
Media Information

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New delivery record for Volkswagen Group in 2018

- **10.83 million vehicles delivered worldwide (+0.9 percent) – a new all-time record**
- **Growth in deliveries and market shares in South America, Europe, the USA and China**
- **Successful product offensive of the brands more than compensates for regional risks: SUV models are key growth drivers**
- **Volkswagen Passenger Cars, Škoda, Seat, Porsche and Lamborghini brands all set new delivery records**
- **Dr. Christian Dahlheim, Head of Group Sales: “We are very pleased about this great result in 2018. In view of volatile geopolitical developments, our business will face an equally strong headwind in 2019.”**

Wolfsburg, January 11, 2019 – With 10.83 million vehicles delivered throughout the world, 0.9 percent more than in 2017, the Volkswagen Group set an all-time record. In many markets of the world, South America, Europe, the USA and China, both the deliveries and in some cases the market shares of the Volkswagen Group grew. With successful product offensives, the Group brands were able to more than compensate for the risks in individual regions such as the general economic uncertainty in China and the adverse effects of the WLTP changeover in Europe. Especially the Group’s new SUV models were strong growth drivers. The Volkswagen Passenger Cars, Škoda, Seat, Porsche and Lamborghini brands all set new deliveries records. Dr. Christian Dahlheim, Head of Volkswagen Group Sales: “Even though setting new records is no longer our primary goal, we are very pleased about this great result. Especially in the second half, things were not easy for us in 2018. It was possible to achieve this new deliveries record for the Group thanks to a combination of outstanding products and the high level of trust placed in us by our customers. In view of volatile geopolitical developments, our business will face an equally strong headwind in 2019. In my opinion, the Volkswagen Group is well-positioned to meet the upcoming challenges. We face the future with optimism.”

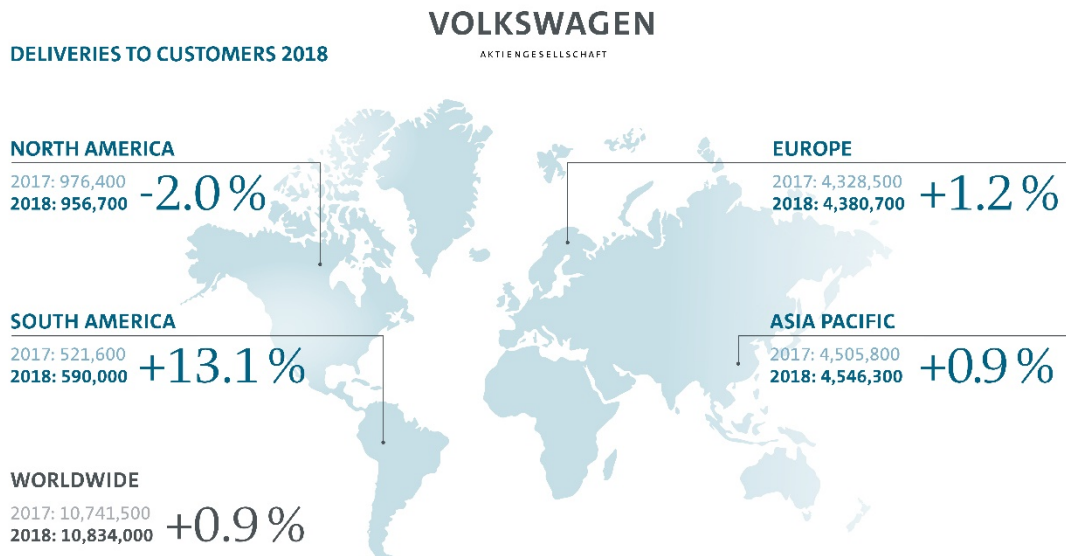
Deliveries in the regions developed as follows:

in **Europe**, the brands of the Volkswagen Group delivered a total of 4.38 million vehicles in 2018, 1.2 percent more than in 2017. The Group grew especially strongly in **Central and Eastern Europe**, where 797,200 vehicles were handed over to customers, 7.1 percent more than the previous year. This increase was especially due to strong performance in Russia, where Group deliveries grew by 19.8 percent. Despite the significant adverse effects of the WLTP changeover of the fleets in the second half of the year, deliveries by the Group in **Western Europe** reached about the same level

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as the previous year, at 3.58 million vehicles. In **Germany**, deliveries also remained at the prior-year level, at 1.28 million vehicles.



There was a two-way split between the situation for the brands in the markets of **North America**. While growth was recorded in the **USA** with 638,300 vehicles delivered (+2.1 percent) and **Canada** with 118,500 vehicles delivered (+3.7 percent), there was a drop of 15.6 percent compared with the previous year in **Mexico**. In total, the Volkswagen Group handed 956,700 vehicles over to customers in the region, 2.0 percent less than in 2017.

Developments for the Volkswagen Group in **South America** last year were extremely positive. With growth of 13.1 percent in deliveries to 590,000 vehicles, the region made a decisive contribution to the positive overall figures of the Group. The outstanding performance of the Group brands in **Brazil**, where 401,700 vehicles were delivered, a rise of 30.4 percent, more than offset the fall of 22.4 percent to 118,600 vehicles delivered in **Argentina**. In Argentina, conditions for the overall market remained difficult in a generally poor economic environment.

In the **Asia-Pacific** region, the Volkswagen Group achieved growth, with 4.55 million vehicles handed over to customers – despite the negative effect of the Chinese market, where the overall economic situation became more sluggish in the second half of the year as a result of the trade dispute with the USA. The reluctance to buy on the part of consumers had a negative impact on the entire automobile market, which contracted for the first time after many years in 2018. In this situation, the Volkswagen Group still achieved slight growth compared with the previous year, at 4.21 million vehicles delivered, and were able to increase its market share.

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Deliveries to customers <u>by markets</u>	Dec. 2018	Dec. 2017	Change (%)	Jan.-Dec. 2018	Jan.-Dec. 2017	Change (%)
Europe	319,800	338,900	-5.6	4,380,700	4,328,500	+1.2
Western Europe	252,100	272,000	-7.3	3,583,500	3,583,900	0.0
Germany	91,400	97,500	-6.2	1,284,800	1,286,500	-0.1
Central and Eastern Europe	67,700	66,900	+1.2	797,200	744,700	+7.1
Russia	24,500	21,100	+16.2	229,800	191,800	+19.8
North America	84,400	91,500	-7.7	956,700	976,400	-2.0
USA	59,500	61,600	-3.4	638,300	625,100	+2.1
South America	48,800	38,500	+26.7	590,000	521,600	+13.1
Brazil	37,100	24,700	+50.4	401,700	308,000	+30.4
Asia-Pacific	431,300	489,300	-11.9	4,546,300	4,505,800	+0.9
China (incl. HK)	402,600	460,100	-12.5	4,207,100	4,184,200	+0.5
Worldwide	916,200	999,900	-8.4	10,834,000	10,741,500	+0.9

Deliveries to customers <u>by brands</u>	Dec. 2018	Dec. 2017	Change (%)	Jan.-Dec. 2018	Jan.-Dec. 2017	Change (%)
Volkswagen Passenger Cars	540,600	594,200	-9.0	6,244,900	6,230,300	+0.2
Audi	154,500	180,200	-14.3	1,812,500	1,878,100	-3.5
ŠKODA	105,100	107,500	-2.2	1,253,700	1,200,500	+4.4
SEAT	25,300	33,000	-23.2	517,600	468,400	+10.5
Porsche	21,700	19,600	+10.6	256,300	246,400	+4.0
Volkswagen Commercial Vehicles	44,000	42,600	+3.1	499,700	497,900	+0.4
MAN	12,500	11,900	+5.5	136,500	114,100	+19.6
Scania	10,000	9,200	+7.7	96,500	90,800	+6.3
Volkswagen Group (total)	916,200	999,900	-8.4	10,834,000	10,741,500	+0.9

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About the Volkswagen Group:

The Volkswagen Group, with its headquarters in Wolfsburg, is one of the world's leading automobile manufacturers and the largest carmaker in Europe. The Group comprises twelve brands from seven European countries: Volkswagen Passenger Cars, Audi, SEAT, ŠKODA, Bentley, Bugatti, Lamborghini, Porsche, Ducati, Volkswagen Commercial Vehicles, Scania and MAN. The passenger car portfolio ranges from small cars all the way to luxury-class vehicles. Ducati offers motorcycles. In the light and heavy commercial vehicles sector, the products include ranges from pick-ups, buses and heavy trucks. Every weekday, 642,292 employees around the globe produce on average 44,170 vehicles, are involved in vehicle-related services or work in other areas of business. The Volkswagen Group sells its vehicles in 153 countries.

In 2017, the total number of vehicles supplied to customers by the Group globally was 10,741 million (2016: 10,297 million). The passenger car global market share was 12.1 per cent. In Western Europe 22.0 per cent of all new passenger cars come from the Volkswagen Group. Group sales revenue in 2017 totaled €231 billion (2016: €217 billion). Earnings after tax in 2017 amounted to €11.6 billion (2016: €5.4 billion).
