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## Volkswagen brand deliveries rise in July

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- **467,000 vehicles handed over to customers worldwide, an increase of four percent compared with July 2016**
  - **Growth course in China continued**
  - **Positive impetus from South America, Central and Eastern Europe**
  - **Global SUV offensive strengthens competitive position**
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Wolfsburg – The Volkswagen brand delivered **467,000 vehicles** to customers worldwide in July 2017, an increase of four percent compared with the previous year. Jürgen Stackmann, Volkswagen Brand Board Member for Sales, commented: “The positive trend in the Volkswagen brand’s deliveries continued in July. As a result, our figures for January to July are slightly higher than last year. Once again, a large share of this positive development is attributable to our SUV offensive. We intend to continue this trend during the course of the year with the upcoming model launches.”

The main trends in July were as follows:

- 124,800 vehicles were delivered in **Europe**, 3.8 percent fewer than in July 2016. As expected, the Polo model changeover affected deliveries. Demand for the Tiguan and the general increase in demand in the SUV segment provided a positive contrast.
- 40,200 vehicles were handed over to customers in the home market of **Germany**, 14.2 percent fewer than in July 2016. The extension of leasing terms for employee and business leasing had an impact on deliveries of the Golf and Passat. As in European markets, deliveries were affected by the Polo model changeover.
- The Volkswagen brand reported further growth in **Central and Eastern Europe**, where deliveries rose by 3.8 percent to 20,100 vehicles. The main growth driver was **Russia**, where deliveries increased by a substantial 24 percent. The new Tiguan, which recently went on sale in Russia, met with a very positive response from customers.
- The brand handed over 7,800 vehicles to customers in **Canada**, corresponding to an increase of 37.9 percent. Apart from the

### Pressekontakt

Volkswagen Communications  
Christine Kuhlmeier  
Spokesperson Sales & Marketing  
Phone: +49 5361 9-83699

[christine.kuhlmeier@volkswagen.de](mailto:christine.kuhlmeier@volkswagen.de)



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market launch of the Atlas SUV and the e-Golf, a further decisive factor was the fact that numerous customers again decided in favor of Volkswagen thanks to attractive offers.

- At 35,400 vehicles, deliveries in the **South America** region were 17.6 percent higher than the previous year. One key driver of this positive trend was the market in **Argentina**, where demand increased by 51.7 percent to a total of 11,000 vehicles.
- The Volkswagen brand continued on its growth course in **China**, its largest market, in July. 228,900 vehicles were delivered to customers there, an increase of 8.7 percent. Demand for SUVs was particularly high. 25,800 (+56.1 percent) models from the Tiguan family, 6,800 units of the newly-launched Teramont and 1,200 units of the Touareg (+ 17.9 percent) were handed over to customers. At 17,200 models (+51.4 percent), deliveries of the Magotan remained at a high level.



Overview of deliveries by the Volkswagen brand:

Deliveries to customers by markets	July 2016	July 2017	Change (%)	Jan.-July 2016	Jan.-July 2017	Change (%)
<b>Europe</b>	129,800	124,800	-3.8%	1,021,100	1,014,400	-0.6%
<b>Western Europe</b>	110,400	104,800	-5.1%	894,600	868,600	-2.9%
Germany	46,900	40,200	-14.2%	341,700	318,700	-6.7%
<b>Central and Eastern Europe</b>	19,300	20,100	+3.8%	126,400	145,800	+15.4%
Russia	5,800	7,200	+24.0%	39,500	46,900	+18.8%
<b>North America</b>	51,200	51,300	+0.2%	326,500	330,600	+1.3%
USA	28,800	27,100	-5.8%	177,800	188,300	+5.9%
<b>South America</b>	30,100	35,400	+17.6%	209,500	236,700	+13%
Brazil	20,700	21,700	+4.9%	141,200	143,300	+1.5%
<b>Asia-Pacific</b>	223,200	240,300	+7.7%	1,707,500	1,720,200	+0.7%
China	210,700	228,900	+8.7%	1,603,000	1,624,400	+1.3%
<b>Worldwide</b>	449,100	467,000	+4.0%	3,374,000	3,402,000	+0.8%

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### About the Volkswagen brand: "We make the future real"

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 2016, Volkswagen produced around 5.99 million vehicles, including best-selling models such as the Golf, Tiguan, Jetta and Passat. Currently, 196,000 people work for Volkswagen across the globe. The brand also has 7,700 dealerships with 74,000 employees. Volkswagen is forging ahead consistently with the further development of automobile production. Key strategic themes for the future are electric mobility, smart mobility and the digital transformation of the brand.

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