

KEY FIGURES (VOLKSWAGEN GROUP)

Volume Data ¹	Q 1-3 2013	Q 1-3 2012	%
Deliveries to customers (thousand)	7,185	6,855	+ 4.8
of which: Germany	874	910	- 4.0
abroad	6,311	5,945	+ 6.2
Vehicle sales (thousand)	7,241	6,978	+ 3.8
of which: Germany	882	924	- 4.5
abroad	6,359	6,054	+ 5.0
Production (thousand)	7,232	6,974	+ 3.7
of which: Germany	1,823	1,765	+ 3.3
abroad	5,409	5,209	+ 3.8
Employees (thousand) ²	570.1	549.8	+ 3.7
of which: Germany	257.9	249.5	+ 3.4
abroad	312.2	300.3	+ 4.0

1) Volume data including the unconsolidated Chinese joint ventures. All figures shown are rounded, so minor discrepancies may arise from addition of these amounts. 2012 deliveries updated on the basis of statistical extrapolations.

2) On September 30, 2013/December 31, 2012.

KEY FIGURES (VOLKSWAGEN GROUP)

Financial Data (IFRSs)	Q 1-3 2013	Q 1-3 2012 ¹	%
€ million			
Group			
Sales revenue	145,673	144,226	+ 1.0
Operating profit as a percentage of sales revenue	8,557	8,857	- 3.4
	5.9	6.1	
Profit before tax as a percentage of sales revenue	9,399	22,957	- 59.1
	6.5	15.9	
Profit after tax	6,702	20,152	- 66.7
Profit attributable (to shareholders of Volkswagen AG)	6,714	20,059	- 66.5
Cash flows from operating activities	10,597	5,813	+ 82.3
Cash flows from investing activities attributable to operating activities	8,859	11,551	- 23.3

1) Prior-year figures adjusted to reflect application of IAS 19R.

KEY FIGURES (VOLKSWAGEN GROUP)

Financial Data IFRSs	Q 1-3 2013	Q 1-3 2012 ¹	%
€ million			
Automotive Division²			
EBITDA ³	15,003	14,858	+ 1.0
Cash flows from operating activities	14,713	11,935	+ 23.3
Cash flows from investing activities attributable to operating activities ⁴	10,264	11,331	- 9.4
of which: investments in property, plant and equipment as a percentage of sales revenue	6,436	5,955	+ 8.1
	5.0	4.6	
capitalized development costs as a percentage of sales revenue	2,558	1,682	+ 52.0
	2.0	1.3	
Net cash flow	4,449	604	x
Net liquidity at June 30	16,649	9,215	+ 80.7
Weighted average numbers of shares outstanding (million)			
Ordinary shares: basic	295.1	295.1	
Preferred shares: basic	189.8	170.1	

1) Prior-year figures adjusted to reflect application of IAS 19R.

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

3) 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.

4) Excluding acquisition and disposal of equity investments: Q3 €3,259 million (€3,054 million). Q1 - 3 €8,624 million (€7,408 million)

KEY FIGURES¹

(BY BRAND AND BUSINESS FIELD FROM JANUARY TO SEPTEMBER)

	Vehicle sales (thousand)		Sales revenue (€ million)	
	2013	2012	2013	2012
Volkswagen Passenger Cars	3,499	3,638	74,233	78,972
Audi	1,004	1,002	36,965	37,667
ŠKODA	524	551	7,365	7,868
SEAT	335	315	5,017	4,798
Bentley	7	7	1,069	1,051
Porsche ²	115	22	10,419	2,167
Volkswagen Commercial Veh.	325	330	7,011	7,079
Scania ²	56	47	7,365	6,724
MAN ²	98	101	11,342	11,754
VW China ³	2,294	1,923	-	-
Other	-1,017	-959	-29,370	-27,176
Volkswagen Financial Services	-	-	14,258	13,322
Volkswagen Group	7,241	6,978	145,673	144,226
Automotive Division	7,241	6,978	129,171	129,573
of which:				
Passenger Cars ⁴	6,761	6,499	103,849	104,400
Commercial Vehicles ⁴ , Power Engineering	480	479	25,321	25,172
Financial Services Division	-	-	16,502	14,653

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.

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) Volkswagen Commercial Vehicles has been reported within the Automotive Division under commercial vehicles since January 1, 2013; the prior-year figures have been adjusted.

KEY FIGURES¹

(BY BRAND AND BUSINESS FIELD FROM JANUARY TO SEPTEMBER)

	Operating result (€ million)	
	2013	2012 ²
Volkswagen Passenger Cars	2,117	2,886
Audi	3,743	4,197
ŠKODA	371	567
SEAT	-93	-95
Bentley	98	73
Porsche ³	1,893	387
Volkswagen Commercial Veh.	342	300
Scania ³	691	688
MAN ³	47	518
VW China ⁴	-	-
Other ⁵	-1,777	-1,651
Volkswagen Financial Services	1,126	987
Volkswagen Group	8,557	8,857
Automotive Division	7,225	7,751
of which:		
Passenger Cars ⁶	6,835	7,242
Commercial Vehicles ⁶ , Power Engineering	390	509
Financial Services Division	1,333	1,106

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

2) Prior-year figures adjusted to reflect application of IAS 19R.

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

4) 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 €3,530 million (€2,806 million).

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 and Porsche.

6) Volkswagen Commercial Vehicles has been reported within the Automotive Division under commercial vehicles since January 1, 2013; the prior-year figures have been adjusted.

DELIVERIES TO CUSTOMERS BY MARKET¹

PASSENGER CARS (FROM JANUARY TO SEPTEMBER)

	2013	2012 ²	%
Europe/Remaining markets	2,788,983	2,796,069	- 0.3
Western Europe	2,060,121	2,103,096	- 2.0
of which: Germany	774,933	796,233	- 2.7
United Kingdom	361,443	319,599	+ 13.1
France	181,870	198,457	- 8.4
Italy	133,946	146,751	- 8.7
Spain	133,791	134,041	- 0.2
Central and Eastern Europe	441,745	449,033	- 1.6
of which: Russia	214,535	222,804	- 3.7
Czech Republic	60,038	59,744	+ 0.5
Poland	55,215	52,551	+ 5.1
Remaining markets	287,117	243,940	+ 17.7
of which: Turkey	88,666	66,290	+ 33.8
South Africa	80,818	73,655	+ 9.7
North America³	657,409	602,571	+ 9.1
of which: USA	463,186	431,581	+ 7.3
Mexico	127,845	110,405	+ 15.8
Canada	66,378	60,585	+ 9.6
South America	562,405	644,144	- 12.7
of which: Brazil	413,007	490,638	- 15.8
Argentina	120,312	119,733	+ 0.5
Asia-Pacific	2,615,539	2,254,744	+ 16.0
of which: China	2,357,228	2,003,282	+ 17.7
Japan	72,784	60,945	+ 19.4
India	70,688	85,599	- 17.4
Worldwide	6,624,336	6,297,528	+ 5.2

1) Deliveries for 2012 have been updated and adjusted to reflect subsequent statistical trends and the new reporting structure. The Porsche brand's deliveries are included as from August 1, 2012.

2) The prior-year figure was adjusted due to the new reporting structure.

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

Volkswagen Aktiengesellschaft

Konzern Kommunikation

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

	2013	2012 ¹	%
Worldwide	7,185,037	6,855,038	+ 4.8
Volkswagen Passenger Cars	4,364,607	4,214,362	+ 3.6
Audi	1,180,748	1,097,507	+ 7.6
ŠKODA	684,946	717,191	- 4.5
SEAT	266,058	238,136	+ 11.7
Bentley	6,516	5,969	+ 9.2
Lamborghini	1,688	1,541	+ 9.5
Porsche²	119,747	22,800	-
Bugatti	26	22	+ 18.2
Volkswagen Commercial Vehicles	406,595	409,344	- 0.7
Scania	56,224	46,879	+ 19.9
MAN	97,882	101,287	- 3.4

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

	2013	2012 ¹
Europe/Remaining markets		
Western Europe	24.7 %	24.3 %
of which: Germany	38.6 %	37.4 %
United Kingdom	20.1 %	19.9 %
France	13.9 %	14.1 %
Italy	13.5 %	13.4 %
Spain	24.7 %	24.3 %
Central and Eastern Europe	15.7 %	15.2 %
of which: Russia	11.3 %	10.9 %
Czech Republic	49.9 %	45.4 %
Poland	26.1 %	25.6 %
Remaining markets		
of which: Turkey	19.7 %	17.5 %
South Africa	24.0 %	22.7 %
North America²	4.7 %	4.7 %
of which: USA	3.9 %	4.0 %
Mexico	17.9 %	16.6 %
Canada	4.9 %	4.6 %
South America	17.2 %	19.5 %
of which: Brazil	19.9 %	23.0 %
Argentina	21.8 %	25.0 %
Asia-Pacific	12.8 %	11.9 %
of which: China	20.8 %	20.7 %
Japan	2.1 %	1.7 %
India	4.0 %	4.5 %
Worldwide	12.7 %	12.6 %

1) Deliveries and market shares for 2012 have been updated to reflect subsequent statistical trends. The Porsche brand's deliveries are included as from August 1, 2012.
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 SEPTEMBER)

	2013	2012 ¹	%
Europe/Remaining markets	347,124	367,946	- 5.7
Western Europe	247,914	264,644	- 6.3
Central and Eastern Europe	47,676	51,000	- 6.5
Remaining markets	51,534	52,302	- 1.5
North America	8,385	7,676	+ 9.2
South America	182,527	160,344	+ 13.8
of which: Brazil	145,736	126,795	+ 14.9
Asia-Pacific	22,665	21,544	+ 5.2
of which: China	3,575	3,863	- 7.5
Worldwide	560,701	557,510	+ 0.6

1) Deliveries for 2012 have been updated and adjusted to reflect subsequent statistical trends and the new reporting structure.

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

GERMANY	
1 Ingolstadt (AUDI)	AUDI cars, components
2 Neckarsulm (AUDI)	AUDI cars, components
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 Augsburg (MAN)	large-bore diesel engines, turbochargers
21 Berlin (MAN)	compressors
22 Deggendorf (MAN)	reactor technology, high-pressure apparatus
23 Hamburg (MAN)	steam turbines
24 Oberhausen (MAN)	compressors, gas and steam turbines
25 Augsburg (MAN)	vehicle transmissions, special gear units, testing syst.
26 Berlin (MAN)	metallic plain bearings and bushes
27 Hanover (MAN)	slide bearings
28 Rheine (MAN)	standard gear units, couplings
BELGIUM	
29 Brussels (AUDI)	AUDI cars
BOSNIA-HERZEGOVINA	
30 Sarajevo (VW)	components
DENMARK	
31 Fredrikshavn (MAN)	propulsion systems
32 Copenhagen (MAN)	components for large-bore diesel engines
FRANCE	
33 Molsheim (BUGATTI)	BUGATTI Pkw
34 Saint-Nazaire (MAN)	large-bore diesel engines
35 Angers (SCANIA)	trucks
GREAT BRITAIN	
36 Crewe (BENTLEY)	BENTLEY cars, components

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

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

ITALY	
37 Sant'Agata Bolognese (LAMBORGHINI)	LAMBORGHINI cars, components
38 Borgo Panigale (DUCATI)	DUCATI motorcycles
THE NETHERLANDS	
39 Zwolle (SCANIA)	trucks
40 Meppel (SCANIA)	components
AUSTRIA	
41 Steyr (MAN)	trucks, components
POLAND	
42 Poznań (VWN)	VW Commercial Vehicles, components
43 Polkowice (VW)	components
44 Polkowice (SITECH)	components
45 Kraków (MAN)	trucks
46 Poznań (MAN)	buses
47 Starachowice (MAN)	buses
48 Słupsk (SCANIA)	buses
PORTUGAL	
49 Setúbal (VW)	VW cars, SEAT cars
RUSSIA	
50 Kaluga (VW)	VW and ŠKODA cars
SWEDEN	
51 Södertälje (SCANIA)	buses, chassis
52 Oskarshamn (SCANIA)	components
53 Luleå (SCANIA)	components
SLOVAK REPUBLIC	
54 Bratislava (VW)	VW, ŠKODA, AUDI, PORSCHE and SEAT cars, comp.
55 Martin (VW)	components
SPAIN	
56 Barcelona (SEAT)	components
57 Martorell (SEAT)	SEAT and AUDI cars, components
58 Prat (SEAT)	components
59 Pamplona (VW)	VW cars, components
CZECH REPUBLIC	
60 Mladá Boleslav (ŠKODA)	ŠKODA and SEAT cars, components
61 Kvasiny (ŠKODA)	ŠKODA cars
62 Vrchlabí (ŠKODA)	components
63 Velká Bíteš (MAN)	turbochargers for large-bore diesel engines
SWITZERLAND	
64 Zurich (MAN)	compressors and vacuum blowers
65 Wintherthur (MAN)	turbo gear units
TURKEY	
66 Ankara (MAN)	buses

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

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

HUNGARY	
67 Győr (AUDI)	AUDI cars, components
USA	
68 Chattanooga (VW)	VW cars
MEXICO	
69 Puebla (VW)	VW cars, components
70 Silao (VW)	engines
71 Querétaro (MAN)	trucks, buses
ARGENTINA	
72 Córdoba (VW)	components
73 Pacheco (VW)	VW cars, VW Commercial Veh., components
74 Tucumán (SCANIA)	components
BRAZIL	
75 Anchieta (VW)	VW cars, VW Commercial Veh., components
76 Curitiba (VW)	VW cars
77 São Carlos (VW)	components
78 Taubaté (VW)	VW cars
79 Resende (MAN)	trucks, buses
80 São Paulo (SCANIA)	trucks, chassis, components
SOUTH AFRICA	
81 Uitenhage (VW)	VW cars, components
82 Olifantsfontein (MAN)	buses
83 Pinetown (MAN)	trucks, buses
INDIA	
84 Aurangabad (ŠKODA)	ŠKODA, VW and AUDI cars
85 Pune (VW)	ŠKODA and VW cars
86 Pithampur (MAN)	trucks
87 Aurangabad (MAN)	large-bore diesel engines, engineering center
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 Yizheng (Joint Venture)	VW cars
92 Changchun (Joint Venture)	VW and AUDI cars, components
93 Chengdu (Joint Venture)	VW cars
94 Changchun (Joint Venture)	components
95 Chengdu (Joint Venture)	components
96 Dalian (Joint Venture)	components (engines)
97 Shanghai, Jiading (Joint Venture)	components (gearboxes)
98 Shanghai, Loutang (Joint Venture)	components (engines)
99 Dalian	components (gearboxes)
100 Changzhou/China (MAN)	turbochargers for large-bore diesel engines, compr.

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

VOLKSWAGEN

AKTIENGESELLSCHAFT

Facts and Figures
Volkswagen Group

January to September 2013