

# Mercedes-Benz Vans.

**Significant increase in unit sales to 72,200 vehicles (Q3 2013: 65,300)**

**Mercedes-Benz Vans remains on its growth path**

**World premiere of new Vito in Europe**

**EBIT up 16% to €176 million**

## D.09

### Q3

Amounts in millions of euros	Q3 2014	Q3 2013	% change
EBIT	176	152	+16
Revenue	2,515	2,253	+12
Unit sales	72,207	65,314	+11
Production	73,140	62,843	+16
Employees	16,281	14,838 <sup>1</sup>	+10

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

### Unit sales, revenue and EBIT above prior-year level

Unit sales by Mercedes-Benz Vans increased by 11% to 72,200 vehicles in the third quarter of 2014. Revenue of €2.5 billion was also significantly higher than in the prior-year period (Q3 2013: €2.3 billion). EBIT amounted to €176 million (Q3 2013: €152 million).

### Mercedes-Benz Vans remains on its growth path

Unit sales increased as a result of the new V-Class, following its very successful launch in the segment of multipurpose vehicles. The Sprinter also continued its success in the market. In Western Europe, Mercedes-Benz Vans once again achieved a double-digit increase in unit sales of 19% to 47,100 vehicles in the third quarter of 2014. Growth was particularly strong in Germany (+20%), the United Kingdom (+28%) and Spain (+78%). Sales of 7,000 vans in Eastern Europe were slightly below the prior-year level (Q3 2013: 7,200).

The division continued along its successful path in the United States, with third-quarter unit sales rising by 18% to 6,500 vehicles. Sales in China decreased from 3,500 to 3,200 units in the third quarter of this year. The market environment in Latin America remained difficult; sales of 3,600 units in that region were significantly lower than in the third quarter of last year (-31%).

Mercedes-Benz Vans achieved growth for all its model series in the third quarter of 2014. We sold 47,100 units of the Sprinter worldwide, which is 12% more than in the prior-year period. In the segment of mid-sized vans (including the new V-Class), we

## D.11

### Q1-3

Amounts in millions of euros	Q1-3 2014	Q1-3 2013	% change
EBIT	541	437	+24
Revenue	7,221	6,673	+8
Unit sales	209,335	187,373	+12
Production	228,566	198,823	+15
Employees	16,281	14,838 <sup>1</sup>	+10

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

## D.10

### Q3

Unit sales	Q3 2014	Q3 2013	% change
Total	72,207	65,314	+11
Western Europe	47,116	39,528	+19
Germany	20,707	17,323	+20
Eastern Europe	7,006	7,180	-2
United States	6,531	5,546	+18
Latin America (excluding Mexico)	3,574	5,176	-31
China	3,208	3,466	-7
Other markets	4,772	4,418	+8

also significantly surpassed the volume of the prior-year quarter despite the model change, and sold a total of 20,000 units (Q3 2013: 17,500). Sales of 5,100 units of the Mercedes-Benz Citan were also higher than in the same period of last year (Q3 2013: 4,950).

### Mercedes-Benz Vans strengthens its market position with the new Vito

The new Mercedes-Benz Vito sets the benchmark in the segment of mid-sized vans. At its world premiere in Berlin in late July, Mercedes-Benz Vans presented this versatile van in the range of 2.5-3.2 tons gross vehicle weight to the public for the first time. The new Vito offers a whole range of outstanding features. It is the first vehicle in its class available with three drive systems (rear-, front- and all-wheel drive) and is thus able to meet all customers' requirements. It also features a high payload and efficient engines. The Vito additionally appeals with numerous innovative safety and assistance systems. Furthermore, with the Vito TOURER, we are now repositioned in the segment of passenger transport and have created our own model family for these applications.

Immediately after the world premiere, the new Vito went into production at the plant in Vitoria in mid-August. In the context of the model change, Mercedes-Benz Vans invested approximately €190 million in the plant in Spain, primarily to modernize and reorganize the body shop, paint shop and assembly lines. After the Sprinter, Mercedes-Benz Vans is now applying the Vans Goes Global strategy to the Vito: Starting in the year 2015, we will sell the Vito also in North and South America.

## D.12

### Q1-3

Unit sales	Q1-3 2014	Q1-3 2013	% change
Total	209,335	187,373	+12
Western Europe	135,752	114,654	+18
Germany	57,890	48,491	+19
Eastern Europe	19,412	19,636	-1
United States	18,739	15,630	+20
Latin America (excluding Mexico)	11,251	14,447	-22
China	9,780	9,147	+7
Other markets	14,401	13,859	+4