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Volkswagen brand deliveries in April slightly below previous year's level

- **Worldwide deliveries fall slightly by 1.8 percent to 468,000 vehicles**
 - **Upward trend in China continues, Teramont launched successfully**
 - **Positive impetus from Russia**
 - **Golf model replacement affects Western Europe**
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Wolfsburg– In April 2017, the Volkswagen Passenger Cars brand delivered 468,000 vehicles throughout the world, corresponding to a slight fall of 1.8 percent compared with the corresponding month of the previous year. Jürgen Stackmann, Volkswagen Brand Board Member for Sales, commented: "Volkswagen brand deliveries in April were slightly below the figure for the previous year, as were overall market delivery figures for Europe and the USA. The main reason was the loss of two working days in April this year as a result of the later date of Easter compared with 2016. Another reason was the scheduled model replacement of the Golf family in Western Europe. On the other hand, we continued our upward trend in China and successfully launched the Teramont, our new large SUV. The Tiguan also continues to be very successful. Since its market launch, it has already been ordered by more than 355,000 customers."

The main trends in April were as follows:

- In **Europe**, 139,800 vehicles were handed over to customers, corresponding to a fall of 7.0 percent compared with April 2016. In certain key markets in **Western Europe**, deliveries were, as expected, affected by the scheduled model replacement of the Golf family.
- In the home market of **Germany**, 45,800 vehicles were delivered, 13.0 percent fewer than in April 2016. Apart from the replacement of the Golf, this figure was affected by the loss of two working days over Easter.
- Growth in the region of **Central and Eastern Europe** was continued. Deliveries rose by 12.9 percent to 21,400 vehicles. **Russia** made a key contribution with significant growth of 21.4 percent and has

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therefore achieved a turnaround. Especially the new Tiguan is benefiting from strong demand in Russia.

- In the **USA**, in a slightly contracting overall market, 27,600 vehicles were handed over to customers, corresponding to growth of 1.6 percent. Especially the Golf Estate (SportWagen) and the Golf Alltrack benefited from increased popularity with customers.
- In the region of **South America**, deliveries were at about the previous year's level, at 31,900 vehicles (-0.2 percent).
- The Volkswagen brand continued its upward trend in its largest market, **China**, in April. 226,000 vehicles were handed over to customers, corresponding to growth of 4.3 percent. This development was especially driven by SUV models. Deliveries of the Tiguan family with the new Tiguan L rose by 42.5% to 25,900 vehicles. The Teramont, the new large SUV model, was successfully launched and handed over to 4,200 customers in the first full month of deliveries.
- The new Ameo, which has been available since mid-2016, generated further growth in **India**. Deliveries rose by 13.1 percent to 3,300 vehicles.



Overview of deliveries by the Volkswagen brand

Deliveries to customers by markets	April 2016	April 2017	Change (%)	Jan.-Apr. 2016	Jan.-Apr. 2017	Change (%)
Europe	150,300	139,800	-7.0	579,600	568,000	-2.0
Western Europe	131,400	118,400	-9.9	511,000	488,000	-4.5
Germany	52,600	45,800	-13.0	191,300	175,000	-8.5
Central and Eastern Europe	18,900	21,400	+12.9	68,600	80,000	+16.7
Russia	6,000	7,300	+21.4	21,800	25,200	+15.2
North America	50,700	46,300	-8.7	178,300	178,700	+0.2
USA	27,100	27,600	+1.6	96,400	103,800	+7.7
South America	31,900	31,900	-0.2	120,300	131,500	+9.4
Brazil	21,400	19,400	-9.2	80,900	78,600	-2.8
Asia-Pacific	229,200	236,800	+3.3	999,900	976,500	-2.3
China	216,700	226,000	+4.3	939,400	921,600	-1.9
Worldwide	476,700	468,000	-1.8	1,936,200	1,908,900	-1.4

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 2016, Volkswagen produced about 5.99 million vehicles including bestselling models such as the Golf, Tiguan, Jetta or Passat. Currently, 218,000 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.
