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## Medieninformation

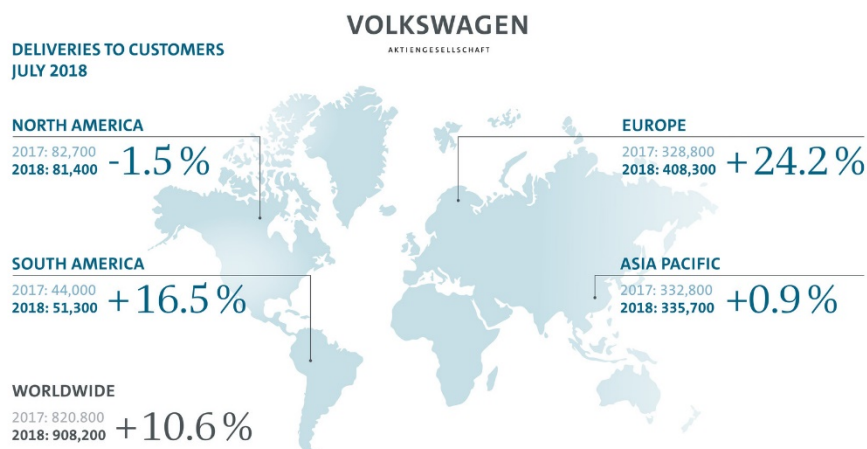
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NO. 312/2018

## Volkswagen Group deliveries grow 10.6 percent in July

- 908,200 vehicles handed over to customers in July
- Growth in Germany, France, Italy and Brazil tops 35 percent in July
- Over 6.4 million vehicles delivered since beginning of year (+7.5 percent)
- Fred Kappler, Head of Group Sales: “We are working flat out to keep the anticipated effects of the new WLTP testing procedure in the coming months as low as possible.”

Wolfsburg, August 17, 2018 – The Volkswagen Group and its brands continued on their growth path at the start of the second half-year. Deliveries in July rose 10.6 percent to 908,200 new vehicles. Over 6.4 million vehicles have been handed over to customers since the beginning of the year – 7.5 percent higher than the comparable period in 2017. “July was a strong month for the Group with all brands reporting clear gains. This is to some extent due to a one-off effect – namely the brands’ special sales programs for NEDC vehicles”, Fred Kappler, Head of Group Sales at Volkswagen Aktiengesellschaft, said. “Looking ahead, the challenges remain. We are working flat out to keep the anticipated effects of the new WLTP testing procedure in the coming months as low as possible”, Kappler added.



Group deliveries in Europe rose significantly in July on the back of growth in excess of 35 percent in Germany, France and Italy: 408,300 new vehicles were handed over to customers, representing

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an increase of 24.2 percent compared with the previous year. 134,800 of these vehicles (+38.3 percent) were delivered in the home market of Germany. 68,500 units were handed over to customers in Central and Eastern Europe in July, an increase of 19.4 percent. Group brands delivered over 2.8 million new vehicles to customers in Europe from January to July (+8.7 percent).

Deliveries in the North America region in the first seven months remained on a par with the previous year: 546,400 new vehicles were handed over to customers (+0.4 percent). While deliveries in the USA grew 7.8 percent in July, there was a slight decrease (-1.5 percent) in the statistics for the North America region due to the tense situation on the overall passenger car market in Mexico. There was a 16.5 percent rise in the South America region, with deliveries there running at 51,300 units. This positive trend was primarily driven by Brazil (+39.4 percent). Compared with the same period in 2017, deliveries in the region have risen by 13.6 percent since the beginning of the year.

Cumulative deliveries in the Asia-Pacific region from January to July ran at approximately 2.5 million vehicles (+7.8 percent). 335,700 units were handed over to customers in July (+0.9 percent). Delivery figures for July also reflect the noticeable reluctance to buy on the part of Chinese customers due to the lower tariffs on imported vehicles which came into effect on July 1, 2018. Deliveries stagnated compared with the same month last year. Over 2.3 million new vehicles have been handed over to customers in China since the beginning of the year, representing 7.9 percent growth.

<b>Deliveries to customers by markets</b>	<b>July 2018</b>	<b>July 2017</b>	<b>Change (%)</b>	<b>Jan-July 2018</b>	<b>Jan-July 2017</b>	<b>Change (%)</b>
<b>Europe</b>	408,300	328,800	+24.2	2,827,500	2,600,400	+8.7
<b>Western Europe</b>	339,800	271,400	+25.2	2,355,800	2,177,000	+8.2
Germany	134,800	97,400	+38.3	844,600	776,000	+8.8
<b>Central and Eastern Europe</b>	68,500	57,400	+19.4	471,700	423,400	+11.4
Russia	18,400	15,800	+16.7	121,400	101,600	+19.5
<b>North America</b>	81,400	82,700	-1.5	546,400	544,100	+0.4
USA	54,000	50,000	+7.8	365,900	343,500	+6.5
<b>South America</b>	51,300	44,000	+16.5	332,200	292,400	+13.6
Brazil	35,600	25,500	+39.4	210,000	167,800	+25.1
<b>Asia-Pacific</b>	335,700	332,800	+0.9	2,499,100	2,318,900	+7.8
China	309,400	309,100	+0.1	2,303,800	2,135,100	+7.9
<b>Worldwide</b>	<b>908,200</b>	<b>820,800</b>	<b>+10.6</b>	<b>6,427,200</b>	<b>5,976,300</b>	<b>+7.5</b>

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Deliveries to customers <u>by brands</u>	July 2018	July 2017	Change (%)	Jan- July 2018	Jan- July 2017	Change (%)
Volkswagen Passenger Cars	505,900	466,900	+8.3	3,624,600	3,402,000	+6.5
Audi	165,300	154,500	+7.0	1,114,600	1,063,200	+4.8
ŠKODA	99,700	87,000	+14.6	752,400	672,000	+12.0
SEAT	52,700	38,900	+35.7	342,700	285,400	+20.1
Porsche	22,300	19,500	+14.3	152,900	146,000	+4.7
Volkswagen Commercial Vehicles	41,900	36,900	+13.4	300,700	286,900	+4.8
MAN	11,200	9,200	+21.0	76,500	61,900	+23.5
Scania *	7,800	6,700	+16.1	54,600	50,300	+8.4
<b>Volkswagen Group (total)</b>	<b>908,200</b>	<b>820,800</b>	<b>+10.6</b>	<b>6,427,200</b>	<b>5,976,300</b>	<b>+7.5</b>

\* Provisional figures for Scania



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