

KEY FIGURES (VOLKSWAGEN GROUP)

	Q 1-3 2011	Q 1-3 2010	%
Volume Data¹			
Deliveries to customers (thousand)	6,170	5,408	+ 14.1
Germany	868	773	+ 12.3
abroad	5,302	4,636	+ 14.4
Vehicle sales (thousand)	6,200	5,345	+ 16.0
Germany	901	796	+ 13.3
abroad	5,299	4,550	+ 16.5
Production (thousand)	6,301	5,348	+ 17.8
Germany	1,778	1,568	+ 13.4
abroad	4,523	3,779	+ 19.7
Employees (thousand)²	448.7	399.4	+ 12.3
Germany	191.6	181.3	+ 5.7
abroad	257.1	218.1	+ 17.9

- 1) Volume data including the unconsolidated Chinese joint ventures. These companies are accounted for using the equity method. All figures shown are rounded, so minor discrepancies may arise from addition of these amounts. 2010 deliveries updated on the basis of statistical extrapolations.
- 2) At September 30, 2011 / December 31, 2010

KEY FIGURES (VOLKSWAGEN GROUP)

Financial Data IFRSs	Q 1-3 2011	Q 1-3 2010	%
€ million			
Group			
Sales revenue	116,279	92,547	+ 25.6
Operating profit	8,977	4,826	+ 86.0
as a percentage of sales revenue	7.7	5.2	
Profit before tax	16,637	5,444	x
Return on sales before tax %	14.3	5.9	
Profit after tax	13,642	4,029	x
Profit attributable to shareholders of Volkswagen AG	13,306	3,778	x
Cash flows from operating activities	6,736	10,487	-35.8
Cash flows from investing activities	8,432	6,454	+ 30.6

KEY FIGURES (VOLKSWAGEN GROUP)

Financial Data IFRSs	Q 1-3 2011	Q 1-3 2010	%
€ million			
Automotive Division¹			
EBITDA	13,435	9,822	+ 36.8
Cash flows from operating activities	12,418	11,506	+ 7.9
Cash flows from investing activities ²	8,605	6,327	+ 36.0
of which: investments in property, plant and equipment as a percentage of sales revenue	4.1	4.0	
Capitalized development costs as a percentage of sales revenue	1.1	1.6	
Net cash flow	3,813	5,179	-26.4
Net liquidity at September 30	21,161	19,644	+ 7.7
Weighted average numbers of shares outstanding (million)			
Ordinary shares: basic	295.1	295.0	
Preferred shares: basic	170.1	149.8	

- 1) Including allocation of consolidation adjustments between the Automotive and Financial Services divisions.
- 2) Excluding acquisition and disposal of equity investments: Q 1-3 €5,265 million (€4,332 million).

KEY FIGURES¹

(BY BRAND AND BUSINESS FIELD FROM JANUARY 1 TO SEPTEMBER 30)

	Vehicle sales (thousand)		Sales revenue (€ million)	
	2011	2010	2011	2010
Volkswagen Passenger Cars	3,317	2,843	70,651	58,930
Audi	1,140	968	32,394	25,998
ŠKODA	511	426	7,629	6,294
SEAT	267	260	3,958	3,732
Bentley	5	3	776	503
Volkswagen Commercial Veh.	328	248	6,653	5,378
Scania ²	59	44	7,421	5,966
VW China ³	1,619	1,360	-	-
Other ⁴	-1,046	-806	-24,933	-24,216
Volkswagen Financial Services			11,730	9,963
Volkswagen Group	6,200	5,345	116,279	92,547
of which:				
Automotive Division	6,200	5,345	103,550	82,230
Financial Services Division			12,729	10,317

- 1) All figures shown are rounded, so minor discrepancies may arise from addition of these amounts.
- 2) Vehicles & Services and Financial Services.
- 3) The sales revenue and operating profit of the joint venture companies in China are not included in the figures for the Group. These Chinese companies are accounted for using the equity method and recorded an operating profit (proportionate) of €1,908 million (€1,354 million). The prior-year figures were adjusted.
- 4) Including Porsche Holding Salzburg from March 1, 2011.

KEY FIGURES¹

(BY BRAND AND BUSINESS FIELD FROM JANUARY 1 TO SEPTEMBER 30)

	Operating result (€ million)	
	2011	2010
Volkswagen Passenger Cars	3,256	1,554
Audi	3,960	2,271
ŠKODA	575	314
SEAT	-101	-218
Bentley	-6	-145
Volkswagen Commercial Veh.	328	142
Scania ²	1,071	938
VW China ³	-	-
Other ⁴	-982	-714
Volkswagen Financial Services	876	684
Volkswagen Group	8,977	4,826
of which:		
Automotive Division	8,032	4,131
Financial Services Division	945	695

- 1) All figures shown are rounded, so minor discrepancies may arise from addition of these amounts.
- 2) Vehicles & Services and Financial Services.
- 3) The sales revenue and operating profit of the joint venture companies in China are not included in the figures for the Group. These Chinese companies are accounted for using the equity method and recorded an operating profit (proportionate) of €1,908 million (€1,354 million). The prior-year figures were adjusted.
- 4) Including Porsche Holding Salzburg from March 1, 2011. Mainly intragroup items recognized in profit or loss, in particular from the elimination of intercompany profits; the figure includes depreciation and amortization of identifiable assets as part of the purchase price allocation for Scania and Porsche Holding Salzburg.

DELIVERIES TO CUSTOMERS BY MARKET
(FROM JANUARY TO SEPTEMBER)

	2011	2010 ¹	%
Worldwide	6,169,969	5,408,248	+ 14.1
Europe/Remaining markets	3,045,201	2,715,096	+ 12.2
Western Europe	2,404,094	2,213,748	+ 8.6
of which: Germany	867,837	772,508	+ 12.3
United Kingdom	330,701	306,760	+ 7.8
France	228,726	200,774	+ 13.9
Italy	191,381	185,566	+ 3.1
Spain	166,674	200,323	-16.8
Central and Eastern Europe	398,970	307,661	+ 29.7
of which: Russia	161,085	93,384	+ 72.5
Czech Republic	61,684	61,871	-0.3
Poland	53,788	57,298	-6.1
Remaining markets	242,137	193,687	+ 25.0
of which: Turkey	80,548	58,247	+ 38.3
South Africa	75,742	54,987	+ 37.7
North America²	485,826	400,078	+ 21.4
of which: USA	322,028	267,520	+ 20.4
Mexico	110,067	87,821	+ 25.3
Canada	53,731	44,737	+ 20.1
South America	715,753	654,309	+ 9.4
of which: Brazil	541,679	524,626	+ 3.3
Argentina	135,064	99,429	+ 35.8
Asia-Pacific	1,923,189	1,638,765	+ 17.4
of which: China	1,692,351	1,477,013	+ 14.6
India	81,425	32,481	x
Japan	53,221	51,871	+ 2.6

- 1) Deliveries and market shares for 2010 have been updated to reflect subsequent statistical trends.
- 2) Overall markets in the USA, Mexico and Canada include passenger cars and light trucks.

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172.802.465.20.04

Printed in Germany

DELIVERIES TO CUSTOMERS BY BRAND (WORLDWIDE)

	Q 1-3 2011	Q 1-3 2010 ¹	%
Worldwide	6,169,969	5,408,248	+ 14.1
Volkswagen Passenger Cars	3,810,407	3,392,169	+ 12.3
Audi	973,211	829,281	+ 17.4
ŠKODA	664,773	568,990	+ 16.8
SEAT	266,819	258,894	+ 3.1
Bentley	4,763	3,651	+ 30.5
Lamborghini	1,082	1,002	+ 8.0
Volkswagen Commercial Veh.	389,904	310,684	+ 25.5
Scania	58,985	43,549	+ 35.4
Bugatti	25	28	-10.7

1) Deliveries and market shares for 2010 have been updated to reflect subsequent statistical trends.

MARKET SHARES OF NEW PASSENGER CAR REGISTRATIONS BY COUNTRY (VW GROUP)

	Q 1-3 2011	Q 1-3 2010 ¹
Worldwide	12.4 %	11.6 %
Europe/Remaining markets		
Western Europe	22.9 %	21.0 %
of which: Germany	36.1 %	35.4 %
United Kingdom	19.4 %	17.1 %
France	12.6 %	11.1 %
Italy	13.0 %	11.4 %
Spain	24.8 %	24.3 %
Central and Eastern Europe	13.4 %	13.7 %
of which: Russia	8.3 %	7.2 %
Czech Republic	45.7 %	46.7 %
Poland	22.1 %	22.5 %
Remaining markets		
of which: Turkey	14.1 %	13.4 %
South Africa	23.1 %	20.6 %
North America²	4.2 %	3.8 %
of which: USA	3.4 %	3.1 %
Mexico	17.4 %	15.5 %
Canada	4.4 %	3.7 %
South America	19.0 %	19.8 %
of which: Brazil	22.5 %	22.8 %
Argentina	24.6 %	24.0 %
Asia-Pacific	11.4 %	10.0 %
of which: China	18.8 %	18.3 %
India	4.7 %	2.0 %
Japan	2.1 %	1.5 %

1) Deliveries and market shares for 2010 have been updated to reflect subsequent statistical trends.

2) Overall markets in the USA, Mexico and Canada include passenger cars and light trucks.

PRODUCTION NETWORK (GROUP) (STATUS AS OF 31 DECEMBER, 2010)*

GERMANY	
1 Ingolstadt (AUDI)	AUDI cars, components
2 Neckarsulm (AUDI)	AUDI cars
3 Wolfsburg (VW)	VW cars, components
4 Hanover (VWN)	VW Commercial Vehicles, components
5 Brunswick (VW)	components
6 Kassel (VW)	components
7 Emden (VW)	VW cars
8 Salzgitter (VW)	components
9 Chemnitz (VW)	components
10 Zwickau (VW)	VW cars
11 Dresden (VW)	VW cars
12 Wolfsburg (SITECH)	components
13 Osnabrück	VW cars (from 2 nd quarter 2011)
BELGIUM	
14 Brussels (AUDI)	AUDI cars
BOSNIA-HERZEGOVINA	
15 Sarajevo (VW)	components
FRANCE	
16 Molsheim (BUGATTI)	BUGATTI cars
GREAT BRITAIN	
17 Crewe (BENTLEY)	BENTLEY cars, components
ITALY	
18 Sant' Agata Bolognese (LAMBORGHINI)	LAMBORGHINI cars, components
POLAND	
19 Poznań (VWN)	VW Commercial Vehicles, components
20 Polkowice (VW)	components
21 Polkowice (SITECH)	components
PORTUGAL	
22 Palmela (VW)	VW and SEAT cars
RUSSIA	
23 Kaluga (VW)	VW and ŠKODA cars, VW Comm. Vehicles
SWEDEN	
24 Södertälje/Sweden (SCANIA)	trucks, buses, components
25 Oskarshamn/Sweden (SCANIA)	components
26 Luleå/Sweden (SCANIA)	components
27 Angers/France (SCANIA)	trucks
28 Zwolle/The Netherlands (SCANIA)	trucks
29 Meppel/The Netherlands (SCANIA)	components
30 Stupsk/Poland (SCANIA)	buses
31 São Paulo/Brazil (SCANIA)	trucks, buses, components
32 Tucumán/Argentina (SCANIA)	components

PRODUCTION NETWORK (GROUP) (STATUS AS OF 31 DECEMBER, 2010)*

SLOVAK REPUBLIC	
33 Bratislava (VW)	VW, ŠKODA, AUDI and PORSCHE cars, compon.
34 Martin (VW)	components
SPAIN	
35 Barcelona (SEAT)	components
36 Martorell (SEAT)	SEAT cars, components
37 Prat (SEAT)	components
38 Pamplona (VW)	VW cars, components
CZECH REPUBLIC	
39 Mladá Boleslav (ŠKODA)	ŠKODA cars, components
40 Kvasiny (ŠKODA)	ŠKODA cars
41 Vrchlabí (ŠKODA)	ŠKODA cars
HUNGARY	
42 Győr (AUDI)	AUDI cars, components
USA	
43 Chattanooga (VW)	VW cars (from 2 nd quarter 2011)
MEXICO	
44 Puebla (VW)	VW cars and components
ARGENTINA	
45 Cordoba (VW)	components
46 Pacheco (VW)	VW cars, VW Commercial Veh., components
BRAZIL	
47 Anchieta (VW)	VW cars, VW Commercial Veh., components
48 Curitiba (VW)	VW cars
49 São Carlos (VW)	components
50 Taubaté (VW)	VW cars
SOUTH AFRICA	
51 Uitenhage (VW)	VW cars and components
INDIA	
52 Aurangabad (ŠKODA)	ŠKODA, VW and AUDI cars
53 Pune (VW)	VW and ŠKODA cars
PEOPLE'S REPUBLIC OF CHINA	
54 Shanghai, Anting (joint venture)	VW and ŠKODA cars, components
55 Nanjing (joint venture)	VW cars
56 Changchun (joint venture)	VW and AUDI cars, components
57 Chengdu (joint venture)	VW cars
58 Changchun (joint venture)	components
59 Dalian (joint venture)	components (engines)
60 Dalian (joint venture)	components (gearboxes)
61 Shanghai, Jiading (joint venture)	components
62 Shanghai, Loutang (joint venture)	components

* Further information about the production network you will find in "Navigator 2011".

VOLKSWAGEN

AKTIENGESELLSCHAFT

Facts and Figures

Volkswagen Group

January to September 2011