

Business Lines and Markets
 Volkswagen Brand Group
 Audi Brand Group
 Commercial Vehicles
 Financial Services

The number of new contracts in the financing, leasing and insurance businesses in 2006 was some 2.5 million, an increase on the previous year. The number of contracts was 6.3 million at December 31, 2006. The Customer Financing/Leasing and Service/Insurance areas recorded year-on-year increases of 3.7% and 14.3% respectively. The proportion of the total vehicles delivered by the Volkswagen Group accounted for by financed or leased vehicles was 32.0% (30.3%) with unchanged credit eligibility criteria. The direct banking business at Volkswagen Bank also continued to develop positively. Deposits increased to €8.8 billion (+ 1.0%) at December 31, 2006. Volkswagen Bank *direct* managed some 883,287 accounts – a year-on-year increase of 4.0%.

The total number of contracts recorded by the fleet management business on December 31, 2006 was slightly above that of the previous year. At the end of 2006, our LeasePlan joint venture managed some 1.3 million vehicles (+ 3.3%).

SALES REVENUE AND EARNINGS

In fiscal year 2006, the Financial Services business line generated sales revenue of €8.9 billion. This corresponds to a year-on-year increase of 6.7%. Operating profit was €843 million, meaning that the Financial Services Division again made a major contribution to the Volkswagen Group's result.

FINANCIAL SERVICES DIVISIONS

		2006	2005 ¹⁾	%
Number of contracts	thousands	6,337	5,938	+ 6.7
Customer financing		3,155	3,072	+ 2.7
Leasing		1,256	1,182	+ 6.3
Service/Insurance		1,926	1,685	+ 14.3
Receivables ²⁾ from	€ million			
Customer financing		26,718	25,596	+ 4.4
Dealer financing		9,623	9,282	+ 3.7
Leasing agreements		13,275	12,311	+ 7.8
Direct banking deposits	€ million	8,827	8,735	+ 1.0
Total assets	€ million	64,518	64,268	+ 0.4
Equity	€ million	6,185	6,256	- 1.1
Liabilities ³⁾	€ million	55,734	55,596	+ 0.2
Equity ratio	%	9.6	9.7	
Return on equity before tax ⁴⁾	%	16.9	18.2	
Leverage ⁵⁾		9.0	8.9	
Operating profit	€ million	843	829	+ 1.7
Profit before tax from continuing operations	€ million	1,019	1,001	+ 1.8
Employees at Dec. 31		7,154	7,093	+ 0.9

¹⁾ Restated.

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

³⁾ Excluding provisions and deferred tax liabilities.

⁴⁾ Profit before tax as % of average equity (continuing operations).

⁵⁾ Liabilities as % of equity.