

# VOLKSWAGEN TRUCK & BUS

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## Volkswagen Truck & Bus increases production in Brazil

- **Strong growth in export business**
- **Volkswagen Caminhões e Ônibus returns to five-day week**
- **Scania working to almost full production capacity**
- **Intelligent global integration**
- **Andreas Renschler: “Our long-term commitment in Brazil and our export strategy are paying off.”**

**Braunschweig, August 10, 2017**

In the first half of 2017, Volkswagen Truck & Bus markedly increased both production at its Brazilian plants and sales of the vehicles built there. At 11,750 units, sales at Volkswagen Caminhões e Ônibus improved by 16%. Scania, which also produces in Brazil, raised its sales figures by nearly 30% to 2,441 units. With a market share of just under 38%, Volkswagen Truck & Bus again managed to maintain its position as market leader in trucks in Brazil. With more than 200 million inhabitants, Brazil is the largest market in the region. This is thanks to a product strategy targeted also at growing export markets in the region. Demand in Argentina and Chile, for example, has developed particularly positively as well as in other countries such as Mexico, Russia, and South Africa.

In the wake of the rising demand for commercial vehicles from Brazil, Volkswagen Caminhões e Ônibus resumed five-day working as of July 10. Thanks to its modular products, Scania has also been able to use capacity at its Brazilian plant and is exporting to markets outside the region, such as Russia.

Andreas Renschler, CEO of Volkswagen Truck & Bus and Member of the Board of Management of Volkswagen AG responsible for commercial vehicles, commented as follows: “Our long-term commitment in Brazil and our export strategy are paying off. We are seeing signs of a recovery in Brazil and are recording a significant increase in exports to other markets.”

Volkswagen Truck & Bus GmbH is a wholly-owned subsidiary of Volkswagen AG and is a global leader in commercial vehicles with its brands MAN, Scania, and Volkswagen Caminhões e Ônibus. In 2016, the brands of Volkswagen Truck & Bus sold a total of 184,000 vehicles. Its product range includes light-, medium- and heavy-duty trucks as well as vans and buses that are manufactured at 25 sites in 17 countries. As of December 31, 2016, the Company employed 77,000 people at all commercial vehicle brands worldwide. The Group is committed to driving transportation to the next level — in terms of products, services, and as a partner for its customers.