



May 15, 2019

Volkswagen delivers fewer vehicles in April

- Brand delivers **487,400** vehicles throughout the world: **6.2 percent** fewer than in April 2018
- Deliveries rise in North America, Russia and Brazil
- In China, Volkswagen wins market shares in an overall market that continues to shrink
- Sales Board Member Jürgen Stackmann: “We offer extremely attractive models in markets where the overall situation is difficult in many cases.”

Wolfsburg – In April, the Volkswagen brand delivered **487,400** vehicles worldwide, **6.2 percent** fewer than in April 2018. In the month under review, there were gratifying developments in the USA (+8.7 percent), Canada (+11.1 percent), Russia (+7.3 percent) and Brazil (+7.7 percent). Deliveries by Volkswagen in China were down 6.5 percent but the brand was able to further increase its market share in a shrinking overall market. Volkswagen Sales Board Member Jürgen Stackmann: “We offer extremely attractive models in overall markets which are difficult and shrinking in many cases. In North America, our SUV offensive is bearing fruit and has had a positive effect on the monthly figures. China remains a severe challenge for us and all other market players.”

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Deliveries to customers
 April 2019





Deliveries in the regions and markets in **April** developed as follows:

- In **Europe**, the Volkswagen brand delivered 150,300 vehicles, 4.8 percent down on the same month last year. This was partly attributable to capacity restrictions for petrol engines, where demand is currently high. In **Western Europe**, there was a decrease of 5.1 percent to 126,800 vehicles. In the key markets of the **UK** and **Italy**, the brand handed more vehicles over to customers than in April 2018 and was able to slightly increase its market shares.
- In the home market of **Germany**, 48,800 vehicles were delivered to customers in April, 7.3 percent down on the figure for April 2018, which had been particularly strong as a result of the environmental incentive. The brand's SUVs were especially popular here, with an increase of more than 18 percent compared with the previous year. Demand for the T-Roc, Tiguan and Touareg was particularly strong.
- The delivery figures for the Touareg also grew in **Russia** in April. Further impetus was provided by the Polo and the Tiguan, which were available as Connect special models throughout the market for the first time. In April, Volkswagen delivered a total of 9,600 vehicles in Russia, a rise of 7.3 percent. However, this positive development was insufficient to compensate for the falls in other markets of the **Central and Eastern Europe** region. In the region, a total of 23,500 vehicles were handed over to customers, representing a fall of 3.5 percent compared with April 2018.
- **North America** also developed positively in April. In the region, Volkswagen delivered 48,000 vehicles, corresponding to a rise of 3.9 percent compared with the same month last year. The largest single market, the **USA**, was the growth driver. Here, the brand handed over 31,300 vehicles (+8.7 percent) to customers. The popular SUV models Tiguan and Atlas accounted for over half of deliveries. In **Canada** too, Volkswagen recorded growth of 11.1 percent in deliveries. In **Mexico**, the situation remains difficult; deliveries there fell by 11.7 percent compared with April 2018.
- In **South America**, the largest single market of **Brazil** was unable to compensate for the poor situation in the region as a whole in April. In Brazil, Volkswagen boosted deliveries by 7.7 percent to 31,000 vehicles. However, this rise was offset by a fall of 54.5 percent in Argentina compared with April 2018 – as a result of the difficult overall economic situation. In total, the brand delivered 38,900 vehicles in the South America region, 7.9 percent fewer than in April 2018.
- In the **Asia-Pacific** region, Volkswagen delivered 240,100 vehicles, down 7.4 percent on April 2018. In April too, this development was



influenced most strongly by **China**, where customers remain reluctant to purchase despite a reduction in the VAT rate. This led to a contraction in the overall market, to which Volkswagen was not entirely immune. With 231,400 vehicles delivered to customers (-6.5 percent), Volkswagen developed better than the overall market and was able to increase its market share. The brand's SUV offensive is now running at full speed. Especially thanks to the T-Roc and Tharu models, the share of the segment in deliveries by the brand was boosted to 21 percent in the month under review. The new Tiguan L plug-in hybrid and the Passat plug-in hybrid are also particularly successful.

Overview of deliveries by the Volkswagen brand:

Deliveries to customers by market	April 18	April 19	Change (%)	Jan-April 18	Jan-April 19	Change (%)
Europe	158,000	150,300	-4.8%	612,000	595,900	-2.6%
Western Europe	133,600	126,800	-5.1%	524,000	510,400	-2.6%
Germany	52,700	48,800	-7.3%	191,400	183,100	-4.3%
Central and Eastern Europe	24,400	23,500	-3.5%	87,900	85,500	-2.7%
Russia	8,900	9,600	+7.3%	30,200	31,600	+4.7%
North America	46,200	48,000	+3.9%	180,400	180,100	-0.2%
USA	28,800	31,300	+8.7%	112,700	117,200	+3.9%
South America	42,200	38,900	-7.9%	143,000	144,000	+0.7%
Brazil	28,800	31,000	+7.7%	90,400	108,900	+20.5%
Asia-Pacific	259,300	240,100	-7.4%	1,055,700	981,100	-7.1%
China incl. HK	247,400	231,400	-6.5%	1,003,100	934,800	-6.8%
Worldwide	519,700	487,400	-6.2%	2,045,000	1,943,800	-4.9%

About the Volkswagen brand:

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 2018, Volkswagen delivered 6.2 million vehicles including bestselling models such as the Golf, Tiguan, Jetta or Passat. Currently, 195,878 people work for Volkswagen across the globe. The brand also has 10,000 dealerships with 86,000 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.
