

KEY FIGURES (VOLKSWAGEN GROUP)

Volume Data ¹	Q 1 2012	Q 1 2011	%
Deliveries to customers (thousand)	2,209	1,988	+ 11.1
of which: Germany	289	269	+ 7.7
abroad	1,919	1,720	+ 11.6
Vehicle sales (thousand)	2,260	2,031	+ 11.3
of which: Germany	315	308	+ 2.5
abroad	1,944	1,723	+ 12.8
Production (thousand)	2,317	2,065	+ 12.2
of which: Germany	652	606	+ 7.5
abroad	1,666	1,459	+ 14.2
Employees (thousand) ²	513.0	502.0	+ 2.2
of which: Germany	226.2	224.9	+ 0.6
abroad	286.8	277.1	+ 3.5

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. 2011 deliveries updated on the basis of statistical extrapolations.

2) On March 31, 2012/March 31, 2011.

KEY FIGURES (VOLKSWAGEN GROUP)

Financial Data (IFRSs)	Q 1 2012	Q 1 2011	%
€ million			
Group			
Sales revenue	47,326	37,470	+ 26.3
Operating profit as a percentage of sales revenue	3,209	2,912	+ 10.2
Profit before tax as a percentage of sales revenue	6.8	7.8	
Profit after tax	4,300	2,223	+ 93.4
Profit attributable (to shareholders of Volkswagen AG)	9.1	5.9	+ 86.1
Cash flows from operating activities	3,186	1,712	+ 86.1
Cash flows from investing activities attributable to operating activities	3,166	1,595	+ 98.5
Cash flows from operating activities	1,454	2,508	- 42.0
Cash flows from investing activities attributable to operating activities	2,732	4,188	- 34.8

KEY FIGURES (VOLKSWAGEN GROUP)

Financial Data IFRSs	Q 1 2012	Q 1 2011	%
€ million			
Automotive Division¹			
EBITDA ²	5,181	4,279	+ 21.1
Cash flows from operating activities	2,941	5,120	- 42.6
Cash flows from investing activities attributable to operating activities ³	2,523	4,465	- 43.5
of which: investments in property, plant and equipment as a percentage of sales revenue	1,695	940	+ 80.3
capitalized development costs as a percentage of sales revenue	4.0	2.8	
Net cash flow	465	392	+ 18.5
Net liquidity at March 31	1.1	1.2	
Weighted average numbers of shares outstanding (million)	418	655	- 36.2
Ordinary shares: basic	15,762	19,648	- 19.8
Preferred shares: basic	295.1	295.0	
	170.1	170.1	

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

2) Operating profit plus net depreciation/amortization and impairment losses/reversals of impairment losses on property, plant and equipment, capitalized development costs, leasing and rental assets, goodwill and financial assets as reported in the cash flow statement.

3) Excluding acquisition and disposal of equity investments: Q1 €2,112 million (€1,251 million).

KEY FIGURES¹

(BY BRAND AND BUSINESS FIELD FROM JANUARY TO MARCH)

	Vehicle sales (thousand)		Sales revenue (€ million)	
	2012	2011	2012	2011
Volkswagen Passenger Cars	1,177	1,077	26,137	23,042
Audi	340	374	12,389	10,514
ŠKODA	206	181	2,916	2,691
SEAT	99	93	1,579	1,382
Bentley	2	1	357	197
Volkswagen Commercial Veh.	119	108	2,486	2,145
Scania ²	16	19	2,363	2,414
MAN ²	35	-	3,896	-
VW China ³	588	512	-	-
Other ⁴	- 323	- 335	- 9,118	- 8,589
Volkswagen Financial Services	-	-	4,320	3,674
Volkswagen Group	2,260	2,031	47,326	37,470
Automotive Division	2,260	2,031	42,630	33,552
of which:				
Passenger Cars and Light Commercial Vehicles	2,208	2,012	36,497	31,208
Trucks and Buses, Power Engineering	51	19	6,133	2,345
Financial Services Division	-	-	4,695	3,918

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. The Chinese companies are accounted for using the equity method and recorded an operating profit (proportionate) of €848 million (€557 million).

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

KEY FIGURES¹

(BY BRAND AND BUSINESS FIELD FROM JANUARY TO MARCH)

	Operating result (€ million)	
	2012	2011
Volkswagen Passenger Cars	1,116	1,060
Audi	1,412	1,115
ŠKODA	209	187
SEAT	- 29	- 12
Bentley	15	- 25
Volkswagen Commercial Veh.	124	92
Scania ²	262	376
MAN ²	223	-
VW China ³	-	-
Other ^{4,5}	- 434	- 169
Volkswagen Financial Services	311	287
Volkswagen Group	3,209	2,912
Automotive Division	2,866	2,608
of which:		
Passenger Cars and Light Commercial Vehicles	2,818	2,315
Trucks and Buses, Power Engineering	48	292
Financial Services Division	343	304

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 €848 million (€557 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 MARCH)

	2012	2011 ¹	%
Worldwide	2,157,382	1,969,133	+ 9.6
Europe/Remaining markets	1,022,808	982,607	+ 4.1
Western Europe	789,512	799,149	- 1.2
of which: Germany	282,413	267,295	+ 5.7
United Kingdom	120,469	114,984	+ 4.8
France	74,831	81,472	- 8.2
Italy	57,331	69,313	- 17.3
Spain	52,003	57,132	- 9.0
Central and Eastern Europe	147,440	109,107	+ 35.1
of which: Russia	65,994	37,214	+ 77.3
Czech Republic	20,172	19,921	+ 1.3
Poland	19,520	16,251	+ 20.1
Remaining markets	85,856	74,351	+ 15.5
of which: South Africa	28,057	24,863	+ 12.8
Turkey	21,492	25,181	- 14.6
North America	179,082	143,859	+ 24.5
of which: USA	124,427	92,829	+ 34.0
Mexico	38,114	36,480	+ 4.5
Canada	16,541	14,550	+ 13.7
South America	229,397	220,883	+ 3.9
of which: Brazil	164,543	166,649	- 1.3
Argentina	51,294	42,960	+ 19.4
Asia-Pacific	726,095	621,784	+ 16.8
of which: China	633,861	548,461	+ 15.6
India	34,132	28,075	+ 21.6
Japan	23,169	16,776	+ 38.1

1) Deliveries for 2011 have been updated to reflect subsequent statistical trends.

Volkswagen Aktiengesellschaft

Konzern Kommunikation

Brieffach 1972

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DELIVERIES TO CUSTOMERS BY BRAND (WORLDWIDE)
(FROM JANUARY TO MARCH)

	2012	2011 ¹	%
Worldwide	2,208,622	1,988,198	+ 11.1
Volkswagen Passenger Cars	1,355,392	1,226,151	+ 10.5
Audi	346,137	312,532	+ 10.8
ŠKODA	242,732	217,124	+ 11.8
SEAT	80,119	90,652	- 11.6
Bentley	1,759	1,200	+ 46.6
Lamborghini	505	293	+ 72.4
Volkswagen Commercial Vehicles	130,731	121,175	+ 7.9
Scania	16,238	19,065	- 14.8
MAN²	35,002	-	x
Bugatti	7	6	+ 16.7

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

	2012	2011 ¹
Worldwide	12.2 %	11.9 %
Europe/Remaining markets		
Western Europe	23.5 %	21.6 %
of which: Germany	36.5 %	35.8 %
United Kingdom	19.5 %	18.2 %
France	14.1 %	11.2 %
Italy	13.7 %	13.1 %
Spain	24.3 %	24.3 %
Central and Eastern Europe	15.8 %	13.2 %
of which: Russia	10.8 %	7.2 %
Czech Republic	43.3 %	45.3 %
Poland	23.3 %	19.9 %
Remaining markets		
of which: South Africa	22.6 %	22.2 %
Turkey	18.0 %	14.7 %
North America²	4.4 %	3.9 %
of which: USA	3.6 %	3.0 %
Mexico	16.3 %	17.3 %
Canada	4.6 %	4.4 %
South America	19.3 %	19.0 %
of which: Brazil	22.4 %	23.3 %
Argentina	25.5 %	22.3 %
Asia-Pacific	11.0 %	10.6 %
of which: China	19.7 %	17.9 %
India	4.5 %	4.3 %
Japan	1.6 %	1.8 %

1) Market shares for 2011 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 MARCH)¹

	2012	2011	%
Europe/Remaining markets	27,218	13,306	x
Western Europe	17,203	7,278	x
Central and Eastern Europe	5,787	2,596	x
Remaining markets	4,228	3,432	+ 23.2
North America	483	89	x
South America	21,023	4,339	x
of which: Brazil	18,481	3,351	x
Asia-Pacific	2,516	1,331	+ 89.0
of which: China	749	329	x
Worldwide	51,240	19,065	x
Scania	16,238	19,065	- 14.8
MAN	35,002	-	x

1) The MAN brand's deliveries are included as from November 9, 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

AKTIENGESELLSCHAFT

Facts and Figures
Volkswagen Group

January to March 2012