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Lower deliveries for Volkswagen brand in July

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- Volkswagen delivers 489,000 vehicles throughout the world in July, 3.3 percent fewer than in July 2018
 - At 3.49 million vehicles for the year to date, deliveries by the brand are 3.8 below the prior-year figure
 - Stable market share in a declining overall market both in July and in the year to date
 - Sales Board Member Jürgen Stackmann: "Our strong position in a shrinking global market is especially due to our highly successful SUV models."

Wolfsburg – In July, the Volkswagen brand delivered 489,000 vehicles to customers throughout the world, 3.3 percent fewer than the same month last year. From January to July, Volkswagen handed over 3.49 million vehicles, down 3.8 percent on the previous year. In a generally declining global market, Volkswagen succeeded in maintaining a stable market share both in July and for the year to date. As expected following the record values of July 2018, Volkswagen in Europe once again delivered fewer vehicles (-8.8 percent) in July 2019. In China, Volkswagen delivered 2.0 percent more vehicles in a shrinking overall market and further expanded its market share. In Brazil, Volkswagen recorded a marked increase in deliveries of 13.5 percent.

Volkswagen Sales Board Member Jürgen Stackmann: "The situation on the global automobile market with its variety of regional challenges remains unchanged. It is gratifying to note that Volkswagen is maintaining a stable market position throughout the world in a generally shrinking global market. This is especially due to our highly successful SUV models, which have convinced our customers in all regions."

27.5 percent of all vehicles delivered by Volkswagen from January to July were SUVs. In the comparable prior-year period, the share was 18.7 percent. The Volkswagen brand's best-selling SUV model throughout the world up to the end of July was the Tiguan.

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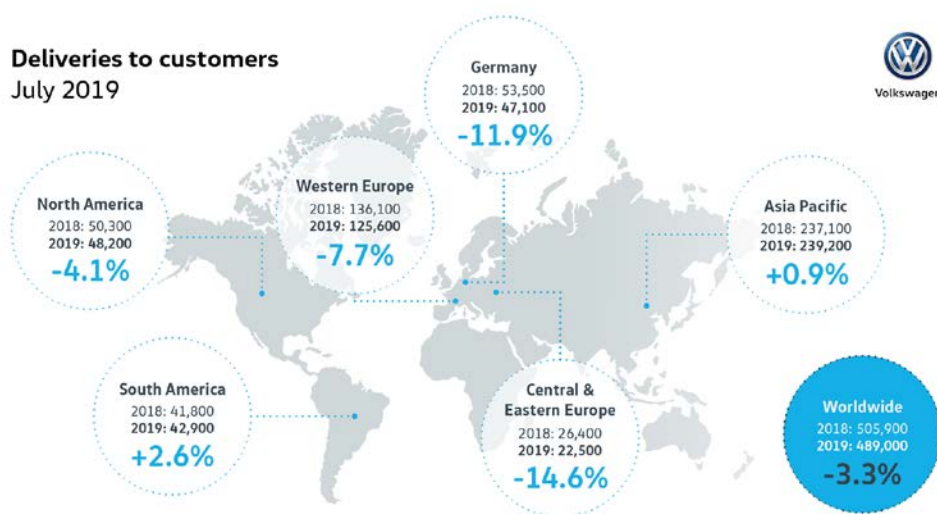
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Deliveries in the regions and markets **in July** developed as follows:

- In a generally shrinking overall market in **Europe**, Volkswagen, as expected, once again delivered fewer vehicles following the record values as a result of WLTP in July 2018. In total, 148,100 vehicles were handed over to customers, 8.8 percent fewer than the same month last year. In **Western Europe**, the brand recorded a decrease of 7.7 percent to 125,600 vehicles.
- In **Central and Eastern Europe**, the Volkswagen brand delivered 22,500 vehicles in July, 14.6 percent fewer than in July 2018.
- In July, the home market of **Germany** was no exception. In the month under review, 47,100 vehicles were handed over to customers, 11.9 percent fewer than in July 2018. This development was no surprise in view of the large numbers of orders received in 2018 as a result of the environmental incentive and the sale of NEDC vehicles prior to the introduction of WLTP. In addition, delivery figures for the Passat were poorer in July 2019, as expected in view of the model change. Strong growth rates were recorded for the SUV models Touareg (+26 percent), Tiguan (+16.9 percent), and T-Roc (+9.6 percent).
- In **North America**, Volkswagen completed the month under review with a fall in deliveries of 4.1 percent to 48,200 vehicles. In the **USA**, the brand continues to be highly successful. In the largest single market in the region, Volkswagen delivered 31,200 vehicles, 2.2 percent more than in July 2018. Deliveries by Volkswagen therefore rose for the fifth month in succession. In July, the Tiguan remained Volkswagen's most successful model and sales of the Atlas also grew. SUVs once again accounted for more than half of deliveries. In



Mexico, the overall market continues to shrink. Here, the brand closed the month with a fall in deliveries of 11.7 percent to 10,700 vehicles.

- In **South America**, the Volkswagen brand handed over 42,900 vehicles to customers, 2.6 percent more than the same month last year. Once again, **Brazil** was the strongest single market in the region. Here, the brand handed over 34,000 vehicles to customers, recording a rise of 13.5 percent. **Argentina** is still struggling with a difficult situation in the general economy and a severely shrinking overall market. Volkswagen handed over 5,500 vehicles to customers, recording a fall of 33.3 percent compared with July 2018.
- In the **Asia-Pacific** region, Volkswagen closed the reporting month with a slight rise in deliveries. In July, the brand delivered 239,200 vehicles, up 0.9 percent on July 2018. In **China**, the Volkswagen brand recorded a rise of 2.0 percent to 228,000 vehicles, in a market which once again shrank, and therefore further expanded its market share. This success is due to the brand's SUV offensive, which continues to gather pace. The SUV share in Volkswagen deliveries in China rose from 13.9 percent in July 2018 to 28.8 percent in July 2019. As regards sedans, the Lávada and the new version of the Passat, developed exclusively for China, are especially successful.

Overview of deliveries by the Volkswagen brand:

| Deliveries to customers by market | July 2018 | July 2019 | Change (%) | Jan-Jul 2018 | Jan-Jul 2019 | Change (%) |
|-----------------------------------|-----------|-----------|------------|--------------|--------------|------------|
| Europe | 162,500 | 148,100 | -8.8% | 1,129,500 | 1,070,100 | -5.3% |
| Western Europe | 136,100 | 125,600 | -7.7% | 963,100 | 915,600 | -4.9% |
| Germany | 53,500 | 47,100 | -11.9% | 352,500 | 339,600 | -3.7% |
| Central and Eastern Europe | 26,400 | 22,500 | -14.6% | 166,300 | 154,500 | -7.1% |
| Russia | 8,600 | 8,300 | -3.3% | 56,800 | 58,100 | +2.3% |
| North America | 50,300 | 48,200 | -4.1% | 327,600 | 329,500 | +0.6% |
| USA | 30,500 | 31,200 | +2.2% | 203,400 | 215,800 | +6.1% |
| South America | 41,800 | 42,900 | +2.6% | 265,800 | 269,500 | +1.4% |
| Brazil | 30,000 | 34,000 | +13.5% | 175,900 | 210,400 | +19.6% |
| Asia-Pacific | 237,100 | 239,200 | +0.9% | 1,806,100 | 1,740,800 | -3.6% |
| China incl. HK | 223,500 | 228,000 | +2.0% | 1,706,700 | 1,657,900 | -2.9% |
| | | | | | | |
| Worldwide | 505,900 | 489,000 | -3.3% | 3,624,600 | 3,487,200 | -3.8% |



About the Volkswagen brand:

Volkswagen Passenger Cars operates in more than 150 markets worldwide and produces vehicles at more than 50 locations in 14 countries. In 2018, Volkswagen produced around 6.2 million vehicles, including bestsellers such as the Golf, Tiguan, Jetta and Passat. Volkswagen has a current workforce of 195,878 employees around the globe. Added to this are more than 10,000 dealerships with 86,000 employees. Volkswagen is forging ahead consistently with the further development of automobile production. Electric mobility, smart mobility and digital transformation of the brand are the key strategic issues for the future.
