

VOLKSWAGEN OF AMERICA

Business Update



JUNE 2019



VOLUME LEADERS

Volkswagen of America's May sales rose 14 pct.;

- 35,702 total units reported in May
- Year-to-date sales of 152,883, up 6.2 pct. over 2018
- VW's best May since 2013
- Best month ever for Atlas sales
- SUV sales total 18,979 in May, making up 53 pct. of sales

	May		YTD	
	Units	% Change	Units	% Change
Tiguan	10,687	+25%	47,759	+25%
Jetta	9,653	+42%	40,487	+57%
Atlas	8,273	+111%	30,302	+24%



VW sold 18,979 SUVs in May, up 35 pct. over 2018. For the fourth straight month, SUVs accounted for more than half of total VW sales.



Atlas sales of 8,273 in May marked a new record for the model. Atlas sales are now up 24 pct. year-to-date.



CPO SALES

	2019	2018	Yr/Yr change
CPO May	10,227	8,604	19%
CPO YTD	45,425	37,827	20%

10,227 units marks VW's best May on record and second best month ever recorded for CPO sales.



Tiguan sales reached 10,687 units in May - the third consecutive month of more than 10,000 in sales for the model.



"Our SUV sales, led by the Tiguan and the best month ever for the Atlas, led the brand to its third consecutive month of growth. Combined with continued strength from our new Jetta, our SUVs have helped VW outpace the industry so far this year by bringing the right product mix to the marketplace."

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

Volkswagen of America

May 2019 Sales

	May '19	May '18	Yr/Yr %	YTD '19	YTD '18	Yr/Yr %
Golf	860	765	12%	3,019	3,458	-13%
GTI	1,179	1,396	-16%	5,968	7,907	-25%
Golf R	424	529	-20%	979	1,770	-45%
e-Golf	264	76	247%	1,527	744	105%
Golf SportWagen	1,107	1,261	-12%	3,809	6,826	-44%
Total Golf Family	3,834	4,027	-4.8%	15,302	20,705	-26%
Jetta Sedan	9,653	6,814	42%	40,487	25,726	57%
Jetta SportWagen	0	7	N/A	0	58	N/A
Total Jetta	9,653	6,821	42%	40,487	25,784	57%
Beetle Coupe	662	1,011	-35%	3,906	4,377	-11%
Beetle Convertible	1,029	481	114%	3,806	2,462	55%
Total Beetle	1,691	1,492	13%	7,712	6,839	13%
Passat	1,294	4,757	-73%	10,659	18,563	-43%
CC	6	67	-91%	33	263	-87%
Arteon	245	N/A	N/A	323	N/A	N/A
Tiguan Limited	5	1,355	-100%	194	7,732	-97%
Tiguan	10,687	8,579	25%	47,759	38,314	25%
Total Tiguan	10,692	9,934	7.6%	47,953	46,046	4.1%
Touareg	14	190	-93%	112	1,298	-91%
Atlas	8,273	3,923	111%	30,302	24,459	24%
Total Car	16,723	17,164	-2.6%	74,516	72,154	3.3%
Total SUV	18,979	14,047	35%	78,367	71,803	9.1%
TOTAL	35,702	31,211	14%	152,883	143,957	6.2%

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.

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