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Volkswagen heading for success with annual deliveries

- Despite a strong headwind, global deliveries by the brand grow by 1.2 percent in the year to date
- 564,500 vehicles delivered worldwide in November, five percent fewer than in the prior-year month
- WLTP effects in Europe become less pronounced
- Brazil drives growth in South America
- Sales Board Member Jürgen Stackmann: "How we bring the year to a close will now depend on December. We still need 530,000 deliveries to match last year's record. In my opinion, we could succeed and perhaps even record slightly higher deliveries."

Wolfsburg – In November, Volkswagen delivered 564,500 vehicles throughout the world, five percent less than in November 2017. In Europe, the effects of WLTP became less and less pronounced. Deliveries by Volkswagen were up 1.2 percent here. Brazil continues to drive growth in South America. The market situation in China remains tense. Nevertheless, Volkswagen succeeds in boosting its market share there in a shrinking overall market. All in all, the brand faces a challenging market environment with strong headwinds in some regions. Nevertheless, Volkswagen has delivered 5.7 million passenger cars to customers throughout the world in the year to date, 1.2 percent more than in the prior-year period. Volkswagen Board Member for Sales Jürgen Stackmann: "In view of the difficult conditions we face, Volkswagen is very well-positioned with respect to deliveries. How we bring the year to a close will now depend on December. We still need 530,000 deliveries to match last year's record. In my opinion, we could succeed and perhaps even record slightly higher deliveries."

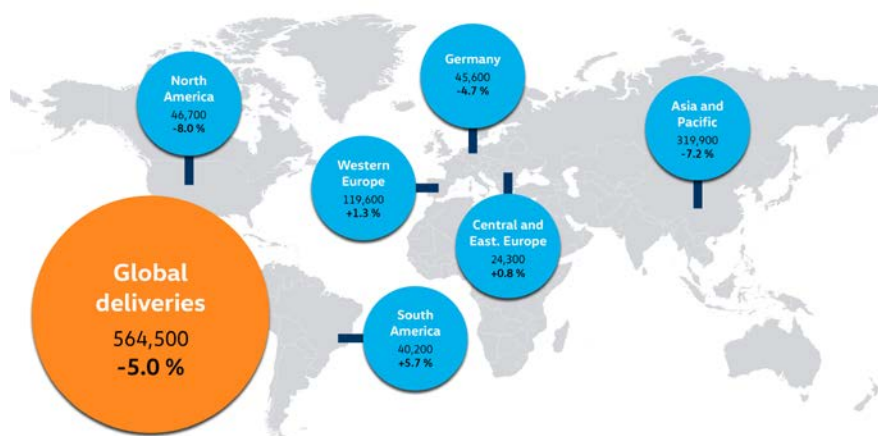
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Deliveries in the regions and markets in **November** developed as follows:

- In **Europe**, Volkswagen is making good progress with the changeover of its model portfolio to WLTP. The low point has now been passed and delivery figures are recovering. While deliveries in September and October were still strongly affected by this issue, the brand was able to increase deliveries by 1.2 percent in November compared with the prior-year month, reaching 143,900 units. The new models Polo, T-Roc and Touareg convinced customers and therefore played a key role in this development. From January to November, Volkswagen delivered 1.62 million passenger cars to customers in this region, 4.3 percent more than in the corresponding prior-year period.
- The home market of **Germany** is recovering slightly more slowly following the difficult months of September and October. In November, Volkswagen delivered 45,600 vehicles here, 4.7 percent fewer than in November 2017. With 501,800 vehicles delivered from January to November, the brand exceeded the figure for the corresponding prior-year period by 2.5 percent thanks to the outstanding results up to the summer.
- In **Central and Eastern Europe**, 24,300 vehicles were handed over to customers, about the same as in the previous year. In the year to date, the brand boosted deliveries by 9.5 percent to 256,200 units. Especially **Russia**, where 10,200 customers took delivery of a Volkswagen in November, made a significant contribution to the strength of the region, with a rise of 13.2 percent. This was thanks to the continuing good performance of the SUVs Touareg and Tiguan as well as the newly launched Polo.



Volkswagen

- At 46,700 units, Volkswagen deliveries in **North America** fell by eight percent in the month under review in a generally weaker market. The situation in the **USA**, where 26,800 vehicles were handed over to customers in November, was similar – despite the continued success of the brand's SUVs, deliveries fell by 8.3 percent compared with the previous year. In **Mexico**, Volkswagen delivered a 14,000 vehicles in an overall economic environment that remained challenging – a fall of 9.5 compared with the prior-year month.
- In **South America**, Volkswagen remained on track for growth. 40,200 vehicles were delivered to customers in the region, corresponding to a rise of 5.7 percent compared with November 2017. Once again, this positive development was a result of the, **Brazilian market**. Volkswagen continued its success story in Brazil, where the brand delivered 31,500 vehicles in November, 19.6 percent more than in November 2017. This development was doubtless due to the rapid series of model launches completed by Volkswagen do Brasil with 11 new models since the end of 2017. Recently, the Volkswagen Virtus received the renowned award "Car of the Year 2019" from local motoring journalists and industry experts. In **Argentina** on the other hand, deliveries by Volkswagen fell by 44.6 percent in November, in line with the development of the overall passenger car market.
- In the **Asia-Pacific** region, Volkswagen delivered 319,900 vehicles, 7.2 percent fewer than in the prior-year month. The region is most strongly impacted by the situation in **China**, which remains tense. The effects of the trade dispute with the USA continue to be severe. The entire economy and therefore also the automobile market are faced by strong reluctance to purchase on the part of customers. At 304,700 units, Volkswagen delivered eight percent fewer vehicles here than in November 2017. However, it is gratifying to note that the brand is succeeding in expanding its market share in a shrinking overall market thanks to a young, attractive product range. In the current year, three new SUVs, the T-Roc, Tharu and Tayron, were presented in China and the best-selling Lavida, CC and Bora returned to the showrooms with a facelift. In January to November 2018, Volkswagen deliveries in China remained virtually stable compared with the corresponding prior-year period at 2.8 million units.



Overview of deliveries by the Volkswagen brand in **November**:

Deliveries to customers by market	Nov. 2017	Nov. 2018	Change (%)	Jan.- Nov. 2017	Jan.- Nov. 2018	Change (%)
Europe	142,100	143,900	+1.2%	1,551,700	1,619,100	+4.3%
Western Europe	118,100	119,600	+1.3%	1,317,800	1,362,800	+3.4%
Germany	47,800	45,600	-4.7%	489,600	501,800	+2.5%
Central and Eastern Europe	24,100	24,300	+0.8%	234,000	256,200	+9.5%
Russia	9,000	10,200	+13.2%	79,100	94,900	+19.9%
North America	50,700	46,700	-8.0%	540,000	524,100	-2.9%
USA	29,200	26,800	-8.3%	309,400	322,000	+4.1%
South America	38,000	40,200	+5.7%	389,000	434,400	+11.7%
Brazil	26,300	31,500	+19.6%	240,100	304,200	+26.7%
Asia-Pacific	344,800	319,900	-7.2%	2,986,000	2,980,500	-0.2%
China	331,100	304,700	-8.0%	2,835,300	2,820,100	-0.5%
Worldwide	594,300	564,500	-5.0%	5,636,100	5,704,200	+1.2%

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 over 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.
