



October 9, 2018

## Volkswagen deliveries in September affected by WLTP changeover, as expected

- **485,000 vehicles delivered throughout the world in September – 18.3 percent below September 2017**
- **Europe and Germany affected by especially severe fall as a result of expected WLTP effect on overall market and the brand**
- **Brazil continues to grow: +26.1 percent compared with September 2017**
- **Volkswagen delivers 4,622,900 vehicles throughout the world from January to September, 2.9 percent above comparable period of previous year**
- **Volkswagen Board Member for Sales Jürgen Stackmann: “Developments in September were a setback, but we had been expecting this following the records in the summer. October will also be affected by the changeover to the WLTP test procedure. From November, we will be ready for the end-of-the-year sprint.”**

Wolfsburg – In September, the Volkswagen brand delivered fewer vehicles throughout the world than in the same month of the previous year: in total, 485,000 vehicles were handed over to customers, representing a fall of 18.3 percent compared with September 2017. This development was chiefly due to the effects of the WLTP changeover in Europe and especially in Germany, where deliveries were 42.6 and 47.1 percent respectively below the figures for the same month of the previous year. However, the outstanding figures reported since the beginning of the year have helped to soften the fall experienced in September. In the year to date, some 4,622,900 vehicles have been handed over to customers throughout the world. The brand therefore remains above the figure for the corresponding period of the previous year, with a rise of 2.9 percent. Volkswagen Board Member for Sales Jürgen Stackmann: “The year to date has been the most successful ever for Volkswagen. Developments in September were a setback, but we had been expecting this following the records in the summer. October will also be affected by the changeover to the WLTP test procedure. Currently, we have obtained WLTP approval for high-volume variants of all 14 Volkswagen brand models. By the end of the year, the changeover should have been virtually completed. This is why we expect a return to our old strength. From November, we will be ready for the end-of-the-year sprint in Europe.”

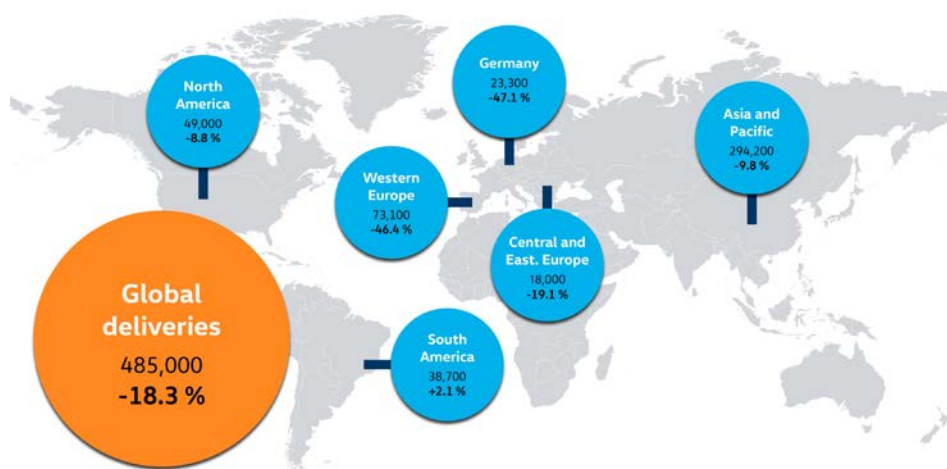
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Deliveries in the region's markets in **September** developed as follows:

- 91,100 vehicles were handed over to customers in **Europe**, 42.6 percent fewer than in September 2017. The main reason for this development was the introduction of the new WLTP test procedure on September 1. This led many customers in Western European markets to bring forward their purchasing decisions, resulting in extraordinary growth in delivery figures over the summer months and now, as expected, to the severe falls in September, also in the overall market. Thanks to its strong performance, with 1,353,200 vehicles delivered from January to September, the Volkswagen brand was still able to report growth of 5.9 percent in this region in the year to date.
- In the home market of **Germany**, where the WLTP changeover also had a massive effect, the Volkswagen brand reports growth for the year to date. Although deliveries in September fell by 47.1 percent compared with the same month of the previous year, to 23,300 units, the delivery figures from January to September are still 4.9 percent above the comparable period of the previous year, at 419,200 vehicles.
- 18,000 vehicles were delivered to customers in **Central and Eastern Europe**, a fall of 19.1 percent compared with the previous year. Here too, the WLTP changeover had a negative impact on certain markets. **Russia** continued to be a strong market for Volkswagen and was able to compensate for the negative effect in the region to a certain extent. In Russia, 9,400 vehicles were handed over to customers, 16.2 percent more than in the previous year.



- With 49,000 vehicles handed over to customers, deliveries in **North America** were 8.8 percent down on the same month in 2017. In the **USA**, 30,600 customers took delivery of a new Volkswagen – a fall of 4.8 percent. The brand outperformed the overall market, which experienced a slump largely due to the severe storms in the region. In **Mexico** too, the overall market remained tense and Volkswagen delivered 11,900 vehicles, 15.9 percent fewer than in the previous year.
- In **South America**, the Volkswagen brand recorded further growth. All in all, 38,700 vehicles were handed over to customers, a rise of 2.1 percent over September 2017. The positive development continued to be driven by **Brazil**, the largest market in the region. Here, 28,900 vehicles were delivered, representing a rise of 26.1 percent over the same month of the previous year. The new Polo, recently introduced by Volkswagen, is very popular with customers. In the meantime, some 49,400 units of the Polo and 29,300 of the Virtus have been delivered.
- The Volkswagen brand delivered 277,800 vehicles in **China**, 10.5 percent down on the previous year. The reason for the decrease was the marked general uncertainty among consumers in the country as a result of the continuing tariff dispute with the USA. This has resulted in considerable reluctance on the part of purchasers throughout the market. From January to September, Volkswagen delivered 2,241,300 vehicles to customers in its largest single market, a rise of 1.9 percent.



### Overview of deliveries by the Volkswagen brand in **September**:

Deliveries to customers by market	Sep. 2017	Sep. 2018	Change (%)	Jan.- Sep. 2017	Jan.- Sep. 2018	Change (%)
<b>Europe</b>	158,500	91,100	-42.6%	1,278,300	1,353,200	+5.9%
<b>Western Europe</b>	136,300	73,100	-46.4%	1,090,600	1,144,200	+4.9%
Germany	44,100	23,300	-47.1%	399,800	419,200	+4.9%
<b>Central and Eastern Europe</b>	22,200	18,000	-19.1%	187,700	209,000	+11.3%
Russia	8,100	9,400	+16.2%	62,100	74,800	+20.4%
<b>North America</b>	53,800	49,000	-8.8%	440,000	428,000	-2.7%
USA	32,100	30,600	-4.8%	252,500	266,200	+5.5%
<b>South America</b>	37,900	38,700	+2.1%	315,200	349,400	+10.9%
Brazil	22,900	28,900	+26.1%	191,800	237,100	+23.6%
<b>Asia-Pacific</b>	326,200	294,200	-9.8%	2,324,700	2,372,300	+2.0%
China	310,500	277,800	-10.5%	2,200,400	2,241,300	+1.9%
<b>Worldwide</b>	593,700	485,000	-18.3%	4,490,900	4,622,900	+2.9%

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#### 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 2017, Volkswagen delivered 6.23 million vehicles including bestselling models such as the Golf, Tiguan, Jetta or Passat. Currently, 198,000 people work for Volkswagen across the globe. The brand also has over 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.

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