

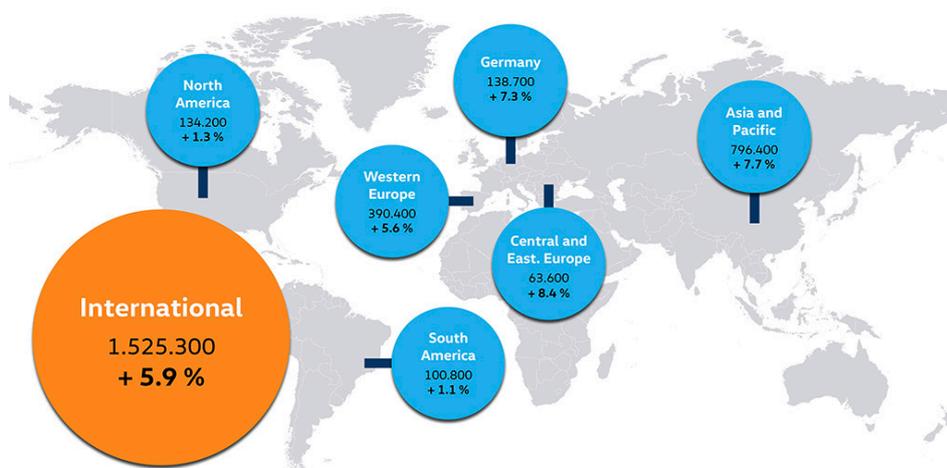


April 9, 2018

Volkswagen sets delivery record in first quarter of 2018

- 1,525,300 vehicles handed over to customers
- 5.9 percent up on the prior-year figure
- Upward trend in Europe and Germany as well as North and South America continues
- 584,700 vehicles delivered in March, a new record

Wolfsburg – With more than 1.5 million vehicles delivered to customers in the first quarter of 2018, the Volkswagen brand recorded the best first-quarter delivery results in its history. Worldwide deliveries in March 2018 totaled 584,700, another new record and an increase of 4.9 percent compared with the prior-year figure for the same month. Jürgen Stackmann, Volkswagen Brand Board Member for Sales, said: “The Volkswagen brand’s first-quarter delivery results are very encouraging. Thank you to our customers and dealers! We achieved growth in many European markets as well as Germany. The upward trend continued in North and South America. In South America, the successful launch of the Polo and Virtus had a significant impact on the encouraging results, in North America the successful launch of the Tiguan Allspace and the Atlas. In Brazil, we recorded our best quarterly results since 2015 and won further market share.”



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

- 190,000 vehicles were handed over to customers in **Europe** in March, an increase of 3.4 percent compared with the previous year. This trend was mostly driven by the large markets in Western



Europe: Italy (+9.9 percent) and France (+8.6 percent) as well as Sweden (+11.9 percent) showed particularly positive development, while Western Europe as a whole was able to secure a 1.9 percent increase on the prior year.

- Deliveries in the home market of **Germany** were approximately the same as the prior year. 54,400 vehicles were handed over to customers, 0.8 percent down on the previous year.
- 25,300 vehicles were handed over to customers in the **Central and Eastern Europe** region, corresponding to a 14.6 percent increase on the previous year. In **Russia**, the number of deliveries stood at 8,600 vehicles, an encouraging 24.1 percent higher than the prior-year figure.
- 50,500 vehicles were delivered in **North America**, corresponding to a 5.2 percent increase compared with the previous year. The Volkswagen brand's SUV offensive helped bring about a 17.8 percent increase in the **USA**, with deliveries amounting to 32,500 vehicles. Deliveries of the new Tiguan in March totaled 9,700 units. The positive trend in **Canada** also continued (+31.8 percent).
- 41,100 vehicles were handed over to customers in **South America**. This represents an increase of 6.6 percent in the region compared with the previous year. 27,800 vehicles were handed over to customers in **Brazil**, the largest market in the region, representing an increase of 8.4 percent on the prior-year figure.
- The brand continued on its growth course in **China** in March. Volkswagen delivered 269,500 vehicles in its largest individual market – a further rise of 6.0 percent. There was particularly high demand for the Jetta, Lavalida and Santana models. The highest absolute growth was attributable to the Teramont.



Overview of deliveries by the Volkswagen brand in March:

Deliveries to customers by market	March 2017	March 2018	Change in %	Jan - Mar 2017	Jan - Mar 2018	Change in %:
Europe	183,700	190,000	+3.4%	428,200	454,000	+6.0%
Western Europe	161,600	164,600	+1.9%	369,600	390,400	+5.6%
Germany	54,800	54,400	-0.8%	129,200	138,700	+7.3%
Central and Eastern Europe	22,100	25,300	+14.6%	58,600	63,600	+8.4%
Russia	7,000	8,600	+24.1%	17,900	21,300	+19.0%
North America	48,000	50,500	+5.2%	132,400	134,200	+1.3%
USA	27,600	32,500	+17.8%	76,300	84,000	+10.0%
South America	38,500	41,100	+6.6%	99,700	100,800	+1.1%
Brazil	25,600	27,800	+8.4%	59,200	61,600	+4.0%
Asia Pacific	272,300	286,800	+5.3%	739,700	796,400	+7.7%
China	254,300	269,500	+6.0%	695,600	755,700	+8.6%
Worldwide	557,400	584,700	+4.9%	1,440,900	1,525,300	+5.9%

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 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.
