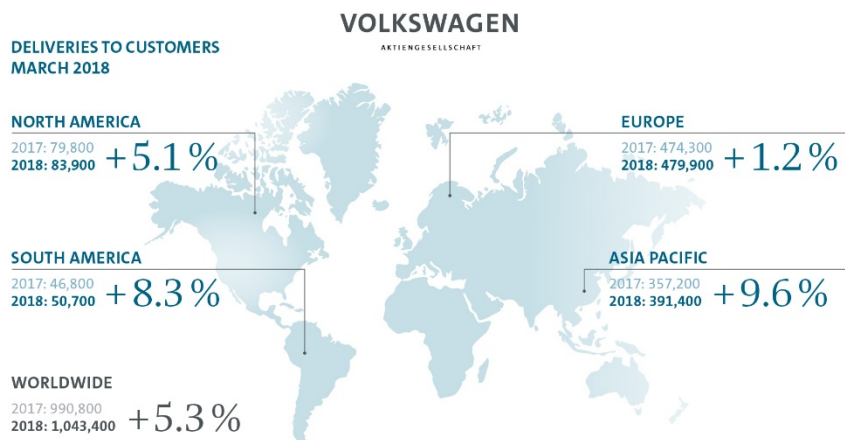

Media information

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Volkswagen Group delivers over 1 million vehicles in March

- **Record result: 1.04 million vehicles in March (+5.3 percent)**
- **Over 2.6 million units delivered in first quarter of 2018 (+7.4 percent)**
- **Fred Kappler, Head of Group Sales: “The delivery figures for March round off a successful first quarter. We saw strong growth in our core regions in the first three months.”**

Wolfsburg, April 16, 2018 – The Volkswagen Group recorded its best ever delivery result for a single month in March. The Group also finished the first quarter with an all-time record. At 1.04 million, deliveries by the Volkswagen Group in March were 5.3 percent higher than the prior-year month. Over 2.6 million vehicles were handed over to customers in the first quarter of the year (+7.4 percent). “The first-quarter results confirm the attractiveness of our products. However, this good performance does not mean we can let up in our efforts; instead we must continue to strengthen customers’ trust in our brands and products in the second quarter as well”, Fred Kappler, Head of Group Sales at Volkswagen Aktiengesellschaft, said.



The Group delivered over 1.1 million vehicles in Europe in the first quarter of 2018 (+4.1 percent). Group deliveries in March grew 1.2 percent to 479,900 new vehicles. 407,400 vehicles were

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handed over to customers in Western Europe in March, of which 130,100 units were delivered in the home market of Germany (-1.2 percent). 72,500 deliveries of new vehicles from the Group in the markets of Central and Eastern Europe were 13.2 percent up on the same month last year. From January to March the Group delivered 954,400 vehicles in Western Europe (+2.8 percent) and 188,900 units in Central and Eastern Europe (+11.4 percent).

The Group handed over 221,000 vehicles in the North America region in the first three months, an increase of 3.4 percent. Just short of 83,900 customers in North America chose a vehicle from the Group in March (+5.1 percent). The Group delivered 57,800 vehicles in the USA, the largest market in the region, in March, representing an increase of 13.0 percent. The delivery trend in the South America region was also positive: customers took delivery of 128,700 new vehicles (+5.6 percent) in the first quarter of the year, of which 50,700 were delivered in March (+8.3 percent). Deliveries in the Brazilian market increased to 32,500 units in March, 11.0 percent higher than the same month last year.

The Volkswagen Group continued on its growth path in the Asia-Pacific region in the first quarter, delivering 1,090,200 new vehicles to customers there in the first quarter of 2018 – an increase of 12.0 percent – of which 391,400 units (+9.6 percent) were handed over in March. Deliveries in the Chinese market grew 10.6 percent in March, with 358,800 vehicles from the Group handed over to customers in China.

Deliveries to customers by markets	March 2018	March 2017	Change (%)	Jan- Mar 2018	Jan- Mar 2017	Change (%)
Europe	479,900	474,300	+1.2	1,143,300	1,097,800	+4.1
Western Europe	407,400	410,200	-0.7	954,400	928,200	+2.8
Germany	130,100	131,600	-1.2	329,800	320,200	+3.0
Central and Eastern Europe	72,500	64,100	+13.2	188,900	169,600	+11.4
Russia	18,500	14,800	+25.1	46,100	37,700	+22.2
North America	83,900	79,800	+5.1	221,000	213,700	+3.4
USA	57,800	51,200	+13.0	148,900	135,400	+9.9
South America	50,700	46,800	+8.3	128,700	121,800	+5.6
Brazil	32,500	29,300	+11.0	74,100	68,300	+8.6
Asia-Pacific	391,400	357,200	+9.6	1,090,200	973,700	+12.0
China	358,800	324,500	+10.6	1,010,600	891,500	+13.4
Worldwide	1,043,400	990,800	+5.3	2,679,800	2,495,000	+7.4

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Deliveries to customers <u>by brands</u>	March 2018	March 2017	Change (%)	Jan- Mar 2018	Jan- Mar 2017	Change (%)
Volkswagen Passenger Cars	584,700	557,400	+4.9	1,525,300	1,440,900	+5.9
Audi	183,700	173,400	+6.0	463,800	422,500	+9.8
ŠKODA	120,200	108,500	+10.7	316,700	283,500	+11.7
SEAT	60,400	53,200	+13.5	139,200	117,300	+18.7
Porsche	23,400	23,600	-0.8	63,500	59,700	+6.3
Volkswagen Commercial Vehicles	48,600	53,600	-9.3	114,700	121,900	-5.9
MAN	12,600	10,700	+17.8	30,600	25,200	+21.3
Scania	8,300	8,800	-5.7	22,600	20,700	+9.6
Volkswagen Group (total)	1,043,400	990,800	+5.3	2,679,800	2,495,000	+7.4



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