

KEY FIGURES (VOLKSWAGEN GROUP)

Volume Data ¹	2012	2011	%
Deliveries to customers (thousand)	9,276	8,265	+ 12.2
of which: Germany	1,202	1,162	+ 3.4
abroad	8,074	7,103	+ 13.7
Vehicle sales (thousand)	9,345	8,361	+ 11.8
of which: Germany	1,207	1,211	- 0.3
abroad	8,137	7,150	+ 13.8
Production (thousand)	9,255	8,494	+ 9.0
of which: Germany	2,321	2,362	- 1.7
abroad	6,934	6,133	+ 13.1
Employees (thousand) ²	549.8	502.0	+ 9.5
of which: Germany	249.5	224.9	+ 10.9
abroad	300.3	277.1	+ 8.4

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 December 31, 2012/December 31, 2011.

KEY FIGURES (VOLKSWAGEN GROUP)

Financial Data (IFRSs)	2012	2011	%
€ million			
Group			
Sales revenue	192,676	159,337	+ 20.9
Operating profit as a percentage of sales revenue	11,510	11,271	+ 2.1
	6.0	7.1	
Profit before tax as a percentage of sales revenue	25,492	18,926	+ 34.7
	13.2	11.9	
Profit after tax	21,884	15,799	+ 38.5
Profit attributable (to shareholders of Volkswagen AG)	21,717	15,409	+ 40.9
Cash flows from operating activities	7,209	8,500	- 15.2
Cash flows from investing activities attributable to operating activities	16,840	16,002	+ 5.2
Value added per employee (€ thousand)	127.1	120.5	+ 5.4

KEY FIGURES (VOLKSWAGEN GROUP)

Financial Data IFRSs	2012	2011	%
€ million			
Automotive Division¹			
EBITDA ²	19,906	17,815	+ 11.7
Cash flows from operating activities	16,232	17,109	- 5.1
Cash flows from investing activities attributable to operating activities ³	16,455	15,998	+ 2.9
of which: investments in property, plant and equipment as a percentage of sales revenue	10,271	7,929	+ 29.5
	5.9	5.6	
capitalized development costs as a percentage of sales revenue	2,615	1,666	+ 56.9
	1.5	1.2	
Net cash flow	- 223	1,112	x
Net liquidity at June 30	10,573	16,951	- 37.6
Weighted average numbers of shares outstanding (million)			
Ordinary shares: basic	295.1	295.1	
Preferred shares: basic	172.5	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: €12,528 million (€9,371 million).

KEY FIGURES¹

(BY BRAND AND BUSINESS FIELD FROM JANUARY TO DECEMBER)

	Vehicle sales (thousand)		Sales revenue (€ million)	
	2012	2011	2012	2011
Volkswagen Passenger Cars	4,850	4,450	103,942	94,690
Audi	1,299	1,543	48,771	44,096
ŠKODA	727	690	10,438	10,266
SEAT	429	362	6,485	5,393
Bentley	9	7	1,453	1,119
Porsche ²	62	-	5,879	-
Volkswagen Commercial Veh.	437	441	9,450	8,985
Scania ²	67	80	9,314	10,064
MAN ²	134	25	15,999	2,652
VW China ³	2,609	2,201	-	-
Other ⁴	- 1,279	- 1,438	- 36,929	- 33,768
Volkswagen Financial Services	-	-	17,872	15,840
Volkswagen Group	9,345	8,361	192,676	159,337
Automotive Division	9,345	8,361	172,822	142,092
of which:				
Passenger Cars and Light Commercial Vehicles	9,143	8,256	148,021	129,706
Trucks and Buses, Power Engineering	202	105	24,801	12,386
Financial Services	-	-	19,854	17,244
Division	-	-	19,854	17,244

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 DECEMBER)

	Operating result (€ million)	
	2012	2011
Volkswagen Passenger Cars	3,640	3,796
Audi	5,380	5,348
ŠKODA	712	743
SEAT	- 156	- 225
Bentley	100	8
Porsche ²	946	-
Volkswagen Commercial Veh.	421	449
Scania ²	930	1,372
MAN ²	808	193
VW China ³	-	-
Other ^{4,5}	- 2,682	- 1,617
Volkswagen Financial Services	1,410	1,203
Volkswagen Group	11,510	11,271
Automotive Division	9,923	9,973
of which:		
Passenger Cars and Light Commercial Vehicles	9,405	9,042
Trucks and Buses, Power Engineering	519	931
Financial Services Division	1,586	1,298

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 €3,678 million (€2,616 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	%
Europe/Remaining markets	4,053,038	3,990,679	+ 1.6
Western Europe	3,023,366	3,130,072	- 3.4
of which: Germany	1,175,514	1,153,070	+ 1.9
United Kingdom	434,798	408,869	+ 6.3
France	279,127	299,330	- 6.7
Italy	196,964	244,953	- 19.6
Spain	175,810	212,549	- 17.3
Central and Eastern Europe	644,347	547,779	+ 17.6
of which: Russia	317,735	228,977	+ 38.8
Czech Republic	85,347	82,874	+ 3.0
Poland	74,569	73,391	+ 1.6
Remaining markets	385,325	312,828	+ 23.2
of which: Turkey	123,811	107,913	+ 14.7
South Africa	109,396	99,427	+ 10.0
North America	841,540	666,827	+ 26.2
of which: USA	596,078	444,187	+ 34.2
Mexico	164,890	153,023	+ 7.8
Canada	80,572	69,617	+ 15.7
South America	1,010,112	933,133	+ 8.2
of which: Brazil	780,195	704,726	+ 10.7
Argentina	169,043	178,170	- 5.1
Asia-Pacific	3,169,593	2,569,769	+ 23.3
of which: China	2,812,051	2,258,614	+ 24.5
India	114,084	111,689	+ 2.1
Japan	82,078	71,729	+ 14.4
Worldwide	9,074,283	8,160,408	+ 11.2

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 DECEMBER)

	2012	2011 ¹	%
Volkswagen Group	9,275,909	8,265,266	+ 12.2
Volkswagen Passenger Cars	5,738,449	5,091,035	+ 12.7
Audi	1,455,123	1,302,659	+ 11.7
ŠKODA	939,202	879,184	+ 6.8
SEAT	321,002	350,009	- 8.3
Bentley	8,510	7,003	+ 21.5
Lamborghini	2,083	1,602	+ 30.0
Porsche²	59,513	-	-
Volkswagen Commercial Vehicles	550,370	528,878	+ 4.1
Bugatti	31	38	- 18.4
Scania	67,401	80,108	- 15.9
MAN³	134,225	24,750	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 DECEMBER)

	2012	2011 ¹
Europe/Remaining markets		
Western Europe	24.4 %	23.0 %
of which: Germany	37.7 %	35.9 %
United Kingdom	19.8 %	19.3 %
France	14.2 %	12.8 %
Italy	13.2 %	13.1 %
Spain	24.0 %	24.7 %
Central and Eastern Europe	15.4 %	13.9 %
of which: Russia	11.1 %	8.9 %
Czech Republic	46.3 %	45.4 %
Poland	25.4 %	24.8 %
Remaining markets		
of which: Turkey	17.6 %	13.7 %
South Africa	22.7 %	22.7 %
North America²	4.9 %	4.3 %
of which: USA	4.1 %	3.5 %
Mexico	16.7 %	16.9 %
Canada	4.8 %	4.4 %
South America	19.6 %	18.9 %
of which: Brazil	23.0 %	22.3 %
Argentina	25.0 %	25.1 %
Asia-Pacific	12.2 %	11.3 %
of which: China	20.8 %	18.2 %
India	4.5 %	4.9 %
Japan	1.8 %	2.0 %
Worldwide	12.8 %	12.3 %

- 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 DECEMBER)¹

	2012	2011	%
Europe/Remaining markets	117,111	67,526	+ 73.4
Western Europe	68,557	38,073	+ 80.1
Central and Eastern Europe	27,502	15,194	+ 81.0
Remaining markets	21,052	14,259	+ 47.6
North America	1,791	813	x
South America	71,750	29,709	x
of which: Brazil	59,970	23,497	x
Asia-Pacific	10,974	6,810	+ 61.1
of which: China	3,179	1,672	+ 90.1
Worldwide	201,626	104,858	+ 92.3

- 1) The MAN brand's deliveries are included as from November 9, 2011.

PRODUCTION NETWORK (GROUP) (STATUS AS OF 31 DECEMBER, 2012)*

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 and PORSCHE 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 Kraków/Poland (MAN)	trucks
23 Poznań/Poland (MAN)	buses
24 Starachowice/Poland (MAN)	buses
25 Olifantsfontein/South Africa (MAN)	buses
26 Pinetown/South Africa (MAN)	trucks, buses
27 Ankara/Turkey (MAN)	buses
28 Resende/Brazil (MAN)	trucks, buses
29 Querétaro/Mexico (MAN)	trucks, buses
30 Augsburg (MAN)	large-bore diesel engines, turbochargers
31 Berlin (MAN)	compressors
32 Deggendorf (MAN)	reactor technology, high-pressure apparatus
33 Hamburg (MAN)	steam turbines
34 Oberhausen (MAN)	compressors, gas and steam turbines
35 Aurangabad/India (MAN)	large-bore diesel engines, engineering center
36 Changzhou/China (MAN)	turbochargers for large-bore diesel engines, compr.
37 Fredrikshavn/Denmark (MAN)	propulsion systems
38 Copenhagen/Denmark (MAN)	components for large-bore diesel engines
39 Saint-Nazaire/France (MAN)	large-bore diesel engines
40 Zurich/Switzerland (MAN)	compressors and vacuum blowers
41 Velká Bíteš/Czech Republic (MAN)	turbochargers for large-bore diesel engines, compr.

- * Further information about the production network you will find in "Navigator 2013".

PRODUCTION NETWORK (GROUP) (STATUS AS OF 31 DECEMBER, 2012)*

42 Augsburg (MAN)	vehicle transmissions, special gear units, testing syst.
43 Berlin (MAN)	metallic plain bearings and bushes
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, chassis, 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 Ślupsk/Poland (SCANIA)	buses
65 São Paulo/Brazil (SCANIA)	trucks, chassis, components
66 Tucumán/Argentina (SCANIA)	components
SLOVAK REPUBLIC	
67 Bratislava (VW)	VW, ŠKODA, AUDI, SEAT and PORSCHE cars, compon.
68 Martin (VW)	components
SPAIN	
69 Barcelona (SEAT)	components
70 Martorell (SEAT)	SEAT and AUDI cars, components
71 Prat (SEAT)	components
72 Pamplona (VW)	VW cars, components

- * Further information about the production network you will find in "Navigator 2013".

PRODUCTION NETWORK (GROUP) (STATUS AS OF 31 DECEMBER, 2012)*

CZECH REPUBLIC	
73 Mladá Boleslav (ŠKODA)	ŠKODA and SEAT cars, components
74 Kvasiny (ŠKODA)	ŠKODA cars
75 Vrchlabí (ŠKODA)	components
HUNGARY	
76 Győr (AUDI)	AUDI cars, components
USA	
77 Chattanooga (VW)	VW cars
MEXICO	
78 Puebla (VW)	VW cars, components
79 Silao (VW)	engines
ARGENTINA	
80 Cordoba (VW)	components
81 Pacheco (VW)	VW cars, VW Commercial Veh., components
BRAZIL	
82 Anchieta (VW)	VW cars, VW Commercial Veh., components
83 Curitiba (VW)	VW cars
84 São Carlos (VW)	components
85 Taubaté (VW)	VW cars
SOUTH AFRICA	
86 Uitenhage (VW)	VW cars, components
INDIA	
87 Aurangabad (ŠKODA)	ŠKODA, VW and AUDI cars
88 Pune (VW)	VW and ŠKODA cars
THAILAND	
89 Amata City (DUCATI)	DUCATI Motorcycles
PEOPLE'S REPUBLIC OF CHINA	
90 Shanghai, Anting (joint venture)	VW and ŠKODA cars, components
91 Nanjing (joint venture)	VW cars
92 Yizheng (Joint Venture)	VW cars
93 Changchun (joint venture)	VW and AUDI cars, components
94 Chengdu (joint venture)	VW cars
95 Changchun (joint venture)	components
96 Chengdu	components
97 Dalian (joint venture)	components (engines)
98 Shanghai, Jiading (joint venture)	components (gearboxes)
98 Shanghai, Loutang (joint venture)	components (engines)
100 Dalian (joint Venture)	components (gearboxes)

- * Further information about the production network you will find in "Navigator 2013".

VOLKSWAGEN

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Facts and Figures
Volkswagen Group

January to December 2012