



November 9, 2017

Volkswagen continues its upward trend

- **550,900 vehicles delivered worldwide last month**
 - **Most successful October of all time:**
 - 7.7 percent increase compared with October 2016**
 - **Deliveries so far this year 3.2 percent higher than the previous year**
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Wolfsburg – At 550,900 vehicles, worldwide deliveries by the Volkswagen brand in October 2017 were 7.7 percent higher than the previous year. In total, the Volkswagen brand has delivered 5.04 million vehicles to customers worldwide so far this year. As a result, deliveries from January to October were 3.2 percent higher than the previous year. Jürgen Stackmann, Volkswagen Brand Board Member for Sales, commented: “This has been the most successful October of all time for Volkswagen. A special boost came from the market in China, where there was an increase of some 26,000 vehicles compared with the same month last year. We are seeing positive momentum in many regions and are delighted with the continued strong demand for our vehicles.”

Deliveries in the regions and markets in October developed as follows:

- At 131,300 new vehicles, deliveries in **Europe** remained stable overall. The Volkswagen brand reported strong growth in Italy (+6.7 percent), where the new Polo was successfully launched. In Poland, too, significantly more vehicles were handed over to customers than in the same month last year (+ 15.3 percent).
- At 41,900 units, there was a slight decrease (-2.5 percent) in deliveries in **Germany**, which also impacted developments in **Western Europe** as a whole (-3 percent). However, there is a clear upward trend in orders in Germany which is partly attributable to positive momentum from the environmental incentive.
- The Volkswagen brand recorded significant growth in **Central and Eastern Europe**, with deliveries up 11.7 percent. This positive development was again driven by **Russia**, which recorded 14.6 percent growth.
- At 49,300 vehicles, deliveries in **North America** in October were 6.3 percent higher than last year. Deliveries in the **USA** rose 11.9 percent to 27,700 vehicles. Deliveries in **Canada** rose 31.5 percent to 6,700 units, making this the most successful October of all time in Canada, too.

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- 35,900 vehicles were handed over to customers in **South America**, representing an increase of 61.2 percent. Key drivers behind this positive development were **Brazil** with an increase of 73.6 percent, and **Argentina** with an increase of 44.5 percent. Growth in the small car segment, which includes the Gol and Voyage, in these markets was particularly strong compared with the previous year.
- The Volkswagen brand continued its positive growth course in **China** in October. 303,800 vehicles were handed over to customers in this, the largest market, corresponding to an increase of 9.2 percent. The Tiguan family was much in demand, with 31,100 units delivered in October, an increase of 37.2 percent.

Overview of deliveries by the Volkswagen brand in the period to October:

Deliveries to customers by markets	October 2016	October 2017	Change (%)	Jan.- Oct 2016	Jan.-Oct 2017	Change (%)
Europe	132,300	131,300	-0.8	1,420,600	1,409,600	-0.8
Western Europe	112,500	109,100	-3.0	1,237,700	1,199,700	-3.1
Germany	43,000	41,900	-2.5	474,800	441,800	-6.9
Central and Eastern Europe	19,800	22,100	+11.7	182,900	209,900	+14.8
Russia	7,000	8,000	+14.6	59,700	70,100	+17.5
North America	46,400	49,300	+6.3	470,300	489,300	+4.0
USA	24,800	27,700	+11.9	256,000	280,200	+9.4
South America	22,300	35,900	+61.2	276,400	351,000	+27.0
Brazil	12,700	22,000	+73.6	177,100	213,800	+20.7
Asia-Pacific	291,900	317,100	+8.6	2,556,800	2,641,800	+3.3
China	278,100	303,800	+9.2	2,411,200	2,504,200	+3.9
Worldwide	511,500	550,900	+7.7	4,886,300	5,041,800	+3.2

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 around 5.99 million vehicles, including bestselling models such as the Golf, Tiguan, Jetta and Passat. Currently, 196,000 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. Key strategic themes for the future are electric mobility, smart mobility and the digital transformation of the brand.
