

## KEY FIGURES (VOLKSWAGEN GROUP)

Volume Data <sup>1</sup>	2011	2010	%
<b>Deliveries to customers</b> (thousand)	<b>8,265</b>	<b>7,203</b>	<b>+14.7</b>
of which: Germany	1,162	1,039	+11.9
abroad	7,103	6,165	+15.2
<b>Vehicle sales</b> (thousand)	<b>8,361</b>	<b>7,278</b>	<b>+14.9</b>
of which: Germany	1,211	1,059	+14.4
abroad	7,150	6,219	+15.0
<b>Production</b> (thousand)	<b>8,494</b>	<b>7,358</b>	<b>+15.5</b>
of which: Germany	2,640	2,115	+24.8
abroad	5,854	5,243	+11.7
<b>Employees</b> (thousand) <sup>2</sup>	<b>502.0</b>	<b>399.4</b>	<b>+25.7</b>
of which: Germany	224.9	181.3	+24.0
abroad	277.1	218.1	+27.1

1) Volume data including the unconsolidated Chinese joint ventures. All figures shown are rounded, so minor discrepancies may arise from addition of these amounts. Deliveries for 2010 have been updated to reflect subsequent statistical trends.

2) On Dec. 31, 2011/Dec. 31, 2010.

## KEY FIGURES (VOLKSWAGEN GROUP)

Financial Data (IFRSs)	2011	2010	%
<b>€ million</b>			
<b>Group</b>			
Sales revenue	159,337	126,875	+25.6
Operating profit	11,271	7,141	+57.8
as a percentage of sales revenue	7.1	5.6	
Profit before tax	18,926	8,994	x
as a percentage of sales revenue	11.9	7.1	
Profit after tax	15,799	7,226	x
Profit attributable (to shareholders of Volkswagen AG)	15,409	6,835	x
Cash flows from operating activities	8,500	11,455	-25.8
Cash flows from investing activities attributable to operating activities	16,002	9,278	+72.5
Value added per employee (€ thousand)	120.5	97.7	+23.4

## KEY FIGURES (VOLKSWAGEN GROUP)

Financial Data IFRSs	2011	2010	%
<b>€ million</b>			
<b>Automotive Division<sup>1</sup></b>			
EBITDA	17,815	13,940	+27.8
Cash flows from operating activities	17,109	13,930	+22.8
Cash flows from investing activities attributable to operating activities <sup>2</sup>	15,998	9,095	+75.9
of which: investments in property, plant and equipment as a percentage of sales revenue	7,929	5,656	+40.2
capitalized development costs as a percentage of sales revenue	1,666	1,667	-0.0
Net cash flow	1,112	4,835	-77.0
Net liquidity at Dec. 31	16,951	18,639	-9.1
Weighted average numbers of shares outstanding at December 31 (million)	295.1	295.0	
Ordinary shares: basic	170.1	154.9	
Preferred shares: basic			

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

2) Excluding acquisition and disposal of equity investments: €9,371 million (€7,034 million).

KEY FIGURES<sup>1</sup>

(BY BRAND AND BUSINESS FIELD FROM JANUARY TO DECEMBER)

	Vehicle sales (thousand)		Sales revenue (€ million)	
	2011	2010	2011	2010
Volkswagen Passenger Cars	4,450	3,863	94,690	80,251
Audi	1,543	1,321	44,096	35,441
ŠKODA	690	585	10,266	8,692
SEAT	362	349	5,393	5,038
Bentley	7	5	1,119	721
Volkswagen Commercial Veh.	441	349	8,985	7,392
Scania <sup>2</sup>	80	64	10,064	8,462
MAN <sup>2</sup>	25	-	2,652	-
VW China <sup>3</sup>	2,201	1,871	-	-
Other <sup>4,5</sup>	-1,438	-1,128	-33,768	-32,709
Volkswagen Financial Services	-	-	15,840	13,587
<b>Volkswagen Group</b>	<b>8,361</b>	<b>7,278</b>	<b>159,337</b>	<b>126,875</b>
Automotive Division				
of which:				
Passenger Cars and Light Commercial Vehicles	8,256	7,215	129,706	104,627
Trucks and Buses, Power Engineering	105	64	12,386	8,179
Financial Services Division	-	-	17,244	14,069

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

2) Including financial services. MAN as from November 9, 2011.

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 €2,616 million (€1,907 million).

4) Including Porsche Holding Salzburg as from March 1, 2011.

KEY FIGURES<sup>1</sup>

(BY BRAND AND BUSINESS FIELD FROM JANUARY TO DECEMBER)

	Operating result (€ million)	
	2011	2010
Volkswagen Passenger Cars	3,796	2,173
Audi	5,348	3,340
ŠKODA	743	447
SEAT	-225	-311
Bentley	8	-245
Volkswagen Commercial Veh.	449	232
Scania <sup>2</sup>	1,372	1,342
MAN <sup>2</sup>	193	-
VW China <sup>3</sup>	-	-
Other <sup>4,5</sup>	-1,617	-769
Volkswagen Financial Services	1,203	932
<b>Volkswagen Group</b>	<b>11,271</b>	<b>7,141</b>
Automotive Division	9,973	6,189
of which:		
Passenger Cars and Light Commercial Vehicles	9,042	5,139
Trucks and Buses, Power Engineering	931	1,050
Financial Services Division	1,298	952

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

2) Including financial services. MAN as from November 9, 2011.

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 €2,616 million (€1,907 million).

4) Including Porsche Holding Salzburg as from March 1, 2011.

5) 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, Porsche Holding Salzburg and MAN.

## DELIVERIES TO CUSTOMERS BY MARKET

PASSENGER CARS AND LIGHT COMMERCIAL VEHICLES (FROM JANUARY TO DECEMBER)

	2011	2010 <sup>1</sup>	%
<b>Worldwide</b>	<b>8,160,154</b>	<b>7,139,472</b>	<b>+14.3</b>
<b>Europe/Remaining markets</b>	<b>3,990,283</b>	<b>3,561,669</b>	<b>+12.0</b>
<b>Western Europe</b>	<b>3,129,835</b>	<b>2,881,876</b>	<b>+8.6</b>
of which: Germany	1,153,070	1,034,850	+11.4
United Kingdom	408,875	377,496	+8.3
France	299,317	267,856	+11.7
Italy	244,953	241,121	+1.6
Spain	212,549	244,811	-13.2
<b>Central and Eastern Europe</b>	<b>547,582</b>	<b>423,209</b>	<b>+29.4</b>
of which: Russia	228,977	131,278	+74.4
Czech Republic	82,873	81,226	+2.0
Poland	73,375	80,133	-8.4
<b>Remaining markets</b>	<b>312,866</b>	<b>256,584</b>	<b>+21.9</b>
of which: Turkey	107,899	84,666	+27.4
South Africa	99,407	71,302	+39.4
<b>North America</b>	<b>666,847</b>	<b>549,238</b>	<b>+21.4</b>
of which: USA	444,331	360,287	+23.3
Mexico	153,016	129,208	+18.4
Canada	69,500	59,743	+16.3
<b>South America</b>	<b>933,259</b>	<b>887,867</b>	<b>+5.1</b>
of which: Brazil	704,706	711,523	-1.0
Argentina	178,170	134,004	+33.0
<b>Asia-Pacific</b>	<b>2,569,765</b>	<b>2,140,698</b>	<b>+20.0</b>
of which: China	2,258,614	1,923,454	+17.4
India	111,637	53,341	x
Japan	71,729	63,996	+12.1

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

## Volkswagen Aktiengesellschaft

Konzern Kommunikation

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**DELIVERIES TO CUSTOMERS BY BRAND (WORLDWIDE)**  
(FROM JANUARY TO DECEMBER)

	2011	2010 <sup>1</sup>	%
<b>Worldwide</b>	<b>8,265,012</b>	<b>7,203,184</b>	<b>+14.7</b>
<b>Volkswagen Passenger Cars</b>	<b>5,090,849</b>	<b>4,502,832</b>	<b>+13.1</b>
<b>Audi</b>	<b>1,302,659</b>	<b>1,092,411</b>	<b>+19.2</b>
<b>ŠKODA</b>	<b>879,184</b>	<b>762,600</b>	<b>+15.3</b>
<b>SEAT</b>	<b>350,009</b>	<b>339,501</b>	<b>+3.1</b>
<b>Bentley</b>	<b>7,003</b>	<b>5,117</b>	<b>+36.9</b>
<b>Lamborghini</b>	<b>1,602</b>	<b>1,302</b>	<b>+23.0</b>
<b>Volkswagen Commercial Vehicles</b>	<b>528,810</b>	<b>435,669</b>	<b>+21.4</b>
<b>Scania</b>	<b>80,108</b>	<b>63,712</b>	<b>+25.7</b>
<b>MAN<sup>2</sup></b>	<b>24,750</b>	<b>-</b>	<b>-</b>
<b>Bugatti</b>	<b>38</b>	<b>40</b>	<b>- 5.0</b>

1) Deliveries for 2010 have been updated to reflect subsequent statistical trends.  
2) The MAN brand's deliveries are only included for the period November 9 to December 31, 2011.

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

	2011	2010 <sup>1</sup>
<b>Worldwide</b>	<b>12.3 %</b>	<b>11.3 %</b>
<b>Europe/Remaining markets</b>		
<b>Western Europe</b>	<b>23.0 %</b>	<b>21.0 %</b>
of which: Germany	35.9 %	35.1 %
United Kingdom	19.3 %	17.2 %
France	12.8 %	11.2 %
Italy	13.1 %	11.5 %
Spain	24.7 %	23.8 %
<b>Central and Eastern Europe</b>	<b>13.7 %</b>	<b>13.4 %</b>
of which: Russia	8.8 %	7.0 %
Czech Republic	45.4 %	45.6 %
Poland	22.6 %	22.3 %
<b>Remaining markets</b>		
of which: Turkey	13.7 %	11.9 %
South Africa	22.7 %	19.9 %
<b>North America<sup>2</sup></b>	<b>3.9 %</b>	<b>3.7 %</b>
of which: USA	3.5 %	3.1 %
Mexico	16.9 %	15.7 %
Canada	4.4 %	3.8 %
<b>South America</b>	<b>18.9 %</b>	<b>19.6 %</b>
of which: Brazil	22.3 %	22.9 %
Argentina	25.1 %	24.2 %
<b>Asia-Pacific</b>	<b>11.3 %</b>	<b>9.6 %</b>
of which: China	18.2 %	16.8 %
India	4.9 %	2.5 %
Japan	2.0 %	1.5 %

1) 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.

**DELIVERIES TO CUSTOMERS BY MARKET TRUCKS AND BUSES (FROM JANUARY TO DECEMBER)**

	2011	2010	%
<b>Europe/Remaining markets</b>	<b>67,526</b>	<b>38,463</b>	<b>+75.6</b>
<b>Western Europe</b>	<b>38,073</b>	<b>21,228</b>	<b>+79.4</b>
<b>Central and Eastern Europe</b>	<b>15,194</b>	<b>6,298</b>	<b>x</b>
<b>Remaining markets</b>	<b>14,259</b>	<b>10,937</b>	<b>+30.4</b>
<b>North America</b>	<b>813</b>	<b>340</b>	<b>x</b>
<b>South America</b>	<b>29,709</b>	<b>19,820</b>	<b>+49.9</b>
of which: Brazil	23,497	16,267	+44.4
<b>Asia-Pacific</b>	<b>6,810</b>	<b>5,089</b>	<b>+33.8</b>
of which: China	1,672	1,195	+39.9
<b>Worldwide</b>	<b>104,858</b>	<b>63,712</b>	<b>+64.6</b>
<b>Scania</b>	<b>80,108</b>	<b>63,712</b>	<b>+25.7</b>
<b>MAN<sup>1</sup></b>	<b>24,750</b>	<b>-</b>	<b>-</b>

1) The MAN brand's deliveries are only included for the period November 9 to December 31, 2011.

**PRODUCTION NETWORK (GROUP)**  
(STATUS AS OF 31 DECEMBER, 2011)\*

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 Osnabrück (VW)	VW cars
13 Wolfsburg (SITECH)	components
14 Munich (MAN)	trucks, components
15 Nuremberg (MAN)	components
16 Plauen (MAN)	buses
17 Salzgitter (MAN)	trucks, components
18 Pithampur/India (MAN)	trucks
19 Steyr/Austria (MAN)	trucks, components
20 Wien/Austria (MAN)	special purpose vehicles
21 Kraków/Poland (MAN)	trucks
22 Poznań/Poland (MAN)	buses
23 Starachowice/Poland (MAN)	buses
24 Olifantsfontein/South Africa (MAN)	buses
25 Pinetown/South Africa (MAN)	trucks, buses
26 Ankara/Turkey (MAN)	buses
27 Resende/Brazil (MAN)	trucks, buses
28 Querétaro/Mexico (MAN)	trucks, buses
29 Augsburg (MAN)	large-bore diesel engines, turbochargers
30 Berlin (MAN)	compressors
31 Deggendorf (MAN)	reactor technology, high-pressure apparatus
32 Hamburg (MAN)	steam turbines
33 Oberhausen (MAN)	compressors, gas and steam turbines
34 Aurangabad/India (MAN)	large-bore diesel engines, engineering center
35 Changzhou/China (MAN)	turbochargers for large-bore diesel engines, compr.
36 Fredrikshavn/Denmark (MAN)	propulsion systems
37 Kopenhagen/Denmark (MAN)	components for large-bore diesel engines

\* Further information about the production network you will find in "Navigator 2012".

**PRODUCTION NETWORK (GROUP)**  
(STATUS AS OF 31 DECEMBER, 2011)\*

38 Saint-Nazaire/France (MAN)	large-bore diesel engines
39 Zurich/Switzerland (MAN)	compressors and vacuum blowers
40 Velká Bíteš/Czech Republic (MAN)	turbochargers for large-bore diesel engines, compr.
41 Augsburg (MAN)	vehicle transmissions, special gear units, testing syst.
42 Hanover (MAN)	slide bearings
43 Rheine (MAN)	standard gear units, couplings
44 Wintherthur/Switzerland (MAN)	turbo gear units
BELGIUM	
45 Brussels (AUDI)	AUDI cars
BOSNIA-HERZEGOVINA	
46 Sarajevo (VW)	components
FRANCE	
47 Molsheim (BUGATTI)	BUGATTI cars
GREAT BRITAIN	
48 Crewe (BENTLEY)	BENTLEY cars, components
ITALY	
49 Sant'Agata Bolognese (LAMBORGHINI)	LAMBORGHINI cars, components
POLAND	
50 Poznań (VWN)	VW Commercial Vehicles, components
51 Polkowice (VW)	components
52 Polkowice (SITECH)	components
PORTUGAL	
53 Setúbal (VW)	VW and SEAT cars
RUSSIA	
54 Kaluga (VW)	VW and ŠKODA cars, VW Comm. Vehicles
SWEDEN	
55 Södertälje/Sweden (SCANIA)	trucks, buses, components
56 Oskarshamn/Sweden (SCANIA)	components
57 Luleå/Sweden (SCANIA)	components
58 Angers/France (SCANIA)	trucks
59 Zwolle/The Netherlands (SCANIA)	trucks
60 Meppel/The Netherlands (SCANIA)	components
61 Stupsk/Poland (SCANIA)	buses
62 São Paulo/Brazil (SCANIA)	trucks, buses, components
63 Tucumán/Argentina (SCANIA)	components
SLOVAK REPUBLIC	
64 Bratislava (VW)	VW, ŠKODA, AUDI, SEAT and PORSCHE cars, compon.
65 Martin (VW)	components

\* Further information about the production network you will find in "Navigator 2012".

**PRODUCTION NETWORK (GROUP)**  
(STATUS AS OF 31 DECEMBER, 2011)\*

SPAIN	
66 Barcelona (SEAT)	components
67 Martorell (SEAT)	SEAT and AUDI cars, components
68 Prat (SEAT)	components
69 Pamplona (VW)	VW cars, components
CZECH REPUBLIC	
70 Mladá Boleslav (ŠKODA)	ŠKODA cars, components
71 Kvasiny (ŠKODA)	ŠKODA cars
72 Vrchlabí (ŠKODA)	ŠKODA cars
HUNGARY	
73 Győr (AUDI)	AUDI cars, components
USA	
74 Chattanooga (VW)	VW cars
MEXICO	
75 Puebla (VW)	VW cars, components
ARGENTINA	
76 Córdoba (VW)	components
77 Pacheco (VW)	VW cars, VW Commercial Veh., components
BRAZIL	
78 Anchieta (VW)	VW cars, VW Commercial Veh., components
79 Curitiba (VW)	VW cars
80 São Carlos (VW)	components
81 Taubaté (VW)	VW cars
SOUTH AFRICA	
82 Uitenhage (VW)	VW cars, components
INDIA	
83 Aurangabad (ŠKODA)	ŠKODA, VW and AUDI cars
84 Pune (VW)	VW and ŠKODA cars
PEOPLE'S REPUBLIC OF CHINA	
85 Shanghai, Anting (joint venture)	VW and ŠKODA cars, components
86 Nanjing (joint venture)	VW cars
87 Changchun (joint venture)	VW and AUDI cars, components
88 Chengdu (joint venture)	VW cars
89 Changchun (joint venture)	components
90 Chengdu	components
91 Dalian (joint venture)	components (engines)
92 Shanghai, Jiading (joint venture)	components (gearboxes)
93 Shanghai, Loutang (joint venture)	components (engines)
94 Dalian (joint Venture)	components (gearboxes)

\* Further information about the production network you will find in "Navigator 2012".

**VOLKSWAGEN**

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**Facts and Figures**  
Volkswagen Group

**December 31, 2011**