

KEY FIGURES (VOLKSWAGEN GROUP)

Volume Data ¹	Q 1-3 2012	Q 1-3 2011	%
Deliveries to customers (thousand)	6,855	6,170	+ 11.1
of which: Germany	910	868	+ 4.8
abroad	5,945	5,302	+ 12.1
Vehicle sales (thousand)	6,978	6,200	+ 12.5
of which: Germany	924	901	+ 2.5
abroad	6,054	5,299	+ 14.3
Production (thousand)	6,974	6,301	+ 10.7
of which: Germany	1,765	1,778	- 0.7
abroad	5,209	4,523	+ 15.2
Employees (thousand) ²	549.3	502.0	+ 9.4
of which: Germany	248.4	224.9	+ 10.5
abroad	300.9	277.1	+ 8.6

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 September 30, 2012/December 31, 2011.

KEY FIGURES (VOLKSWAGEN GROUP)

Financial Data (IFRSs)	Q 1-3 2012	Q 1-3 2011	%
€ million			
Group			
Sales revenue	144,226	116,279	+ 24.0
Operating profit as a percentage of sales revenue	8,835	8,977	- 1.6
Profit before tax as a percentage of sales revenue	6.1	7.7	
Profit after tax	22,956	16,637	+ 38.0
Profit attributable (to shareholders of Volkswagen AG)	15.9	14.3	
Cash flows from operating activities	20,155	13,642	+ 47.7
Cash flows from investing activities attributable to operating activities	20,062	13,306	+ 50.8
Cash flows from operating activities	5,813	6,736	- 13.7
Cash flows from investing activities attributable to operating activities	11,551	8,432	+ 37.0

KEY FIGURES (VOLKSWAGEN GROUP)

Financial Data IFRSs	Q 1-3 2012	Q 1-3 2011	%
€ million			
Automotive Division¹			
EBITDA ²	14,835	13,435	+ 10.4
Cash flows from operating activities	11,935	12,418	- 3.9
Cash flows from investing activities attributable to operating activities ³	11,331	8,605	+ 31.7
of which: investments in property, plant and equipment as a percentage of sales revenue	5,955	4,227	+ 40.9
capitalized development costs as a percentage of sales revenue	4.6	4.1	
Net cash flow	1,682	1,154	+ 45.8
Net liquidity at June 30	1.3	1.1	
Weighted average numbers of shares outstanding (million)	604	3,813	- 84.2
Ordinary shares: basic	9,215	21,161	- 56.5
Preferred shares: basic	295.1	295.1	
	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 - 3 €7,408 million (€5,265 million).

KEY FIGURES¹

(BY BRAND AND BUSINESS FIELD FROM JANUARY TO SEPTEMBER)

	Vehicle sales (thousand)		Sales revenue (€ million)	
	2012	2011	2012	2011
Volkswagen Passenger Cars	3,638	3,317	78,972	70,651
Audi	1,002	1,140	37,667	32,394
ŠKODA	551	511	7,868	7,629
SEAT	315	267	4,798	3,958
Bentley	7	5	1,051	776
Porsche ²	22	-	2,167	-
Volkswagen Commercial Veh.	330	328	7,079	6,653
Scania ²	47	59	6,724	7,421
MAN ²	101	-	11,754	-
VW China ³	1,923	1,619	-	-
Other ⁴	- 959	- 1,046	- 27,176	- 24,933
Volkswagen Group	6,978	6,200	144,226	116,279
Automotive Division	6,978	6,200	129,573	103,550
of which:				
Passenger Cars and Light Commercial Vehicles	6,829	6,141	111,479	96,350
Trucks and Buses, Power Engineering	148	59	18,094	7,200
Financial Services	-	-	14,653	12,729

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

2) Including financial services. Porsche as from August 1, 2012. 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.

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

KEY FIGURES¹

(BY BRAND AND BUSINESS FIELD FROM JANUARY TO SEPTEMBER)

	Operating result (€ million)	
	2012	2011
Volkswagen Passenger Cars	2,857	3,256
Audi	4,203	3,960
ŠKODA	567	575
SEAT	- 95	- 101
Bentley	73	- 6
Porsche ²	389	-
Volkswagen Commercial Veh.	300	328
Scania ²	688	1,071
MAN ²	515	-
VW China ³	-	-
Other ^{4,5}	- 1,651	- 982
Volkswagen Group	8,835	8,977
Automotive Division	7,728	8,032
of which:		
Passenger Cars and Light Commercial Vehicles	7,521	7,205
Trucks and Buses, Power Engineering	206	827
Financial Services Division	1,108	945

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

2) Including financial services. Porsche as from August 1, 2012. 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 €2,806 million (€1,908 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 inter-company profits; the figure includes depreciation and amortization of identifiable assets as part of the purchase price allocation for Scania, Porsche Holding Salzburg and MAN and Porsche.

DELIVERIES TO CUSTOMERS BY MARKET¹

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

	2012	2011 ²	%
Worldwide	6,706,641	6,111,247	+ 9.7
Europe/Remaining markets	3,078,072	3,006,142	+ 2.4
Western Europe	2,317,731	2,384,128	- 2.8
of which: Germany	889,903	864,400	+ 3.0
United Kingdom	346,082	327,685	+ 5.6
France	209,876	226,133	- 7.2
Italy	153,184	189,912	- 19.3
Spain	139,268	165,472	- 15.8
Central and Eastern Europe	479,982	390,070	+ 23.1
of which: Russia	234,932	156,553	+ 50.1
Czech Republic	63,122	61,130	+ 3.3
Poland	56,592	52,322	+ 8.2
Remaining markets	280,359	231,944	+ 20.9
of which: Turkey	85,544	77,727	+ 10.1
South Africa	81,839	74,877	+ 9.3
North America	608,592	485,405	+ 25.4
of which: USA	431,581	321,927	+ 34.1
Mexico	116,426	109,669	+ 6.2
Canada	60,585	53,809	+ 12.6
South America	752,526	700,962	+ 7.4
of which: Brazil	573,669	530,467	+ 8.1
Argentina	135,154	132,914	+ 1.7
Asia-Pacific	2,267,451	1,918,738	+ 18.2
of which: China	2,004,791	1,691,100	+ 18.5
India	85,605	81,408	+ 5.2
Japan	60,945	53,220	+ 14.5

1) The Porsche brand's deliveries are included as from August 1, 2012.

2) Deliveries for 2011 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 SEPTEMBER)

	2012	2011 ¹	%
Worldwide	6,854,706	6,170,232	+ 11.1
Volkswagen Passenger Cars	4,214,102	3,810,633	+ 10.6
Audi	1,097,540	973,154	+ 12.8
ŠKODA	717,191	664,773	+ 7.9
SEAT	238,177	266,758	- 10.7
Bentley	5,969	4,759	+ 25.4
Lamborghini	1,541	1,082	+ 42.4
Porsche²	22,800	-	-
Volkswagen Commercial Vehicles	409,299	390,063	+ 4.9
Bugatti	22	25	- 12.0
Scania	46,879	58,985	- 20.5
MAN³	101,186	-	x

- 1) Deliveries for 2011 have been updated to reflect subsequent statistical trends.
2) The Porsche brand's deliveries are included as from August 1, 2012.
3) The MAN brand's deliveries are included as from November 9, 2011.

MARKET SHARES¹ OF NEW PASSENGER CAR REGISTRATIONS BY COUNTRY (VOLKSWAGEN GROUP)
(FROM JANUARY TO SEPTEMBER)

	2012	2011 ²
Worldwide	12.6 %	12.3 %
Europe/Remaining markets		
Western Europe	24.6 %	23.2 %
of which: Germany	38.0 %	36.7 %
United Kingdom	20.2 %	19.7 %
France	14.2 %	12.7 %
Italy	13.6 %	13.3 %
Spain	24.7 %	25.0 %
Central and Eastern Europe	15.2 %	13.5 %
of which: Russia	10.9 %	8.4 %
Czech Republic	45.4 %	45.7 %
Poland	25.6 %	24.4 %
Remaining markets		
of which: Turkey	17.5 %	14.1 %
South Africa	22.9 %	23.4 %
North America³	4.7 %	4.2 %
of which: USA	4.1 %	3.6 %
Mexico	16.6 %	17.4 %
Canada	4.8 %	4.5 %
South America	19.5 %	18.9 %
of which: Brazil	23.0 %	22.5 %
Argentina	25.0 %	24.7 %
Asia-Pacific	11.9 %	11.4 %
of which: China	20.9 %	19.0 %
India	4.5 %	4.7 %
Japan	1.7 %	2.2 %

- 1) Porsche's market share has been included for the entire period.
2) Market shares for 2011 have been updated to reflect subsequent statistical trends.
3) 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 SEPTEMBER)¹

	2012	2011	%
Europe/Remaining markets	85,956	39,331	x
Western Europe	49,958	20,169	x
Central and Eastern Europe	20,091	8,989	x
Remaining markets	15,907	10,173	+ 56.4
North America	1,655	401	x
South America	52,186	14,809	x
of which: Brazil	43,764	11,227	x
Asia-Pacific	8,268	4,444	+ 86.0
of which: China	2,340	1,251	+ 87.1
Worldwide	148,065	58,985	x
Scania	46,879	58,985	- 20.5
MAN	101,186	-	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 Stuttgart-Zuffenhausen (PORSCHE)	PORSCHE cars
15 Leipzig (PORSCHE)	PORSCHE cars
16 Munich (MAN)	trucks, components
17 Nuremberg (MAN)	components
18 Plauen (MAN)	buses
19 Salzgitter (MAN)	trucks, components
20 Pithampur/India (MAN)	trucks
21 Steyr/Austria (MAN)	trucks, components
22 Wien/Austria (MAN)	special purpose vehicles
23 Kraków/Poland (MAN)	trucks
24 Poznań/Poland (MAN)	buses
25 Starachowice/Poland (MAN)	buses
26 Olifantsfontein/South Africa (MAN)	buses
27 Pinetown/South Africa (MAN)	trucks, buses
28 Ankara/Turkey (MAN)	buses
29 Resende/Brazil (MAN)	trucks, buses
30 Querétaro/Mexico (MAN)	trucks, buses
31 Augsburg (MAN)	large-bore diesel engines, turbochargers
32 Berlin (MAN)	compressors
33 Deggendorf (MAN)	reactor technology, high-pressure apparatus
34 Hamburg (MAN)	steam turbines
35 Oberhausen (MAN)	compressors, gas and steam turbines
36 Aurangabad/India (MAN)	large-bore diesel engines, engineering center
37 Changzhou/China (MAN)	turbochargers for large-bore diesel engines, compr.
38 Fredrikshavn/Denmark (MAN)	propulsion systems
39 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)*

40 Saint-Nazaire/France (MAN)	large-bore diesel engines
41 Zurich/Switzerland (MAN)	compressors and vacuum blowers
42 Velká Bíteš/Czech Republic (MAN)	turbochargers for large-bore diesel engines, compr.
43 Augsburg (MAN)	vehicle transmissions, special gear units, testing syst.
44 Hanover (MAN)	slide bearings
45 Rheine (MAN)	standard gear units, couplings
46 Wintherthur/Switzerland (MAN)	turbo gear units
BELGIUM	
47 Brussels (AUDI)	AUDI cars
BOSNIA-HERZEGOVINA	
48 Sarajevo (VW)	components
FRANCE	
49 Molsheim (BUGATTI)	BUGATTI cars
GREAT BRITAIN	
50 Crewe (BENTLEY)	BENTLEY cars, components
ITALY	
51 Sant'Agata Bolognese (LAMBORGHINI)	LAMBORGHINI cars, components
52 Borgo Panigale (DUCATI)	DUCATI Motorcycles
POLAND	
53 Poznań (VWN)	VW Commercial Vehicles, components
54 Polkowice (VW)	components
55 Polkowice (SITECH)	components
PORTUGAL	
56 Setúbal (VW)	VW and SEAT cars
RUSSIA	
57 Kaluga (VW)	VW and ŠKODA cars, VW Comm. Vehicles
SWEDEN	
58 Södertälje/Sweden (SCANIA)	trucks, buses, components
59 Oskarshamn/Sweden (SCANIA)	components
60 Luleå/Sweden (SCANIA)	components
61 Angers/France (SCANIA)	trucks
62 Zwolle/The Netherlands (SCANIA)	trucks
63 Meppel/The Netherlands (SCANIA)	components
64 Słupsk/Poland (SCANIA)	buses
65 São Paulo/Brazil (SCANIA)	trucks, buses, components
66 Tucumán/Argentina (SCANIA)	components
SLOVAK REPUBLIC	
67 Bratislava (VW)	VW, ŠKODA, AUDI, SEAT and PORSCHE cars, compon.
68 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	
69 Barcelona (SEAT)	components
70 Martorell (SEAT)	SEAT and AUDI cars, components
71 Prat (SEAT)	components
72 Pamplona (VW)	VW cars, components
CZECH REPUBLIC	
73 Mladá Boleslav (ŠKODA)	ŠKODA cars, components
74 Kvasiny (ŠKODA)	ŠKODA cars
75 Vrchlabí (ŠKODA)	ŠKODA cars
HUNGARY	
76 Győr (AUDI)	AUDI cars, components
USA	
77 Chattanooga (VW)	VW cars
MEXICO	
78 Puebla (VW)	VW cars, components
ARGENTINA	
79 Córdoba (VW)	components
80 Pacheco (VW)	VW cars, VW Commercial Veh., components
BRAZIL	
81 Anchieta (VW)	VW cars, VW Commercial Veh., components
82 Curitiba (VW)	VW cars
83 São Carlos (VW)	components
84 Taubaté (VW)	VW cars
SOUTH AFRICA	
85 Uitenhage (VW)	VW cars, components
INDIA	
86 Aurangabad (ŠKODA)	ŠKODA, VW and AUDI cars
87 Pune (VW)	VW and ŠKODA cars
THAILAND	
88 Amata City (DUCATI)	DUCATI Motorcycles
PEOPLE'S REPUBLIC OF CHINA	
89 Shanghai, Anting (joint venture)	VW and ŠKODA cars, components
90 Nanjing (joint venture)	VW cars
91 Changchun (joint venture)	VW and AUDI cars, components
92 Chengdu (joint venture)	VW cars
93 Changchun (joint venture)	components
94 Chengdu	components
95 Dalian (joint venture)	components (engines)
96 Shanghai, Jiading (joint venture)	components (gearboxes)
97 Shanghai, Loutang (joint venture)	components (engines)
98 Dalian (joint venture)	components (gearboxes)
99 Yizheng (Joint Venture)	VW cars

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

VOLKSWAGEN

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Facts and Figures
Volkswagen Group

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