

Brands and Business Fields

Fascinating brands and innovative financial services for our customers worldwide

GROUP STRUCTURE

The Volkswagen Group consists of two divisions: Automotive and Financial Services. The activities of the Automotive Division include the development of vehicles and engines, as well as the production and sale of passenger cars, commercial vehicles, trucks and buses, and the genuine parts business. The Financial Services Division's portfolio of services includes dealer and customer financing, leasing, banking and insurance activities, and fleet management.

We dissolved the former Volkswagen and Audi brand groups at the beginning of fiscal year 2007. The individual Group brands have now been placed on an equal, independent footing. On the following pages, we explain the key volume and financial data relating to the individual brands and to the Financial Services Division, reflecting the Group structure in 2007. Production figures and deliveries to customers are presented according to

product line, while unit sales figures refer to vehicles sold by each brand company, including vehicles of other Group brands. To enhance comparability, the explanations of operating profit by brand and business field for 2006 are based on figures before special items.

In addition, we present the sales and sales revenue on our markets: Europe/Remaining markets, North America, South America/South Africa and Asia-Pacific.

KEY FIGURES BY MARKET

In fiscal year 2007, the Volkswagen Group increased its sales by 8.2% year-on-year to a total of just under 6.2 million vehicles. Sales revenue was €108.9 billion, up 3.8% on 2006.

In Europe/Remaining markets, sales in 2007 increased by 3.3% year-on-year to 3.7 million units. As a result, sales revenue rose by 3.9% to €77.7 billion.

VOLKSWAGEN GROUP

Division/ Segment	Automotive Division						Financial Services Division	
	Volkswagen	Audi	Škoda	SEAT	Bentley	Volkswagen	Other	Dealer and customer financing
Brand/Business Field	Passenger Cars					Commercial Vehicles		Leasing Insurance Fleet business

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Volkswagen Passenger Cars
Audi
Škoda
SEAT
Bentley
Volkswagen Commercial Vehicles
Financial Services

In North America, we almost reached the previous year's sales in fiscal year 2007, with the Golf and Eos models recording encouraging growth rates. Overall, sales revenue fell by 9.5% year-on-year to €13.2 billion. This decline is due for the most part to unfavorable exchange rates and a modified model mix.

Sales growth in the South American/South African markets continued in 2007, increasing by a total of 19.1% to 0.9 million units. The most significant growth rates here were recorded in Brazil and Argentina. Sales revenue

increased by 18.2% year-on-year to €10.4 billion. As well as higher sales, this can be attributed to the further increase in the external value of the Brazilian real.

Sales in the Asia-Pacific region – including our joint venture companies in China – were 1.1 million units, an increase of 27.7% on the previous year. Sales revenue increased by 12.8% to €7.5 billion. This figure does not include the sales of the joint ventures in China, as these are accounted for using the equity method.

KEY FIGURES BY BRAND AND BUSINESS FIELD

thousand vehicles/€ million	Vehicle sales		Sales revenue		Sales to third parties		Operating result	
	2007	2006	2007	2006	2007	2006	2007	2006
Volkswagen Passenger Cars	3,664	3,451	73,944	70,710	60,201	58,839	1,940	918
Audi	1,200	1,139	33,617	31,720	21,078	20,521	2,705	2,054
Škoda	620	562	8,004	7,186	5,925	5,378	712	515
SEAT	411	419	5,899	5,874	4,375	4,433	8	- 159
Bentley	10	10	1,376	1,340	1,294	1,251	155	137
Commercial Vehicles	427	388	9,297	8,092	6,548	5,732	305	138
VW China ¹	930	694						
Other	- 1,070	- 943	- 33,385	- 28,918	750	743	- 631 ²	- 63 ²
Automotive Division	6,192	5,720	98,752	96,004	100,171	96,897	5,194	3,540
Financial Services Division			10,145	8,871	8,726	7,978	957	843
Group before special items			108,897	104,875	108,897	104,875	6,151	4,383
Special items							-	- 2,374
Volkswagen Group	6,192	5,720	108,897	104,875	108,897	104,875	6,151	2,009

1 The sales revenue and operating results of the joint venture companies in China are not included in the figures for the Group. The Chinese companies are accounted for using the equity method and recorded an operating profit (proportionate) of €294 million (€108 million).

2 Mainly intragroup items recognized in profit or loss, in particular from the elimination of intercompany profits.

KEY FIGURES BY MARKET

thousand vehicles/€ million	Vehicle sales ¹		Sales revenue	
	2007	2006	2007	2006
Europe/Remaining markets	3,743	3,624	77,703	74,755
North America	512	530	13,219	14,611
South America/South Africa	857	719	10,443	8,835
Asia-Pacific ²	1,080	846	7,532	6,674
Volkswagen Group²	6,192	5,720	108,897	104,875

1 All figures shown are rounded, so minor discrepancies may arise from addition of these amounts.

2 The sales revenue of the joint venture companies in China are not included in figures for the Group and the Asia-Pacific market.