

# DAIMLERCHRYSLER

## **Fact Sheet 4th Quarter / Fiscal 1999**

**February 28, 2000**

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# Financial Highlights Fiscal 1999

## Comparison 1999 to 1998:

- ▶ Revenues up 14% to 150 billion
- ▶ Operating Profit increased by 28% to 11.0 billion
- ▶ Adjusted<sup>1)</sup> Operating Profit up 20% to 10.3 billion
- ▶ Net Income up 19% to 5.7 billion
- ▶ Adjusted<sup>1)</sup> Net Income up 16% to 6.2 billion
- ▶ EPS<sup>2)</sup> 5.73 (1998: 5.03)
- ▶ Adjusted<sup>1)</sup> EPS<sup>2)</sup> 6.21 (1998: 5.58)
- ▶ Synergies of 1.39 billion realized, significantly above the announced 1.3 billion
- ▶ Return on Net Assets increased from 12.7% to 13.2%
- ▶ Economic Value Added increased by 22% to 2.1 billion

1) excluding one-time effects

2) The average number of shares increased from 959.3 million in 1998 to 1,002.9 million in 1999.

# Financial Highlights 4th Quarter

## Comparison 4th Quarter 1999 to 1998:

- ▶ Revenues up 20% to 41.4 billion
- ▶ Operating Profit increased by 37% to 2.4 billion
- ▶ Adjusted<sup>1)</sup> Operating Profit up 37% to 2.7 billion
- ▶ Net Income up 87% to 1.1 billion
- ▶ Adjusted<sup>1)</sup> Net Income up 32% to 1.6 billion
- ▶ 4th quarter EPS<sup>2)</sup> 1.13 (1998: 0.61)
- ▶ Adjusted<sup>1)</sup> 4th quarter EPS<sup>2)</sup> 1.59 (1998: 1.22)

1) excluding one-time effects

2) The average number of shares increased from 991.1 million in 4th quarter 1998 to 1,003.2 million in 4th quarter 1999

# Stock Market Information

## Figures & Ratios:

- ▶ **EPS 1999 (adjusted):** 6.21
- ▶ **P/E Ratio\*:** 12.4

## Share Price\*:

- ▶ **Share Price Frankfurt:** 77,0
- ▶ **Share Price New York:** \$ 78 <sup>1</sup>/<sub>4</sub>

## Number of Shares:

- ▶ **Average number of outstanding shares 1999:** 1,002.9 billion
- ▶ **Shares outstanding\*:** 1,003.3 billion

- ▶ **Market Capitalization\*:** 77.2 billion  
\$ 78.5 billion

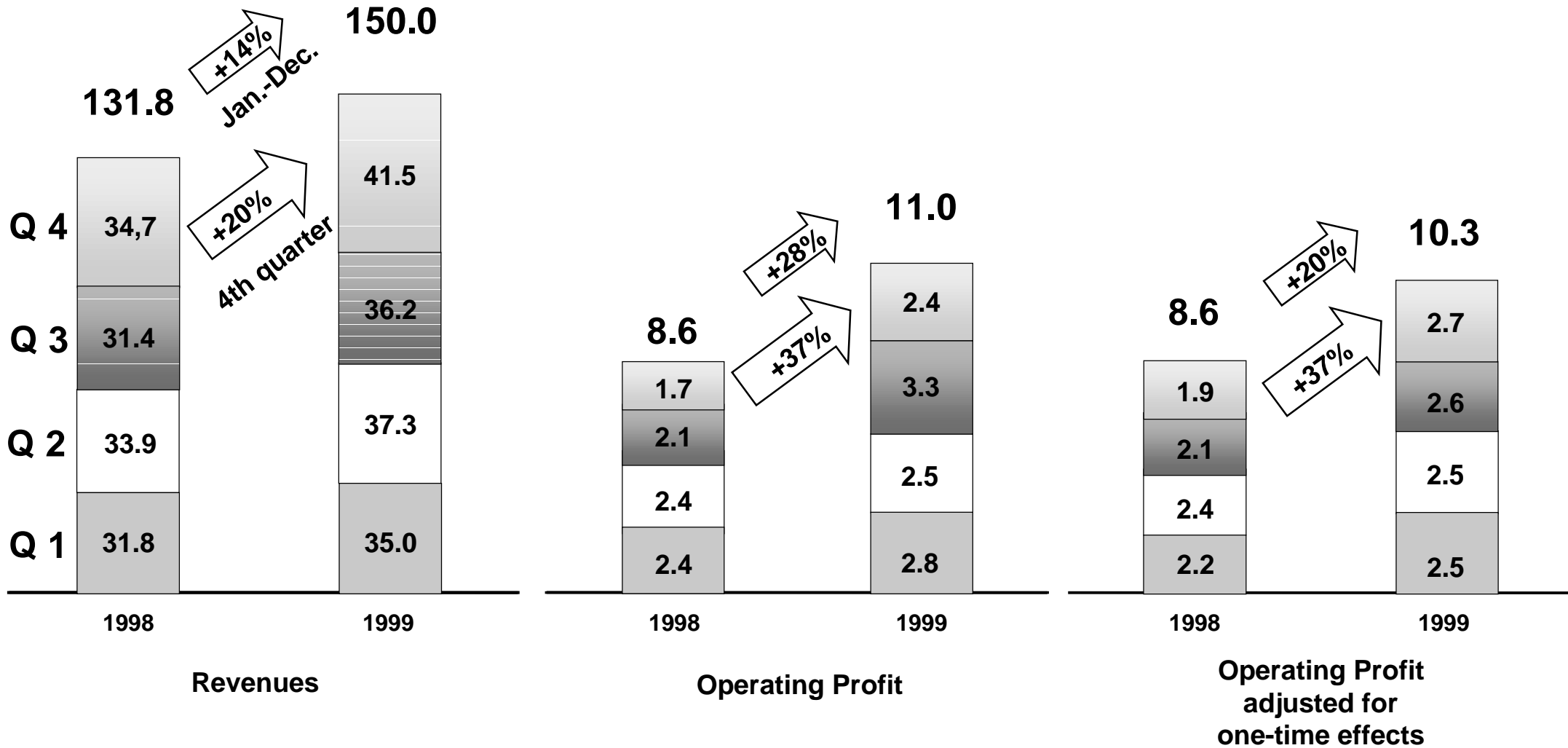
\* as of December 30, 1999

# Key Figures and Ratios

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in %	1999	1998	Change in %
(In millions of )												
Revenues	34,990	31,862	37,326	33,867	36,232	31,400	41,437	34,653	+20	149,985	131,782	+14
EBIT	2,435	2,279	2,406	2,245	2,288	1,825	2,195	981	+124	9,324	7,330	+27
EBITDA	4,397	4,060	4,740	4,020	4,568	3,633	4,969	2,948	+69	18,674	14,661	+27
Operating Profit	2,774	2,396	2,557	2,398	3,315	2,075	2,366	1,724	+37	11,012	8,593	+28
Operating Profit - adjusted	2,523	2,176	2,552	2,374	2,568	2,075	2,673	1,958	+37	10,316	8,583	+20
Net Income	1,163	1,453	1,487	1,469	1,960	1,289	1,136	609	+87	5,746	4,820	+19
Net Income - adjusted	1,639	1,332	1,484	1,488	1,511	1,325	1,592	1,205	+32	6,226	5,350	+16
Depreciation	1,962	1,781	2,334	1,775	2,280	1,808	2,774	1,967	+41	9,350	7,331	+28
Capital Expenditures	1,644	1,792	2,283	2,108	2,078	1,786	3,465	2,469	+40	9,470	8,155	+16
Return on Sales - Group (Operating Profit)	7.9%	7.5%	6.9%	7.1%	9.1%	6.6%	5.7%	5.0%	+0.7 pts	7.3%	6.5%	+0.8 pts
Effective Tax Rate	58.9%	39.7%	37.4%	41.8%	38.8%	41.6%	51.8%	6.0%	+45.8 pts	46.9%	37.2%	+9.7 pts
Effective Tax Rate - adjusted	35.4%	39.7%	37.4%	41.8%	38.8%	41.6%	42.8%	6.0%	+36.8 pts	38.5%	37.2%	+1.3 pts

# Revenues and Operating Profit

(in billions of )



# Revenues by Divisions

(in millions of )

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in %	1999	1998	Change in %
<b>Mercedes-Benz Passenger Cars &amp; smart</b>	8,440	7,473	9,571	8,197	9,174	7,953	10,915	8,964	+22	38,100	32,587	+17
<b>Chrysler Group</b>	15,291	14,995	16,262	14,835	15,166	12,727	17,366	13,855	+25	64,085	56,412	+14
<b>Commercial Vehicles</b>	6,149	5,274	6,675	5,813	6,591	5,866	7,280	6,209	+17	26,695	23,162	+15
<b>Services</b>	2,791	2,533	3,054	2,807	3,334	2,842	3,753	3,228	+16	12,932	11,410	+13
- excl. Telecom Services in 1998 -	2,791	2,215	3,054	2,500	3,334	2,479	3,753	2,793	+34	12,932	9,987	+29
<b>Aerospace</b>	1,920	1,698	2,318	2,166	2,105	2,158	2,848	2,748	+4	9,191	8,770	+5
<b>Others <sup>1)</sup></b>	1,318	893	1,188	660	1,305	821	2,041	1,152	+77	5,852	3,526	+66
-----												
<b>DaimlerChrysler Group</b>	34,990	31,862	37,326	33,867	36,232	31,400	41,437	34,653	+20	149,985	131,782	+14

1) 50% pro rata consolidation of Adtranz in 1998

# Operating Profit by Divisions

(in millions of )

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in %	1999	1998	Change in %
<b>Mercedes-Benz Passenger Cars &amp; smart</b>	531	513	616	523	708	507	848	450	+88	2,703	1,993	+36
<b>Chrysler Group - adjusted<sup>1)</sup> -</b>	1,456	1,353	1,322	1,304	1,025	925	1,248	673	+85	5,051	4,255	+19
	1,456	1,353	1,322	1,304	1,164	925	1,248	673	+85	5,190	4,255	+22
<b>Commercial Vehicles</b>	183	164	319	323	303	299	262	160	+64	1,067	946	+13
<b>Services - adjusted<sup>1)</sup> -</b>	437	221	268	260	1,167	262	167	242	(31)	2,039	985	+107
	186	195	263	258	281	262	296	234	+26	1,026	949	+8
<b>Aerospace <sup>2)</sup></b>	93	43	189	156	185	142	263	282	(7)	730	623	+17
<b>Others <sup>3)</sup> - adjusted<sup>1)</sup> <sup>3)</sup> -</b>	74	122	(172)	(105)	(55)	(60)	(246)	(87)	(183)	(399)	(130)	(207)
	74	(72)	(172)	(53)	(55)	(60)	(68)	(39)	(74)	(221)	(224)	+1
<b>DaimlerChrysler Group - adjusted<sup>1)</sup> -</b>	2,774	2,396	2,557	2,398	3,315	2,075	2,366	1,724	+37	11,012	8,593	+28
	2,523	2,176	2,552	2,374	2,568	2,075	2,673	1,958	+37	10,316	8,583	+20

1) excluding one-time effects

2) Adjustments for 1998 were - as last year reported - allocated on group level.

3) 50% pro rata consolidation of Adtranz in 1998

# One-time Effects

(in millions of )

	Operating Profit		Net Income	
	4 <sup>th</sup> Qtr	Jan.-Dec.	4 <sup>th</sup> Qtr	Jan.-Dec.
Restructuring of Adtranz	(178)	(178)	(145)	(145)
Gains of disposal of debitel shares	(2)	1,140	-	659
Charges relating to securitization transactions	(127)	(127)	(77)	(77)
Retiree lump-sum payment	-	(139)	-	(86)
Extinguishment of debt	-	-	(19)	(19)
<b>Subtotal</b>	<b>(307)</b>	<b>696</b>	<b>(241)</b>	<b>332</b>
Effects of changes in German tax law	-	-	(215)	(812)
<b>Total</b>	<b>(307)</b>	<b>696</b>	<b>(456)</b>	<b>(480)</b>

# Net Assets and Return on Net Assets

	Net Assets		Return on Net Assets		
	1999 (annual average, in billions of )	1998	1999 in %	1998 in %	Change in %pts.
<b>DaimlerChrysler Group</b> (after taxes)	53.2	50.1	13.2	12.7	+0.5
<b>Industrial Business</b> (before interest and taxes)	39.0	35.1	24.0	21.9	+2.1
<b>Mercedes-Benz</b> <b>Passenger Cars &amp; smart</b>	9.6	8.0	28.2	25.1	+3.1
<b>Chrysler Group</b>	19.5	17.6	25.9	24.2	+1.7
<b>Commercial Vehicles</b>	6.0	5.5	17.8	17.1	+0.7
<b>Services <sup>1)</sup></b>	0.8	0.5	15.0	16.0	(1.0)
<b>Aerospace <sup>2)</sup></b>	2.2	1.4	33.8	43.0	(9.2)
<b>Other Industrial Businesses</b>	1.0	1.2	(29.1)	(18.4)	(10.7)
	Stockholders' Equity		Return on Equity <sup>3)</sup>		
<b>Financial Services</b>	5.1	4.3	18.4	20.7	(2.3)

1) Excluding Financial Services

2) The organization of business procedures in the aerospace industry, under which a part of the capital employed is generally financed by advance payments, results in a relatively low capital base and a correspondingly higher RONA value and is therefore not directly comparable with RONA values from other industrial sectors.

3) Before taxes

# Earnings per Share

(in \$)

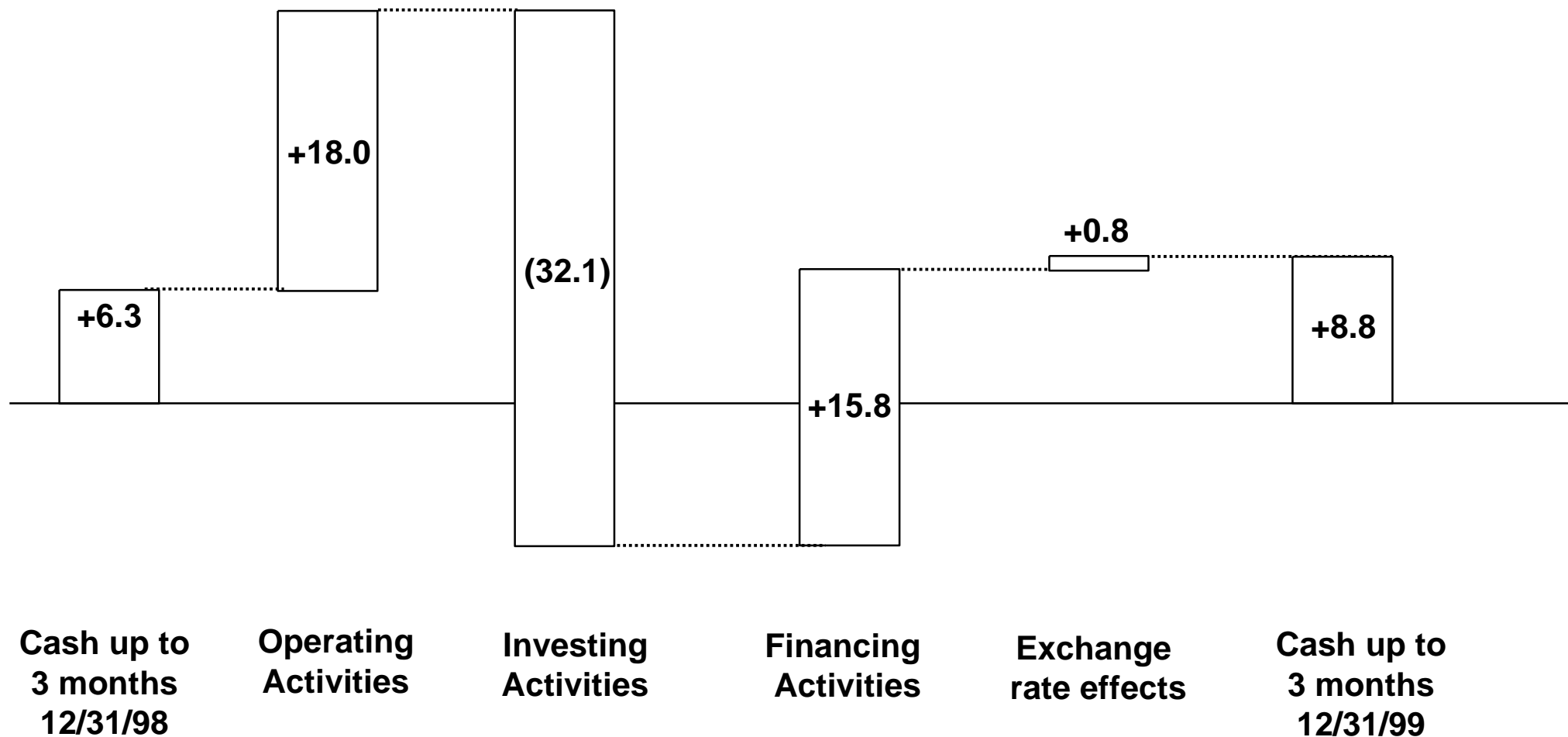
	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in %	1999	1998	Change in %
<b>basic</b>	1.16	1.56	1.48	1.57	1.95	1.33	1.13	0.61	+85	5.73	5.03	+14
<b>diluted</b>	1.14	1.52	1.47	1.52	1.94	1.30	1.12	0.61	+84	5.69	4.91	+16
<b>Adjusted for one-time effects</b>												
<b>basic</b>	1.64	1.43	1.48	1.59	1.51	1.36	1.59	1.22	+30	6.21	5.58	+11
<b>diluted</b>	1.61	1.39	1.47	1.54	1.50	1.33	1.57	1.19	+32	6.16	5.45	+13
<b>Average number of shares outstanding (in million)</b>												
<b>basic</b>	1,002.1	932.0	1,003.0	935.1	1,003.2	972.8	1,003.2	991.1	+1	1,002.9	959.3	+5
<b>diluted</b>	1,020.8	962.4	1,013.8	970.5	1,014.0	996.8	1,013.9	1,012.5	+0	1,013.6	987.1	+3

# Key Figures of the Groups' Balance Sheet

(In millions of )	Dec. 31, 1999	Dec. 31, 1998	Change in %
<b>Gross Liquidity Group</b>	<b>18,201</b>	<b>19,073</b>	<b>(5)</b>
as a percentage of total assets	10.4%	14.0%	(3.6) pts
<b>Gross Liquidity Group including Pension Trust</b>	<b>22,260</b>	<b>19,073</b>	<b>+17</b>
<b>Liquidity Industrial Business</b>	<b>16,580</b>	<b>17,855</b>	<b>(7)</b>
<b>Liquidity Industrial Business including Pension Trust</b>	<b>20,639</b>	<b>17,855</b>	<b>+16</b>
<b>Equity Ratio</b>	<b>19.3%</b>	<b>20.6%</b>	<b>(1.3) pts</b>
<b>Equity Ratio Industrial Business</b>	<b>27.8%</b>	<b>26.6%</b>	<b>(1.2) pts</b>
<b>Financial Liabilities Group</b>	<b>64,488</b>	<b>40,430</b>	<b>+60</b>
<b>Financial Liabilities Industrial Business</b>	<b>4,400</b>	<b>3,631</b>	<b>+21</b>
<b>Net Debt Group</b>	<b>(46,287)</b>	<b>(21,357)</b>	<b>+117</b>
<b>Net Liquidity Industrial Business</b>	<b>12,180</b>	<b>14,224</b>	<b>(14)</b>
<b>Net Liquidity Industrial Business including Pension Trust</b>	<b>16,239</b>	<b>14,224</b>	<b>+14</b>

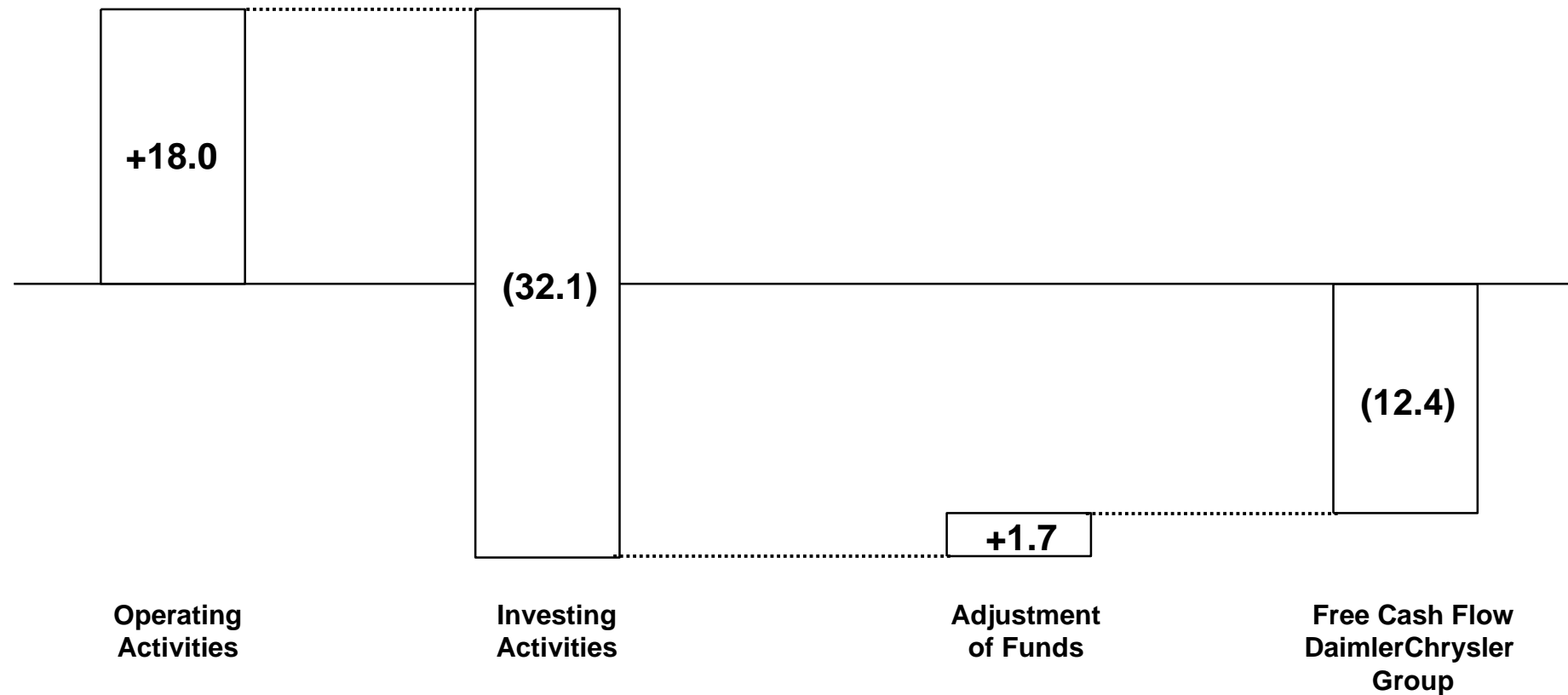
# Statement of Cash Flows DaimlerChrysler Group

(in billions of )



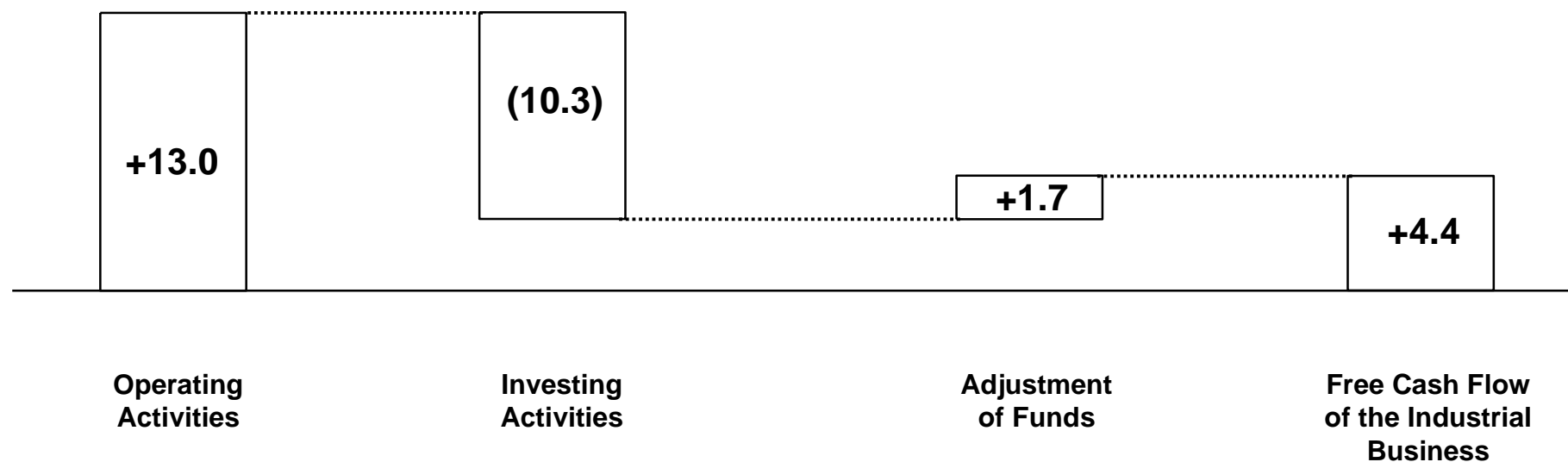
# Reconciliation to Free Cash Flow DaimlerChrysler Group 1999

(in billions of )



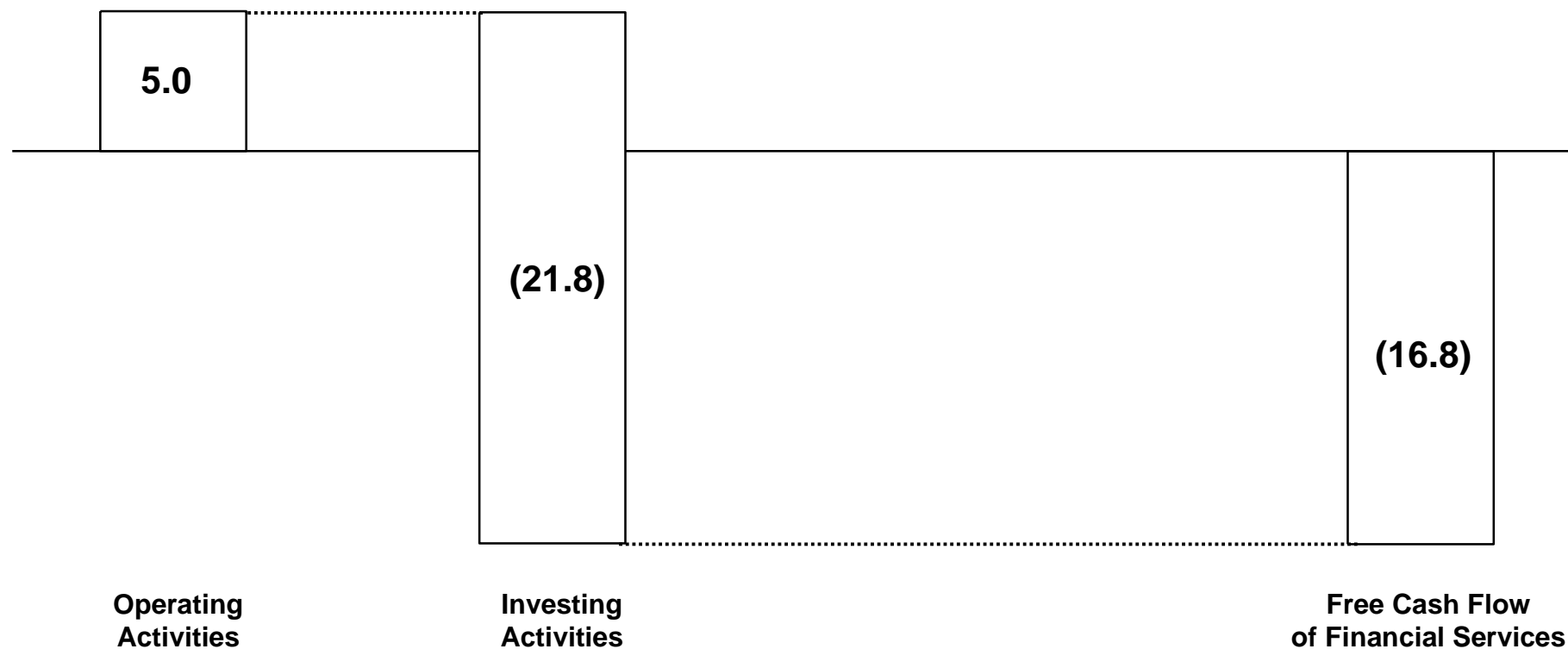
# Reconciliation to Free Cash Flow of the Industrial Business 1999

(in billions of )



# Reconciliation to Free Cash Flow of the Financial Services 1999

(in billions of )



# Wholesales

## Mercedes-Benz Passenger Cars & smart

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in %	1999	1998	Change in %
<b>(In thousand units)</b>												
<b>Mercedes-Benz Passenger Cars &amp; smart</b>	<b>243</b>	<b>201</b>	<b>276</b>	<b>227</b>	<b>266</b>	<b>226</b>	<b>296</b>	<b>269</b>	<b>+9.9</b>	<b>1,080</b>	<b>923</b>	<b>+17.1</b>
<b>European Union</b>	<b>164</b>	<b>125</b>	<b>185</b>	<b>144</b>	<b>177</b>	<b>156</b>	<b>189</b>	<b>185</b>	<b>+2.6</b>	<b>716</b>	<b>610</b>	<b>+17.3</b>
of which Germany	91	74	109	83	106	94	111	103	+7.1	417	355	+17.3
<b>NAFTA</b>	<b>46</b>	<b>42</b>	<b>53</b>	<b>51</b>	<b>49</b>	<b>41</b>	<b>64</b>	<b>49</b>	<b>+31.4</b>	<b>212</b>	<b>183</b>	<b>+15.9</b>
of which USA	43	40	49	48	46	39	59	46	+29.7	197	172	+14.4
<b>Japan</b>	<b>13</b>	<b>11</b>	<b>14</b>	<b>10</b>	<b>11</b>	<b>8</b>	<b>12</b>	<b>11</b>	<b>+5.5</b>	<b>50</b>	<b>40</b>	<b>+23</b>
<b>Rest of World</b>	<b>20</b>	<b>23</b>	<b>24</b>	<b>22</b>	<b>29</b>	<b>21</b>	<b>31</b>	<b>24</b>	<b>+29</b>	<b>102</b>	<b>90</b>	<b>+13.3</b>

# Retail Sales

## Mercedes-Benz Passenger Cars & smart\*

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in %	1999	1998	Change in %
<b>(In thousand units)</b>												
<b>Mercedes-Benz Passenger Cars &amp; smart</b>	246	202	278	224	264	225	285	255	+11.8	1,074	906	+18.6
<b>European Union</b>	167	126	187	141	176	155	187	172	+8.5	716	595	+20.4
of which Germany	91	74	108	83	106	94	111	103	+7.1	417	355	+17.3
<b>NAFTA</b>	43	42	53	50	50	39	58	49	+19.2	204	181	+12.9
of which USA	41	40	49	47	46	37	54	46	+16.9	190	170	+11.3
<b>Japan</b>	13	11	14	9	12	9	10	10	(1.8)	48	39	+24.7
<b>Rest of World</b>	23	23	24	24	26	22	30	24	+25	106	91	+16.5

\* wholesales for smart

# Market Shares\*

## Mercedes-Benz Passenger Cars

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in % pts	1999	1998	Change in % pts
(In %)												
European Union of which Germany	13.7 21.1	13.3 21.1	13.6 20.1	13.6 19.7	14.2 23.4	14.5 23.0	14.0 22.2	14.0 20.6	(0.0) +1.6	13.8 21.6	13.8 21.1	+0.0 +0.5
USA	7.0	8.1	7.6	8.0	6.9	6.9	8.0	7.1	+0.9	7.4	7.5	(0.1)
Japan	15.4	11.0	18.4	11.6	12.5	11.1	9.6	13.2	(3.6)	13.6	11.7	+1.9

\* Competitive class

# Shipments Chrysler Group

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in %	1999	1998	Change in %
<b>(In thousand units)</b>												
<b>Chrysler Group</b>	836	826	849	849	722	673	822	746	+10	3,229	3,094	+4
<b>NAFTA</b>	793	769	808	798	683	635	768	704	+9	3,052	2,906	+5
of which USA	712	673	710	682	612	572	660	622	+6	2,694	2,549	+6
<b>Rest of World</b>	43	57	41	51	39	38	54	42	+28	177	188	(6)

# Retail Sales Chrysler Group

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in %	1999	1998	Change in %
<b>(In thousand units)</b>												
<b>Chrysler Group</b>	<b>780</b>	<b>716</b>	<b>875</b>	<b>877</b>	<b>769</b>	<b>721</b>	<b>751</b>	<b>758</b>	<b>(1)</b>	<b>3,175</b>	<b>3,072</b>	<b>+3</b>
<b>NAFTA</b>	<b>739</b>	<b>665</b>	<b>824</b>	<b>824</b>	<b>725</b>	<b>673</b>	<b>706</b>	<b>710</b>	<b>+0</b>	<b>2,994</b>	<b>2,872</b>	<b>+4</b>
of which												
<b>Passenger Cars</b>	<b>222</b>	<b>208</b>	<b>245</b>	<b>253</b>	<b>205</b>	<b>211</b>	<b>207</b>	<b>201</b>	<b>+3</b>	<b>879</b>	<b>873</b>	<b>+1</b>
<b>Light Trucks</b>	<b>168</b>	<b>160</b>	<b>198</b>	<b>194</b>	<b>178</b>	<b>172</b>	<b>168</b>	<b>182</b>	<b>(7)</b>	<b>712</b>	<b>708</b>	<b>+1</b>
<b>Minivans</b>	<b>167</b>	<b>149</b>	<b>175</b>	<b>199</b>	<b>136</b>	<b>138</b>	<b>132</b>	<b>142</b>	<b>(7)</b>	<b>610</b>	<b>628</b>	<b>(3)</b>
<b>SUV's</b>	<b>182</b>	<b>148</b>	<b>206</b>	<b>178</b>	<b>206</b>	<b>152</b>	<b>199</b>	<b>185</b>	<b>+7</b>	<b>793</b>	<b>663</b>	<b>+20</b>
<b>Rest of World</b>	<b>41</b>	<b>51</b>	<b>51</b>	<b>53</b>	<b>44</b>	<b>48</b>	<b>45</b>	<b>48</b>	<b>(6)</b>	<b>181</b>	<b>200</b>	<b>(10)</b>

# Market Shares Chrysler Group

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in % pts	1999	1998	Change in % pts
(In %)												
<b>Chrysler Group USA and Canada</b>	16.6	16.4	15.5	16.1	14.4	15.5	14.9	16.0	(1.1)	15.3	16.0	(0.7)
<b>Passenger Cars USA</b>	9.8	9.4	8.7	9.3	7.6	9.0	8.3	8.7	(0.4)	8.6	9.1	(0.5)
<b>Trucks USA</b>	23.1	23.0	22.2	22.9	21.1	22.1	20.6	22.6	(2.0)	21.7	22.6	(0.9)

# Chrysler Group

## Division specific Data

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in %	1999	1998	Change
<b>Fleet % of Total USA</b>	22.5%	23.4%	22.1%	20.6%	13.1%	13.9%	18.8%	17.3%	+1.5 pts	19.2%	18.8%	+0.4 pts
<b>U.S. Lease % of Total</b>	25.4%	22.1%	24.8%	22.5%	26.1%	22.1%	27.8%	22.8%	+5.0 pts	26.1%	22.4%	+3.7 pts
<b>U.S. Field Stock (Units)</b>	567	581	557	539	524	517	587	531	+10.5			
<b>U.S. Days Supply</b>	61	73	61	55	63	67	75	68	+10.3			
<b>U.S. Marketing Cost as % of Revenues</b>	9.3%	10.3%	10.9%	10.1%	9.3%	9.0%	10.0%	10.2%	(0.2) pts	9.9%	9.9%	0.0 pts
<b>Worldwide Operating Profit per Unit ( )</b>	1,742	1,650	1,557	1,554	1,612 <sup>1)</sup>	1,374	1,517	900	+68.6	1,607 <sup>1)</sup>	1,382	+16.3 %

1) adjusted for one-time effects

# Production Schedule

## Chrysler Group

(Schedule will be updated on a monthly basis)

	2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr		Jan.-Dec.			1 <sup>st</sup> Qtr*		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in %	2000	1999	Change in %
(In thousand units)												
<b>Passenger Cars</b>	<b>233.8</b>	<b>241.4</b>	<b>185.2</b>	<b>204.7</b>	<b>223.8</b>	<b>195.9</b>	<b>863.6</b>	<b>866.2</b>	<b>(0.3)</b>	<b>240.0</b>	<b>220.8</b>	<b>+8.7</b>
U.S. Car	117.5	136.8	100.0	97.1	115.0	75.8	432.0	433.7	(0.4)	123.7	99.5	+24.3
Can. Car	91.3	69.4	68.5	76.4	92.2	88.4	339.0	299.8	+13.1	93.4	87.0	+7.4
Mexico	25.0	35.2	16.7	31.2	16.6	31.7	92.6	132.7	(30.2)	22.9	34.3	(33.2)
<b>Trucks</b>	<b>611.2</b>	<b>569.5</b>	<b>520.6</b>	<b>444.6</b>	<b>580.1</b>	<b>528.2</b>	<b>2,315.1</b>	<b>2,120.4</b>	<b>+9.2</b>	<b>656.0</b>	<b>603.2</b>	<b>+8.8</b>
U.S. Truck	396.0	361.9	349.1	280.2	389.8	357.0	1,528.3	1,379.5	+10.8	437.9	393.4	+11.3
Can. Truck	128.2	131.2	92.9	90.1	109.6	99.1	457.7	436.8	+4.8	128.6	127.0	+1.3
Mexico	62.6	57.9	58.3	57.7	59.9	55.0	240.4	229.8	+4.6	73.1	59.6	+22.7
Austria	24.4	18.5	20.3	16.6	20.8	17.1	88.7	74.3	+19.4	16.4	23.2	(29.3)
<b>Total Car &amp; Truck</b>	<b>845.0</b>	<b>810.9</b>	<b>705.8</b>	<b>649.3</b>	<b>803.9</b>	<b>724.1</b>	<b>3,178.7</b>	<b>2,986.6</b>	<b>+6.4</b>	<b>896.0</b>	<b>824.0</b>	<b>+8.7</b>
Diamond Star Motors	12.4	20.6	7.6	11.7	6.7	8.8	40.7	61.0	(33.3)	3.6	14.0	(74.3)
<b>Grand Total</b>	<b>857.4</b>	<b>831.5</b>	<b>713.4</b>	<b>661.0</b>	<b>810.6</b>	<b>732.9</b>	<b>3,219.4</b>	<b>3,047.6</b>	<b>+5.6</b>	<b>899.6</b>	<b>838.0</b>	<b>+7.4</b>
<b>Memo:</b>												
U.S. SAAR (incl. Medium & Heavy)	17.4	16.5	17.8	15.2	17.5	16.8	17.4	16.0	+8.8	17.0	16.9	+0.6

\* Program N° 35, February 15, 2000

# Wholesales Commercial Vehicles

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in %	1999	1998	Change in %
<b>(In thousand units)</b>												
<b>Commercial Vehicles</b>	128	108	142	121	141	127	144	134	+8	555	490	+13
<b>European Union</b>	62	53	70	61	65	61	69	72	(3)	267	247	+8
of which Germany	26	22	30	26	28	26	30	33	(8)	114	107	+7
<b>NAFTA</b>	45	26	49	28	50	34	48	37	+29	193	126	+54
of which USA	41	22	45	24	45	30	42	32	+28	172	108	+59
<b>South America</b>	10	15	10	16	12	15	11	10	+6	43	56	(23)
<b>Rest of World</b>	10	14	12	16	13	15	16	15	+7	51	60	(15)

# Retail Sales Commercial Vehicles

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in %	1999	1998	Change in %
<b>(In thousand units)</b>												
<b>Commercial Vehicles</b>	126	111	142	125	141	130	146	122	+20	555	488	+14
<b>European Union</b>	60	54	70	61	66	60	70	71	(1)	266	246	+8
of which Germany	26	22	30	26	28	26	30	33	(8)	114	107	+7
<b>NAFTA</b>	45	29	49	31	50	39	48	26	+87	193	125	+55
of which USA	41	25	45	27	45	34	42	21	+97	172	108	+59
<b>South America</b>	10	14	10	17	12	15	11	10	+7	43	56	(22)
<b>Rest of World</b>	11	15	12	16	13	16	17	15	+14	52	62	(15)

# Market Shares Commercial Vehicles

	1 <sup>st</sup> Qtr		2 <sup>nd</sup> Qtr		3 <sup>rd</sup> Qtr		4 <sup>th</sup> Qtr			Jan.-Dec.		
	1999	1998	1999	1998	1999	1998	1999	1998	Change in % pts	1999	1998	Change in % pts
(In %)												
<b>Mercedes-Benz Vans</b>												
Western Europe	18.0	18.3	19.4	17.7	19.9	18.4	18.8	19.1	(0.3)	18.9	18.6	+0.3
Germany	26.8	26.7	27.7	26.5	28.8	25.6	27.6	29.6	(2.0)	27.7	27.1	+0.6
<b>Mercedes-Benz Trucks</b>												
Western Europe	23.7	22.2	25.4	23.8	26.2	25.5	24.3	24.8	(0.5)	24.9	24.1	+0.8
Germany	45.4	44.0	46.9	45.5	49.2	49.2	47.4	47.6	(0.2)	47.2	46.6	+0.6
Brazil	32.3	35.1	30.5	37.0	37.4	35.6	37.0	36.5	+0.5	35.9	36.0	(0.1)
<b>Freightliner/Sterling/ Thomas Build Buses</b>												
USA Class 8	35.7	30.1	38.7	29.7	38.8	35.8	36.5	36.6	(0.1)	37.3	33.1	+4.2
USA Class 6/7	21.8	18.2	22.3	16.9	24.4	19.3	24.4	24.3	+0.1	23.1	19.5	+3.6
<b>MB / Setra Buses</b>												
Western Europe	24.1	24.0	23.5	26.5	24.6	25.2	23.0	26.6	(3.6)	23.8	25.6	(1.8)
Germany	51.5	55.4	50.8	52.4	55.3	57.4	57.7	58.8	(1.1)	53.9	56.1	(2.2)

# Outlook (I)

- ▶ **Generally favorable economic conditions in all DaimlerChrysler key markets until 2002 with high sales volumes in automobile markets**
- ▶ **Variety of new and attractive products will enable nearly all business units to grow faster than the market over the coming years**
- ▶ **Strict cost management in all divisions and additional synergies will provide a strong foundation for continued profitable growth**
- ▶ **50 billion to be invested by the year 2002 in R&D, new products and improved efficiency in all parts of the group**
- ▶ **Forming EADS and focusing on automotive and related services**

# Outlook (II)

## Automotive Businesses

- ▶ **Mercedes-Benz Passenger Cars & smart:**
  - ▶ rounding off and updating its range of products by 2002
    - ▶ launch of new C-class with four derivatives, new E-class, new SL-Roadster
    - ▶ launch of smart convertible
- ▶ **Chrysler Group:**
  - ▶ renewal of more than half of its product portfolio by 2002
  - ▶ new opportunities for growth based on new products, defining new segments over the next two years (e.g. PT Cruiser)
- ▶ **Commercial Vehicles:**
  - ▶ division will take greater advantage of the benefits offered by international networks
  - ▶ launch of new products into new segments (e.g. VANE0)
  - ▶ launch of profitably established products into new markets (e.g. SPRINTER in U.S.)

# Outlook (III)

## New Products 2000

### Mercedes-Benz Passenger Cars & Smart:

- ▶ new C-Class Q2/00
- ▶ smart convertible Q1/00

### Chrysler Group

- ▶ PT Cruiser Q1/00
- ▶ all new Stratus/Sebring Lineup Q3/00
- ▶ all new Minivan Q3/00

### Commercial Vehicles

- ▶ Unimog Q2/00
- ▶ O345 facelift MB Turk Q2/00
- ▶ Light Class (MB Turk) Q3/00
- ▶ Heavy Class (MB Turk) Q3/00
- ▶ also new engines and axles will be launched during the year 2000, which will be used in various models

# Outlook (IV)

## Estimates of Revenues

(Estimates in billions of )	Revenues	
	2000	2002
<b>DaimlerChrysler Group</b>	<b>153</b>	<b>167</b>
<b>Mercedes-Benz Passenger Cars &amp; smart</b>	40	43
<b>Chrysler Group</b>	63	65
<b>Commercial Vehicles</b>	27	30
<b>Services</b>	15	19
<b>Aerospace <sup>1)</sup></b>	10	11
<b>Others <sup>2)</sup></b>	7	8

1) Excluding EADS effects

2) Mainly Adtranz, TEMIC, MTU-Friedrichshafen

# Outlook (V)

## Estimates of Capital Expenditures and R&D Expenses

(Estimates in billions of )	Capital Expenditures		Research & Development <sup>1)</sup>	
	2000	2000-2002	2000	2000-2002
<b>DaimlerChrysler Group</b>	<b>10.9</b>	<b>27.9</b>	<b>5.9</b>	<b>17.5</b>
<b>Mercedes-Benz Passenger Cars &amp; smart</b>	2.2	5.7	1.9	5.5
<b>Chrysler Group</b>	5.6	14.5	2.0	6.0
<b>Commercial Vehicles</b>	1.3	3.4	0.9	2.4
<b>Services</b>	0.4	1.0	-	-
<b>Aerospace <sup>2)</sup></b>	0.5	1.5	0.4	1.3
<b>Others <sup>3)</sup></b>	0.9	1.8	0.7	2.3

1) Excluding third-party contracts of 1.7 billion per year

2) Excluding EADS effects

3) Mainly Adtranz, TEMIC, MTU-Friedrichshafen

# Disclosure Calendar year 2000

## **Annual Meeting**

**April 19, 2000**

**10:00 a.m.**

**Internationales Congress Center Berlin, Germany**

## **Announcement Q1 / 3-Month-Results**

**April 19, 2000**

## **Announcement Q2 / Half-Year-Results**

**End of July, 2000**

## **Announcement Q3 / 9-Month-Results**

**End of October, 2000**