23,391	23,595	-1
Western Europe	4,649	3,722	+25
Germany	1,754	1,307	+34
Mexico	2,640	1,976	+34
Latin America (excluding Mexico)	12,974	14,420	-10
Asia	817	1,188	-31
Other markets	2,311	2,289	+1