

Volkswagen Group: Q1 2024 muted as expected – Outlook confirmed

„As expected, our first quarter results show a slow start to the year. We remain confident of achieving our financial targets for 2024. A strong March, the solid order bank and the improving order intake in the past months are encouraging and should already have a positive impact in the second quarter. We expect additional momentum over the course of the year from the launch of more than 30 new models across all brands. At the same time the effects our efficiency programs will gradually unfold as the year progresses. In this context, it will be particularly important to vigorously counteract the increase in fixed costs and exercise investment discipline.“

Arno Antlitz, CFO & COO Volkswagen Group



Key Figures

EUR 75.5 billion sales revenue in Q1 2024, slightly below Q1 2023 (EUR 76.2 billion)

The significantly increased sales revenue in the Volkswagen Financial Services business largely compensate for the decline in the Automotive division (-4%).

EUR 4.6 billion Operating Result in Q1 2024, 20% below Q1 2023 (EUR 5.7 billion) / Operating Margin of 6.1%

Lower sales volumes, an unfavourable country, brand and model mix as well as an increase in fixed costs compared to the same period last year had the expected negative impact on the Operating Result in Q1.

EUR -3.0 billion net cash flow in the Automotive Division in Q1 2024 (EUR 2.2 billion)

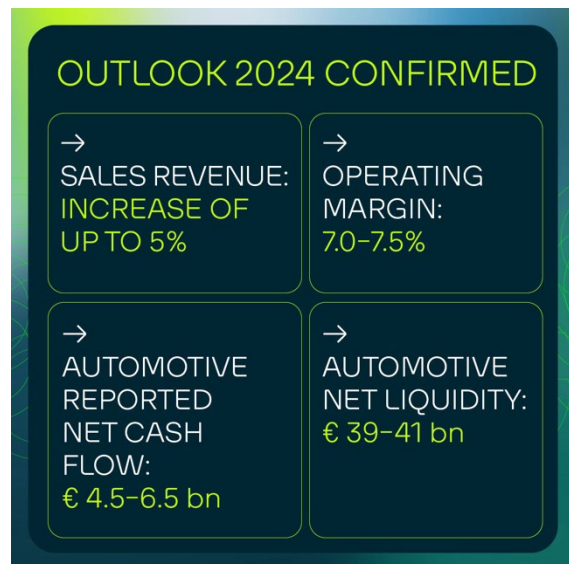
Reversal of the exceptionally strong reduction in working capital at year-end 2023 and the expected build-up of inventories in preparation for the product offensive weigh on net cash flow with EUR 5.9 billion in Q1 2024.

2.1 million vehicle sales in Q1 2024, down by 2% compared to Q1 2023; revenue relevant vehicle sales down by 5% to 1.4 million vehicles

Asia-Pacific (+2%) and South America (+19%) recorded growth. In Europe/ Rest of World and North America, sales fell by 5% and 10%, respectively.

Order bank for vehicles in Western Europe stable at a high level in Q1 2024

Order bank of 1.1 million vehicles remains stable at a high level compared to the end of 2023 of which 160,000 are BEVs. Encouraging order intake for important volume models such as the new VW Tiguan and the new VW Passat; order intake for BEVs more than doubled compared to Q1 2023.



Outlook 2024 confirmed

The Volkswagen Group expects the sales revenue to exceed the previous year's figure by up to 5 percent. The operating return on sales is expected to range between 7.0 percent and 7.5 percent.

In the Automotive Division, the Group assumes an investment ratio of between 13.5 percent and 14.5 percent in 2024. The automotive net cash flow for 2024 is expected to be between EUR 4.5 and EUR 6.5 billion. This will include in particular investments for the future and cash outflows from mergers and acquisitions for the battery business, which are a vital pillar of the Volkswagen Group's transformation. Net liquidity in the Automotive Division is expected to be between EUR 39 billion and EUR 41 billion in 2024. It remains the Group's goal to continue its solid financing and liquidity policy.

Challenges will arise in particular from the economic situation, the increasing intensity of competition, volatile commodity, energy and foreign exchange markets, and more stringent emissions-related requirements.

Further information on the brand groups

Core

Slight decline in sales revenue of 1%; Operating Margin increases to 6.4%, supported by all brands, mainly due to positive price/mix effects; increased fixed costs have a negative impact.

[Q1 Results VW on May 2, 2024](#)

Progressive

Significant decline in sales revenue primarily due to temporary supply constraints for V6 and V8 engines; Operating Margin declines to 3.4% due to volume and mix.

[Q1 Results Audi on May 3, 2024](#)

Sport Luxury

Operating Margin declines to 14.8% due to lower volume resulting from the launches of two model lines and investments in digitalization and the product portfolio.

[Q1 Results Porsche on April 26, 2024](#)

TRATON Trucks

TRATON continued its strong topline and earnings trajectory; Operating Margin came in at 9.0%.

[Q1 Results Traton on April 26, 2024](#)

CARIAD

CARIAD continues to roll out software for a growing vehicle park, resulting in a significant increase in licenses. The Operating Loss is slightly higher than in the previous year.

Volkswagen Group Mobility

Financial Services recorded an Operating Result of € 0.9 billion, a decline of 24% year-over-year, in line with expectations, due to the normalization of the used car business..

[Q1 Results Group Mobility on May 6, 2024](#)

Key Figures Volkswagen Group

	First quarter		
	2024	2023	%
Volume Data¹ in thousands			
Deliveries to customers (units)	2,104	2,041	+ 3.1
Vehicle sales (units)	2,081	2,124	- 2.0
Production (units)	2,266	2,273	- 0.3
Employees (on March 31, 2024/Dec. 31, 2023)	684.2	684.0	+ 0.0
Financial Data (IFRS), € million			
Sales revenue	75,461	76,198	- 1.0
Operating result	4,588	5,747	- 20.2
Operating return on sales (%)	6.1	7.5	
Earnings before tax	5,181	6,453	- 19.7
Return on sales before tax (%)	6.9	8.5	
Earnings after tax	3,710	4,730	- 21.6
Automotive Division²			
Cash flows from operating activities	2,528	7,576	- 66.6
Cash flows from investing activities attributable to operating activities ⁴	5,555	5,332	+ 4.2
Net cash flow	-3,027	2,244	-
Net liquidity at March 31/Dec. 31	37,157	40,289	- 3.3
Investment ratio	14.4	11.9	

1) The figures also include the equity-accounted Chinese joint ventures. Prior-year deliveries have been updated to reflect subsequent statistical trends.

2) Including allocation of consolidation between the Automotive and Financial Services divisions.

3) Excluding acquisition and disposal of equity investments: Q1 €5,350 (4,954) million.

Key Figures by brand groups from January 1 to March 31

Thousand vehicles/€ million	Vehicle sales		Sales revenue		Operating result		Operating margin	
	2024	2023	2024	2023	2024	2023	2024	2023
Core brand group	1,192	1,193	32,773	33,163	2,110	1,742	6.4	5.3
Progressive brand group	243	323	13,725	16,883	466	1,816	3.4	10.8
Sport Luxury brand group ¹	71	85	8,144	9,333	1,207	1,727	14.8	18.5
CARIAD	-	-	179	168	- 552	- 429		
Battery	-	-	2	0	- 79	- 72		
TRATON Commercial Vehicles	81	85	11,477	10,938	1,037	875	9.0	8.0
MAN Energy Solutions	-	-	971	901	96	101	9.9	11.2
Equity-accounted companies in China ²	649	609	-	-	-	-		
Volkswagen Group Mobility	-	-	13,780	11,980	786	985	5.7	8.2
Other ³	- 155	- 171	- 5,591	- 7,168	- 483	- 997	8.6	13.9
Volkswagen Group	2,081	2,124	75,461	76,198	4,588	5,747	6.1	7.5

1) Including Porsche Financial Services: sales revenue €9,011 (10,097) million, operating result €1,282 (1,840) million.

2) The sales revenue and operating result of the equity-accounted companies in China are not included in the consolidated figures; the share of the operating result generated by these companies amounted to €429 (625) million.

3) In the operating result, mainly intragroup items recognized in profit or loss, in particular from the elimination of intercompany profits; the figure includes depreciation and amortization of identifiable assets as part of purchase price allocation, as well as companies not allocated to the brands.

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About the Volkswagen Group

The Volkswagen Group is one of the world's leading car makers, headquartered in Wolfsburg, Germany. It operates globally, with 114 production facilities in 19 European countries and 10 countries in the Americas, Asia and Africa. With around 684,000 employees worldwide. The Group's vehicles are sold in over 150 countries.

With an unrivalled portfolio of strong global brands, leading technologies at scale, innovative ideas to tap into future profit pools and an entrepreneurial leadership team, the Volkswagen Group is committed to shaping the future of mobility through investments in electric and autonomous driving vehicles, digitalization and sustainability.

In 2023, the total number of vehicles delivered to customers by the Group globally was 9.2 million (2022: 8.3 million). Group sales revenue in 2023 totaled EUR 322.3 billion (2022: EUR 279.1 billion). The operating result before special items in 2023 amounted to EUR 22.6 billion (2022: EUR 22.5 billion).

Volkswagen Aktiengesellschaft

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