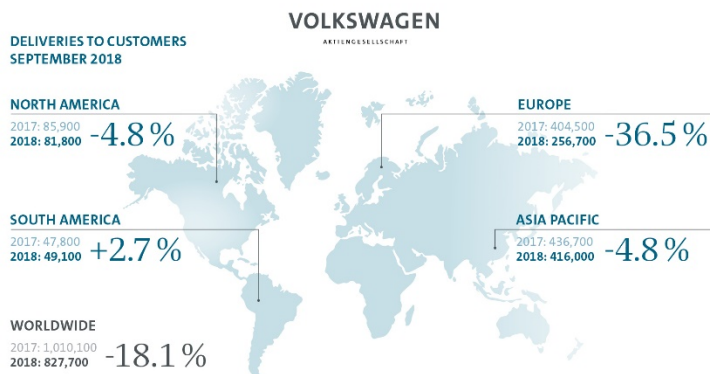

Media information

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Volkswagen Group deliveries in September affected by WLTP changeover, as expected

- Worldwide deliveries in September down 18.1 percent to 827,700 vehicles
- WLTP changeover had expected impact, particularly in Western Europe (-41.5 percent)
- Group delivered 8.13 million vehicles from January to September – 4.2 percent increase
- Dr. Christian Dahlheim, Head of Group Sales: “As expected, we delivered considerably fewer vehicles in September due to the WLTP changeover. This will continue to impact deliveries in Europe in October, and we expect November and December to be stronger months in this region.”

Wolfsburg, October 12, 2018 – The Volkswagen Group delivered fewer vehicles in September, as expected, due to the changeover to the new WLTP test procedure: a total of 827,700 vehicles were handed over to customers worldwide, a decrease of 18.1 percent. The drop in Western Europe, where WLTP came into effect in September 1, was 41.5 percent. Dr. Christian Dahlheim, Head of Group Sales, commented: “So far this year, the Volkswagen Group has reported record deliveries. Following the very strong summer months, we expected lower deliveries in September, both in the overall market and for the Volkswagen Group, as a result of the WLTP changeover. That applies in particular to Europe and will continue into October. We expect November and December to be stronger months in this region. The WLTP changeover at all brands will be virtually complete by the end of the year.”



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Deliveries in the regions developed as follows:

The Volkswagen Group delivered 256,700 vehicles in **Europe** in September, a fall of 36.5 percent compared with the previous year. Following the strong performance of recent months, deliveries in many West European markets were down due to the WLTP changeover. This was particularly true for Germany, where deliveries fell by 45.2 percent. A total of 3,412,100 vehicles were handed over to customers in Europe from January to September, representing an increase of 4.2 percent. 57,100 vehicles were delivered in **Central and Eastern Europe** in September, a decrease of 10.2 percent. 21,100 units were handed over to customers in Russia, an increase of 20.5 percent compared with the previous year. Deliveries in Central and Eastern Europe from January to September rose 9.4 percent to 593,400 units.

The Volkswagen Group handed over 81,800 vehicles to customers in **North America**, 4.8 percent down on the same month in 2017. At 2.6 percent, the decrease in the USA was slightly lower, while the number of vehicles handed over to customers in Mexico was 10.4 percent down on the previous year due to the tense situation on the overall passenger car market. So far this year, the Group delivered 713,300 in North America, slightly lower than the prior-year level (-0.8 percent).

In **South America**, the Group delivered 49,100 vehicles in September, slightly up (+2.7 percent) on the previous year. The continued positive developments in Brazil, where 35,700 customers took delivery of a new vehicle (+28.4 percent), could slightly overcompensate the significant 48.6 percent decline in Argentina, where deliveries ran at 7,600 vehicles due to the difficult economic conditions.

Deliveries in the **Asia-Pacific** region in September declined by 4.8 percent to 416,000 vehicles. One main reason was the reluctance to buy on the part of Chinese customers as a result of the continuing tariff dispute with the USA. The Volkswagen Group has delivered more than 3 million vehicles in China, its largest single market, since the beginning of the year, an increase of 5.0 percent.

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Deliveries to customers <u>by markets</u>	Sep. 2018	Sep. 2017	Change (%)	Jan.-Sep. 2018	Jan.-Sep. 2017	Change (%)
Europe	256,700	404,500	-36.5	3,412,100	3,275,800	+4.2
Western Europe	199,600	340,900	-41.5	2,818,600	2,733,400	+3.1
Germany	58,700	107,200	-45.2	1,007,300	973,400	+3.5
Central and Eastern Europe	57,100	63,600	-10.2	593,400	542,400	+9.4
Russia	21,100	17,500	+20.5	161,100	134,600	+19.7
North America	81,800	85,900	-4.8	713,300	718,700	-0.8
USA	55,300	56,700	-2.6	478,600	457,000	+4.7
South America	49,100	47,800	+2.7	436,500	389,700	+12.0
Brazil	35,700	27,800	+28.4	284,600	225,400	+26.3
Asia-Pacific	416,000	436,700	-4.8	3,296,600	3,134,800	+5.2
China (incl. HK)	383,500	406,500	-5.7	3,039,800	2,895,000	+5.0
Worldwide	827,700	1,010,100	-18.1	8,130,300	7,806,300	+4.2

Deliveries to customers <u>by brands</u>	Sep. 2018	Sep. 2017	Change (%)	Jan.-Sep. 2018	Jan.-Sep. 2017	Change (%)
Volkswagen Passenger Cars	485,000	593,700	-18.3	4,622,800	4,490,900	+2.9
Audi	139,200	178,400	-22.0	1,407,700	1,380,500	+2.0
ŠKODA	94,800	112,900	-16.0	939,100	871,100	+7.8
SEAT	31,600	39,800	-20.6	415,600	354,900	+17.1
Porsche	20,200	20,800	-3.0	196,600	185,900	+5.7
Volkswagen Commercial Vehicles	35,400	44,600	-20.5	371,400	367,900	+1.0
MAN	11,800	10,600	+11.9	97,700	80,300	+21.6
Scania	8,400	8,000	+5.5	68,600	64,000	+7.3
Volkswagen Group (total)	827,700	1,010,100	-18.1	8,130,300	7,806,300	+4.2

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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 totalled €231 billion (2016: €217 billion). Earnings after tax in 2017 amounted to €11.6 billion (2016: €5.4 billion).
