
Media information

NO. 465/

The Volkswagen Group heads for deliveries record

- In the year to date, the Group recorded growth of 1.8 percent to a total of 9.92 million vehicles delivered, with stagnation in the overall market
- In November, worldwide deliveries fell by 5.4 percent to 940,900 vehicles
- Dr. Christian Dahlheim, Head of Group Sales: “The rise in worldwide deliveries in the course of the year is a very respectable result. In November, there was a reduction in the effect of WLTP in Europe. We are confident that we will be able to close 2018 with a figure slightly above the previous record level of 2017 despite the challenging market environment.”

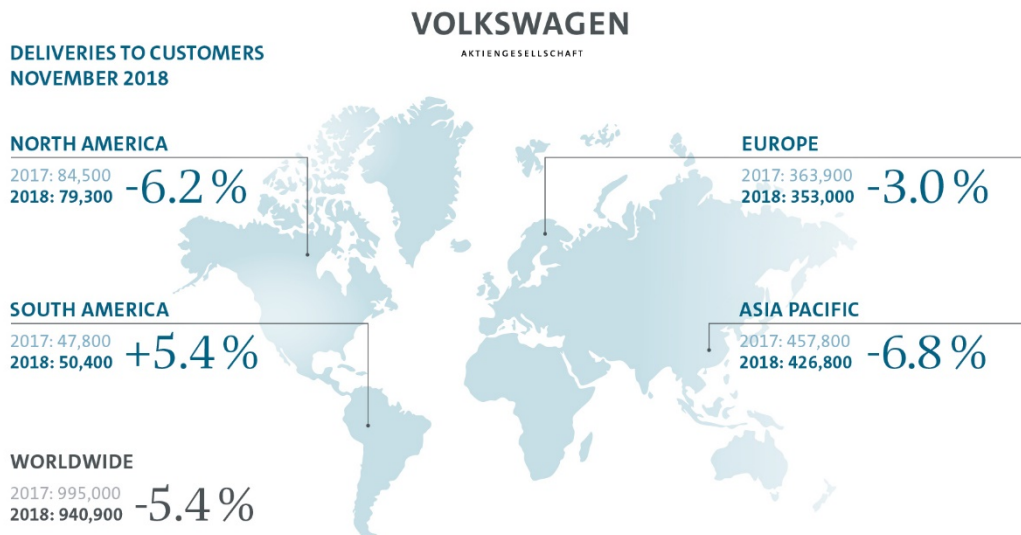
Wolfsburg, December 14, 2018 – From January to November, the Volkswagen Group boosted worldwide deliveries by 1.8 percent to 9.92 million vehicles. Despite a tense market environment with stagnating overall markets, a deliveries record for 2018 as a whole is therefore within reach. In November, the Volkswagen Group delivered a total of 940,900 vehicles throughout the world, corresponding to a fall of 5.4 percent compared with the prior-year month. Thanks to further progress with the WLTP changeover of the model range, deliveries in Europe were affected less severely in November. At 3.0 percent, the fall compared with the prior-year month was considerably lower than in the two preceding months. Dr. Christian Dahlheim, Head of Group Sales: “The rise in worldwide deliveries in the course of the year is a very respectable result. Although the volume target is no longer our top priority, high volumes allow us to achieve economies of scale. In November, there was a reduction in the effect of WLTP in Europe. We are confident that we will be able to close 2018 with a figure slightly above the previous record level of 2017 despite the challenging market environment.”

Deliveries in the regions developed as follows:

The Volkswagen Group brands made further progress with the changeover of their model range to the new WLTP test cycle. In **Europe**, where the fall in deliveries compared with the prior-year month was lower in November, at 3.0 percent, than in the two preceding months, 353,000 vehicles were handed over to customers. Both in Western Europe and in the home market of Germany, WLTP effects were less pronounced in November. In **Western Europe**, 283,100 vehicles were handed over to customers, 3.9 percent fewer than in November 2017. In Germany, 106,800 vehicles were delivered to customers (-4.9 percent). There were positive developments in the region of **Central and Eastern Europe** in November. Deliveries reached 70,000 vehicles, a rise of 0.9 percent compared with the previous year. This development was especially driven by the Russian market, with 22,900 deliveries (+22.8 percent). In Europe, the Volkswagen Group delivered 4.1 million vehicles from January to November, 1.8 percent more than in the comparable prior-year period.

VOLKSWAGEN

AKTIENGESELLSCHAFT



In **North America**, the Volkswagen Group delivered 79,300 vehicles to customers in November, representing a fall of 6.2 percent compared with the previous year. While the markets of the USA (-8.1 percent) and Mexico (-5.4 percent) recorded falls compared with the previous year, a rise of 3.1 percent was achieved in Canada.

The region of **South America** developed positively in November compared with the previous year. 50,400 vehicles were handed over to customers, a rise of 5.4 percent. In the month under review, Brazil remained the main driver of growth in the region with 38,200 vehicles delivered (+22.3 percent). It was possible to compensate for the significant fall of 47.9 percent to 5,800 vehicles in Argentina as a result of the difficult economic environment.

In the **Asia-Pacific** region, deliveries in November declined by 6.8 percent to 426,800 vehicles. As in previous months, the tariff dispute with the USA had a marked impact on the overall market. The resulting reluctance of Chinese consumers to purchase vehicles led to a fall in deliveries in November to 399,500 vehicles, 7.3 percent fewer than in the prior-year month. During the year to date, the Group has delivered 3.8 million vehicles to customers in China, which represents growth of 2.2 percent over the comparable prior-year period.

VOLKSWAGEN

AKTIENGESELLSCHAFT

Deliveries to customers by markets	Nov. 2018	Nov. 2017	Change (%)	Jan.-Nov. 2018	Jan.-Nov. 2017	Change (%)
Europe	353,000	363,900	-3.0	4,060,800	3,989,700	+1.8
Western Europe	283,100	294,500	-3.9	3,331,400	3,311,900	+0.6
Germany	106,800	112,200	-4.9	1,193,500	1,189,000	+0.4
Central and Eastern Europe	70,000	69,300	+0.9	729,500	677,800	+7.6
Russia	22,900	18,700	+22.8	205,300	170,700	+20.3
North America	79,300	84,500	-6.2	872,300	884,900	-1.4
USA	49,900	54,400	-8.1	578,800	563,600	+2.7
South America	50,400	47,800	+5.4	541,300	483,100	+12.1
Brazil	38,200	31,200	+22.3	364,600	283,300	+28.7
Asia-Pacific	426,800	457,800	-6.8	4,115,000	4,016,600	+2.5
China (incl. HK)	399,500	431,000	-7.3	3,804,400	3,724,200	+2.2
Worldwide	940,900	995,000	-5.4	9,917,800	9,741,700	+1.8

Deliveries to customers by brands	Nov. 2018	Nov. 2017	Change (%)	Jan.-Nov. 2018	Jan.-Nov. 2017	Change (%)
Volkswagen Passenger Cars	564,500	594,300	-5.0	5,704,300	5,636,100	+1.2
Audi	132,700	159,200	-16.7	1,657,900	1,697,900	-2.4
ŠKODA	110,100	114,600	-3.9	1,148,600	1,093,000	+5.1
SEAT	43,300	40,400	+7.2	492,300	435,500	+13.1
Porsche	20,100	20,700	-2.7	234,600	226,800	+3.4
Volkswagen Commercial Vehicles	46,100	44,300	+4.1	455,800	455,200	+0.1
MAN	13,400	11,200	+19.4	124,000	102,300	+21.3
Scania	9,100	9,100	+0.4	86,500	81,500	+6.1
Volkswagen Group (total)	940,900	995,000	-5.4	9,917,800	9,741,700	+1.8

VOLKSWAGEN

AKTIENGESELLSCHAFT



Volkswagen Aktiengesellschaft

Corporate Communications | Spokesperson Sales & Marketing

Contact Christoph Oemisch

Phone +49 5361 9-188 95

E-mail christoph.oemisch@volkswagen.de | www.volkswagen-newsroom.com



Volkswagen Aktiengesellschaft

Corporate Communications | Spokesperson Sales & Marketing

Contact Manuela Höhne

Phone +49 5361 9-203 01

E-mail manuela.hoehne@volkswagen.de | www.volkswagen-newsroom.com



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).
