



EMBARGOED UNTIL DECEMBER 12, 2017, 09:00 CET

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Volkswagen deliveries reach all-time record in November

- **594,300 vehicles delivered worldwide**
 - **Most successful month in history of brand**
 - **Deliveries since beginning of year 4.0 percent up on 2016**
 - **Strong incoming orders for e-models**
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Wolfsburg – The Volkswagen brand delivered more vehicles worldwide in November than ever before in a single month. The new record in November amounted to 594,300 units. In total, 5.64 million vehicles were delivered to customers worldwide from January to November. Volkswagen brand deliveries were therefore 4.0 percent up on the comparable period in 2016.

Commenting on the new record, Jürgen Stackmann, Volkswagen Brand Board Member for Sales, said: "At the end of the year we are seeing positive momentum in all regions, and this is having an effect: for Volkswagen, this November is the most successful month of all time. I am particularly pleased to see that the positive sales trend in Germany over the last few months is now being confirmed by a strong delivery performance. Another positive is that more and more customers are switching to our e-models. Orders in Germany and Europe in November alone topped 3,000."

Deliveries in the regions and markets in November developed as follows:

- At 142,100 new vehicles, deliveries in **Europe** were 5 percent higher than the previous year. The Volkswagen brand reported strong growth in Italy (+6.6 percent) and the UK (+7.0 percent), France (+10.2 percent) and Austria (+20.3 percent). The main growth driver was high demand for the Golf and Tiguan along with the successful market launch of the new Polo. There was positive momentum in Austria as a result of the environmental incentive.
- At 47,800 vehicles, deliveries in **Germany** were well up on the previous year (+8 percent). In **Western Europe**, too, deliveries were 3.3 percent higher than in the same month last year. Orders in Germany continue to show a noticeable upward trend, which is attributable among other things to the positive effects of the environmental incentive.
- The Volkswagen brand recorded significant growth in **Central and Eastern Europe**, where deliveries rose by 14.2 percent. This positive

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development was again driven by **Russia**, which recorded very satisfactory 29.0 percent growth.

- At 50,700, deliveries in **North America** were slightly lower than the same month last year. In the **USA**, there was a slight decrease of 500 units. **Canada** reported a rise of 31.8 percent in November to 6,000 vehicles. This trend was driven by the Golf Alltrack and the Atlas as well as the Tiguan which was launched in August.
- 38,000 vehicles were delivered to customers in **South America**, an increase of 31.4 percent. Key drivers behind this positive development were **Brazil** with an increase of 34.0 percent as well as **Argentina** with an increase of 29.8 percent. Growth in the small car segment in these markets was particularly strong compared with the previous year.
- The Volkswagen brand continued its growth course in **China** in November. 331,100 vehicles were handed over to customers in this, the largest market, corresponding to a noteworthy increase of 16.2 percent. This led to another record-breaking month for Volkswagen brand deliveries in China. There was strong demand for the Jetta (31,600; + 22.2 percent) and the Magotan (19,400; + 21.3 percent). The popularity of SUVs continued. Deliveries of the new Teramont totaled 9,200, and 33,000 models (+ 42.1 percent) from the Tiguan family were handed over to customers.

Overview of deliveries by the Volkswagen brand in November:

Deliveries to customers by markets	November 2016	November 2017	Change (%)	Jan.- Nov. 2016	Jan.-Nov. 2017	Change (%)
Europe	135,300	142,100	+5.0	1,555,900	1,551,700	-0.3
Western Europe	114,300	118,100	+3.3	1,352,000	1,317,800	-2.5
Germany	44,300	47,800	+8.0	519,100	489,600	-5.7
Central and Eastern Europe	21,100	24,100	+14.2	204,000	234,000	+14.7
Russia	7,000	9,000	+29.0	66,600	79,100	+18.7
North America	51,400	50,700	-1.4	521,700	540,000	+3.5
USA	29,700	29,200	-1.6	285,700	309,400	+8.3
South America	28,900	38,000	+31.4	305,400	389,100	+27.4
Brazil	19,700	26,300	+34.0	196,700	240,100	+22.1
Asia-Pacific	297,600	344,800	+15.9	2,854,400	2,986,600	+4.6
China	285,000	331,100	+16.2	2,696,300	2,835,300	+5.2
Worldwide	531,600	594,300	+11.8	5,417,900	5,636,100	+4.0



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 about 5.99 million vehicles including bestselling models such as the Golf, Tiguan, Jetta or 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. E-mobility, Smart mobility and the digital transformation of the brand are the key strategic topics for the future.
