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## Media information

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## The right drive for the fleet

- **White paper for analysing mobility needs**

**Wolfsburg, December 12, 2018 – The Volkswagen Group is providing fleet managers with fact-based information on drive systems in a new white paper. With this paper, the company is offering a decision-making and discussion aid for the question: “Which drive is best for my fleet?”**

As well as relevant information on the current drive types offered by the group – petrol engine, diesel engine, mild hybrid, natural gas engine, plug-in hybrid and electric engine – the white paper also contains a helpful strategy tool, the so-called “Fleet Funnel”. This tool identifies the most important variables to be considered when precisely defining the correct drive type: purpose, external influences, internal instructions, total cost of ownership (TCO) and user choosers.

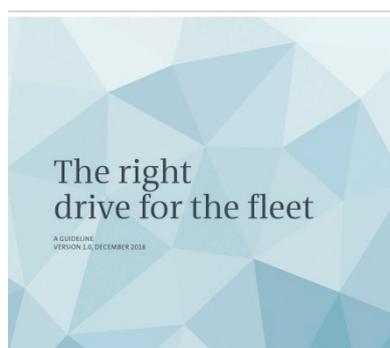
Important facts and figures are presented comprehensibly in text and illustrations. The first chapter on “Drives” expands the knowledge base for every relevant motor with the help of specific additional information. For each drive, the user will also find a comparison of strengths and weaknesses that is relevant to decisions.

The second chapter on “Making a decision” describes the “Fleet Funnel” strategy tool in detail – and takes a closer look at the variables mentioned earlier. In addition, numerous generic tables, diagrams and examples provide practical relevance. The “Fleet Funnel” can be used as a template for an in-house fleet analysis.

“The white paper will not replace our individual and personal consultation. Instead, it helps fleet managers assess and evaluate their own specific fleet situations. The white paper also provides useful arguments for an internal analysis process”, says Armin Villinger, Head of Volkswagen Group Fleet International.

The white paper is entitled “The right drive for the fleet” and can be downloaded for free at:

<https://www.volkswagenag.com/en/group/fleet-customer.html>



# VOLKSWAGEN

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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).