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## Media information

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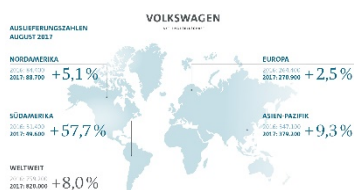
NR. 421/2017

## Volkswagen Group deliveries grow 11.1 percent in November

- **995,900 vehicles handed over to customers in November**
- **Fred Kappler, Head of Group Sales: “Thanks to a successful second half of the year we are heading for a very good delivery result for the full year 2017.”**

**Wolfsburg, December 15, 2017 – The Volkswagen Group handed over 995,900 vehicles to customers in November, an increase of 11.1 percent compared with the previous year. “November was a successful month for our core brands with a significant rise in deliveries. Our brands recorded solid growth, not just in China, but in all regions worldwide. As a result, Group passenger car deliveries in November clearly outperformed the overall market”, Fred Kappler, Head of Group Sales at Volkswagen Aktiengesellschaft, commented. “Thanks to a successful second half of the year we are heading for a very good delivery result for the full year 2017”, Kappler added.**

Volkswagen Group brands delivered 4.0 million vehicles (+3.3 percent) in Europe in the first eleven months of the year, of which 295,400 (+4.6 percent) were handed over to customers in Western Europe. 112,200 new vehicles (+7.3 percent) were delivered to customers in Germany. This trend



was boosted by the positive effect of the environmental incentive. In Central and Eastern Europe, the high demand for Group vehicles since the beginning of the year continued. 69,400 new vehicles were handed over to customers in the region in November, an increase of 15.7 percent compared with the previous year.

### Deliveries to customers in November 2017

Group deliveries in North America rose by 2.1 percent in November. 884,900 vehicles (+4.7 percent) have been handed over to customers there since the beginning of the year. The upward trend in the South American market continued. Volkswagen Group brands in particular benefited from this trend in November, handing over 47,800 vehicles to customers (+35.8 percent). This good performance was chiefly attributable to Brazil (+41.7 percent) and Argentina. The Group has recorded double-digit growth of 25.5 percent in the region since the beginning of the year.

The Group handed over 4.0 million new vehicles to customer in the Asia-Pacific region from January to November, an increase of 3.0 percent compared with the previous year. Deliveries in the region grew 14.8 percent in November, primarily driven by growth in China (+15.3 percent), the

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largest single market. The Group handed over more than 3.7 million (+3.7 percent) vehicles to customers there by the end of November on the back of strong growth in the second half of the year.

<u>Deliveries to customers by markets</u>	November 2017	November 2016	Change (%)	Jan- Nov. 2017	Jan- Nov. 2016	Change (%)
<b>Europe</b>	364,700	342,400	+6.5	3,991,400	3,862,000	+3.3
<b>Western Europe</b>	295,400	282,500	+4.6	3,313,600	3,262,500	+1.6
Germany	112,200	104,600	+7.3	1,189,000	1,199,100	-0.8
<b>Central and Eastern Europe</b>	69,400	59,900	+15.7	677,800	599,500	+13.1
Russia	18,700	15,100	+23.3	170,700	150,300	+13.6
<b>North America</b>	84,500	82,700	+2.1	884,900	845,100	+4.7
USA	54,400	52,800	+3.0	563,600	526,100	+7.1
<b>South America</b>	47,800	35,200	+35.8	483,100	384,800	+25.5
Brazil	31,200	22,100	+41.7	283,300	233,600	+21.3
<b>Asian-Pacific</b>	457,800	398,700	+14.8	4,016,600	3,900,800	+3.0
China	431,000	373,800	+15.3	3,724,200	3,591,600	+3.7
<b>Worldwide</b>	<b>995,900</b>	<b>896,200</b>	<b>+11.1</b>	<b>9,743,400</b>	<b>9,375,400</b>	<b>+3.9</b>

<u>Deliveries to customers by brands</u>	November 2017	November 2016	Change (%)	Jan- Nov. 2017	Jan- Nov. 2016	Change (%)
Volkswagen Passenger Cars	594,300	531,600	+11.8	5,636,100	5,417,900	+4.0
Audi	160,000	153,000	+4.5	1,699,500	1,712,600	-0.8
ŠKODA	114,600	97,500	+17.5	1,093,000	1,036,200	+5.5
SEAT	40,400	34,000	+18.7	435,000	379,500	+14.7
Porsche	20,700	20,200	+2.2	226,800	218,300	+3.9
Volkswagen Commercial Vehicles	44,300	42,600	+4.0	455,200	433,600	+5.0
MAN	11,200	8,700	+29.5	102,300	91,500	+11.7
Scania	9,100	7,100	+28.2	81,500	73,200	+11.5
<b>Volkswagen Group (total)</b>	<b>995,900</b>	<b>896,200</b>	<b>+11.1</b>	<b>9,743,400</b>	<b>9,375,400</b>	<b>+3.9</b>



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