

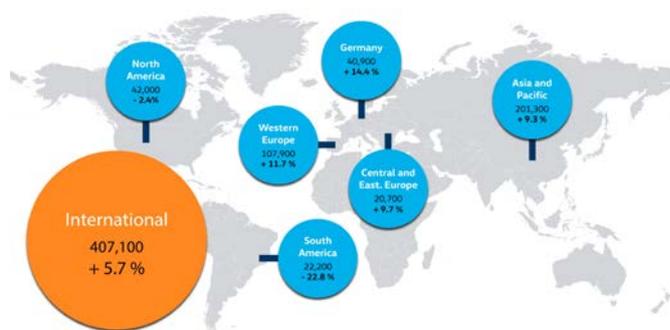


March 6, 2018

Volkswagen continues to see positive delivery trends in February

- 407,100 vehicles delivered to customers
- Up 5.7% on the prior-year figure for February
- Germany continues to enjoy positive development

Wolfsburg – The Volkswagen brand delivered 407,100 vehicles to customers worldwide in February 2018. Deliveries were up 5.7% on the prior-year figure for February. Jürgen Stackmann, member of the Volkswagen Brand Board of Management for Sales: “The Volkswagen brand has continued its strong deliveries performance of the past months into February. We have achieved a significant increase in many European markets, with Germany, our domestic market, seeing a particularly strong increase of 14.4%. The main drivers of this success are our new products. Similarly, China has once again made a significant contribution to this encouraging trend.”



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Information on February deliveries in regions and markets:

- In **Europe**, 128,700 vehicles were delivered to customers in February, an 11.4% increase on the prior-year figure. This trend was mostly driven by the large markets in Western Europe. Growth was further reinforced by the successful introduction of the new T-Roc. Spain (+17.3%) and Italy (+16.2%) showed particularly positive development, while **Western Europe** as a whole was able to secure an 11.7% increase on the prior-year level.



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- The positive trend seen in **Germany**, our domestic market, also continued, with the number of vehicle deliveries to customers reaching 40,900. This represents a significant increase of 14.4% year-on-year. Our new models, the T-Roc, Tiguan Allspace and Arteon, and also the environmental incentive, were driving forces in this positive trend.
- In the **Central and Eastern Europe** region, 20,700 vehicles were delivered to customers, corresponding to a 9.7% increase on the previous year. In Russia, the number of deliveries stood at 7,100 vehicles, 11% higher than the prior-year figure.
- 42,000 vehicles were sold in **North America**, representing a 2.4% decrease on the figure for February 2017. The Volkswagen brand's SUV offensive helped bring about a 6% increase in the **USA**, with deliveries amounting to 26,700 vehicles. The new Tiguan recorded its best sales month to date and, together with the new Atlas, was responsible for contributing to an SUV market share of 54%. The positive trend seen in **Canada** also continued, with the country enjoying a 32.3% increase.
- In **South America**, 22,200 vehicles were delivered to customers. This represents a decrease of 22.8%. In **Brazil**, the largest market in the region, deliveries decreased by 41.3% to 10,000 vehicles. This was due to the one-off impact of the transition to a new reporting method in South America.
- In **China**, Volkswagen continued to enjoy an upward growth trend in February, despite the fact that there were fewer sales days than in the previous year. In its largest individual market, the brand delivered 189,100 vehicles, another increase of 10.9%. There was particularly high demand for large saloons such as the Passat (+19.4%) and the Magotan (+23.0%).



An overview of Volkswagen brand deliveries in February:

Deliveries to customers by market	February 2017	February 2018	Change in %	Jan - Feb 2017	Jan - Feb 2018	Change in %:
Europe	115,500	128,700	+11.4	244,500	264,000	+8.0
Western Europe	96,600	107,900	+11.7	208,000	225,700	+8.5
Germany	35,800	40,900	+14.4	74,300	84,200	+13.3
Central and Eastern Europe	18,900	20,700	+9.7	36,500	38,200	+4.7
Russia	6,400	7,100	+11.1	10,900	12,700	+15.7
North America	43,000	42,000	-2.4	84,400	83,700	-0.8
USA	25,100	26,700	+6.0	48,700	51,400	+5.6
South America	28,700	22,200	-22.8	61,200	59,900	-2.1
Brazil	17,000	10,000	-41.3	33,600	33,800	+0.6
Asia Pacific	184,200	201,300	+9.3	467,300	509,500	+9.0
China	170,500	189,100	+10.9	441,300	486,100	+10.2
Worldwide	385,200	407,100	+5.7	883,500	940,700	+6.5

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 2017, Volkswagen delivered 6.23 million vehicles including bestselling models such as the Golf, Tiguan, Jetta or Passat. Currently, 198,000 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.

E-mobility, smart mobility and the digital transformation of the brand are the key strategic topics for the future.
