

VOLKSWAGEN OF AMERICA

Business Update



SEPTEMBER 2019



VOLUME LEADERS

	August		YTD	
	Units	% Change	Units	% Change
Tiguan	10,955	+50%	76,927	+28%
Jetta	9,592	-9.5%	66,651	+32%
Atlas	8,227	+103%	53,641	+39%

Volkswagen of America's August sales rose 9.8 pct.;

- 35,412 total units reported in August
- Year-to-date sales of 251,208, up 6.6 pct. over 2018
- VW's best August since 2013
- Second best month ever for Atlas and Tiguan sales
- SUV sales total 19,192 in August, making up 54 pct. of sales



VW sold 131,041 SUVs through August, up 17 pct. year-to-date over 2018. For the month of August, SUV sales were up 51 pct. over 2018.



Atlas sales of 8,227 in August marked the second best month on record for the model. Atlas sales are now up 39 pct. year-to-date.



CPO SALES

	2019	2018	Yr/Yr change
CPO August	10,400	9,080	15%
CPO YTD	74,400	64,166	16%

10,400 units marks VW's best August on record and second best month ever recorded for CPO sales.



Tiguan sales reached 10,955 units in August - the second best month on record for the model which is now up more than 50 pct. over 2018.



"We're pleased to close the summer by recording our sixth consecutive month of growth in what has been a challenging year for the industry. The sustained growth of our SUV lineup has us encouraged about our portfolio balance and eager to launch our next SUV in the coming months."

Werner Eichhorn, chief sales and marketing officer, VW, North American Region

Volkswagen of America

August 2019 Sales

	August '19	August '18	Yr/Yr %	YTD '19	YTD '18	Yr/Yr %
Golf	370	567	-35%	4,278	5,172	-17%
GTI	936	1,525	-39%	8,762	11,873	-26%
Golf R	693	321	116%	2,602	2,893	-10%
e-Golf	689	32	2,053%	3,042	826	268%
Golf SportWagen	1,120	1,148	-2.4%	7,412	10,256	-28%
Total Golf Family	3,808	3,593	6%	26,096	31,020	-16%
Jetta Sedan	9,592	10,596	-9.5%	66,651	50,488	32%
Jetta SportWagen	-	1	N/A	-	70	N/A
Total Jetta	9,592	10,597	-9.5%	66,651	50,558	32%
Beetle Coupe	766	631	21%	6,071	6,777	-10%
Beetle Convertible	1,150	768	50%	7,467	4,374	71%
Total Beetle	1,916	1,399	37%	13,538	11,151	21%
Passat	572	3,873	-85%	12,656	30,232	-58%
CC	3	62	-95%	47	388	-88%
Arteon	329	-	N/A	1,179	-	N/A
Tiguan Limited	3	1,276	-100%	330	11,890	-97%
Tiguan	10,955	7,281	50%	76,927	60,019	28%
Total Tiguan	10,958	8,557	28%	77,257	71,909	7.4%
Touareg	7	120	-94%	143	1,704	-92%
Atlas	8,227	4,054	103%	53,641	38,711	39%
Total Car	16,220	19,524	-17%	120,167	123,349	-2.6%
Total SUV	19,192	12,731	51%	131,041	112,324	17%
TOTAL	35,412	32,255	9.8%	251,208	235,673	6.6%

About Volkswagen of America, Inc.

Founded in 1955, Volkswagen of America, Inc., an operating unit of Volkswagen Group of America, Inc. (VWoA) is headquartered in Herndon, Virginia. It is a subsidiary of Volkswagen AG, headquartered in Wolfsburg, Germany. VWoA's operations in the U.S. include research and development, parts and vehicle processing, parts distribution centers, sales, marketing and service offices, financial service centers, and its manufacturing facility in Chattanooga, Tennessee. The Volkswagen Group is one of the world's largest producers of passenger cars and Europe's largest automaker. VWoA sells the Atlas, Beetle, Beetle Convertible, e-Golf, Golf, Golf Alltrack, Golf GTI, Golf R, Golf SportWagen, Jetta, Passat, and Tiguan vehicles through more than 600 independent U.S. dealers. Visit Volkswagen of America online at www.vw.com or media.vw.com to learn more.

Notes: This press release and images are available at media.vw.com. Follow us @VWNews.