

VOLKSWAGEN OF AMERICA BUSINESS UPDATE



Q1 2022

Volkswagen of America reports Q1 2022 sales of 64,993 units (down 28.5 pct. from 2021)

- SUVs account for 76 pct. of total sales in Q1
- ID.4 sales total 2,755 units in Q1

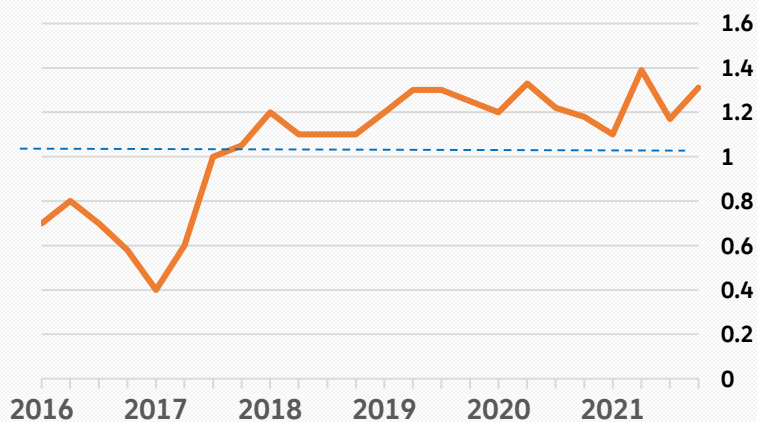
PORTFOLIO LEADERS

	Q1	
Tiguan	18,233	-33%
Atlas Family	14,734	-52%
Taos	13,674	N/A

WINNING THEM OVER

Volkswagen has recorded 17 consecutive quarters (data available through Q4 2021) of bringing more customers to the brand than we lose to the competition. Our conquest/defection ratio has been above 1.0 since 2017, the year the Atlas and new Tiguan were launched.

CONQUEST / DEFECTION RATIO
By Quarter, 2016 - 2021



Source: IHS Markit

HEADED IN THE RIGHT DIRECTION

In addition to gaining market share, thanks to Volkswagen's expanding SUV portfolio, our most recent customer data (Q4 2021) shows improvements in Customer Loyalty, Conquest/Defection, and "One and Done" Defection rates.



CPO SALES

	2022	2021	YR/YR change
Q4 CPO	19,789	23,473	-15.7%
YTD CPO	19,789	23,473	-15.7%

Volkswagen of America

Q1 2022 Sales

	Q1 2022	Q1 2021	Yr/Yr %	YTD 2022	YTD 2021	Yr/Yr %
GTI	1,543	2,615	-41%	1,543	2,615	-41%
Golf R	780	1	77,900%	780	1	77,900%
Jetta	10,878	22,714	-52%	10,878	22,714	-52%
Passat	2,345	4,535	-48%	2,345	4,535	-48%
Arteon	47	1,099	-96%	47	1,099	-96%
ID.4	2,755	474	481%	2,755	474	481%
Taos	13,674	-	N/A	13,674	-	N/A
Tiguan	18,233	27,265	-33%	18,233	27,265	-33%
Atlas	9,046	19,218	-53%	9,046	19,218	-53%
Atlas Cross Sport	5,688	11,302	-50%	5,688	11,302	-50%
Total Atlas	14,734	30,520	-52%	14,734	30,520	-52%
Discontinued models*	4	1,630	-99.8%	4	1,630	-99.8%
Total Car	15,597	32,594	-52%	15,597	32,594	-52%
Total SUV	49,396	58,259	-15%	49,396	58,259	-15%
TOTAL	64,993	90,853	-28.5%	64,993	90,853	-28.5%

*Discontinued model sales include the Beetle, Beetle Convertible, e-Golf, CC, Golf, Golf Sportwagen, Tiguan Limited and Touareg vehicles.

About Volkswagen of America, Inc.

Volkswagen of America, Inc. is an operating unit of Volkswagen Group of America, which is a subsidiary of Volkswagen AG. Headquartered in Herndon, Virginia, Volkswagen Group of America's operations in the United States include research and development, parts and vehicle processing, parts distribution centers, sales, marketing and service offices, financial service centers, and a state-of-the-art assembly facility in Chattanooga, Tennessee. The Volkswagen Group is one of the world's largest producers of passenger cars and Europe's largest automaker. Volkswagen sells the Arteon, Atlas, Atlas Cross Sport, Golf, Golf GTI, Golf R, ID.4, Jetta, Jetta GLI, Passat, Taos, and Tiguan vehicles through more than 600 independent U.S. dealers. Visit Volkswagen online at www.vw.com or media.vw.com to learn more.

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