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## Media information

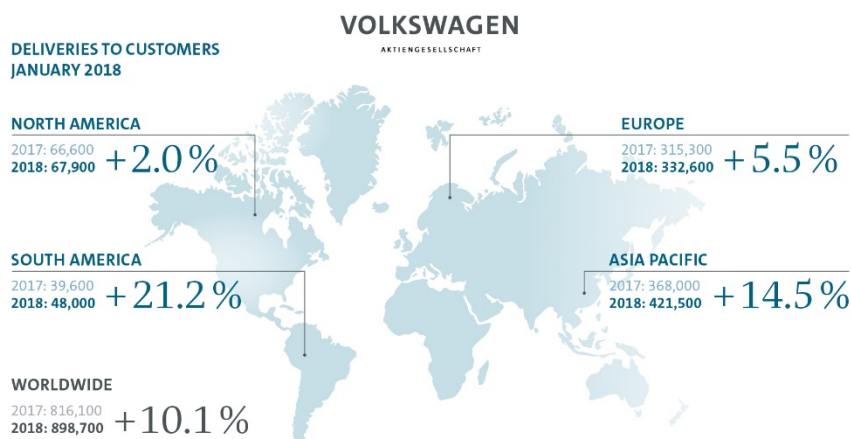
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NO. 47/2018

## Volkswagen Group deliveries grow 10.1 percent in January

- **898,700 vehicles delivered worldwide in January**
- **Fred Kappler, Head of Group Sales: “This is the best start to the year in the history of the Volkswagen Group.”**

Wolfsburg, February 16, 2018 – The Volkswagen Group handed over 898,700 new vehicles to customers worldwide in the first month of this year. “The Volkswagen Group brands made an excellent start to 2018. There was significant growth in all regions. Overall, worldwide deliveries by the Group grew 10.1 percent in January. That is the best start to the year in the history of the Volkswagen Group”, Fred Kappler, Head of Sales at Volkswagen Aktiengesellschaft said, commenting on the January figures.



The Group handed over 332,600 vehicles to customers in Europe, an increase of 5.5 percent. Deliveries in markets in Western Europe grew 4.9 percent to 278,300 units, of which 97,900 (+7.4 percent) were handed over to customers in the home market of Germany, where the environmental incentive had a positive effect on developments. Between August 2017 and the end of January, 150,000 customers in Germany had already opted for the environmental incentive offered by the Volkswagen Group brands. Changeover to a new Group model will already reduce emissions by 1,995 tonnes of NOx<sup>1</sup>. Deliveries in Russia grew 20.8 percent and strengthened the result in the Central and Eastern Europe region where an increase of 8.5 percent was recorded.

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The Group handed over 67,900 vehicles to customers in the North America region in January, a rise of 2.0 percent. Deliveries in the U.S. market grew 6.7 percent to 44,300 units in the first month of this year. In Brazil, 28,100 customers chose a vehicle from the Volkswagen Group in January – a rise of 45.5 percent. Recovery on the Brazilian market and strong demand for Volkswagen brand vehicles led to double-digit growth of 21.2 percent in the South America region.

421,500 vehicles were handed over to Group customers in the Asia-Pacific region in January, representing an increase of 14.5 percent. Deliveries in the largest single market remained on the growth path in January: 398,600 new vehicles were handed over to customers in China (+15.9 percent).

<sup>1)</sup>150,000 vehicles\* 19,000km\* 700mg reduction. Assumption: vehicles are replaced by EU6-RDE diesel and electric vehicles; starting point: 800mg NOx (EU4 and earlier)

Deliveries to customers <u>by markets</u>	January 2018	January 2017	Change (%)
<b>Europe</b>	332,600	315,300	+5.5
<b>Western Europe</b>	278,300	265,300	+4.9
Germany	97,900	91,100	+7.4
<b>Central and Eastern Europe</b>	54,400	50,100	+8.5
Russia	11,900	9,800	+20.8
<b>North America</b>	67,900	66,600	+2.0
USA	44,300	41,500	+6.7
<b>South America</b>	48,000	39,600	+21.2
Brazil	28,100	19,300	+45.5
<b>Asia-Pacific</b>	421,500	368,000	+14.5
China	398,600	344,000	+15.9
<b>Worldwide</b>	<b>898,700</b>	<b>816,100</b>	<b>+10.1</b>

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Deliveries to customers <u>by brands</u>	January 2018	January 2017	Change (%)
Volkswagen Passenger Cars	533,500	498,300	+7.1
Audi	149,100	124,000	+20.3
ŠKODA	103,800	93,800	+10.7
SEAT	38,900	32,300	+20.4
Porsche	22,400	20,000	+12.0
Volkswagen Commercial Vehicles	34,500	35,000	-1.4
MAN	8,300	6,400	+29.7
Scania	7,200	5,500	+30.3
<b>Volkswagen Group (total)</b>	<b>898,700</b>	<b>816,100</b>	<b>+10.1</b>



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