



October 10, 2019

Rise in deliveries for Volkswagen Passenger Cars in September

- Volkswagen brand delivers 533,700 vehicles throughout the world in September, 10 percent more than in September 2018
 - As expected, strong growth in Europe and Germany (45 and 74% percent respectively) following poor figures in September 2018 as a result of WLTP
 - Volkswagen grows in China and South America against the overall market trend
 - Volkswagen wins market shares in a shrinking global market
 - Sales Board Member Jürgen Stackmann: "With our products, we are fully aligned with the taste of our customers and therefore continue to grow in a shrinking global market."
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Wolfsburg - In September, the Volkswagen brand delivered 533,700 vehicles to customers throughout the world, 10 percent more than the same month last year. Volkswagen is therefore winning market shares in a shrinking overall global market. The brand recorded the strongest growth in Europe (+45.4 percent) and especially in Germany (+73.9 percent). This was due to the marked fall in deliveries in September 2018, when vehicle availability was severely restricted as a result of the changeover to the new WLTP type approval procedure. In the USA and China, Volkswagen succeeded in maintaining or further expanding its market share in a generally shrinking overall market. The situation in South America was similar. Brazil remains the strongest motor for growth in deliveries in the region (+16.0 percent).

Volkswagen Sales Board Member Jürgen Stackmann: "As expected, we have now experienced a turnaround following the slump in deliveries in Europe in September 2018 as a result of WLTP, also because we are significantly better prepared for the current second stage of WLTP. Volkswagen successfully asserted its position throughout the world in September. With our products, we are fully aligned with the taste of our customers and therefore continue to grow in a shrinking global market."

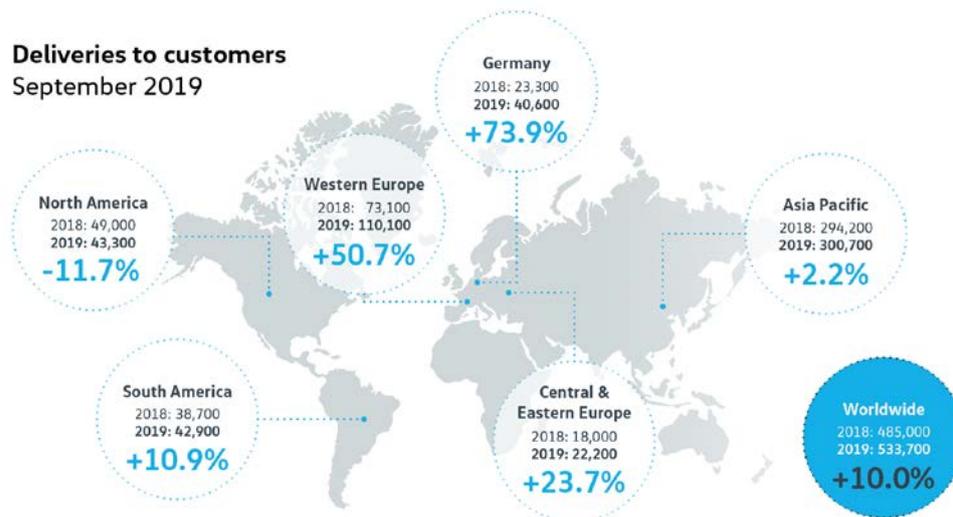
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Deliveries in the regions and markets in **September** developed as follows:

In the month under review, Volkswagen delivered 132,300 vehicles to customers in **Europe**, corresponding to a rise of 45.4 percent. This was due to the special situation last year; as a result of the changeover to the WLTP type approval procedure in September, many customers had brought purchases forward to the first half of the year and deliveries in September 2018 were very poor as a result of availability bottlenecks. Volkswagen was well-prepared for the second stage of WLTP this year and there were therefore no negative effects. For this reason, Volkswagen grew more strongly than the overall European market, which only grew by 11.7 percent in the month under review, and was therefore able to increase its market shares.

In **Western Europe**, the brand recorded a rise of 50.7 percent in deliveries to 110,100 vehicles. In **Germany**, with 40,600 vehicles delivered, growth reached 73.9 percent. In **Central and Eastern Europe**, the Volkswagen brand handed 22,200 vehicles over to customers in the month under review, 23.7 percent more than in September 2018.

In September, developments in **North America** ran counter to this trend. In the region, Volkswagen delivered 43,300 vehicles, 11.7 percent fewer than in September 2018 and developed almost in line with the overall market. The situation was similar in the **USA**, where the brand handed 26,900 vehicles over to customers, 11.8 percent fewer than in September 2018. There were two fewer sales days in the month than in 2018. The upcoming model replacement for the Passat also had an impact. The SUV segment continues to account for more than half of all vehicles delivered.

The situation for Volkswagen in **South America** remained gratifying. In the region, the brand recorded growth of 10.9 percent, with 42,900 vehicles delivered, in a shrinking overall market. In **Brazil** too, the upward trend of the brand continued. Volkswagen handed 33,600 vehicles over to customers, 16.0 percent more than in September 2018. In **Argentina**, Volkswagen succeeded in boosting its market share despite a fall in deliveries of 21.9 percent to 4,800 vehicles.



In the **Asia-Pacific** region, the Volkswagen brand grew in September 2019, in contrast to the shrinkage in the overall market. The Volkswagen brand handed over 300,700 vehicles to customers in the month under review, 2.2 percent more than in September 2018. In **China**, the overall market once again shrank. In contrast, Volkswagen delivered 287,000 vehicles, 3.3 percent more than in September 2018, and therefore once again expanded its market share.

Overview of deliveries by the Volkswagen brand:

Deliveries to customers by market	Sep 18	Sep 19	Change (%)	Jan-Sep 18	Jan-Sep 19	Change (%)
Europe	91,000	132,300	+45.4%	1,353,200	1,321,900	-2.3%
Western Europe	73,100	110,100	+50.7%	1,144,200	1,123,100	-1.8%
Germany	23,300	40,600	+73.9%	419,200	418,900	-0.1%
Central and Eastern Europe	18,000	22,200	+23.7%	209,000	198,800	-4.9%
Russia	9,400	9,600	+2.1%	74,800	76,200	+1.9%
North America	49,000	43,300	-11.7%	428,000	425,700	-0.5%
USA	30,600	26,900	-11.8%	266,200	278,200	+4.5%
South America	38,700	42,900	+10.9%	349,500	358,600	+2.6%
Brazil	28,900	33,600	+16.0%	237,100	281,200	+18.6%
Asia-Pacific	294,200	300,700	+2.2%	2,372,300	2,305,400	-2.8%
China incl. HK	277,800	287,000	+3.3%	2,241,300	2,197,600	-2.0%
Worldwide	485,000	533,700	+10.0%	4,622,800	4,514,600	-2.3%

About the Volkswagen brand:

The Volkswagen Passenger Cars brand is present in more than 150 markets throughout the world and produces vehicles at over 50 locations in 14 countries. In 2018, Volkswagen delivered 6,2 million vehicles including bestselling models such as the Golf, Tiguan, Jetta or Passat. Currently, 195,878 people work for Volkswagen across the globe. The brand also has over 10,000 dealerships with 86,000 employees. Volkswagen is forging ahead consistently with the further development of automobile production. E-mobility, smart mobility and the digital transformation of the brand are the key strategic topics for the future.
