

# VOLKSWAGEN GROUP

## Deliveries to customers - All drivetrains

Deliveries to customers by <u>markets</u>	Dec. 2023	Dec. 2022	Delta (%)	Oct. - Dec. 2023	Oct. - Dec. 2022	Delta (%)	Jan. - Dec. 2023	Jan. - Dec. 2022	Delta (%)
Western Europe	288,600	277,200	+4.1	828,400	754,300	+9.8	3,271,000	2,711,300	+20.6
Central and Eastern Europe	47,200	37,200	+26.9	128,600	109,600	+17.4	503,500	441,900	+13.9
North America	95,300	77,600	+22.8	277,000	211,400	+31.1	993,100	842,600	+17.9
South America	57,700	48,900	+18.1	152,500	136,100	+12.0	518,200	473,700	+9.4
China	374,100	338,900	+10.4	947,000	825,800	+14.7	3,236,100	3,184,500	+1.6
Asia-Pacific Rest	34,800	35,100	-0.8	95,600	94,000	+1.8	358,400	329,500	+8.8
Middle East/Africa	36,400	27,400	+32.8	95,000	75,200	+26.2	359,300	279,300	+28.6
<b>Worldwide</b>	<b>934,300</b>	<b>842,300</b>	<b>+10.9</b>	<b>2,524,100</b>	<b>2,206,400</b>	<b>+14.4</b>	<b>9,239,500</b>	<b>8,262,800</b>	<b>+11.8</b>

Deliveries to customers by <u>brands</u>	Dec. 2023	Dec. 2022	Delta (%)	Oct. - Dec. 2023	Oct. - Dec. 2022	Delta (%)	Jan. - Dec. 2023	Jan. - Dec. 2022	Delta (%)
<b>Brand Group Core</b>	<b>688,600</b>	<b>615,700</b>	<b>+11.8</b>	<b>1,843,400</b>	<b>1,603,300</b>	<b>+15.0</b>	<b>6,662,200</b>	<b>6,008,800</b>	<b>+10.9</b>
Volkswagen Passenger Cars	525,500	480,300	+9.4	1,382,600	1,228,800	+12.5	4,866,800	4,563,300	+6.7
ŠKODA	77,300	66,500	+16.3	224,600	186,700	+20.3	866,800	731,300	+18.5
SEAT/CUPRA	47,200	34,100	+38.5	127,300	93,600	+36.0	519,200	385,600	+34.6
Volkswagen Commercial Vehicles	38,500	34,800	+10.5	108,900	94,200	+15.6	409,400	328,600	+24.6
<b>Brand Group Progressive</b>	<b>188,700</b>	<b>156,900</b>	<b>+20.3</b>	<b>514,500</b>	<b>426,400</b>	<b>+20.7</b>	<b>1,918,900</b>	<b>1,638,600</b>	<b>+17.1</b>
Audi	186,500	154,800	+20.5	508,600	420,700	+20.9	1,895,200	1,614,200	+17.4
Lamborghini/Bentley	2,200	2,100	+6.9	5,900	5,700	+3.8	23,700	24,400	-3.0
<b>Brand Group Sport Luxury</b>	<b>26,300</b>	<b>37,200</b>	<b>-29.4</b>	<b>77,500</b>	<b>88,400</b>	<b>-12.3</b>	<b>320,200</b>	<b>309,900</b>	<b>+3.3</b>
Porsche	26,300	37,200	-29.4	77,500	88,400	-12.3	320,200	309,900	+3.3
<b>Brand Group Trucks</b>	<b>30,700</b>	<b>32,500</b>	<b>-5.3</b>	<b>88,700</b>	<b>88,300</b>	<b>+0.4</b>	<b>338,200</b>	<b>305,500</b>	<b>+10.7</b>
MAN	10,800	10,700	+0.5	31,700	28,600	+10.6	115,700	84,400	+37.1
Volkswagen Truck & Bus	2,100	2,900	-28.9	7,400	10,900	-31.9	37,100	54,000	-31.3
Scania	10,500	10,300	+1.6	28,900	26,800	+7.7	96,600	85,200	+13.3
Navistar	7,400	8,600	-12.9	20,700	22,000	-5.8	88,900	81,900	+8.5
<b>Volkswagen Group (total)</b>	<b>934,300</b>	<b>842,300</b>	<b>+10.9</b>	<b>2,524,100</b>	<b>2,206,400</b>	<b>+14.4</b>	<b>9,239,500</b>	<b>8,262,800</b>	<b>+11.8</b>

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## Deliveries to customers - Battery-electric vehicles (BEV)

Deliveries to customers by <u>markets</u>	Oct. - Dec. 2023	Oct. - Dec. 2022	Delta (%)	Jul. - Dec. 2023	Jul. - Dec. 2022	Delta (%)	Jan. - Dec. 2023	Jan. - Dec. 2022	Delta (%)
Europe	131,300	140,200	-6.3	255,300	223,200	+14.3	472,400	352,100	+34.2
USA	20,800	15,200	+36.3	41,300	27,200	+51.6	71,000	44,200	+60.8
China	74,700	43,000	+73.6	129,400	92,300	+40.2	191,800	155,700	+23.2
Rest of world	12,700	7,400	+71.7	23,500	12,500	+88.0	35,800	20,400	+75.3
<b>Worldwide</b>	<b>239,500</b>	<b>205,900</b>	<b>+16.3</b>	<b>449,500</b>	<b>355,200</b>	<b>+26.5</b>	<b>771,100</b>	<b>572,500</b>	<b>+34.7</b>

Deliveries to customers by <u>brands</u>	Oct. - Dec. 2023	Oct. - Dec. 2022	Delta (%)	Jul. - Dec. 2023	Jul. - Dec. 2022	Delta (%)	Jan. - Dec. 2023	Jan. - Dec. 2022	Delta (%)
<b>Brand Group Core</b>	<b>170,500</b>	<b>154,400</b>	<b>+10.4</b>	<b>322,600</b>	<b>270,300</b>	<b>+19.4</b>	<b>549,900</b>	<b>417,700</b>	<b>+31.6</b>
Volkswagen Passenger Cars	120,600	118,000	+2.2	228,900	209,200	+9.4	393,700	325,100	+21.1
ŠKODA	27,200	16,800	+62.0	50,300	31,500	+59.9	81,700	53,700	+52.1
SEAT/CUPRA	13,000	13,800	-6.2	26,400	23,200	+14.2	45,300	31,400	+44.3
Volkswagen Commercial Vehicles	9,600	5,800	+66.1	16,900	6,400	+163.8	29,300	7,500	+288.0
<b>Brand Group Progressive</b>	<b>55,400</b>	<b>41,200</b>	<b>+34.4</b>	<b>102,800</b>	<b>68,200</b>	<b>+50.8</b>	<b>178,400</b>	<b>118,200</b>	<b>+51.0</b>
Audi	55,400	41,200	+34.4	102,800	68,200	+50.8	178,400	118,200	+51.0
Lamborghini/Bentley	-	-	-	-	-	-	-	-	-
<b>Brand Group Sport Luxury</b>	<b>12,700</b>	<b>9,700</b>	<b>+31.0</b>	<b>22,600</b>	<b>15,900</b>	<b>+42.2</b>	<b>40,600</b>	<b>34,800</b>	<b>+16.7</b>
Porsche	12,700	9,700	+31.0	22,600	15,900	+42.2	40,600	34,800	+16.7
<b>Brand Group Trucks</b>	<b>900</b>	<b>500</b>	<b>+87.1</b>	<b>1,400</b>	<b>900</b>	<b>+60.7</b>	<b>2,100</b>	<b>1,700</b>	<b>+20.4</b>
MAN	410	260	+62.4	690	420	+62.7	1,090	960	+13.0
Volkswagen Truck & Bus	50	70	-20.0	60	150	-61.2	90	250	-62.8
Scania	60	120	-50.4	100	170	-41.6	250	260	-6.1
Navistar	390	50	+625.9	600	160	+282.2	670	270	+150.9
<b>Volkswagen Group (total)</b>	<b>239,500</b>	<b>205,900</b>	<b>+16.3</b>	<b>449,500</b>	<b>355,200</b>	<b>+26.5</b>	<b>771,100</b>	<b>572,500</b>	<b>+34.7</b>