

## Transformation progressing: Volkswagen Group delivers 26 percent more all-electric vehicles in 2022

- **572,100 all-electric vehicles (BEVs) handed over to customers, following 452,800 in 2021**
- **BEV share raised to 6.9 percent after 5.1 percent a year earlier**
- **Group remains BEV market leader in Europe, is #4 in the US and increased its BEV deliveries in China by 68 percent**
- **Overall deliveries down 7 percent to 8.3 million vehicles due to supply constraints and temporary production stops**
- **Western European order bank remains high with 1.8 million vehicles, thereof 310,000 BEVs**

Wolfsburg, January 12, 2023 – The Volkswagen Group has made significant progress in its electric transformation in 2022. Despite supply constraints and temporary production stops, 572,100 all-electric vehicles were handed over to customers around the globe. Compared to 2021, this is a substantial increase of 26 percent. The BEV share of total deliveries thus reached 6.9 percent, up from 5.1 percent a year earlier. The Volkswagen Group remains the BEV market leader in its home market of Europe and reached the fourth position in this segment in the United States. The strongest increase came from China, where BEV deliveries were up by 68 percent y-o-y. Due to abovementioned challenges, overall global deliveries were down 7 percent on prior year to 8.3 million vehicles. In the second half of 2022, a slightly improved supply situation led to an increase of deliveries of 12 percent y-o-y. However, this could not make up for the losses of 22 percent y-o-y in the first half year. The Group's order bank remains on a high level of 1.8 million vehicles in Western Europe alone, thereof 310,000 BEVs.

Hildegard Wortmann, Member of the Extended Executive Committee for Sales, said: "Our brands have shown a decent performance regarding deliveries in a very challenging environment last year. I am particularly pleased that our electric transformation gained further traction across the brands and that we reached our target share of around 7 to 8 percent for all-electric vehicles despite these headwinds. The high order bank is a clear proof that customers love our entire strong product portfolio. That gives

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us confidence for 2023 despite weakening macroeconomics and ongoing supply shortages. The latter are expected to improve step by step in the course of the year.”

The Volkswagen Group is in the midst of its transformation from a car manufacturer to a software-driven provider of sustainable mobility. The electrification of its model range is a cornerstone to achieve that goal and to have a carbon neutral balance sheet at latest by 2050. Despite numerous challenges in the past three years like semiconductor shortages and Covid-related lockdowns, the Group has pursued its electric path very consistently. The share of BEVs has been raised from 2.5 percent in 2020 to 5.1 percent in 2021 and then to 6.9 percent last year. In the course of 2022, additional sites in Emden, Hanover and Chattanooga started to produce BEVs. This year, the Group headquarters in Wolfsburg will follow. Therefore, the Group aims to reach a level of BEV deliveries of around 11 percent in 2023. This will be the base to achieve the medium term goal of around 20 percent in 2025. By 2030, every second Group vehicle delivered globally is expected to be all-electric.

The Group’s best-selling BEVs in 2022 were (in units):

- Volkswagen ID.4<sup>1</sup>/ID.5 193,200
- Volkswagen ID.3<sup>2</sup> 76,600
- ŠKODA Enyaq iV (incl. Coupé) 53,700
- Audi Q4 e-tron (incl. Sportback) 52,800
- Audi e-tron (incl. Sportback) 51,200
- Volkswagen ID.6<sup>3</sup> 37,400
- Porsche Taycan (incl. Turismo) 34,800
- CUPRA Born 31,400

Deliveries in the regions developed as follows in 2022:

In **Europe**, overall deliveries declined by 10.4 percent to 3,153,200 vehicles whereas BEVs were up by 13.4 percent to 352,000 units. The majority of 2,711,300 vehicles was shipped to **Western Europe** where the decline was less pronounced with 5.2 percent. BEVs were in high demand in this region and reached a share of 12.6 percent of all deliveries (2021: 10.5 percent). Thus, the Group remains market leader in this segment in Europe. The order bank in Western Europe remained high at 1.8 million vehicles - including 310,000 BEVs - due to supply constraints. In **Germany**, the Group’s home market, deliveries were up by 3.8 percent to 1,029,600 units. The BEV share reached a level of 11.6 percent

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(2021: 11.4 percent). Deliveries in **Central- and Eastern Europe** declined significantly by 32.9 percent to 441,900 vehicles due to the effects of the war in Ukraine.

In **North America**, 842,600 customers received their vehicles, a decline of 7.2 percent. The **USA** saw a similar decrease of 6.1 percent to 631,100 units. The BEVs on the contrary were up 18.8 percent to 44,200 units. That corresponds to rank #4 in the all-electric segment. The local BEV production in Chattanooga, which started in 2022, will provide additional capacity to the region to cater its customers' demand for all-electric mobility.

The **South American** market showed a similar trend. It was down by 8.0 percent to 473,700 vehicles. **Brazil**, the region's largest market, recorded deliveries of 337,400 units. This corresponds to a decline of 10.4 percent.

**Asia-Pacific** saw the smallest decline among the major regions with 2.7 percent. Overall, 3,514,000 vehicles were handed over to customers. **China**, the Group's largest single market, showed a similar performance. Deliveries decreased by 3.6 percent to 3,184,500 units. After significant losses due to supply shortages and Covid-related lockdowns in the first half year, the Group's deliveries recovered well in the second half and only slightly missed their prior year level. China was the biggest contributor to the Group's global BEV increase with deliveries up by 68 percent to 155,700 units.

<sup>1)</sup> *ID.4 Pro Performance 150 kW (204 PS) – Combined power consumption in kWh/100 km: 18.7-16.4; combined CO<sub>2</sub> emissions in g/km: 0. Only consumption and emission values according to WLTP and not according to NEDC are available for the vehicle*

<sup>2)</sup> *ID.3 – Combined power consumption in kWh/100 km: 16.0-15.3; combined CO<sub>2</sub> emissions in g/km: 0. Only consumption and emission values according to WLTP and not according to NEDC are available for the vehicle*

<sup>3)</sup> *ID.6 – The vehicle is not sold in Germany*

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## Volkswagen Group – deliveries across all drive types

Deliveries to customers by <u>markets</u>	Dec. 2022	Dec. 2021	Delta (%)	Oct. - Dec. 2022	Oct. - Dec. 2021	Delta (%)	Jan. - Dec. 2022	Jan. - Dec. 2021	Delta (%)
Western Europe	277,200	235,000	+17.9	754,300	590,200	+27.8	2,711,300	2,860,500	-5.2
Central and Eastern Europe	37,200	47,500	-21.7	109,600	122,600	-10.6	441,900	658,200	-32.9
North America	77,600	66,600	+16.5	211,400	204,800	+3.2	842,600	908,400	-7.2
South America	48,900	41,200	+18.5	136,100	122,600	+11.0	473,700	514,600	-8.0
China	338,900	275,900	+22.8	825,800	754,700	+9.4	3,184,500	3,304,700	-3.6
Asia-Pacific Rest	35,100	27,000	+30.2	94,000	75,600	+24.4	329,500	305,800	+7.7
Middle East/Africa	27,400	19,900	+37.7	75,300	60,000	+25.5	279,300	329,600	-15.3
<b>Worldwide</b>	<b>842,300</b>	<b>713,200</b>	<b>+18.1</b>	<b>2,206,400</b>	<b>1,930,500</b>	<b>+14.3</b>	<b>8,262,800</b>	<b>8,881,900</b>	<b>-7.0</b>

Deliveries to customers by <u>brands</u>	Dec. 2022	Dec. 2021	Delta (%)	Oct. - Dec. 2022	Oct. - Dec. 2021	Delta (%)	Jan. - Dec. 2022	Jan. - Dec. 2021	Delta (%)
<b>Brand Group Volume</b>	<b>615,700</b>	<b>522,100</b>	<b>+17.9</b>	<b>1,603,300</b>	<b>1,431,900</b>	<b>+12.0</b>	<b>6,008,800</b>	<b>6,605,100</b>	<b>-9.0</b>
Volkswagen Passenger Cars	480,300	395,600	+21.4	1,228,800	1,102,200	+11.5	4,563,300	4,896,900	-6.8
ŠKODA	66,500	71,200	-6.6	186,700	177,500	+5.2	731,300	878,200	-16.7
SEAT/CUPRA	34,100	28,700	+18.9	93,600	79,200	+18.1	385,600	470,500	-18.1
Volkswagen Commercial Vehicles	34,800	26,700	+30.5	94,200	73,000	+29.0	328,600	359,500	-8.6
<b>Brand Group Premium</b>	<b>156,900</b>	<b>127,200</b>	<b>+23.4</b>	<b>426,400</b>	<b>338,100</b>	<b>+26.1</b>	<b>1,638,600</b>	<b>1,703,600</b>	<b>-3.8</b>
Audi	154,800	125,600	+23.2	420,700	332,900	+26.4	1,614,200	1,680,500	-3.9
Lamborghini/Bentley	2,100	1,600	+31.3	5,700	5,200	+8.3	24,400	23,100	+5.8
<b>Brand Group Sport</b>	<b>37,200</b>	<b>37,100</b>	<b>+0.4</b>	<b>88,400</b>	<b>84,700</b>	<b>+4.3</b>	<b>309,900</b>	<b>302,000</b>	<b>+2.6</b>
Porsche	37,200	37,100	+0.4	88,400	84,700	+4.3	309,900	301,900	+2.6
<b>TRATON</b>	<b>32,500</b>	<b>26,800</b>	<b>+21.1</b>	<b>88,300</b>	<b>75,800</b>	<b>+16.6</b>	<b>305,500</b>	<b>271,200</b>	<b>+12.6</b>
MAN	10,700	10,700	-0.1	28,600	25,000	+14.3	84,400	93,600	-9.8
Volkswagen Truck & Bus	2,900	3,000	-3.4	10,900	11,800	-7.6	54,000	57,400	-5.9
Scania	10,300	7,900	+30.0	26,800	23,100	+16.1	85,200	90,400	-5.7
Navistar	8,600	5,200	+65.7	22,000	15,800	+39.1	81,900	29,900	+174.1
<b>Volkswagen Group (total)</b>	<b>842,300</b>	<b>713,200</b>	<b>+18.1</b>	<b>2,206,400</b>	<b>1,930,500</b>	<b>+14.3</b>	<b>8,262,800</b>	<b>8,881,900</b>	<b>-7.0</b>

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## Volkswagen Group – deliveries of battery-electric vehicles (BEVs)

Deliveries to customers by markets	Oct. - Dec. 2022	Oct. - Dec. 2021	Delta (%)	Jan. - Dec. 2022	Jan. - Dec. 2021	Delta (%)
Europe	140,200	100,500	+39.4	352,000	310,400	+13.4
USA	15,200	9,800	+54.7	44,200	37,200	+18.8
China	43,000	45,500	-5.4	155,700	92,600	+68.2
Rest of world	7,300	3,900	+86.7	20,200	12,700	+59.2
<b>Worldwide</b>	<b>205,800</b>	<b>159,800</b>	<b>+28.8</b>	<b>572,100</b>	<b>452,800</b>	<b>+26.3</b>

Deliveries to customers by brands	Oct. - Dec. 2022	Oct. - Dec. 2021	Delta (%)	Jan. - Dec. 2022	Jan. - Dec. 2021	Delta (%)
<b>Brand Group Volume</b>	<b>154,400</b>	<b>117,800</b>	<b>+31.1</b>	<b>417,700</b>	<b>328,800</b>	<b>+27.0</b>
Volkswagen Passenger Cars	118,000	95,300	+23.8	325,100	263,100	+23.6
ŠKODA	16,800	17,000	-1.0	53,700	49,100	+9.3
SEAT/CUPRA	13,800	4,200	+229.7	31,400	13,000	+140.8
Volkswagen Commercial Vehicles	5,800	1,300	+337.6	7,500	3,600	+109.0
<b>Brand Group Premium</b>	<b>41,200</b>	<b>29,100</b>	<b>+41.5</b>	<b>118,200</b>	<b>81,900</b>	<b>+44.3</b>
Audi	41,200	29,100	+41.5	118,200	81,900	+44.3
Lamborghini/Bentley	-	-	-	-	-	-
<b>Brand Group Sport</b>	<b>9,700</b>	<b>12,700</b>	<b>-23.1</b>	<b>34,800</b>	<b>41,300</b>	<b>-15.7</b>
Porsche	9,700	12,700	-23.1	34,800	41,300	-15.7
<b>TRATON</b>	<b>400</b>	<b>200</b>	<b>+70.3</b>	<b>1,400</b>	<b>800</b>	<b>+65.5</b>
MAN	300	200	+5.3	900	800	+3.5
Volkswagen Truck & Bus	-	-	-	-	-	-
Scania	120	0	-	260	0	-
Navistar	50	10	-	260	10	-
<b>Volkswagen Group (total)</b>	<b>205,800</b>	<b>159,800</b>	<b>+28.8</b>	<b>572,100</b>	<b>452,800</b>	<b>+26.3</b>

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## **About the Volkswagen Group:**

The Volkswagen Group, with its headquarters in Wolfsburg, is one of the world's leading automobile manufacturers and the largest carmaker in Europe. The Group comprises ten core brands from seven European countries: Volkswagen Passenger Cars, Audi, SEAT, CUPRA, ŠKODA, Bentley, Lamborghini, Porsche, Ducati and Volkswagen Commercial Vehicles. The passenger car portfolio ranges from small cars all the way to luxury-class vehicles. Ducati offers motorcycles. In the light and heavy commercial vehicles sector, the products range from pick-ups to buses and heavy trucks. Every weekday, 672.800 employees around the globe are involved in vehicle-related services or work in other areas of business. The Volkswagen Group sells its vehicles in 153 countries.

In 2021, the total number of vehicles delivered to customers by the Group globally was 8.9 million (2020: 9.3 million). Group sales revenue in 2021 totaled EUR 250.2 billion (2020: EUR 222.9 billion). Earnings after tax in 2021 amounted to EUR 15.4 billion (2020: EUR 8.8 billion).

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