

# VOLKSWAGEN

AKTIENGESELLSCHAFT

JAHRESPRESSEKONFERENZ & INVESTORENKONFERENZ 2012

ANNUAL MEDIA CONFERENCE & INVESTOR CONFERENCE 2012



Vielfalt erfahren.



Experience D[r]iversity.



Oplev de mange muligheder.

Okusit mnohotvárnost.



Experimentar la diversidad.



Çesitliliğimiz içinde seyahat.



Vi kör på mångfald.



Vivre la diversité.



다양함을 경험합니다



行驶多样, 感受百变



Uma viagem pela diversidade.



La varietà ci guida.

## Key Figures

	January-December		Change year-on-year	
	2010	2011	absolute	in %
<b>Volkswagen Group:</b>				
Deliveries to customers (thousand units)*	7,203	8,265	1,062	+ 14.7
Sales revenue (€ million)	126,875	159,337	32,462	+ 25.6
Operating profit (€ million)	7,141	11,271	4,130	+ 57.8

\* Including Scania and MAN (MAN consolidation period from Nov. 9 - Dec. 31, 2011)

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**Volkswagen Group – Deliveries to Customers by Market**

(rounded)

Vehicles	January-December	Change year-on-year
	2011	<i>in %</i>
Europe/Remaining markets	3,990,300	+ 12.0
of which: Germany	1,153,100	+ 11.4
North America	666,800	+ 21.4
South America	933,300	+ 5.1
Asia-Pacific	2,569,800	+ 20.0
of which: China	2,258,600	+ 17.4
<b>Worldwide*</b>	<b>8,160,200</b>	<b>+ 14.3</b>
Scania	80,100	+ 25.7
MAN**	24,800	x
<b>Total worldwide</b>	<b>8,265,000</b>	<b>+ 14.7</b>

\* Excluding Scania und MAN \*\* Consolidation period: Nov. 9-Dec. 31, 2011

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**Volkswagen Group – Deliveries to Customers by Brand**

(rounded)

Vehicles	January-December	Change year-on-year
	2011	in %
Volkswagen Passenger Cars	5,090,800	+ 13.1
Audi	1,302,700	+ 19.2
ŠKODA	879,200	+ 15.3
SEAT	350,000	+ 3.1
Bentley	7,000	+ 36.9
Lamborghini	1,600	+ 23.0
Volkswagen Commercial Vehicles	528,800	+ 21.4
Scania	80,100	+ 25.7
MAN*	24,800	x
<b>Total**</b>	<b>8,265,000</b>	<b>+ 14.7</b>
Global market (passenger cars)	62.0 million	+ 4.8

\* Consolidation period: Nov. 9-Dec. 31, 2011 \*\* Including Scania and MAN

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**Volkswagen Passenger Cars – Deliveries to Customers by Market**

(rounded)

Vehicles	January-December	Change year-on-year
	2011	<i>in %</i>
Europe/Remaining markets	1,896,100	+ 12.3
North America	496,700	+ 22.2
South America	772,800	+ 2.2
Asia-Pacific	1,925,300	+ 16.6
of which: China	1,723,200	+ 13.8
<b>Total worldwide</b>	<b>5,090,800</b>	<b>+ 13.1</b>

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Volkswagen up!



## Audi – Deliveries to Customers by Market

(rounded)

	January-December	Change year-on-year
Vehicles	2011	<i>in %</i>
Europe/Remaining markets	767,300	+ 12.6
North America	142,500	+ 17.3
South America	19,100	+ 42.7
Asia-Pacific	373,700	+ 35.3
of which: China	313,000	+ 37.3
<b>Total worldwide</b>	<b>1,302,700</b>	<b>+ 19.2</b>

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Audi Q3





**ŠKODA – Deliveries to Customers by Market**  
(rounded)

Vehicles	January-December	Change year-on-year
	2011	<i>in %</i>
Europe/Remaining markets	621,200	+ 11.4
of which: Central and Eastern Europe	231,600	+ 18.9
South America	1,900	- 0.5
Asia-Pacific	256,100	+ 26.0
of which: China	220,100	+ 21.9
<b>Total worldwide</b>	<b>879,200</b>	<b>+ 15.3</b>

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**ŠKODA Rapid**



## SEAT – Deliveries to Customers by Market

(rounded)

Vehicles	January-December	Change year-on-year
	2011	<i>in %</i>
Europe/Remaining markets	329,800	+ 1.9
North America	18,100	+ 35.4
South America	2,100	- 13.9
<b>Total worldwide</b>	<b>350,000</b>	<b>+ 3.1</b>

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**SEAT Toledo Concept**



## Bentley – Deliveries to Customers by Market

(rounded)

	January-December	Change year-on-year
Vehicles	2011	<i>in %</i>
Europe/Remaining markets	2,800	+ 20.9
North America	2,000	+ 32.0
Asia-Pacific	2,200	+ 71.3
of which: China	1,800	+ 97.6
<b>Total worldwide</b>	<b>7,000</b>	<b>+ 36.9</b>

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## Bentley Continental GT Convertible



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**Lamborghini – Deliveries to Customers by Market**

(rounded)

Vehicles	January-December	Change year-on-year
	2011	<i>in %</i>
Europe/Remaining markets	500	+ 10.3
North America	400	+ 19.3
South America	10	- 16.7
Asia-Pacific	700	+ 39.6
of which: China	400	+ 63.2
<b>Total worldwide</b>	<b>1,600</b>	<b>+ 23.0</b>

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## Lamborghini Aventador LP 700-4





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**Volkswagen Commercial Vehicles – Deliveries to Customers by Market**

(rounded)

Vehicles	January-December	Change year-on-year
	2011	<i>in %</i>
Europe/Remaining markets	372,600	+ 21.0
North America	7,100	+ 15.5
South America	137,300	+ 20.9
Asia-Pacific	11,700	+ 48.2
of which: China	200	- 44.9
<b>Total worldwide</b>	<b>528,800</b>	<b>+ 21.4</b>

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## Volkswagen Amarok SingleCab



## Scania – Deliveries to Customers by Market

(rounded)

Vehicles	January-December	Change year-on-year
	2011	<i>in %</i>
Europe/Remaining markets	53,000	+ 37.8
North America	560	+ 63.5
South America	20,300	+ 2.7
Asia-Pacific	6,200	+ 21.7
of which: China	1,600	+ 31.6
<b>Total worldwide</b>	<b>80,100</b>	<b>+ 25.7</b>

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Scania



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## MAN Strengthens the Volkswagen Group



**MAN – Deliveries to Customers by Market**  
(rounded)

Vehicles	2011*	Change year-on-year <i>in %</i>
Europe/Remaining markets	14,500	x
South America	9,400	x
Asia-Pacific	600	x
<b>Total worldwide</b>	<b>24,800</b>	<b>x</b>

\* Consolidation period: Nov. 9 - Dec. 31, 2011

## Volkswagen Financial Services

	January-December	Change year-on-year
	2011	<i>in %</i>
<b>Total number of contracts (thousands)</b>	<b>8,245</b>	<b>+ 10.2</b>
Customer financing	3,930	+ 5.9
Leasing	1,623	+ 6.5
Service/insurance	2,691	+ 19.8
<b>Operating profit (€million)</b>	<b>1,203</b>	<b>+ 29.1</b>

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## Integrated Automotive Group with Porsche





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