## **VOLKSWAGEN**

## AKTIENGESELLSCHAFT

## Volkswagen Group – Deliveries to customers

| Deliveries to               | Nov.    | Nov.    | Delta (%) | Jan Nov.  | Jan Nov.  | Delta |
|-----------------------------|---------|---------|-----------|-----------|-----------|-------|
| customers by <u>markets</u> | 2022    | 2021    |           | 2022      | 2021      | (%)   |
| Western Europe              | 247,700 | 187,500 | +32.1     | 2,434,100 | 2,625,400 | -7.3  |
| Central and Eastern Europe  | 36,700  | 38,800  | -5.4      | 404,700   | 610,700   | -33.7 |
| North America               | 63,900  | 66,900  | -4.5      | 765,000   | 841,800   | -9.1  |
| South America               | 46,100  | 38,200  | +20.9     | 424,800   | 473,400   | -10.3 |
| China (incl, HK)            | 223,500 | 242,200 | -7.7      | 2,845,700 | 3,028,800 | -6.0  |
| Asia-Pacific Rest           | 29,900  | 24,100  | +24.1     | 294,300   | 278,800   | +5.6  |
| Middle East/Africa          | 24,500  | 18,700  | +31.1     | 251,900   | 309,700   | -18.7 |
| Worldwide                   | 672,300 | 616,300 | +9.1      | 7,420,500 | 8,168,700 | -9.2  |

| Deliveries to              | Nov.    | Nov.      | Delta | Jan. – Nov. | Jan. – Nov. | Delta  |
|----------------------------|---------|-----------|-------|-------------|-------------|--------|
| customers by <u>brands</u> | 2022    | 2021      | (%)   | 2022        | 2021        | (%)    |
|                            |         |           |       |             |             |        |
| Brand Group Volume         | 480,400 | 454,500   | +5.7  | 5,393,100   | 6,083,000   | -11.3  |
| Volkswagen                 | 359,900 | 345,700   | +4.1  | 4,083,100   | 4,501,300   | -9.3   |
| Passenger Cars             | 333,300 | 3 .3,7 00 |       | 1,003,100   | 1,301,300   | 3.3    |
| ŠKODA                      | 59,400  | 59,100    | +0.6  | 664,800     | 807,000     | -17.6  |
| SEAT/CUPRA                 | 30,100  | 26,100    | +15.5 | 351,500     | 441,900     | -20.4  |
| Volkswagen                 | 31,000  | 23,700    | +30.7 | 293,800     | 332,900     | -11.7  |
| Commercial Vehicles        | 31,000  | 23,700    | 130.7 | 233,000     | 332,300     | 11.7   |
| Brand Group Premium        | 135,900 | 110,700   | +22.7 | 1,481,800   | 1,576,400   | -6.0   |
| Audi                       | 134,100 | 108,800   | +23.2 | 1,459,400   | 1,554,900   | -6.1   |
| Lamborghini/Bentley        | 1,700   | 1,900     | -8.1  | 22,300      | 21,500      | +3.9   |
| Brand Group Sport          | 27,600  | 26,000    | +6.0  | 272,600     | 264,900     | +2.9   |
| Porsche                    | 27,600  | 26,000    | +6.0  | 272,600     | 264,800     | +3.0   |
| TRATON                     | 28,400  | 25,100    | +13.4 | 273,000     | 244,400     | +11.7  |
| MAN                        | 9,900   | 7,400     | +33.6 | 73,700      | 82,900      | -11.1  |
| Volkswagen                 | 4,000   | 4,400     | -9.6  | 51,100      | 54,400      | -6.0   |
| Truck & Bus                | 4,000   | 4,400     | 5.0   | 31,100      | 54,400      | 0.0    |
| Scania                     | 8,300   | 8,000     | +3.4  | 74,900      | 82,400      | -9.1   |
| Navistar                   | 6,300   | 5,300     | +19.4 | 73,300      | 24,700      | +196.7 |
| Volkswagen Group (total)   | 672,300 | 616,300   | +9.1  | 7,420,500   | 8,168,700   | -9.2   |