



For Release:

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MERCEDES-BENZ REPORTS 2020 SALES of 325,915 VEHICLES

ATLANTA – Mercedes-Benz USA (MBUSA) today reported Q4 2020 sales of 78,078 Mercedes-Benz models. Additionally, Mercedes-Benz Vans recorded Q4 sales of 17,228, bringing MBUSA to a grand total of 95,306 vehicles for the quarter, a decrease of 8.9% over the comparable period last year. On a year-to-date basis, MBUSA recorded sales of 274,916 Mercedes-Benz passenger vehicles and 50,999 Vans. This brings MBUSA's total year-to-date sales to 325,915 units, a decrease of 8.9% versus 2019.

"I am both encouraged and impressed by the entrepreneurial spirit and commitment of our dealer partners to tirelessly deliver for our customers, amidst a host of unprecedented challenges in 2020," said Dimitris Psillakis, President and CEO of MBUSA. "We are excited to introduce nine new models in the months ahead, including the all new S-Class and the EQS electric, and continue to leverage the natural market gravitation of SUVs."

Mercedes-Benz volume leaders in Q4 included the GLC, GLE and GLA model lines. The GLC led totals with 18,639 units followed by GLE with sales of 15,994. The GLA rounded out the top three with 8,839 units. Year-to-date, MBUSA's volume leaders were the GLC, GLE and the E-Class/CLS with totals of 52,626; 48,154; and 27,102 respectively. SUVs accounted for 65% of total sales in 2020. The all new GLA and GLB SUVs accounted for more than 25% of total SUV sales in 2020.

Q4 sales of Mercedes-AMG high-performance models totaled 11,128 units (+29.1%) which helped push the sub-brand to its best year ever with 34,079 vehicles sold year-to-date (+1.5%).

Separately, Mercedes-Benz Certified Pre-Owned (MBCPO) models recorded sales of 31,043 vehicles during the fourth quarter of 2020, down 14.5% versus to Q4 2019. On a year-to-date basis, MBCPO sold 126,812 vehicles, a decrease of 5.3% compared to last year.

About Mercedes-Benz USA

Mercedes-Benz USA (MBUSA), headquartered in Atlanta, is responsible for the distribution, marketing and customer service for all Mercedes-Benz products in the United States. MBUSA offers drivers the most diverse lineup in the luxury segment with model lines ranging from the sporty A-Class sedan to the flagship S-Class and the Mercedes-AMG GT R.

MBUSA is also responsible for Mercedes-Benz Vans products in the U.S. More information on MBUSA and its products can be found at www.mbusa.com and www.mbvans.com.

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News Media Contact:

Anne McGregor; anne.mcgregor@mbusa.com

Benjamin Zhang; benjamin.zhang@mbusa.com

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