



PORSCHE

News Release

Jan 3, 2019

No. 1/19

Porsche Sets U.S. Retail Sales Record in 2018

Deliveries increased 3.2 percent to 57,202, marking nine years in a row of growth

Atlanta, Georgia. Porsche Cars North America, Inc. (PCNA), importer and distributor of the Porsche 911, 718 Boxster and Cayman, Panamera, Cayenne, and Macan model lines, today announced December retail sales of 4,086. With that, 2018 sales reached a U.S. record of 57,202, an increase of 3.2 percent from the previous record in 2017. It was the ninth consecutive year of growth for PCNA and the seventh record year in a row.

The Macan led the pack with more than 23,500 deliveries in 2018, up 9.7 percent. In its second year as a new generation model, the Panamera also scored double-digit percentage growth with sales of 8,042. The iconic Porsche 911 roared ahead 7.6 percent to 9,647 sales, helped by strong demand for GT models. For December alone, the new Cayenne was the best-selling vehicle in the month as the Cayenne S and Turbo variants joined the lineup for the first time.

“Porsche and our 190 independent U.S. dealer partners are grateful for the excitement our cars are generating among customers,” said Klaus Zellmer, President and CEO of PCNA. “A record 2018 is an excellent starting point for an even more dynamic 2019, when highlights will include the market entry of the next-generation 911, the updated Macan, and the launch of our first all-electric sports car, the Taycan, late in the year.”

Porsche Approved Certified Pre-Owned (CPO) sales in the U.S. totaled 2,278 vehicles in December, up 5.9 percent year-over-year. For 2018, CPO sales were up 20.7 percent with 23,046 deliveries.



PORSCHE

News Release

Jan 3, 2019

No. 1/19

Model	December Sales		Year-to-Date	
	2018	2017	2018	2017
ALL 911	789	773	9,647	8,970
ALL 718	237	301	5,276	5,087
ALL PANAMERA	332	455	8,042	6,731
ALL CAYENNE	1,383	940	10,733	13,203
ALL MACAN	1,345	1,444	23,504	21,429
GRAND TOTALS	4,086	3,913	57,202	55,420

About Porsche Cars North America, Inc. | One Porsche Drive, Atlanta, GA 30354 USA

Established in 1984, Porsche Cars North America, Inc. (PCNA) is the exclusive U.S. importer of the Porsche 911, 718 Boxster and 718 Cayman; Macan and Cayenne; and Panamera. Headquartered in Atlanta, Georgia since 1998, PCNA is also home to the first Porsche Experience Center in North America featuring a module-based 1.6 mile driver development track, business center, and fine dining restaurant, 356. The company operates a second Porsche Experience Center near Los Angeles. That 53-acre complex features a driver development track with eight educational modules totaling 4.1 miles, a business center, and Restaurant 917. PCNA employs over 300 people who provide parts, service, marketing, and training for 190 dealers. They, in turn, work to provide Porsche customers with a best-in-class experience that is in keeping with the Porsche brand's 70-year history of leadership in the advancement of vehicle performance, safety, and efficiency. PCNA is an indirect wholly-owned subsidiary of Porsche AG, which is headquartered in Stuttgart, Germany.

At the core of this success is Porsche's proud racing heritage that boasts some 30,000-plus motorsport wins to date.

Follow us: twitter.com/porsche | facebook.com/porsche

For Porsche apps: <http://www.porsche.com/usa/entertainment/apps/>

Photos and video footage are available to accredited journalists on the Porsche Press Database at <http://press.porsche.com/>