
Media information

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Volkswagen Group wins further market shares

- **998,900 vehicles (-4.3 percent) delivered worldwide in March**
- **Last month's gains in Europe and North America could not compensate for lower deliveries in Asia and South America**
- **Market shares further expanded in March in a shrinking global market**
- **Group's first-quarter deliveries totaled 2,605,600 vehicles (-2.8 percent)**

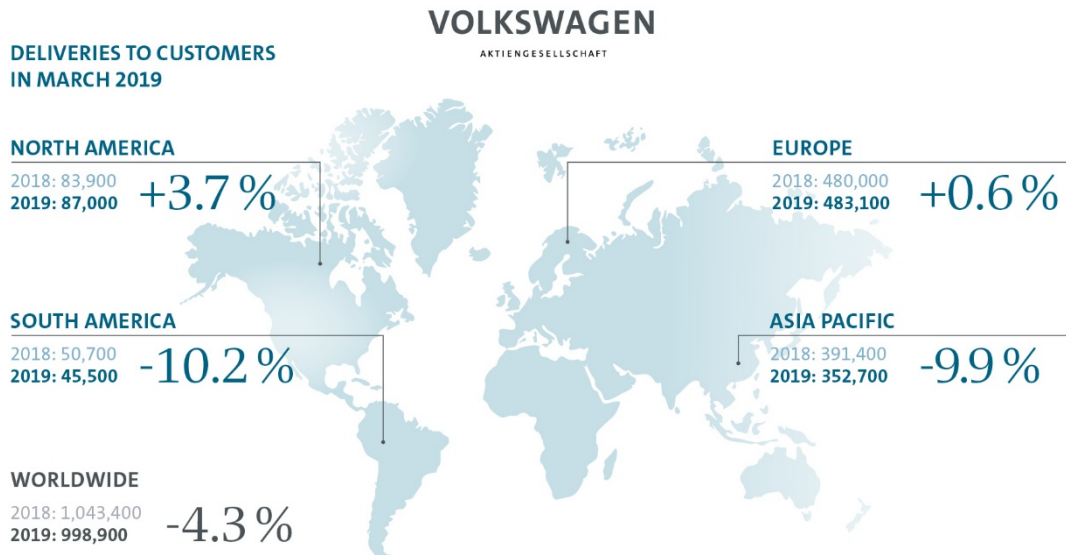
Wolfsburg, April 12, 2019 – The Volkswagen Group handed over 998,900 vehicles to customers worldwide in March, corresponding to a fall of 4.3 percent compared with March 2018. In Europe (+0.6 percent) and North America (+3.7 percent), more customers took delivery of a vehicle from one of the Group brands than in the same month last year. However, this could not compensate for lower deliveries in the Asia-Pacific region (-9.9 percent) and South America (-10.2 percent). Dr. Christian Dahlheim, Head of Volkswagen Group Sales, commented: “As was the case in the first two months of the year, the Volkswagen Group again performed better than the global market in March and won further market shares. This confirms the great appeal of our brands and their products. We ended what was, as expected, a challenging first quarter with deliveries exceeding 2.6 million vehicles and high order backlogs, and are somewhat more optimistic, particularly as regards the second half of the year.”

Deliveries in the regions in March developed as follows:

In **Europe**, Volkswagen Group brands delivered a total of 483,100 vehicles, representing a slight increase of 0.6 percent on the same month last year. In **Central and Eastern Europe**, 69,900 customers took delivery of their new vehicle from one of the Group brands, 3.6 percent fewer than in March 2018. In **Western Europe**, Group deliveries grew 1.4 percent to 413,200 vehicles. In the home market of **Germany**, deliveries were 2.4 percent higher than the previous year, with 133,100 vehicles handed over to customers there.

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There was also positive momentum from **North America**, where deliveries rose by 3.7 percent to 87,000. At 8.2 percent, growth in the **USA** was even stronger, with 62,500 customers taking delivery of their new Group vehicle. 15,100 vehicles (-7.8 percent) were delivered in **Mexico**, where the overall economic situation remained difficult.

In **South America**, deliveries fell by 10.2 percent to 45,500. **Brazil**, the region's largest market, recorded growth of 3.9 percent. 33,700 vehicles were handed over to customers there. Overall economic conditions in **Argentina** remained difficult, with Group brands handing over 6,400 vehicles to customers, a sharp fall of 49.0 percent. Nevertheless, the Group also saw slight growth in its market share there.

In the **Asia-Pacific** region, Group brands delivered 352,700 vehicles, 9.9 percent fewer than in March 2018. In **China**, the region's most important single market, the cut in the VAT rate that came into effect in April, combined with the trade conflict with the USA, heightened the reluctance to buy in the month under review. However, the 9.4 percent drop in deliveries by Group brands was less significant than shrinkage in the overall market, and the Group once again grew market shares. In total, 324,900 customers took delivery of a new vehicle in China.

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Deliveries to customers <u>by markets</u>	Mar. 2019	Mar. 2018	Change (%)	Jan.-Mar. 2019	Jan.-Mar. 2018	Change (%)
Europe	483,100	480,000	+0.6	1,152,000	1,143,400	+0.8
Western Europe	413,200	407,500	+1.4	964,900	954,500	+1.1
Germany	133,100	130,100	+2.4	337,200	329,800	+2.2
Central and Eastern Europe	69,900	72,500	-3.6	187,100	188,900	-0.9
Russia	18,800	18,500	+1.6	48,200	46,100	+4.5
North America	87,000	83,900	+3.7	216,700	221,000	-2.0
USA	62,500	57,800	+8.2	150,000	148,900	+0.8
South America	45,500	50,700	-10.2	131,500	128,700	+2.2
Brazil	33,700	32,500	+3.9	94,400	74,100	+27.4
Asia-Pacific	352,700	391,400	-9.9	1,018,100	1,090,200	-6.6
China (incl. HK)	324,900	358,800	-9.4	946,600	1,010,600	-6.3
Worldwide	998,900	1,043,400	-4.3	2,605,600	2,679,800	-2.8

Deliveries to customers <u>by brands</u>	Mar. 2019	Mar. 2018	Change (%)	Jan.-Mar. 2019	Jan.-Mar. 2018	Change (%)
Volkswagen Passenger Cars	542,700	584,700	-7.2	1,456,400	1,525,300	-4.5
Audi	182,800	183,700	-0.5	447,200	463,800	-3.6
ŠKODA	114,200	120,200	-5.0	307,600	316,700	-2.9
SEAT	62,700	60,400	+3.8	151,600	139,200	+8.9
Porsche	20,900	23,400	-10.6	55,700	63,500	-12.3
Volkswagen Commercial Vehicles	50,600	48,600	+4.0	125,600	114,800	+9.4
MAN	13,700	12,600	+9.2	33,600	30,600	+9.8
Scania	9,500	8,300	+13.9	23,600	22,600	+4.1
Volkswagen Group (total)	998,900	1,043,400	-4.3	2,605,600	2,679,800	-2.8

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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, 664,496 employees around the globe produce on average 44,567 vehicles, are involved in vehicle-related services or work in other areas of business. The Volkswagen Group sells its vehicles in 153 countries.

In 2018, the total number of vehicles supplied to customers by the Group globally was 10,831 million (2017: 10,741 million). The passenger car global market share was 12.3 per cent. In Western Europe 22.0 per cent of all new passenger cars come from the Volkswagen Group. Group sales revenue in 2018 totalled €235.8 billion (2017: €231 billion). Earnings after tax in 2018 amounted to €17.1 billion (2017: €11.6 billion).
