

# VOLKSWAGEN OF AMERICA

## Business Update



MAY 2019

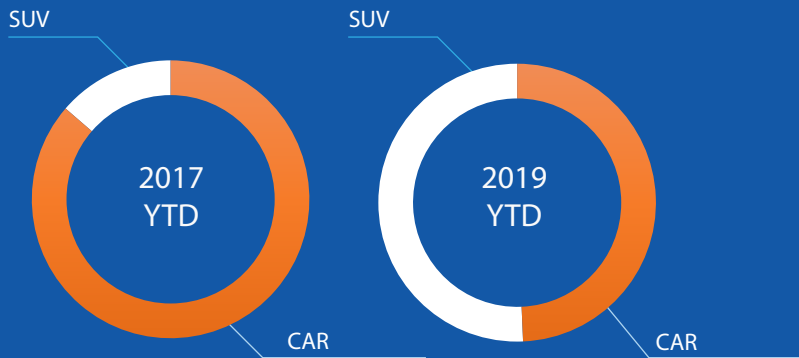


### VOLUME LEADERS

Volkswagen's April sales rose 8.7 pct.;

- 31,309 total units reported in April
- Year-to-date sales of 117,181, up 3.9 pct. over 2018
- VW's best April since 2013
- Tiguan sales total 10,539 units, up 38 pct., leading the brand

	April		YTD	
	Units	% Change	Units	% Change
<b>Tiguan</b>	10,539	+38%	37,072	+25%
<b>Jetta</b>	7,745	+80%	30,834	+63%
<b>Atlas</b>	6,050	+12%	22,029	+7.3%



VW sold 16,626 SUVs in April, making up 53 pct. of the brand's sales. SUVs now account for more than half of all VW sales year-to-date. Two years ago, SUVs made up just 14 pct. of VW sales.



### CPO SALES

	2019	2018	Yr/Yr change
<b>CPO April</b>	9,044	7,770	16%
<b>CPO YTD</b>	35,198	29,223	20%

9,044 units marks VW's best April on record for CPO Sales.



Tiguan sales led the brand for the third straight month and have now topped 10,000 units in consecutive months.



"We've outperformed the market by doing a better job of meeting consumer demand for SUVs. Atlas and Tiguan sales were both up in April, with Tiguan reaching its second best month on record. Growth with our SUV lineup along with our new Jetta is moving the VW brand forward."

**Derrick Hatami**, EVP sales, marketing and after sales, VWoA

# Volkswagen of America

April 2019 Sales

	April '19	April '18	Yr/Yr %	YTD '19	YTD '18	Yr/Yr %
<b>Golf</b>	772	780	-1%	2,159	2,693	-20%
<b>GTI</b>	1,199	1,385	-13%	4,789	6,511	-26%
<b>Golf R</b>	411	892	-54%	555	1,241	-55%
<b>e-Golf</b>	400	128	213%	1,263	668	89%
<b>Golf SportWagen</b>	900	1,481	-39%	2,702	5,565	-51%
<b>Total Golf Family</b>	3,682	4,666	-21%	11,468	16,678	-31%
<b>Jetta Sedan</b>	7,745	4,302	80%	30,834	18,912	63%
<b>Jetta SportWagen</b>	0	11	N/A	0	51	N/A
<b>Total Jetta</b>	7,745	4,313	80%	30,834	18,963	63%
<b>Beetle Coupe</b>	713	850	-16%	3,244	3,366	-3.6%
<b>Beetle Convertible</b>	853	619	38%	2,777	1,981	40%
<b>Total Beetle</b>	1,566	1,469	6.6%	6,021	5,347	13%
<b>Passat</b>	1,607	4,044	-60%	9,365	13,806	-32%
<b>CC</b>	5	44	-89%	27	196	-86%
<b>Arteon</b>	78	N/A	N/A	78	N/A	N/A
<b>Tiguan Limited</b>	25	1,047	-98%	189	6,377	-97%
<b>Tiguan</b>	10,539	7,637	38%	37,072	29,735	25%
<b>Total Tiguan</b>	10,564	8,684	22%	37,261	36,112	3.2%
<b>Touareg</b>	12	170	-93%	98	1,108	-91%
<b>Atlas</b>	6,050	5,404	12%	22,029	20,536	7.3%
<b>Total Car</b>	<b>14,683</b>	<b>14,536</b>	<b>1%</b>	<b>57,793</b>	<b>54,990</b>	<b>5.1%</b>
<b>Total SUV</b>	<b>16,626</b>	<b>14,258</b>	<b>17%</b>	<b>59,388</b>	<b>57,756</b>	<b>2.8%</b>
<b>TOTAL</b>	<b>31,309</b>	<b>28,794</b>	<b>8.7%</b>	<b>117,181</b>	<b>112,746</b>	<b>3.9%</b>

## 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](http://www.vw.com) or [media.vw.com](http://media.vw.com) to learn more.

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