



In 2020, Volkswagen Passenger Cars celebrated the debut of the ID.3, the first model based on the Modular Electric Drive Toolkit. The brand also expanded its portfolio of electric vehicles through the addition of an all-electric SUV, the ID.4.

BUSINESS DEVELOPMENT

The Volkswagen Passenger Cars brand aims to move you, and as such the TRANSFORM 2025+ strategy centers on a global model initiative through which the brand aims to lead innovation, technology and quality in the volume segment.

In fiscal year 2020, Volkswagen Passenger Cars launched the ID.3, the first model based on the Modular Electric Drive Toolkit (MEB). This efficient and fully connected all-electric car represents a milestone on the path towards zero-emission mobility for a broad customer base. Following on its heels in late 2020 was the ID.4, the brand's first fully electric SUV. Powerful proportions, sleek lines and a sculptured rear are the hallmarks of its exterior and give the all-rounder an outstanding aerodynamic quality. The interior impresses with generous space, puristic design and sustainable upholstery materials. The ID.4 is to be built and sold in the core markets of Europe and China in the future and later on in the United States as well. There were several additions to the popular Golf family in the reporting period. These derivatives, based on the eighth generation of the bestselling model, include the spacious Golf Estate, the robust Golf Alltrack and the sporty, iconic Golf GTI. With the Arteon Shooting Brake, Volkswagen Passenger Cars brought out a new body version of the Arteon series in 2020 that is a completely new interpretation of the estate concept and expands the brand's model range in the mid-size segment. In addition, the brand pushed the electrification of its portfolio with the introduction of plug-in hybrid versions of the Golf, Tiguan, Arteon, Arteon Shooting Brake and Touareg models.

The Volkswagen Passenger Cars brand delivered 5.3 million vehicles worldwide in fiscal year 2020 (–15.1%). Sales figures were below the previous year's level in almost all markets due to the pandemic. Sales of the T-Cross increased, thus bucking the trend, and the new Atlas Cross Sport was also very popular.

The Volkswagen Passenger Cars brand sold 2.8 (3.7) million vehicles in the reporting year. The difference between deliveries and unit sales is mainly due to the fact that the vehicle-producing joint ventures in China are not attributed to the companies in the Volkswagen Passenger Cars brand.

The Volkswagen Passenger Cars brand produced 5.1 (6.2) million vehicles worldwide in 2020. At the Zwickau plant, the last vehicle with a combustion engine rolled off the assembly line in 2020. With the ID.3 and the ID.4, only electric models from Volkswagen Passenger Cars are produced there now, and models from the Audi and SEAT brands are to follow in the future.

SALES REVENUE AND EARNINGS

The Volkswagen Passenger Cars brand's sales revenue fell by 19.6% year-on-year in 2020 to €71.1 billion. Operating profit before special items decreased to €0.5 (3.8) billion. Lower fixed costs and better price positioning were unable to compensate for the impact of lower volumes due to the Covid-19 pandemic or for negative exchange rate effects. The operating return on sales before special items amounted to 0.6 (4.3)%. The diesel issue gave rise to special items of €–0.8 (–1.9) billion.

5.1 million

Vehicles produced worldwide

PRODUCTION

Units	2020	2019
Tiguan	754,276	910,926
Passat/Magotan	477,892	543,706
Polo/Virtus	467,765	706,052
Jetta/Sagitar	422,908	541,715
Lavida	416,209	514,698
Golf	408,528	679,351
Bora	329,263	345,077
T-Cross	285,824	274,071
T-Roc	285,299	328,069
Atlas/Teramont	178,954	183,648
Santana	174,966	244,132
JETTA	165,681	68,612
Tharu/Taos	149,781	136,899
Gol	117,471	151,241
Lamando	65,730	92,903
ID.3	64,259	50
up!	59,786	108,676
Touran	56,833	90,366
Arteon/CC	55,899	51,868
Saveiro	41,146	54,941
Touareg	41,136	52,859
Sharan/Viloran	32,142	25,681
Fox/Suran	12,184	44,275
Phideon	10,344	13,750
ID.4	6,487	–
Beetle	–	20,580
	5,080,763	6,184,146

VOLKSWAGEN PASSENGER CARS BRAND

	2020	2019	%
Deliveries (thousand units)	5,328	6,279	–15.1
Vehicle sales	2,835	3,677	–22.9
Production	5,081	6,184	–17.8
Sales revenue (€ million)	71,076	88,407	–19.6
Operating result before special items	454	3,785	–88.0
Operating return on sales (%)	0.6	4.3	

ID.3



DELIVERIES BY MARKET

in percent

