

Volkswagen AG Crédit Agricole Auto Credit Day

September 2024

Disclaimer

The following presentations as well as remarks/comments and explanations in this context contain forward-looking statements on the business development of the Volkswagen Group. These statements are based on assumptions relating to the development of the economic, political and legal environment in individual countries, economic regions and markets, and in particular for the automotive industry, which we have made on the basis of the information available to us and which we consider to be realistic at the time of going to press. The estimates given entail a degree of risk, and actual developments may differ from those forecast. All figures are rounded, so minor discrepancies may arise from addition of these amounts.

At the time of preparing these presentations, it is not yet possible to conclusively assess the specific effects of the latest developments in the Russia-Ukraine conflict on the Volkswagen Group's business, nor is it possible to predict with sufficient certainty to what extent further escalation of the Russia-Ukraine conflict will impact on the global economy and growth in the industry in fiscal year 2024.

Any changes in significant parameters relating to our key sales markets, or any significant shifts in exchange rates, energy and other commodities or the supply with parts relevant to the Volkswagen Group will have a corresponding effect on the development of our business. In addition, there may also be departures from our expected business development if the assessments of the factors influencing sustainable value enhancement and of risks and opportunities presented develop in a way other than we are currently expecting, or if additional risks and opportunities or other factors emerge that affect the development of our business.

We do not update forward-looking statements retrospectively. Such statements are valid on the date of publication and can be superseded.

This information does not constitute an offer to exchange or sell or an offer to exchange or buy any securities.

1

Key developments / Financials

2

Debt & ESG



Financial Overview

Solid underlying performance in H1 with strong sequential improvement in second quarter

Group Revenue

Group Return on Sales

Automotive Net Cash Flow

H1/2024

€ 158.8bn

+1.6% y-o-y

6.3%

7.1% underlying¹

-€ 0.1bn

Q2/2024

€ 83.3bn

+4.1% y-o-y

6.6%

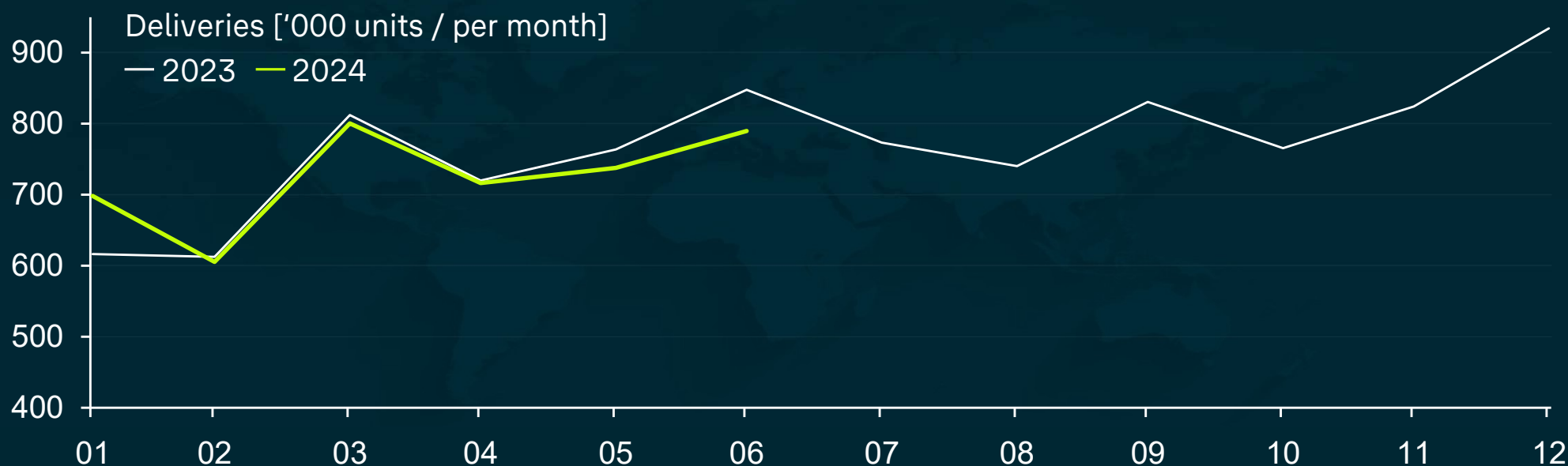
7.6% underlying¹

€ 2.9bn

1. Adjusted for costs related to restructuring measures, fair value of derivatives outside hedge accounting, deconsolidation of VW Bank Rus and planned closure of gas turbine business at MAN Energy Solutions.

Volkswagen Group Deliveries

Deliveries at 4.35m vehicles, market share gains in North and South America



Global deliveries in H1
at 4.35m vehicles

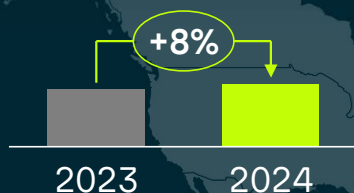
BEV deliveries in H1
decreased by 1% YoY

Worldwide
market share **~11%**

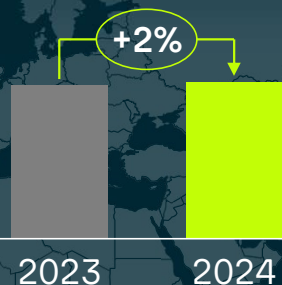
Volkswagen Group Deliveries by Region

Continued strong growth in North & South America, China lower in line with expectation

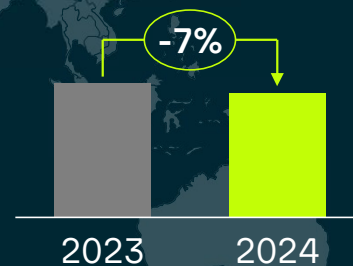
North America



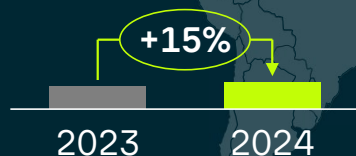
Europe



China



South America



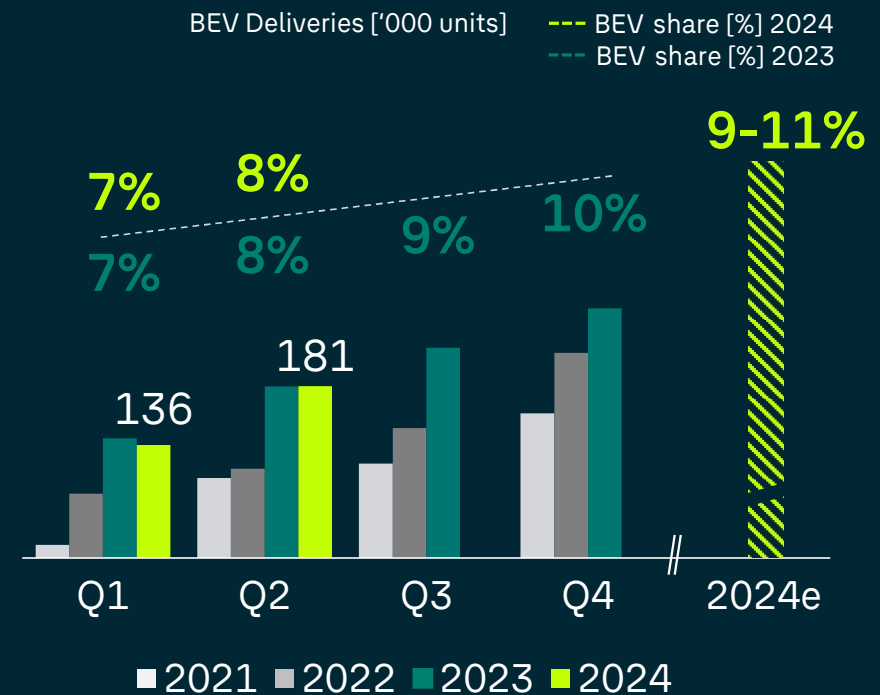
BEV Deliveries Year-to-date

Strong BEV growth in China compensates for softer market demand in Europe and the US

Top BEV Models



Quarterly Development

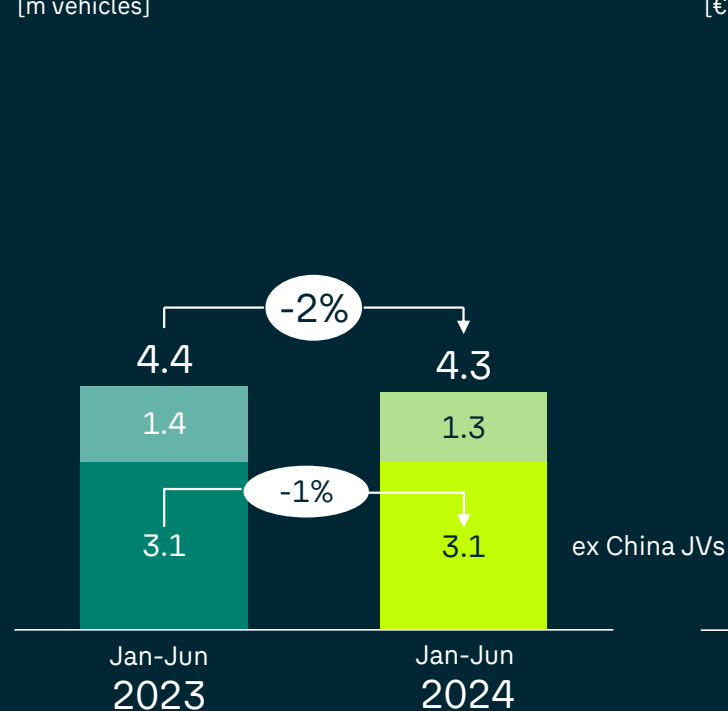


Financial Overview

Solid H1 results supported by improved operational performance in Q2

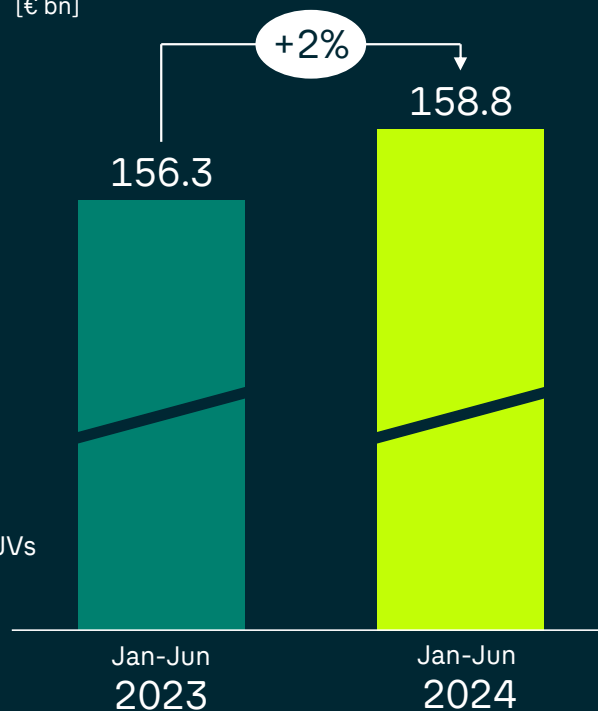
Vehicle Sales

[m vehicles]



Sales Revenue

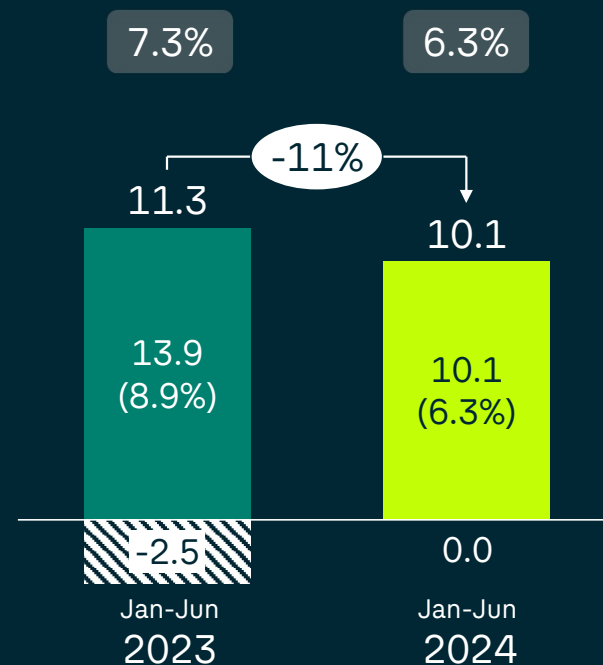
[€ bn]



Operating Result and Margin

[€ bn] Margin [%]

Fair value of derivatives outside hedge accounting¹



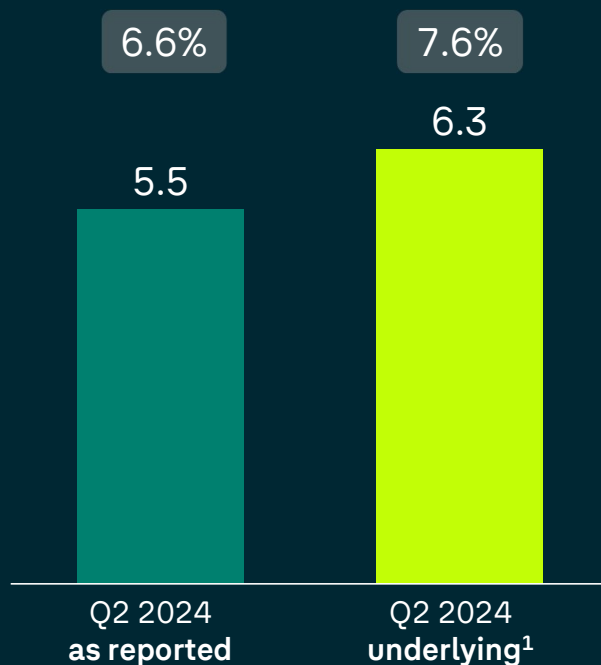
1. Including fair value effects in the Automotive Division. Fair values of derivatives outside hedge accounting totaled -€ 26m in H1 2024 (Q1: -€ 405m; Q2: € 379m).

Reconciliation from Reported to Underlying Operating Result

Reported Operating Result held back by non-operating factors of in total ~€ -0.9bn / 100bps net in Q2

Operating Result & Margin

[€ bn] Margin [%]



Non-Operating Factors impacting Q2 Results

Restructuring:

-€ 1.0bn restructuring, incl. severance program (VW AG)

-€ 0.2bn deconsolidation VW Bank Rus (Financial Services)

-€ 0.1bn MAN Energy Solutions (parts of gas turbine business)

Valuation:

+€ 0.4bn fair value of derivatives outside hedge accounting

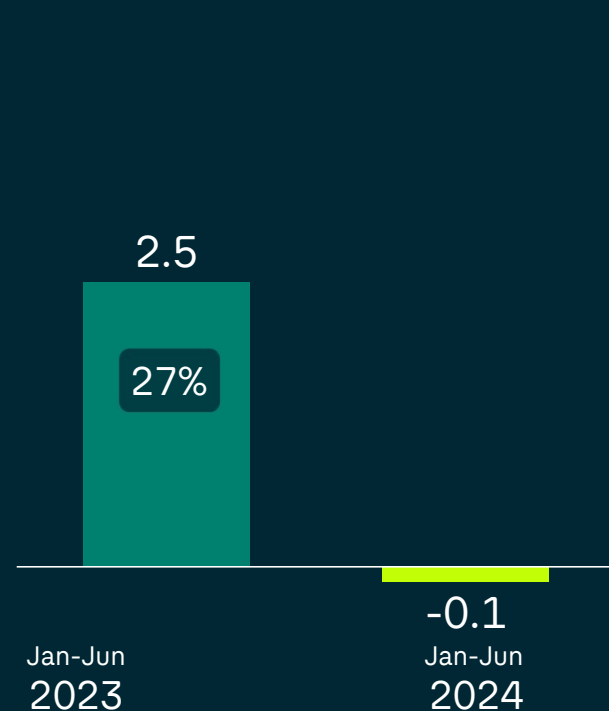
1. Excluding fair value of derivatives outside hedge accounting and non-operating factors impacting results.

Automotive Net Cash Flow and Net Liquidity

Q2 Net Cash Flow of € 2.9bn almost compensating for negative Q1 2024

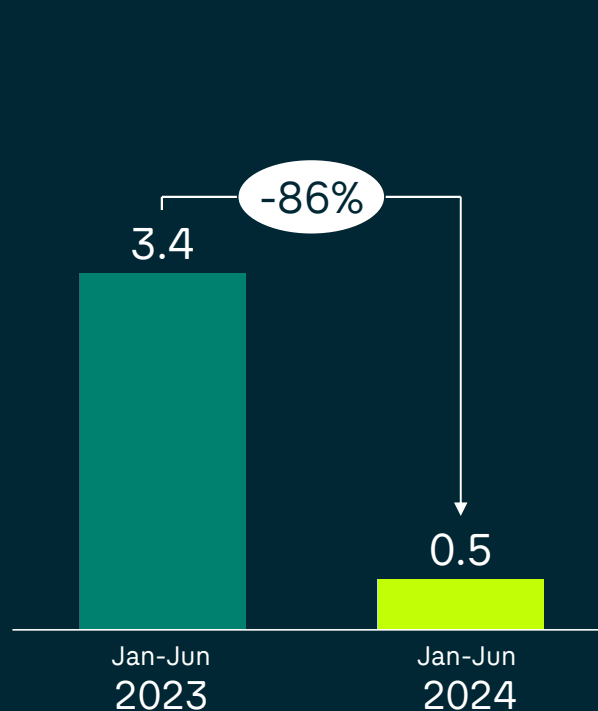
Rep. Net Cash Flow [CCR]^{1, 2}

[€ bn]



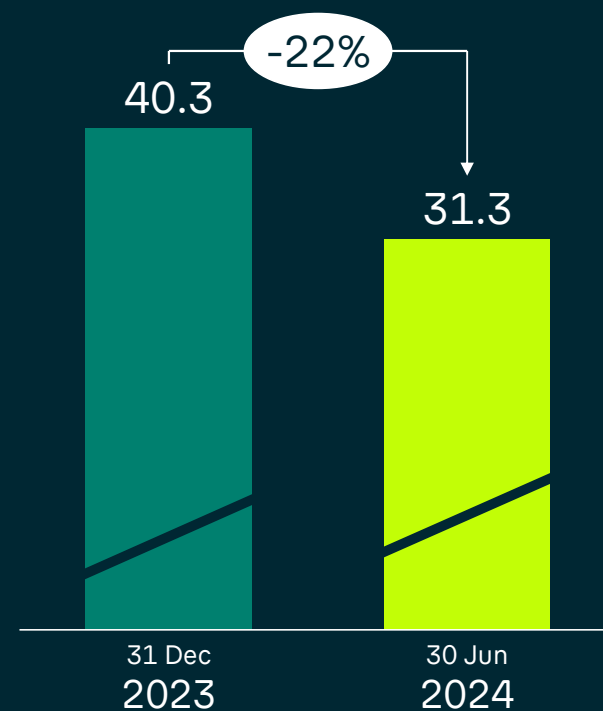
'Clean' Net Cash Flow^{1, 3}

[€ bn]



Net Liquidity¹

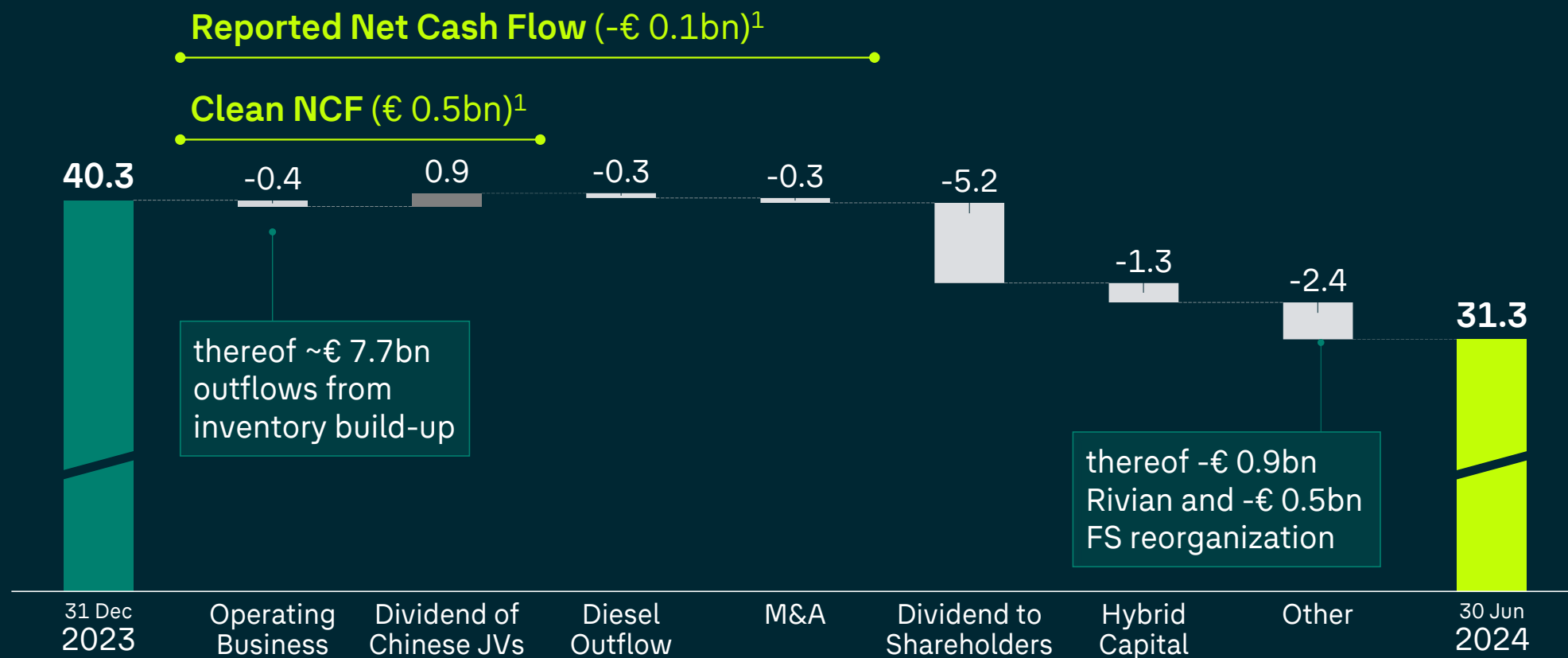
[€ bn]



1. Automotive Division | 2. Cash Conversion Ratio, calculated as reported Net Cash Flow divided by Operating Result | 3. Reported net cash flow before M&A and Diesel payments.

Automotive Net Liquidity

Financial position at solid level despite muted NCF and dividend payments



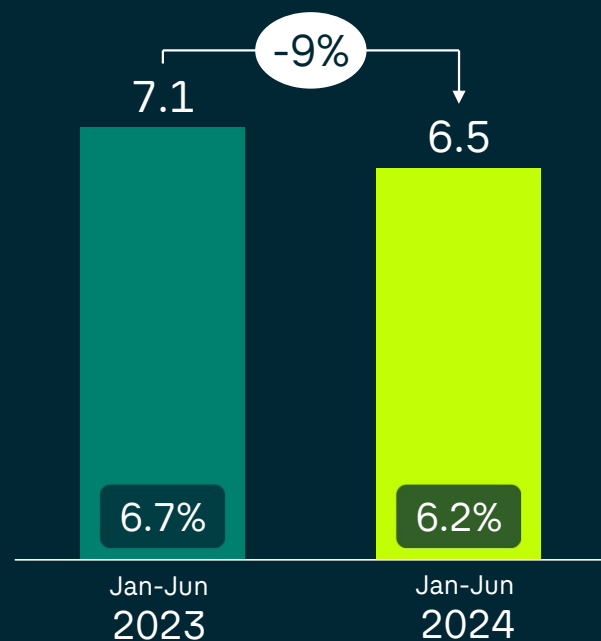
Operating Result by Division

Passenger Cars affected by severance provision - strong performance of Commercial Vehicles

Automotive Division

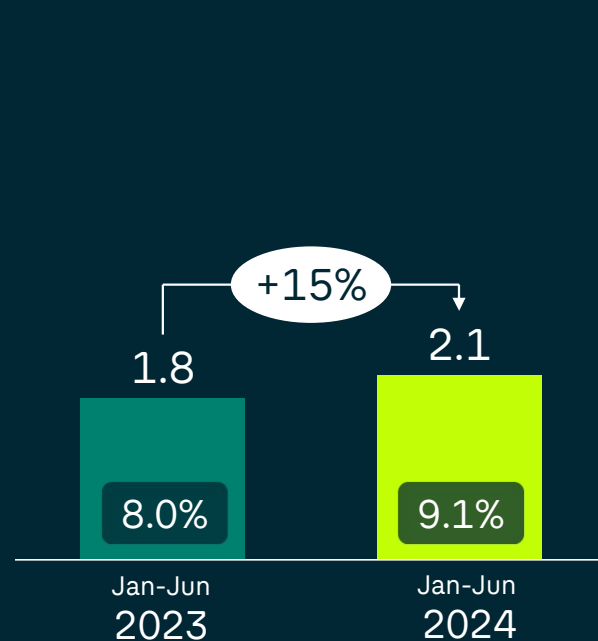
Passenger Cars¹

Operating Result [€ bn]
Margin [%]



Commercial Vehicles²

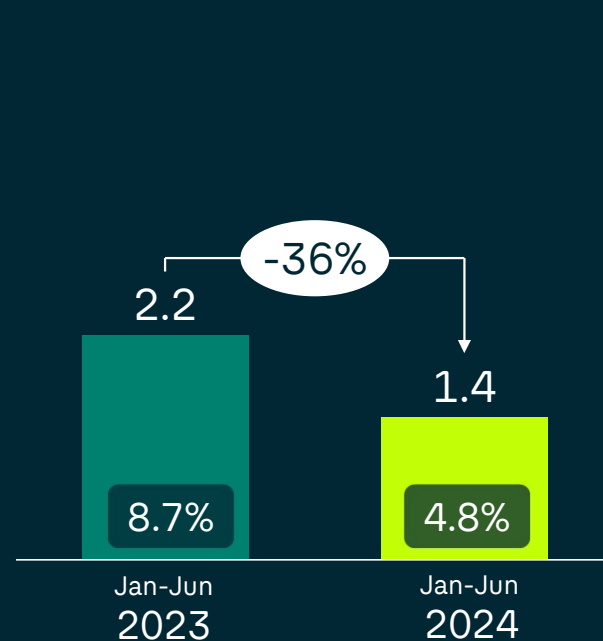
Operating Result [€ bn]
Margin [%]



Financial Services Division

Financial Services

Operating Result [€ bn]
Margin [%]



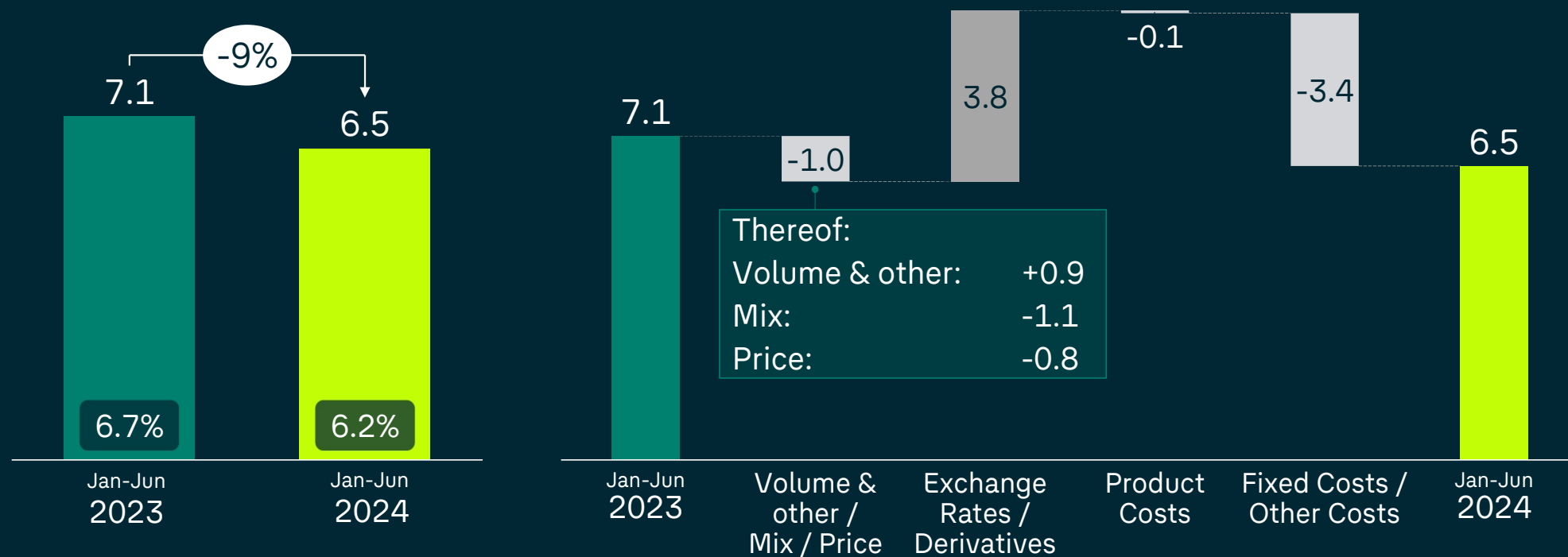
1. Passenger Cars = Automotive Division ./ Commercial Vehicles, Power Engineering | 2. TRATON Operations excluding Financial Services

Operating Result Passenger Cars

Results affected by severance provision; underlying operational performance solid

Operating Result

Operating Result [€ bn]
Margin [%]

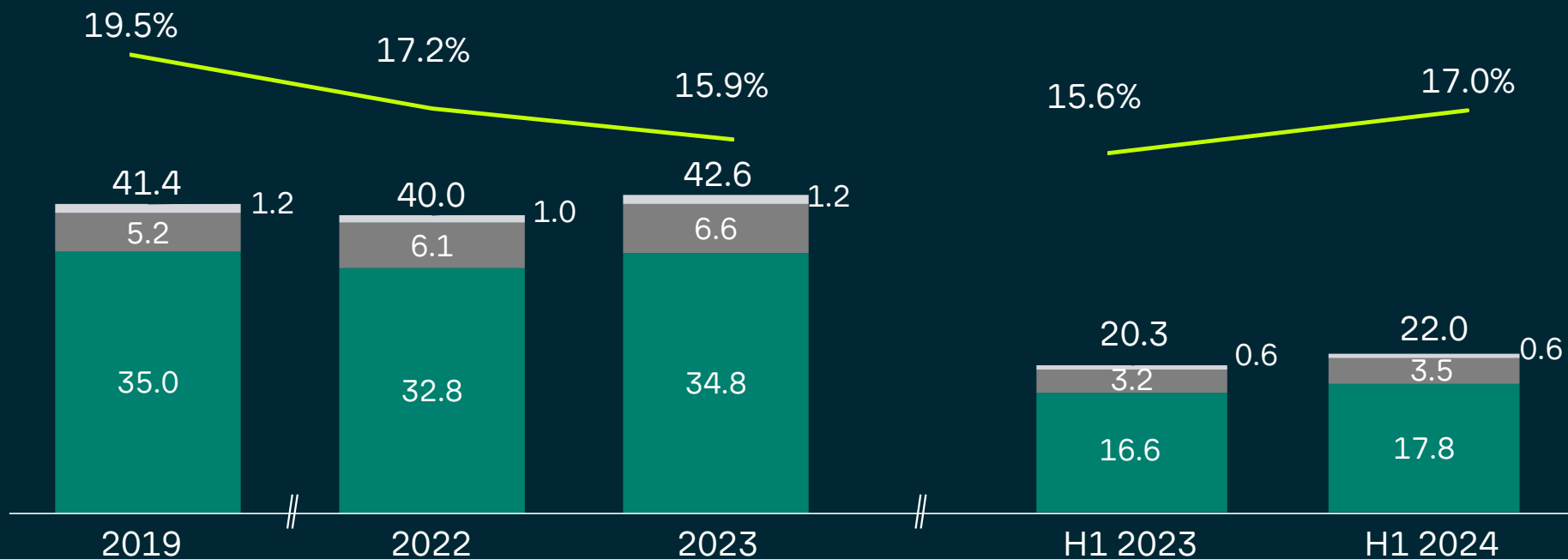


Overhead Cost Development

Group overhead cost¹

■ Group overhead cost¹ [as % of Automotive revenue]
■ Power Engineering¹ [in €bn]

■ TRATON [in €bn]
■ Passenger Cars [in €bn]



¹ Excluding R&D and capex

Automotive Investment Ratio

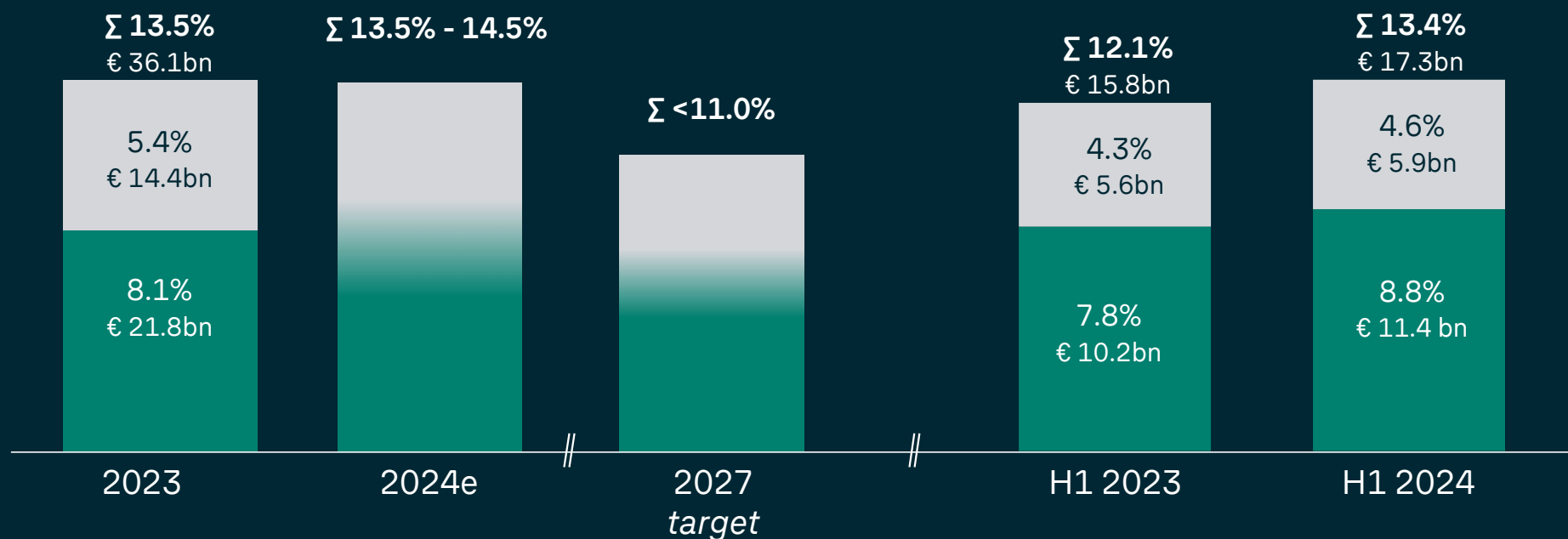
Spending levels peaking in 2024

R&D / Capex – Absolute and Ratio (Automotive Division)

[in % of automotive sales revenues, € bn]

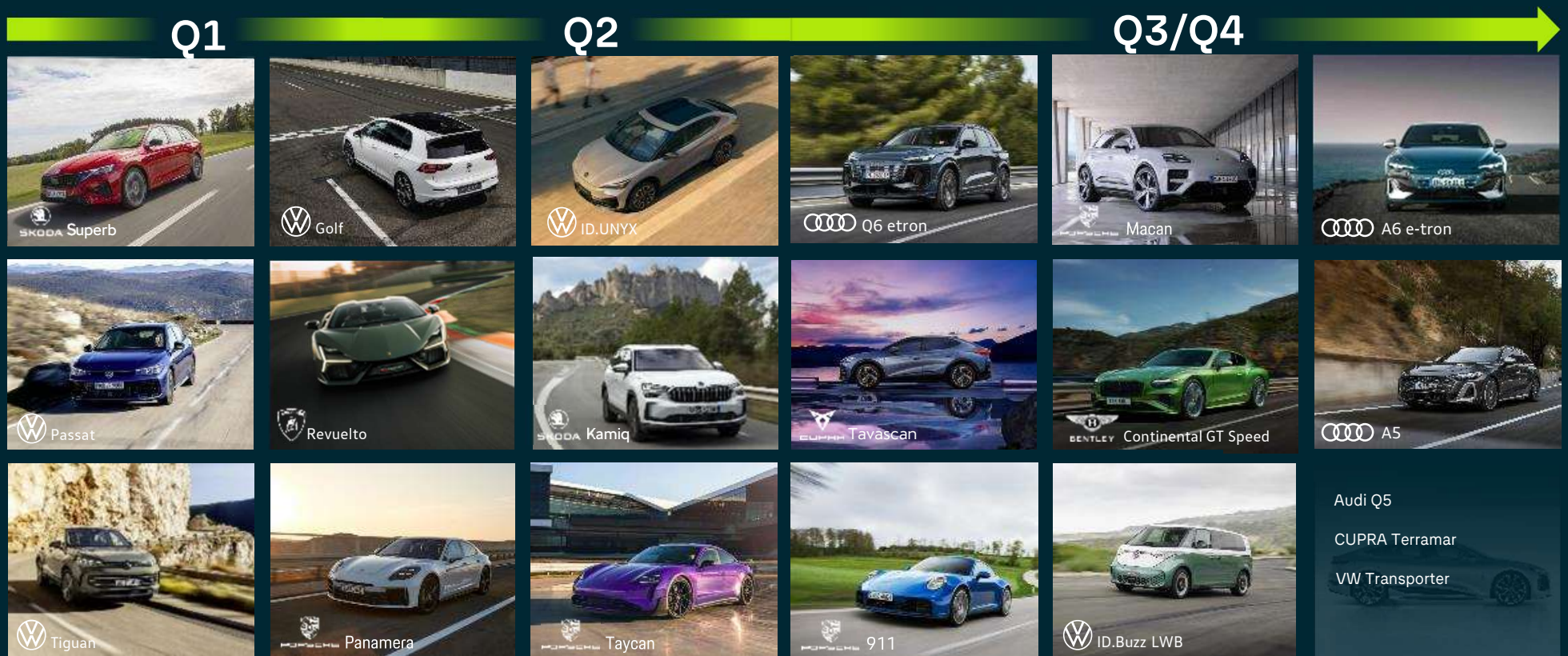
■ CAPEX

■ R&D



Volkswagen Group - Products

Largest product renewal offensive continuing at full speed, strengthening competitiveness



Volkswagen Group - Performance

Consistent implementation of measures to enhance efficiency and productivity



Comprehensive performance improvement program launched

Information & consultation process started at
Audi Brussels site

Continued focus on **reducing investment spend - Rivian JV** as next trigger

Volkswagen Group - Software

Gaining speed, enhancing competitiveness and reducing cost via smart partnerships



E/E architectures and
vehicle software
created with **partners**

CARIAD with key role in
ADAS, infotainment, connectivity,
cloud data and **back-end**

Global sharing
of **best practice** via
knowledge transfer

Volkswagen Group - Regions

Important progress achieved on key initiatives in Region China



Xpeng cooperation expanded,
China Electronic Architecture
in all local VW models from '26



Successful launch of
ID.UNYX targeting
new customer base



Audi & SAIC to jointly
develop **next-gen ICVs** with
launch of first vehicle in 2025

Volkswagen Group - Platforms & Architectures

A technological leap for electric mobility: the PPE and the E³ 1.2 electronic architecture



PPE designed & developed
by **Audi** and **Porsche**
from the start



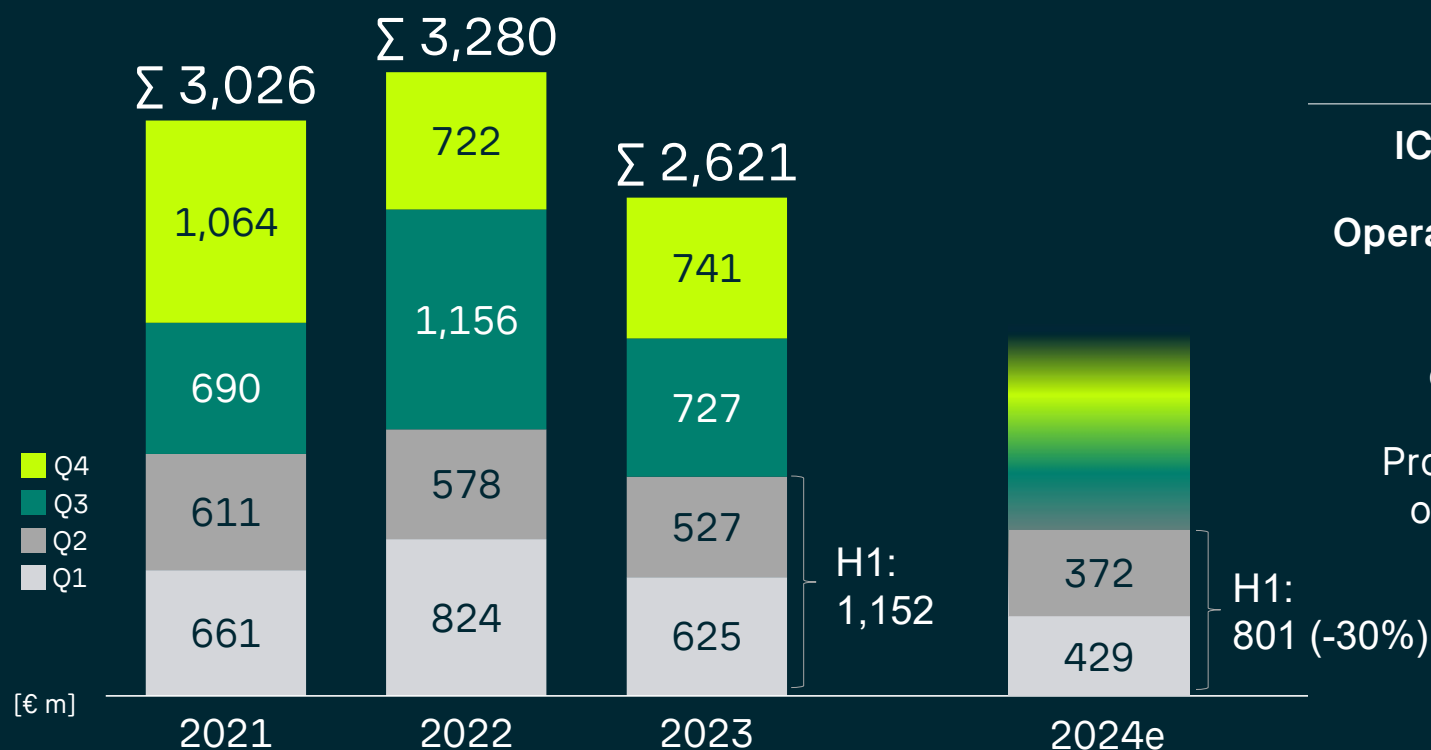
High-tech, highly scalable:
setting standards in
performance, range & efficiency



Market launch
Q2 2024 (Macan)
and **Q3 2024** (Q6 e-tron)

China Joint Ventures: Proportionate Operating Result

Half-year results 30% below previous year, in line with full year outlook



Key Takeaways

ICE leadership strengthened

Operating results lower YoY due to VCTC ramp-up, NEV Co. consolidation and fierce competitive environment

Proportionate operating result of € 1.5 to 2.0bn confirmed for Full Year 2024

Volkswagen Group

Outlook for 2024

	Actual FY/2023	YTD H1/2024	Outlook FY/2024
Sales Revenue	€ 322.3bn	€ 158.8bn (+2%)	up to 5% growth YoY
Operating Margin	7.0%	6.3%	6.5% to 7.0%
Automotive Investment Ratio ¹	13.5%	13.4%	13.5% to 14.5%
Automotive Reported Net Cash Flow	€ 10.7bn	-€ 0.1bn	€ 2.5bn to € 4.5bn ²
Automotive Net Liquidity	€ 40.3bn	€ 31.3bn	€ 37bn to € 39bn

Improved performance
expected **in H2**

Order book & new models
to support growth

Non-recurring expenses
of -€ 2.6bn considered

1. R&D & Capex combined | 2. Including about € 4bn budgeted for M&A and €2bn outflow due to Rivian deal in the full year.

1

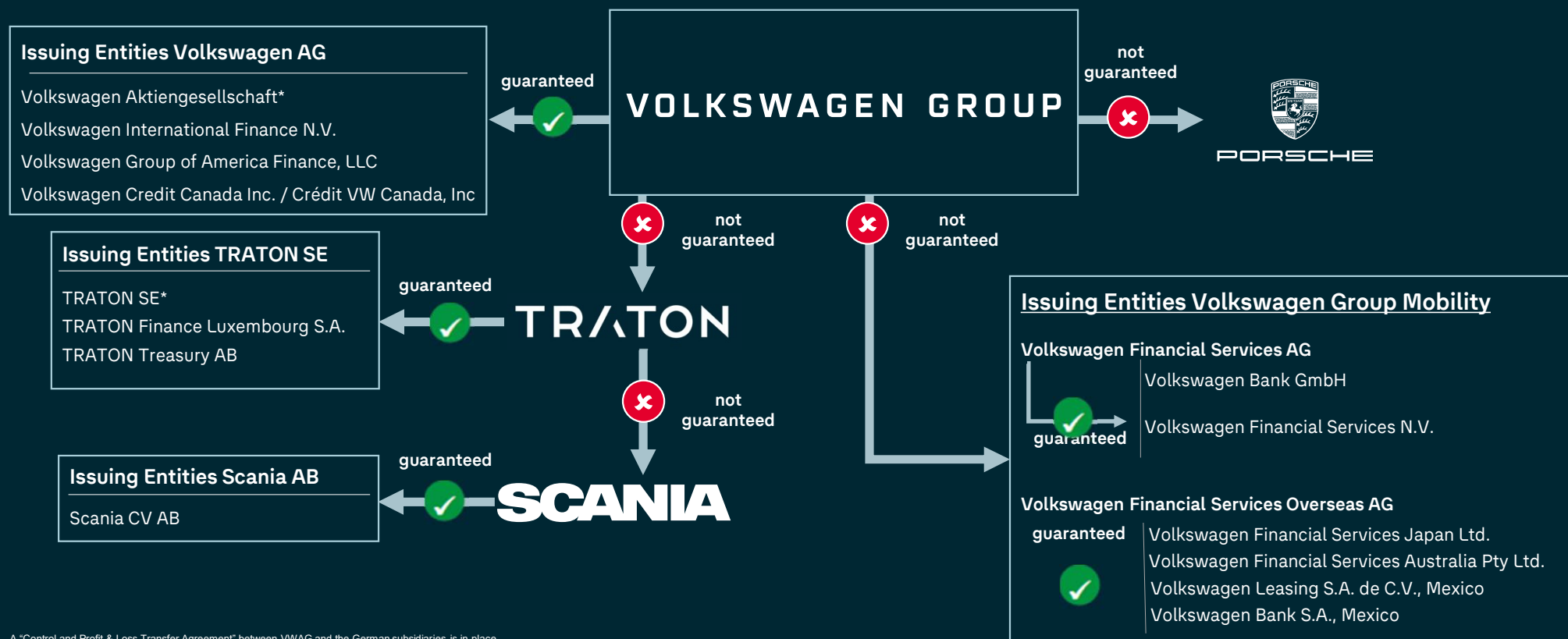
Key developments / Financials

2

Debt & ESG



Overview of financing entities of the Volkswagen Group

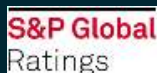


A "Control and Profit & Loss Transfer Agreement" between VWAG and the German subsidiaries is in place.
*Parent company cannot guarantee act as Guarantor for itself

Strong credit metrics and ratings

Testifying a diversified product landscape and resilient and integrated business model

Volkswagen Groups Credit Positioning



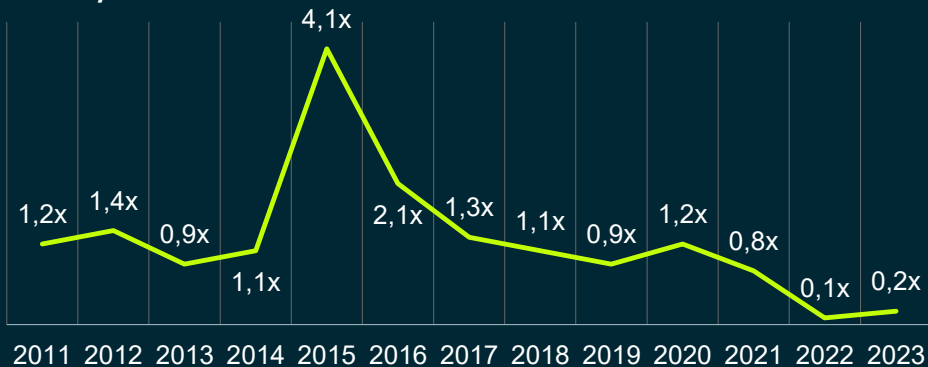
Credit Rating Development



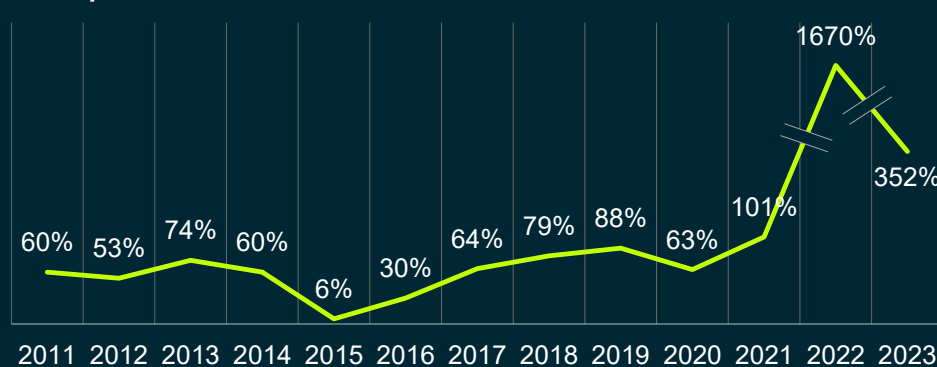
Current Credit Ratings

Volkswagen AG		Volkswagen Financial Services AG		Volkswagen Bank GmbH	
Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term
BBB+ (stable)	A-2	BBB+ (stable)	A-2	BBB+ (stable)	A-2

Debt / EBITDA



FFO / Debt



Strong credit metrics and ratings

Testifying a diversified product landscape and resilient and integrated business model

Volkswagen Groups Credit Positioning

Credit Rating Development

A3					A2	A3							
2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	

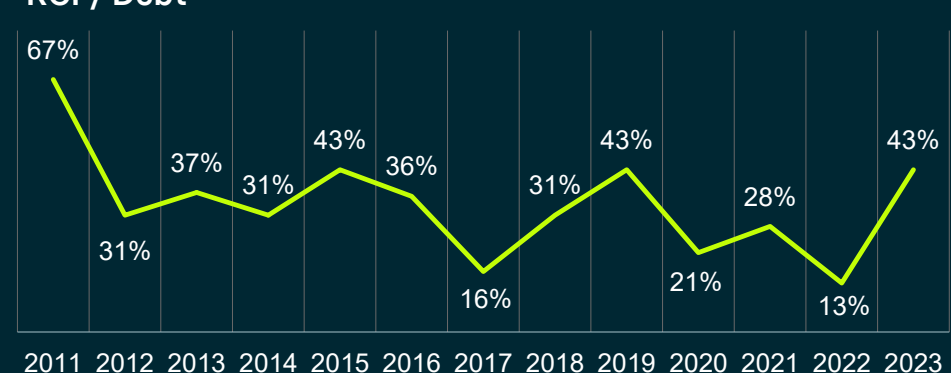
Current Credit Ratings

Volkswagen AG		Volkswagen Financial Services AG		Volkswagen Bank GmbH	
Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term
A3 (stable)	P-2	A3 (stable)	P-2	A1 (stable)	P-1

Debt / EBITDA



RCF / Debt

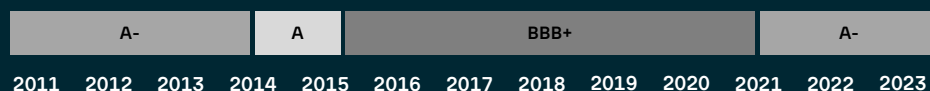


Strong credit metrics and ratings

Testifying a diversified product landscape and resilient and integrated business model

Volkswagen Groups Credit Positioning

Credit Rating Development



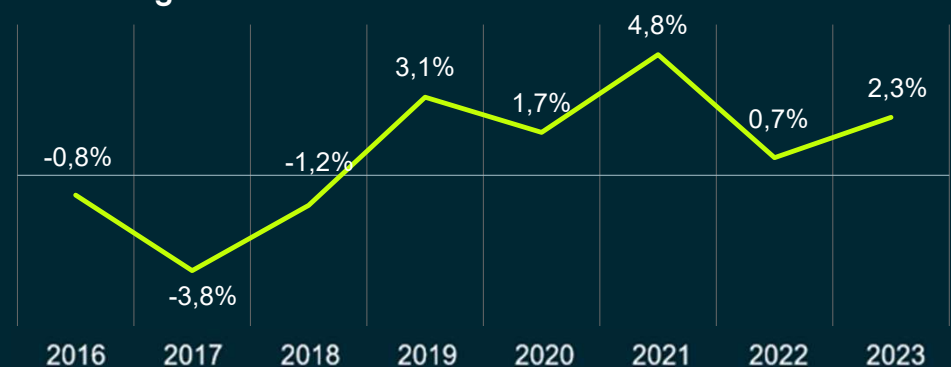
Current Credit Ratings

Volkswagen AG		Volkswagen Financial Services AG		Volkswagen Bank GmbH	
Long-Term	Short-Term	Long-Term	Short-Term	Long-Term	Short-Term
A- (stable)	F1	A- (stable)	F1	Not rated	Not rated

EBIT margin



FCF margin



Well diversified funding mix: € 270bn across a wide variety of instruments as of 30th June 2024, in €bn

Volkswagen Group's Funding Mix in %



Sums may differ due to rounding effects. | Source: Volkswagen AG

Other Direkt Banking Deposits Leasing Loans Bank Loans Schuldschein Bonds Commercial Papers ABS

Capital Market Borrowings

in Billion EUR

Totals	165.8
➤ ABS	51.1
➤ Commercial Papers	12.1
▼ Bonds	102.6
➤ Bond/MTN	88.9
➤ Bonds Hybrid	13.7

Money Market Borrowings

in Billion EUR

Totals	104.1
➤ Direkt Banking Deposits	52.7
➤ Bank Loans	36.8
➤ Schuldschein	6.9
➤ Leasing Loans	6.2
➤ Other	1.6

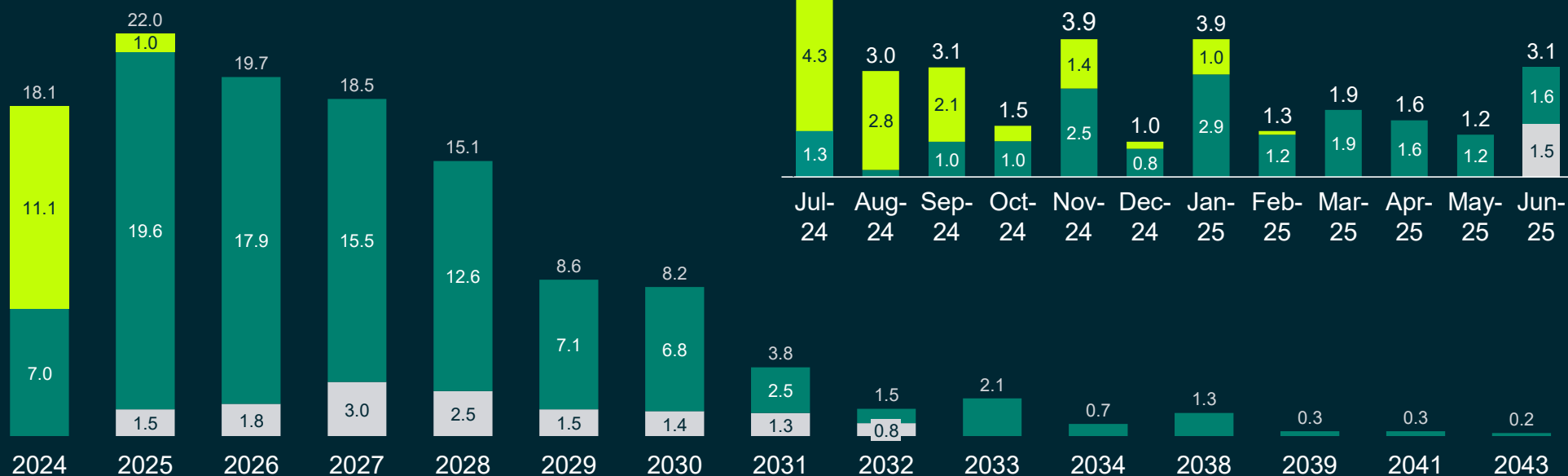
Well balanced debt maturity profile

Volkswagen Group's Funding Mix in % (as of June 30, 2024)

[€ bn]

- Commercial Papers
- Bond/MTN
- Bonds Hybrid

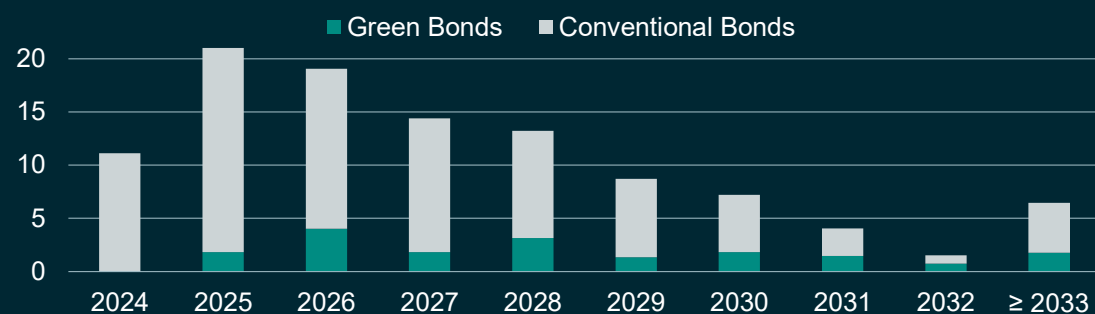
12 months breakdown (as of June 30, 2024)



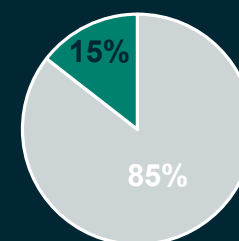
Sums may differ due to rounding effects.

Volkswagen Group is a well-established issuer in the Green Bond market

Green Bond Maturity Profile¹ (EUR equivalent)

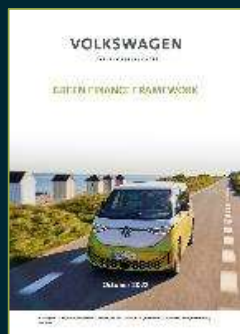


Share of Green Bonds¹



➤ **Target:** at least 30% of our outstanding bond volume through green bonds

Further Information on Volkswagen Group's Green Bonds



Volkswagen Group - Green Finance Framework 2022
[volkswagen-group.com](https://www.volkswagen-group.com)



Volkswagen Financial Services - Green Finance Framework
[vwfs.com](https://www.vwfs.com)



www.volkswagen-group.com >
[Investors > Fixed Income > Green Finance](#)

¹ Includes all outstanding bonds from the Volkswagen Automotive Division (hybrids shown on first call dates) and Financial Services Division, as of 03/24

Impact-driven ambition towards sustainable mobility

NATURE



Clear **Group framework**
with four dimensions

OUR PEOPLE



TOP KPI set to enhance
sustainability profile

SOCIETY



Position **brands** in their
specific environment

BUSINESS



TOP KPIs for focused business steering

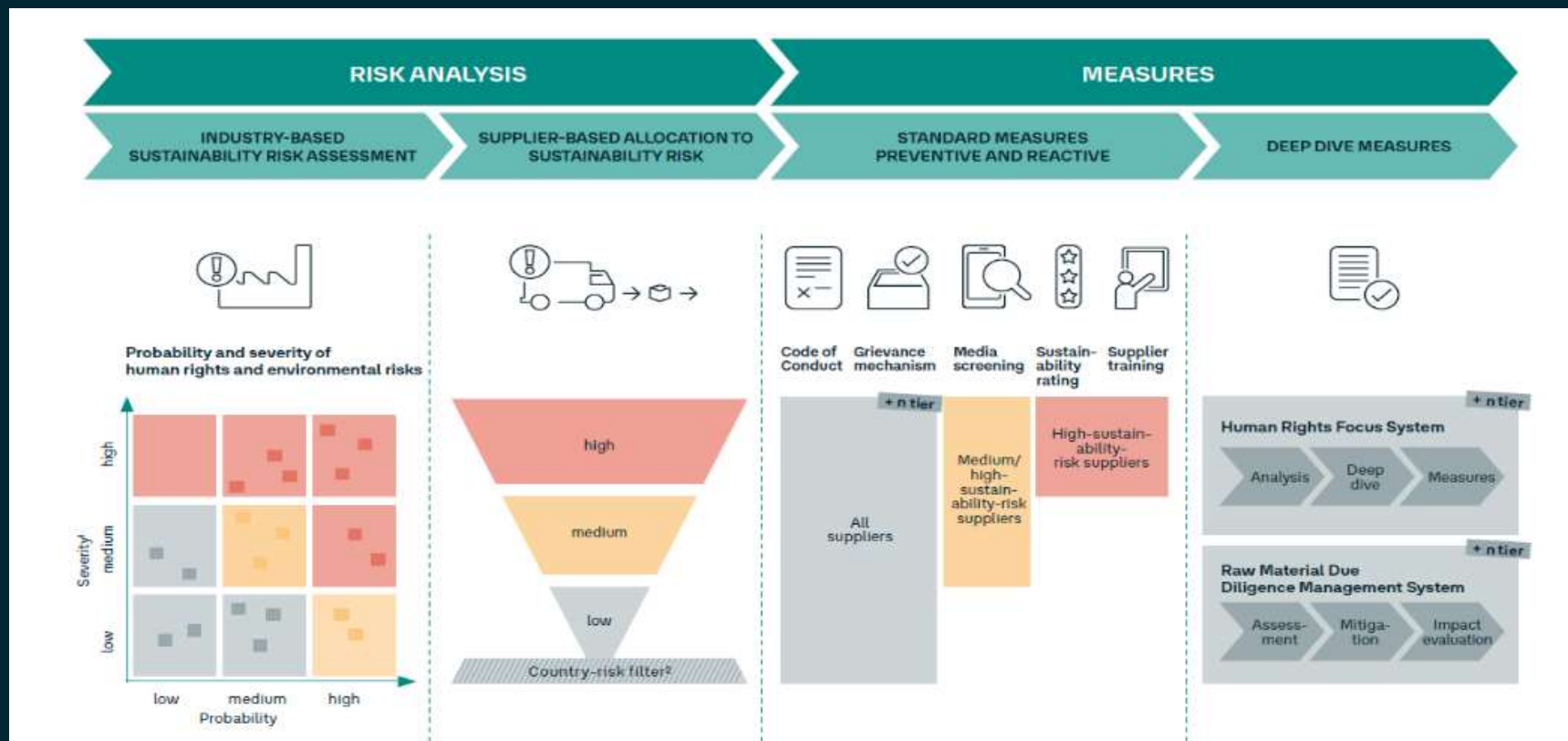


Overview about targets, TOP KPIs and indicators

No.	Dimension	Target	TOP KPI		Year	Quanti.	Disclosed E = Explicit I = Implicit N = No	Quanti. Performance (FY2023)	Reference	Further Info
01	Nature	The Volkswagen Group wants to become a net-carbon-neutral company.	Reduction of CO _{2eq} Inventory	Scope 1+2 Scope 3 Cat.11	2030	-50%	E	-33.7% ²	2018	Carbon Neutrality in 2040 (-90%)
02		The Volkswagen Group is working to continuously reduce our demand of primary resources.	Share of Circular Materials		2030	-30%		-12% ^{3,4}		Carbon Neutrality in 2050 (-90%)
03		The Volkswagen Group supports biodiversity.	Biodiversity-Index				N	on track	body weight	Product example: e.g. ID. Buzz (25%) (see sustainability brochures)
04	Our People	The Volkswagen Group fosters a diverse, inclusive, and holistic non-discriminatory culture.	Proportion of diversity in management	Women Internationalization	2025	20.2%				KPI in development
05		The Volkswagen Group wants to be a unique employer leading teams to success.	Ø Qualification hours per employee		2025	25%	E	19.2%		
06		The Volkswagen Group stands for excellent health and safety at work.	Lost Time Injury Frequency Rate		2030	30h	E	25.6%	Average: 2015 to 2019	The baseline value is 22.3 hours and is the average for the years 2015 to 2019.
07	Society	The Volkswagen Group shapes responsible and sustainable supply chains.	Sustainability Performance of supplier in S-Rating		2040	< 1	E	22.1h/employee		Value per 1 million hours worked
08		The Volkswagen Group is a reliable partner.	Global Reputation KPI					3.6		
09		The Volkswagen Group increases the positive social impact of its actions.	Social impact by donations and projects							
10	Business	The Volkswagen Group identifies and promotes sustainability-related business areas.	Revenues from sustainable business models					79%		Revenue percentage of direct suppliers with a positive S rating in total procurement volume
11		The Volkswagen Group strengthens and intensifies sustainable financing.	Share of BEV							KPI in development
12			Share of Green Bonds							KPI in development
					2030	50%	E	8.3%		Brand- and regional specific targets
					2030 2040	30% 50%	I	13.3% ⁵		Excluding Porsche AG & TRATON SE

¹Ambition 2040 (world excl. China) for vehicle projects with SOP in 2040 and beyond ²absolute reduction target ³intensity target measured per vehicle km ⁴based on assumptions and information from markets EU+3, US, CN; value may be subject to change with base year recalculation process [see Group Sustainability Report 2023, p. 64] ⁵point of reference: 11.01.2024

ReSC - Responsible Supply Chain System



The process and groupwide responsibility is in detail described in a Group Policy, process documents and Handbooks.

Collaboration and setting standards

INITIATIVE FOR RESPONSIBLE MIN: ASSURANCE



IRMA is the most robust ESG mining standard in the world

We are using the standard in our sourcings of raw materials from mine sites and are involved initiative.

RESPONSIBLE MINERALS INITIATIVE



Develop and implement certification schemes for cobalt and the conflict minerals tantalum, tin, tungsten and gold (3TG)

Offer training materials for actors in the upstream supply chain

DRIVE SUSTAINABILITY



Develop and introduce standardized risk assessment tools (e. g. questionnaires, Raw Material Outlook)

Development and introduction of **training and educational opportunities**

Global Platform for Sustainable Natural Rubber (GPSNR)



Unites stakeholders and drives socioeconomic and environmental improvements in the NR supply chain, e.g. the Shared Responsibility Framework, EU Deforestation Regulation, and increased transparency

OTHER INITIATIVES

VDA

Aluminium
Stewardship Initiative

Leather Working Group

Global Battery Alliance

CopperMark

Responsible Mica Initiative

...

Backup

VOLKSWAGEN
GROUP



Non-operating effects on Operating Result in Q2 2024

Severance program (VW AG)	-€ 251m	Holding
Fair value of derivatives outside hedge accounting	+€ 407m ¹	
Fair value of derivatives outside hedge accounting (BGP) o/w - € 228m from valuation effects of residual values and + € 200m from FX & raw materials hedges	-€ 28m ¹	Automotive
Severance program (VW AG) o/w -€ 475m on VW brand level	-€ 624m	
Other restructuring measures	-€ 113m	
Deconsolidation of Volkswagen Bank Rus	-€ 184m	FS
Expenses related to closure of gas turbine business	-€ 86m	MAN ES

1. Net effect of € 379m on Group level is allocated to -€ 28m Brand Group Progressive and the majority of the remaining +€ 407mm is booked on Holding level. The effects mainly relate to the Volkswagen Group, the Core brand group, the Progressive brand group and the Financial Services Division. The Sport Luxury (Porsche AG) and Trucks (TRATON SE) brand groups are not affected by the aforementioned expenses.

Overview H1 2024 Brand Groups

Strong sequential improvement at BGP and BGSL; BGC impacted by severance provision

	Core	Progressive	Sport Luxury
			
Sales Revenue [€ bn]	69.1 (flat)	30.9 (-9%)	17.7 (-6%)
Operating Result [€ bn]	3.5 (-8%)	2.0 (-42%)	2.9 (-21%)
Operating Margin [%]	5.0 (-0.5ppts) ²	6.4 (-3.6ppts) ³	16.4 (-2.9ppts)
Net Cash Flow CCR¹ [€ bn, %]	2.0 58%	1.1 57%	1.1 38%

1. Cash Conversion Ratio, calculated as reported Net Cash Flow divided by Operating Result after special items | 2. Underlying 6.0% | 3. Underlying 7.7%.
Delta to previous year figures in brackets.

Brand Group Core

Reported versus Underlying Operating Result



	H1/2023 reported	H1/2024 reported	underlying ¹
Brand Group Core	3,773 5.5%	3,462 5.0%	6.0%
<i>Volkswagen Brand</i>	1,641 3.8%	966 2.3%	3.6%
<i>Škoda</i>	911 6.6%	1,149 8.4%	8.4%
<i>SEAT/CUPRA</i>	371 5.0%	406 5.2%	5.3%
<i>VW Commercial Vehicles</i>	448 6.0%	641 7.9%	8.8%
<i>Technology Components</i>	438 3.6%	325 3.0%	3.7%

1. Adjusted for costs related to restructuring measures, in particular related to severance program at Volkswagen AG.

Overview H1 2024 Technology Platforms

Operating results and investments in software and battery stabilized

	Software C A R I A D	Battery PöwerCo
Sales Revenue [€ bn]	0.4 (+30%)	- (-)
Operating Result ¹ [€ bn]	-1.2 (-0.1)	-0.2 (flat)
Operating Margin [%]	- (-)	- (-)
Net Cash Flow [€ bn]	-0.4 (+0.4) -1.5 underlying (+0.4)	-0.4 (+0.1)

Delta to previous year figures in brackets.

Brand Group Trucks – TRATON¹

Continued strong earnings momentum despite softer demand and vehicle sales



Sales Revenue [€ bn]	22.7 (+2%)
Operating Result ¹ [€ bn]	2.1 (+15%)
Operating Margin [%]	9.1 (+1.1ppts)
Net Cash Flow [€ bn]	0.0 (-100%)

Key Takeaways

Favorable product mix and better ARPU overcompensate **lower vehicle sales** (-4%)

Continued strong profitability driven by topline growth and improved cost structure

NCF impacted by inventory build-up, mainly due to force majeure at a supplier plant

1. TRATON Group excluding Financial Services. Delta to previous year figures in brackets.

Volkswagen Group Mobility

Contracts ['000 units]	25,852 (+2%)
Operating Result ¹ [€ bn]	1.4 (-36%) ³
Credit Loss Ratio [%]	0.37 (+0.06ppts)
Return on Equity ² [%]	7.8 (-5.5ppts)

Key Takeaways

Slight increase of contract volume;
credit loss ratio remains on **solid level**

Continued normalization of
used car prices and operating result

**-€ 0.2bn one-off FX valuation
effect** from deconsolidation
of VW Bank Rus

Successful **reorganization** to better
lever refinancing advantages,
especially in growing leasing business

1. Volkswagen Financial Services Division (including Scania FS and Porsche Holding) | 2. Calculated on basis of normalized 8% equity ratio | 3. Excl. VW Bank Rus effect €1.6bn (-28%)

ID. UNYX



Volkswagen Golf R



Volkswagen Passat



Volkswagen Tiguan



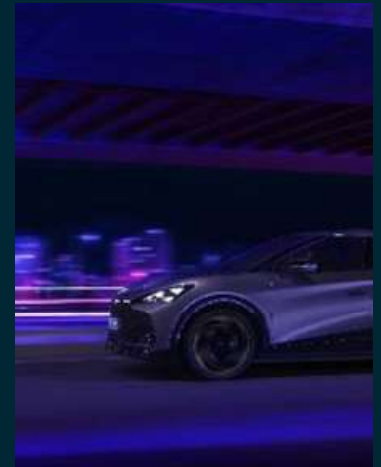
ID.Buzz



ID.7 Tourer



Cupra Tavascan



Audi S5 Avant



Porsche 911 Carrera



Lamborghini Revuelto



Bentley Continental GT



Range / consumptions / emissions

Model	Fuel consumption combined (WLTP)	Electrical consumption combined (WLTP)	CO ₂ emissions combined (WLTP)	Electric range combined (WLTP)
VW				
ID.UNYX	The vehicle is not offered for sale in the EU and is therefore not subject to Directive 1999/94/EC.			
Golf GTE	The vehicle is not yet offered for sale and is therefore not subject to Directive 1999/94/EC. Consumption and emission data under review			
Golf R	8.1 – 8.5 l/100km	n/a	184 -193 g/km	n/a
ID.3 Pro S	n/a	14,9 kWh/100 km	n/a	402 – 575 km
ID.4 Pro	n/a	17.5-16.1 kWh/100km	n/a	395 – 545 km
ID.5 Pro	n/a	15.5 – 18.0 kWh/100km	n/a	492 – 567km
ID.Buzz Pro	n/a	20.5-21.7 kWh/100km	n/a	402 – 423km
ID.Buzz GTX	The vehicle is not yet offered for sale and is therefore not subject to Directive 1999/94/EC. Consumption and emission data under review			
Passat R eHybrid	5.6-6.0 l/100 km	17,5-16,6 kWh/100 km plus 0,5-0,4 l/100km	9 g/km	118km
Tiguan	7.75-6.6 l/100 km	n/a	183.68-156.42 g/km	n/a
Škoda				
Enyaq	The vehicle is not yet offered for sale and is therefore not subject to Directive 1999/94/EC. Consumption and emission data under review			
Enyaq Laurin & Klement 85		15.7 – 20.3 kWh/100km	n/a	565 – 589km
Elroq	The vehicle is not yet offered for sale and is therefore not subject to Directive 1999/94/EC. Consumption and emission data under review			

Range / consumptions / emissions

Model	Fuel consumption combined (WLTP)	Electrical consumption combined (WLTP)	CO ₂ emissions combined (WLTP)	Electric range combined (WLTP)
Porsche				
Macan S	n/a	21,1 - 17,9 kWh/100 km	n/a	516 - 613 km
Taycan Turbo S	n/a	18.8-16.6 kWh/100 km	n/a	558 - 630 km
Porsche Taycan GTS Sport Turismo	n/a	24.1 - 21.0 kWh/100km	n/a	424 - 490 km
Porsche 911 Carrera	10,7 - 10,1 l/100 km	n/a	244 - 230 g/km	n/a
Bentley				
Continental GT Speed	The vehicle is not yet offered for sale and is therefore not subject to Directive 1999/94/EC. Consumption and emission data under review			
Bentayga Speed	14.7 l/100 km		335 g/km	
Lamborghini				
Revuelto	11,86 l/100km	n/a	276 g/km	n/a
URUS S	14.1 l/100km	n/a	320 g/km	n/a
Urus SE	The vehicle is not yet offered for sale and is therefore not subject to Directive 1999/94/EC. Consumption and emission data under review			

Range / consumptions / emissions

Model	Fuel consumption combined (WLTP)	Electrical consumption combined (WLTP)	CO ₂ emissions combined (WLTP)	Electric range combined (WLTP)
Audi				
Q4 e-tron 55	n/a	16.8 – 19.5kWh/100 km	n/a	449 – 523 km
Q6L e-tron	n/a	17.5 – 18.4 kWh/100km	n/a	566 – 598 km
Q8 55 e-tron	n/a	20.6 – 24.4 kWh/100km	n/a	460 – 595 km
S5 Avant	7.5-7.9 l/100km	n/a	169-180 g/km	n/a
Audi S6 Sportback e-tron	n/a	15.7 – 17.4 kWh/100km	n/a	545 – 604 km
Seat / Cupra				
Tavascan VZ 250 kW 77kWh		16.6 kWh/100km	n/a	522km

Financial Calendar 2024

Volkswagen AG Annual General Meeting 2024

May 20, 2024

Volkswagen Group Q2 / H1 2024 Pre Close Conference Call

July 07, 2024

Volkswagen Group Q2 / H1 2024 Financial Results

August 01, 2024

Volkswagen Group Q3 / 9M 2024 Pre Close Conference Call

October 14, 2024

Volkswagen Group Q3 / 9M 2024 Financial Results

October 30, 2024

Useful links

Volkswagen Group

[Group Investor Relations Homepage](#)

[Volkswagen Group IR Presentations](#)

[Volkswagen Group at a Glance](#)

[Group Capital Markets Day 2023](#)

[China Capital Markets Day 2024](#)

[IR Team and Contacts](#)

[Financial Calendar and Events](#)

[Sustainability Homepage](#)

[ESG Strategy](#)

[Group ESG Controversies](#)

[Media Homepage incl. Press Releases](#)

[Share Price Monitor](#)

Brands

[Volkswagen Financial Services IR Homepage](#)

[Audi IR Homepage](#)

[Porsche AG IR Homepage](#)

[TRATON IR Homepage](#)

[Volkswagen brand Media Homepage](#)

[Skoda Media Homepage](#)

[Cupra Media Homepage](#)

[VW Commercial Vehicles Media Homepage](#)

[Bentley Media Homepage](#)

[Lamborghini Media Homepage](#)

[Porsche AG Media Homepage](#)

[TRATON Media Homepage](#)

VOLKSWAGEN GROUP

The Key to Mobility Creating Value with Volkswagen Group Mobility

9th Annual Crédit Agricole CIB Auto Credit Day 2024
Investor Update Volkswagen Financial Services AG

26 September 2024

Disclaimer

The following presentations as well as remarks/comments and explanations in this context contain forward-looking statements on the business development of the Volkswagen Group. These statements are based on assumptions relating to the development of the economic, political and legal environment in individual countries, economic regions and markets, and in particular for the automotive industry, which we have made on the basis of the information available to us and which we consider to be realistic at the time of going to press. The estimates given entail a degree of risk, and actual developments may differ from those forecast. All figures are rounded, so minor discrepancies may arise from addition of these amounts. At the time of preparing these presentations, it is not yet possible to conclusively assess the specific effects of the latest developments in the Russia-Ukraine conflict on the Volkswagen Group's business, nor is it possible to predict with sufficient certainty to what extent further escalation of the Russia-Ukraine conflict will impact on the global economy and growth in the industry in fiscal year 2024. Any changes in significant parameters relating to our key sales markets, or any significant shifts in exchange rates, energy and other commodities or the supply with parts relevant to the Volkswagen Group will have a corresponding effect on the development of our business. In addition, there may also be departures from our expected business development if the assessments of the factors influencing sustainable value enhancement and of risks and opportunities presented develop in a way other than we are currently expecting, or if additional risks and opportunities or other factors emerge that affect the development of our business. We do not update forward-looking statements retrospectively. Such statements are valid on the date of publication and can be superseded. This information does not constitute an offer to exchange or sell or an offer to exchange or buy any securities.

Volkswagen Group Mobility is a business division of Volkswagen AG and, as an integral part of the Group, comprises Volkswagen Financial Services AG along with its subsidiaries and affiliates (e.g. Volkswagen Bank GmbH and Volkswagen Leasing GmbH), Volkswagen Financial Services Overseas AG, Porsche Financial Services GmbH, Volkswagen Credit Inc. (USA) and Volkswagen Credit Canada Inc. – with the exception of TRATON Financial Services and Porsche Holding Salzburg. The key business fields embrace dealer and customer financing, leasing, bank and insurance activities, fleet management, and mobility services.

The Board of Management of Volkswagen Financial Services AG reports on the Volkswagen Group Mobility business segment for Volkswagen AG as part of the financial reporting.

Agenda

1

Key Facts and Overview

2

Strategy MOBILITY 2030

3

Risk Management

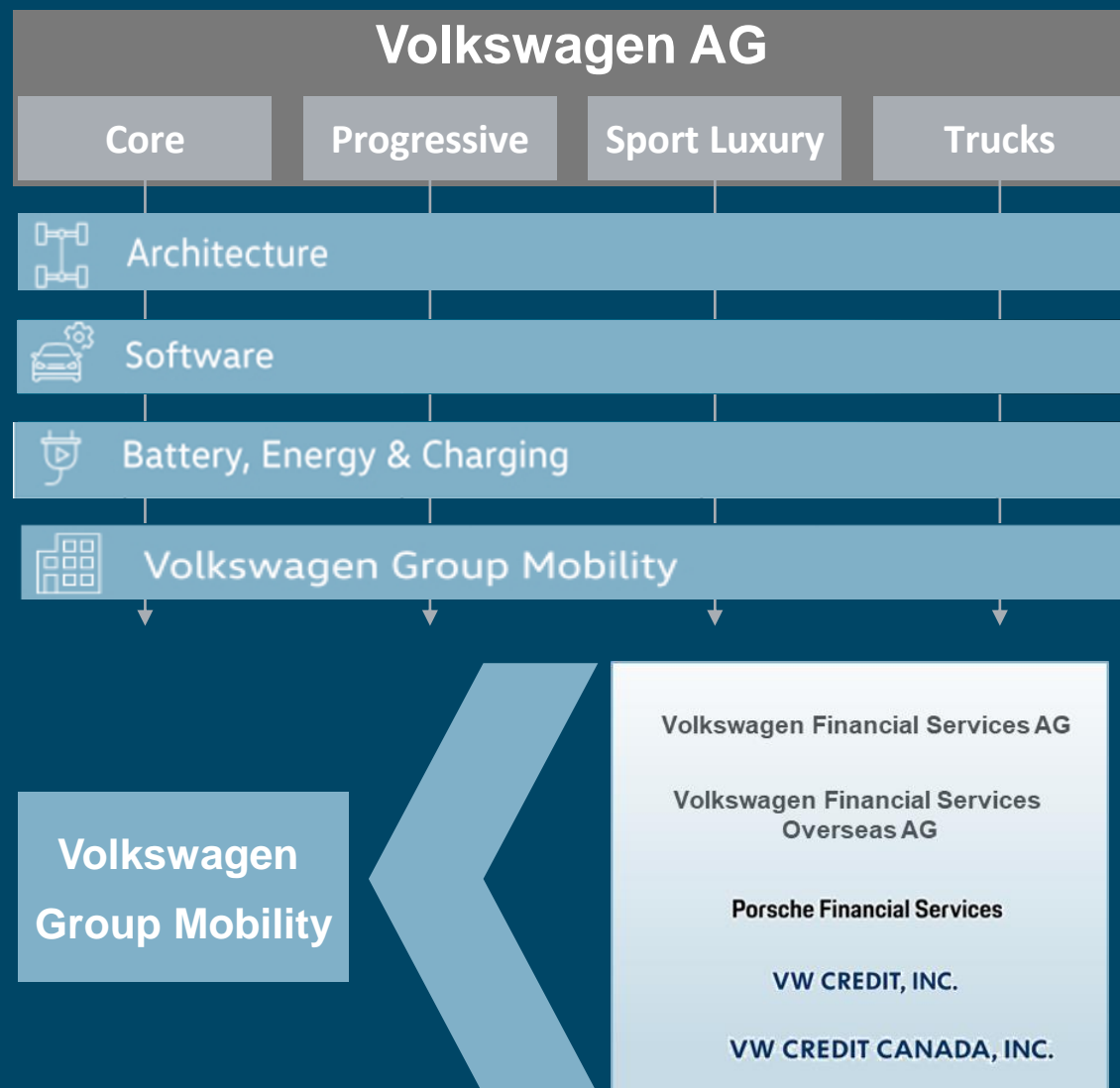
4

Reorganization

5

Funding

Volkswagen Group Mobility at a glance (06/30/2024)



Key figures

Total assets	€ 285.3 bn
Equity	€ 40.7 bn
Customer deposits	€ 53.2 bn
Operating profit	€1.37 bn
Employees	14.568
Contracts (units)	25.9 mn

Leasing
€ 120,1 bn
57,0%



Dealer
Financing
€ 21,3 bn
10,1%

* Receivables + leased assets

Volkswagen Group Mobility offers four key benefits for the Group

Sales Support & Customer Loyalty



Risk Management



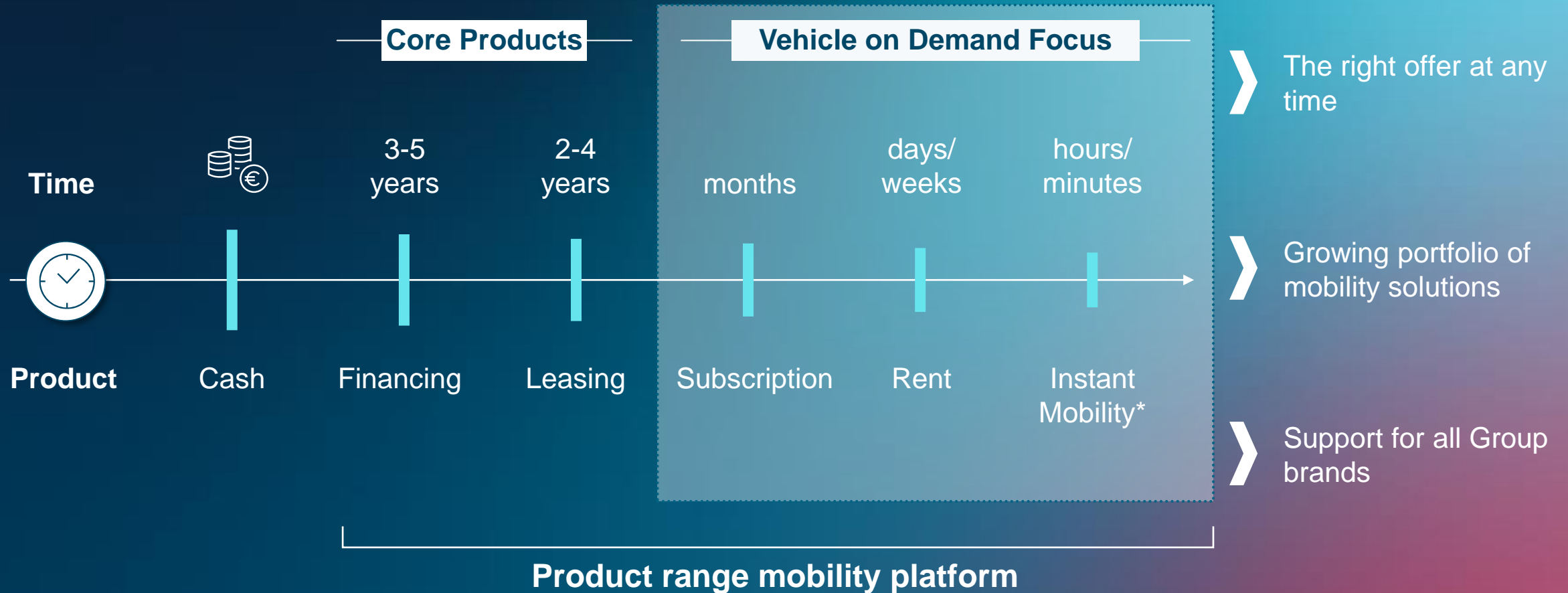
Liquidity



Return on Equity



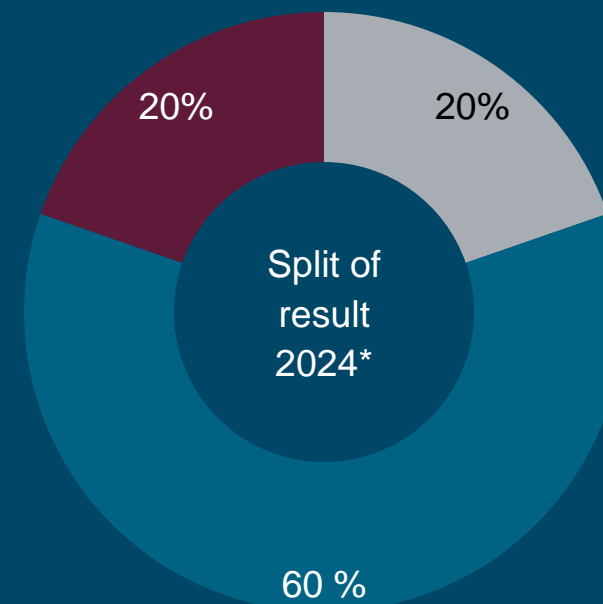
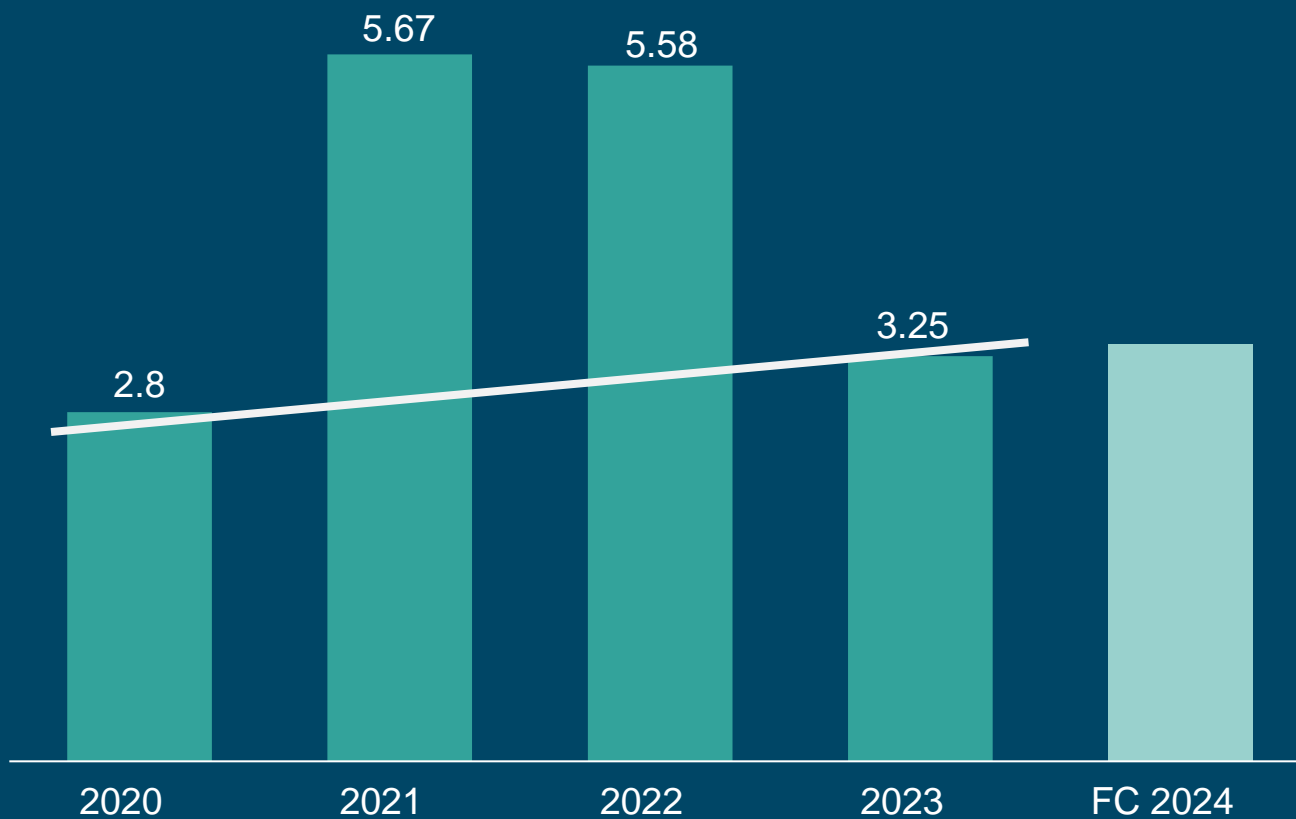
Volkswagen Group Mobility will in future be placing an additional focus on the Vehicle on Demand business



* Instant Mobility (mainly from third-party providers): sharing (eScooter, bicycle, car), hailing (incl. taxi), pooling, public transport

Operating Result Volkswagen Group Mobility

in € bn

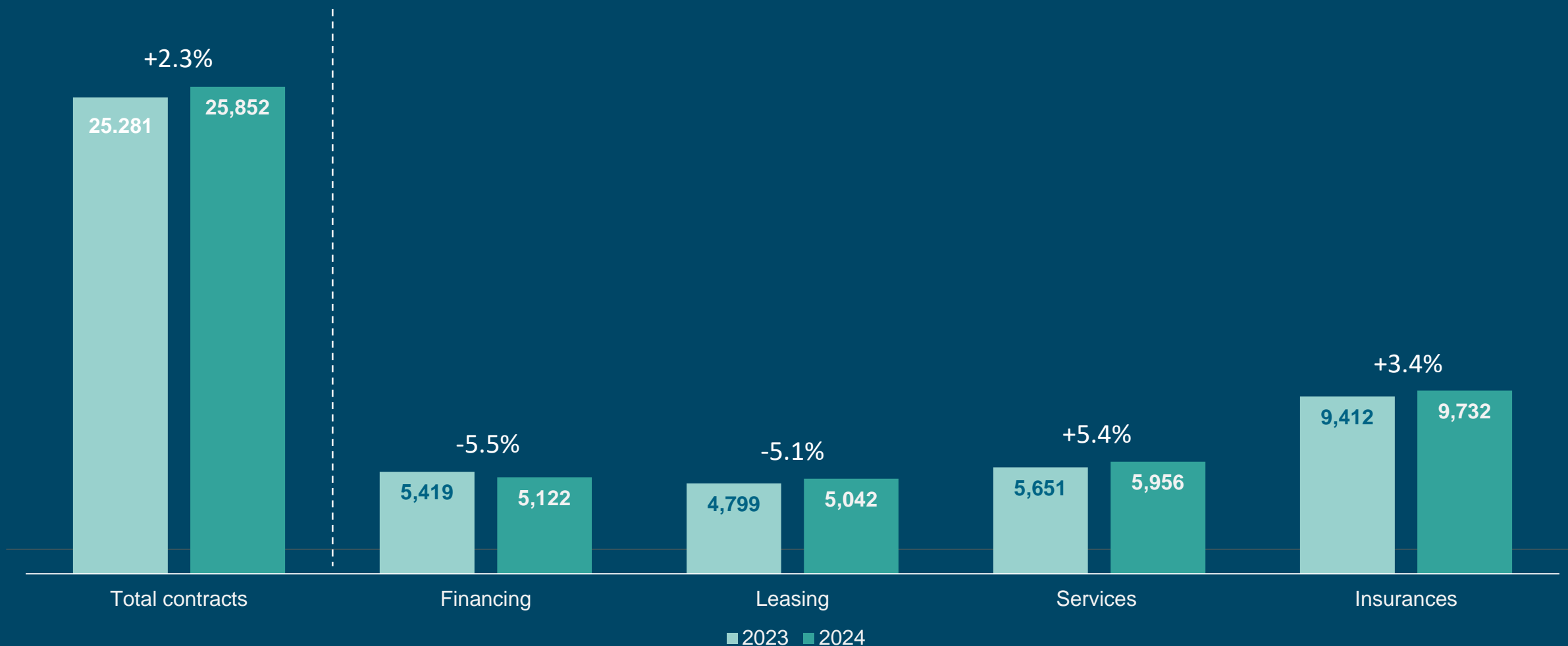


Overseas Europe AG Rest of World

* simplified on basis year end result without timely classification to different scopes of consolidation

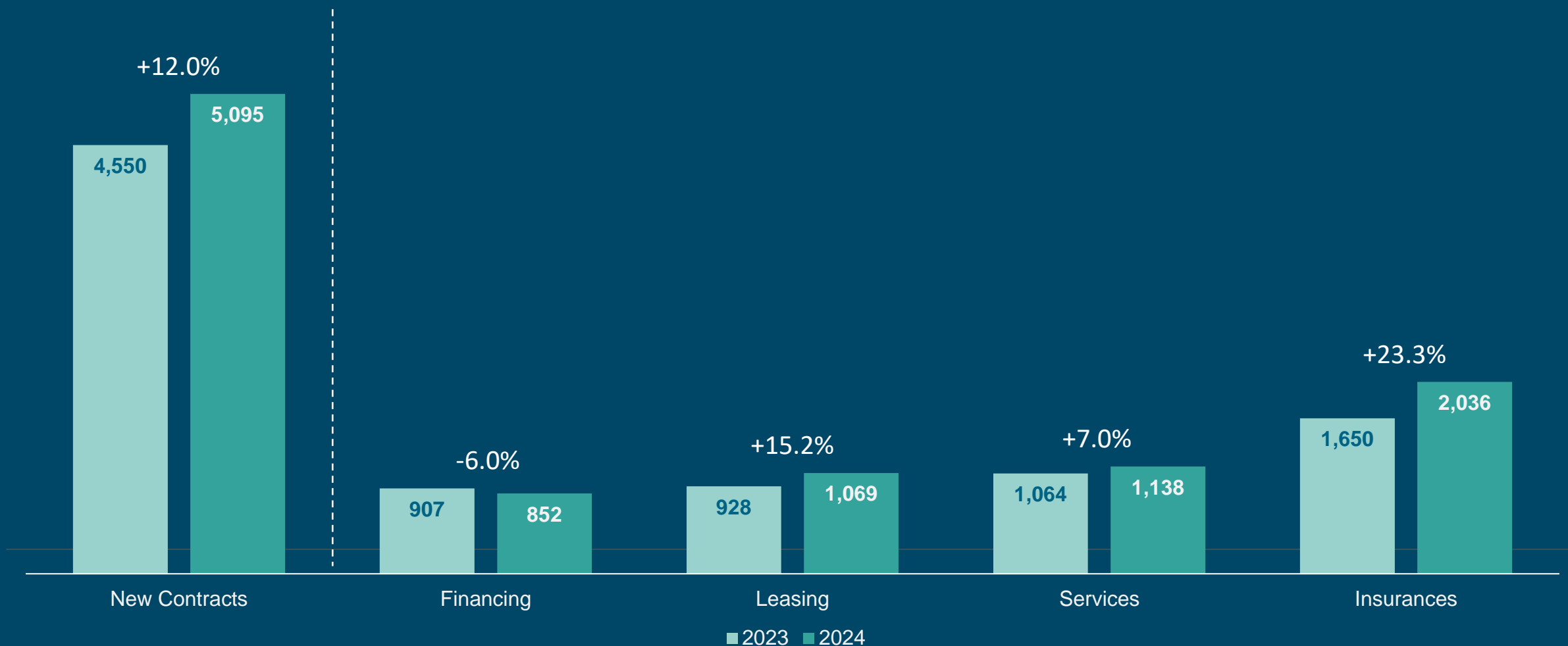
Development of contracts Volkswagen Group Mobility

By 30 June 2023 vs. 30 June 2024 in thd.



Development of new contracts Volkswagen Group Mobility

By 30 June 2023 vs. 30 June 2024 in thd.



Agenda

1

Key Facts and Overview

2

Strategy MOBILITY 2030

3

Risk Management

4

Reorganization

5

Funding

The background of the slide is a composite image. The lower half shows the Earth's horizon from space, with the dark blue of the atmosphere and the bright orange and yellow lights of cities at night. The upper half shows a deep blue space filled with a glowing nebula or aurora in shades of teal and blue, with numerous small white stars scattered throughout.

VISION

We are the Key to Mobility.

MISSION

We offer sustainable mobility solutions to match our customer's mobility needs along all vehicle cycles.

Volkswagen Group Mobility provides the mobility platform for the Volkswagen Group

Mobility platform offering...

Brand customers in brand design

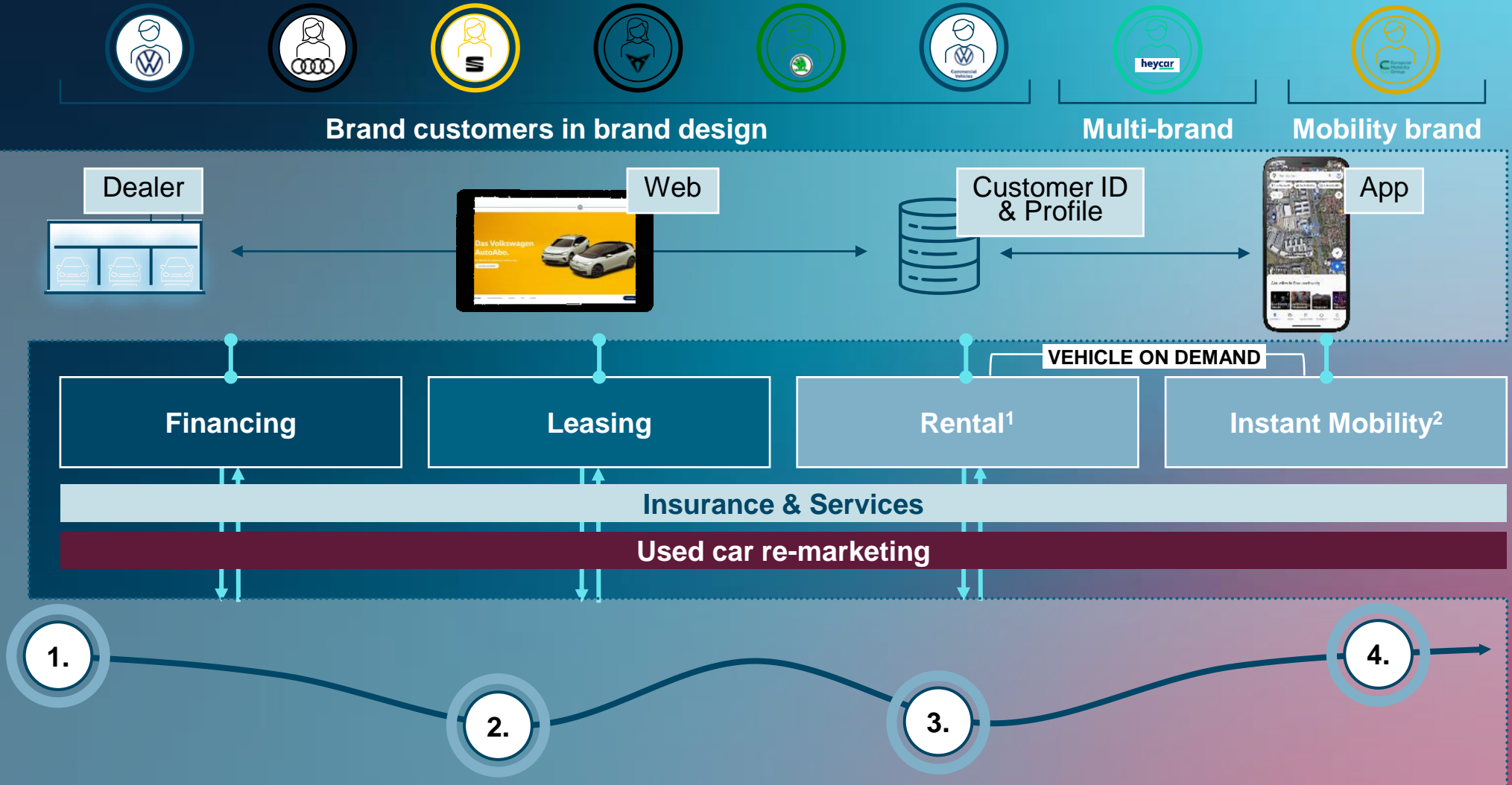
Multi-brand

Mobility brand

... user interface
(incl. brand
integration),
CRM & pricing

... our core
products...

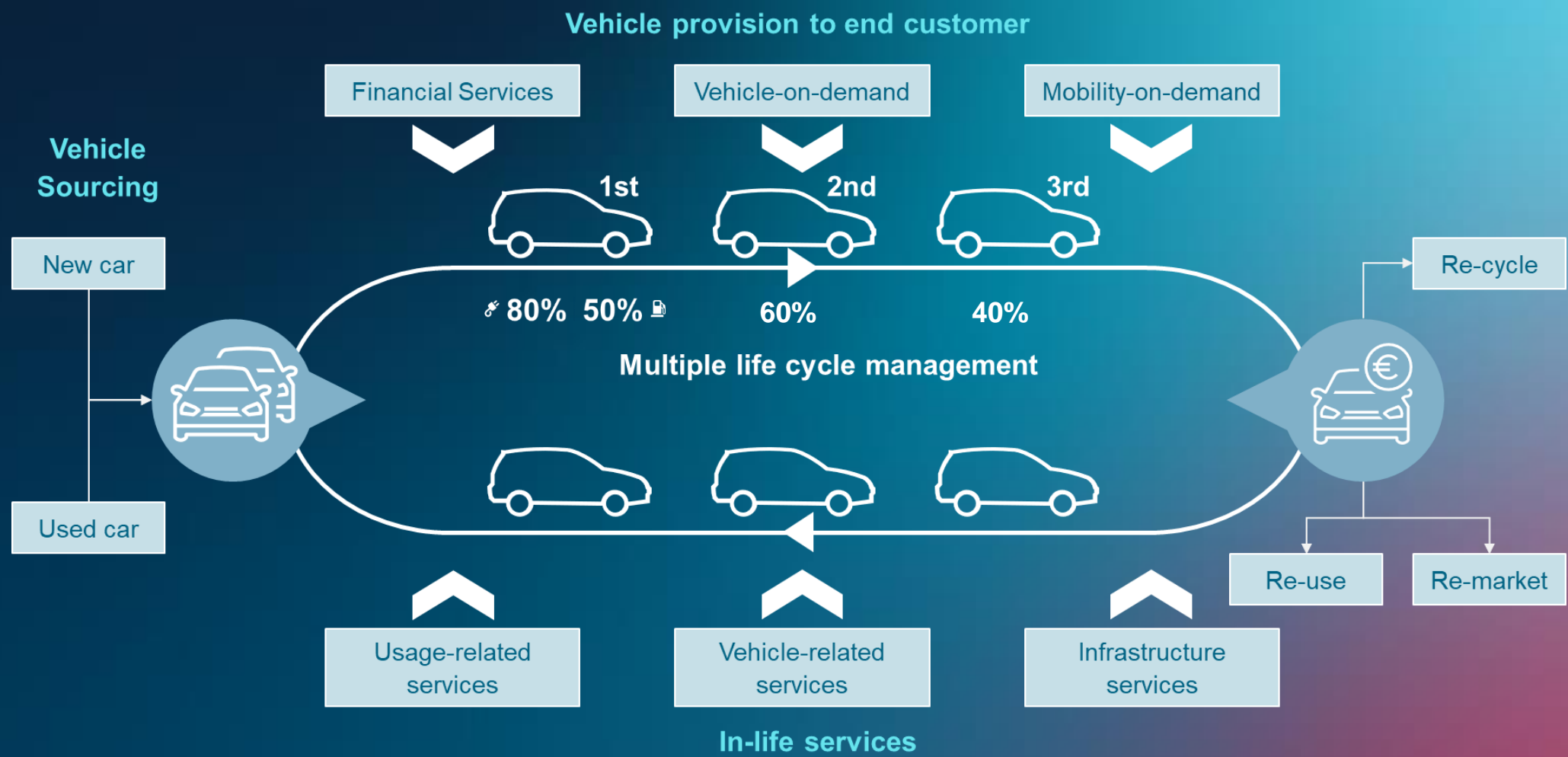
... and vehicle
lifetime
management



¹ Long/short-term rental, subscription, extended rental

² Instant Mobility (mainly from third-party providers): sharing (eScooter, bicycle, car), hailing (incl. taxi), pooling, public transport

Vehicle Lifetime Management: A mobility provider needs to handle multiple life cycles to generate future profit pools



Implementation of mobility platform well underway



Customer Front-End / Mobility App

- ✓ **First version of mobility app available in Europcar branding in the app stores and will exchange Europcar app in first quarter 2025.**
-

Vehicle Lifetime Management

- ✓ **Pilot projects on second lifecycle started in France and Germany.**

Car data analysis

- ✓ **Asset Cloud is with currently 8 mn vehicles in Europe live and will be further developed.**

Used car marketing

- ✓ **Increase of sales volume from 142,000 to 462,000 (2020 vs. projection 2024).**

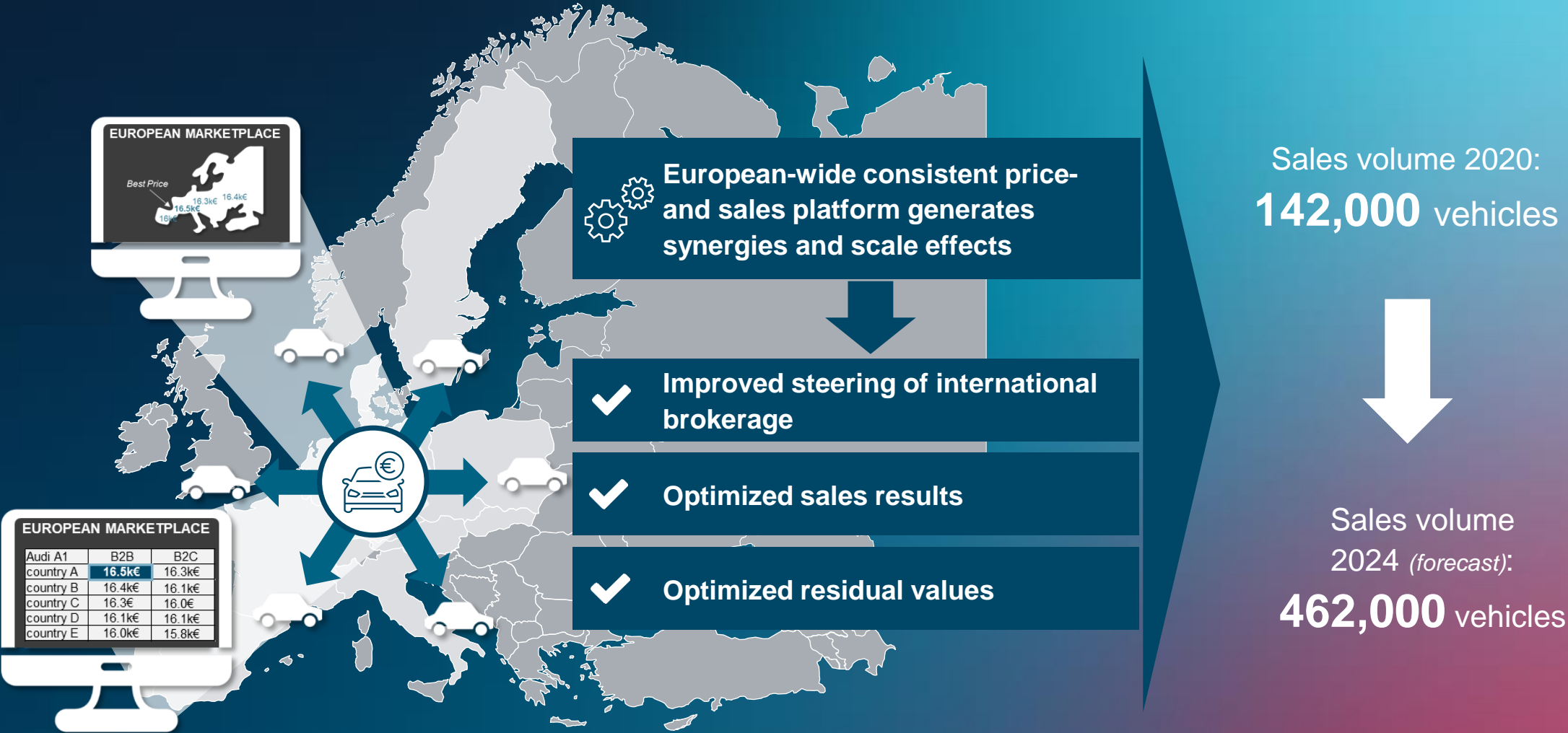
Refinancing

- ✓ **Reorganisation of VW FS AG and of VW Bank for further growth completed.**

Fleet management

- ✓ **Bundling of VoD-offerings (e.g. Subscription, short term rental) implemented at Europcar.**

Used Car brokerage: efficient and international sale of used cars is prerequisite for a successful mobility platform



MOBILITY
2030



STRATEGIC
DIMENSIONS

CUSTOMER LOYALTY



MOBILITY 2030



CUSTOMER LOYALTY



OBJECTIVE: We maximize customer loyalty to the Volkswagen Group Brands

Loyal customers ...

... are cheaper to retain



... spend more



... are better multipliers



... are happy customers



... keep coming back



... stay in our ecosystem



CUSTOMER LOYALTY



MOBILITY 2030



VEHICLE



OBJECTIVE: We own Volkswagen Group's car parc.
We unlock business potential throughout the vehicle's lifecycle together with the Group Brands

A holistic approach of the Vehicle Lifetime Concept means ...

... long-term customer loyalty



... further source of income



... increase in volume



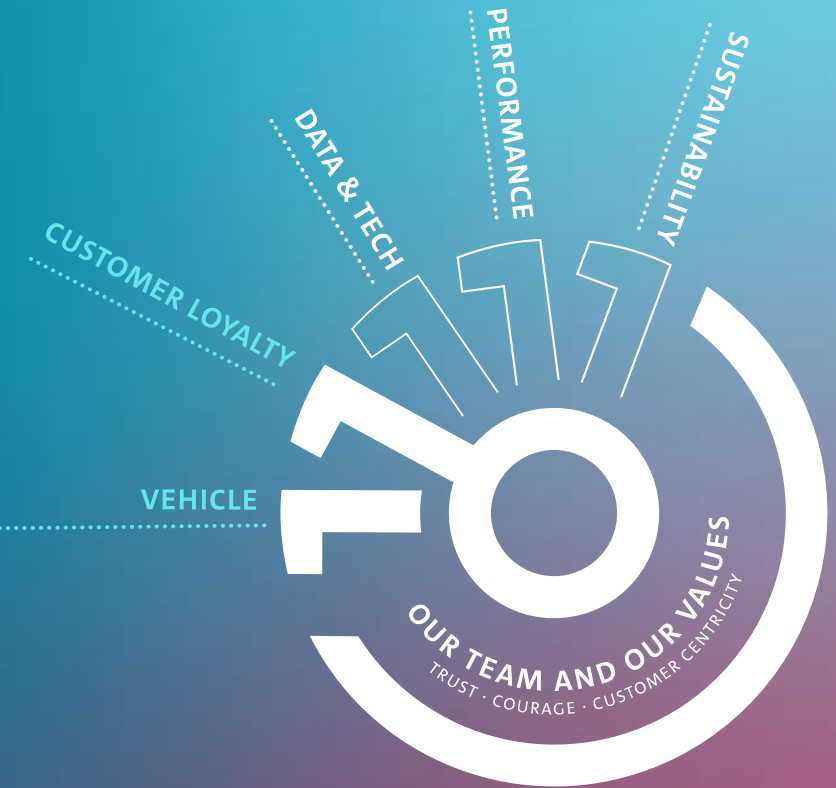
... stabilization of RV



... maximize used car potential



... access to raw material



MOBILITY 2030



DATA & TECH



OBJECTIVE: We leverage data and technology as core enablers of our success

We need to match customers with the right vehicle ...



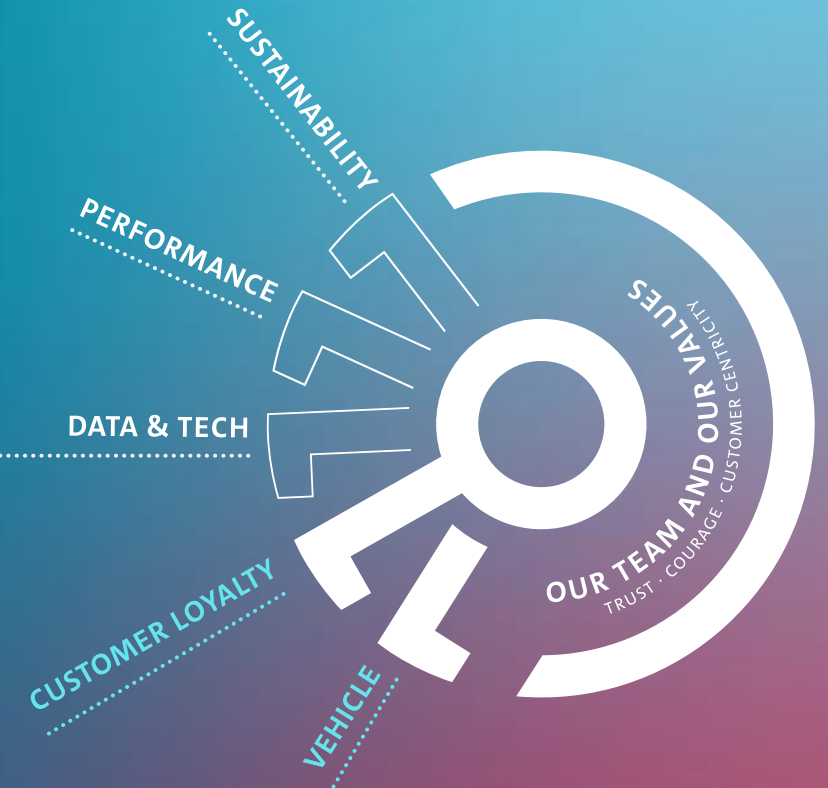
But...



Customers don't **tell** us what they **want**, so we use our **DATA**



Customers don't **wait** for us to **act**, so we build **MODERN SYSTEMS**



MOBILITY 2030



PERFORMANCE

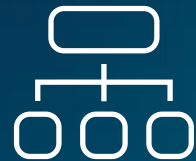


OBJECTIVE: We act as entrepreneurs and strive for the greatest possible success



Profitability

- Return on Equity
- Operating Income
- CIR



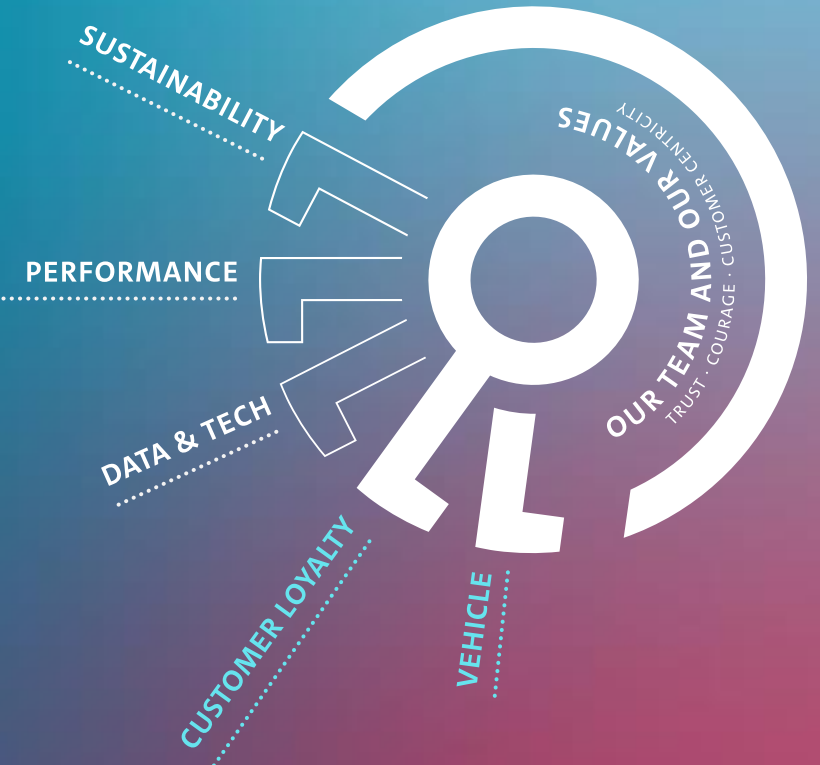
Systems & Processes

- Sourcing
- Operational Excellence
- Transparency



People

- Employees
- Leaders
- Collaboration



MOBILITY 2030



SUSTAINABILITY



OBJECTIVE: We drive the transition to net zero mobility along the Volkswagen Group's ESG principles

We focus on the **environmental aspect of sustainability**

Green Operations



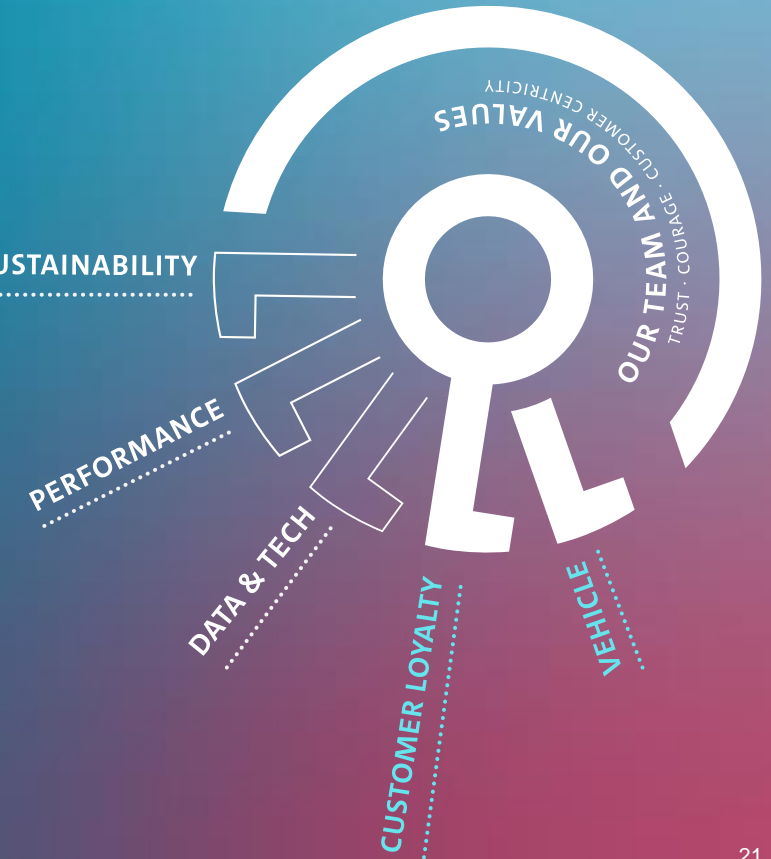
Green IT



Green Products



SUSTAINABILITY



Agenda

1

Key Facts and Overview

2

Strategy MOBILITY 2030

3

Risk Management

4

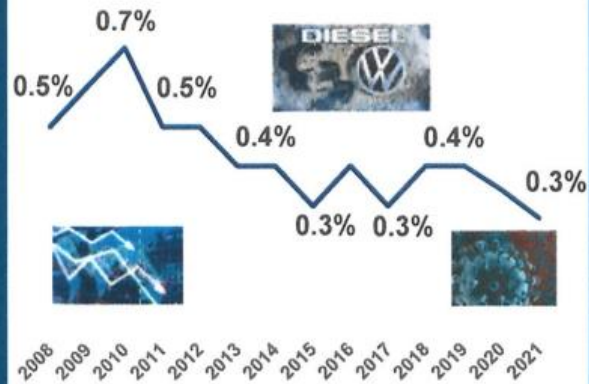
Reorganization

5

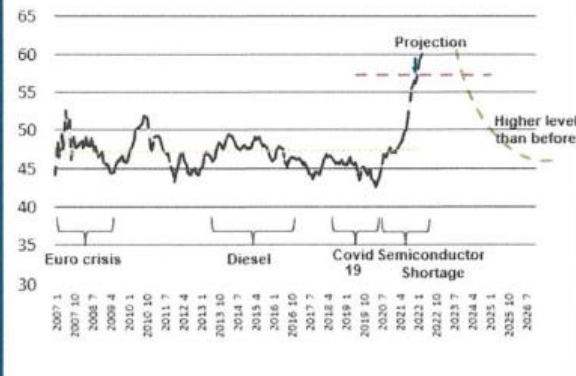
Funding

To ensure the success of providing mobility solutions, the risks have to be managed reasonably

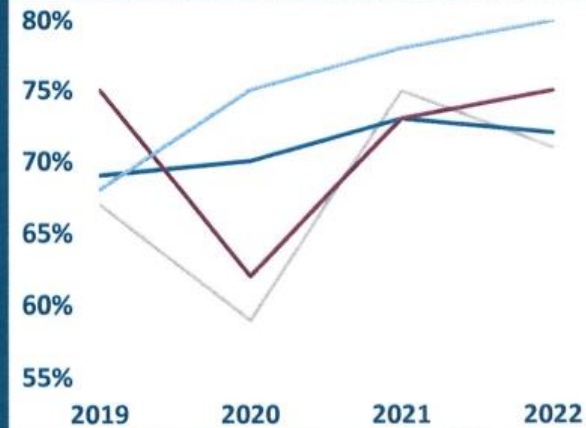
Credit Risks



Residual Value Risks



Utilization Risks



Liquidity Risks & Interest rate Risks

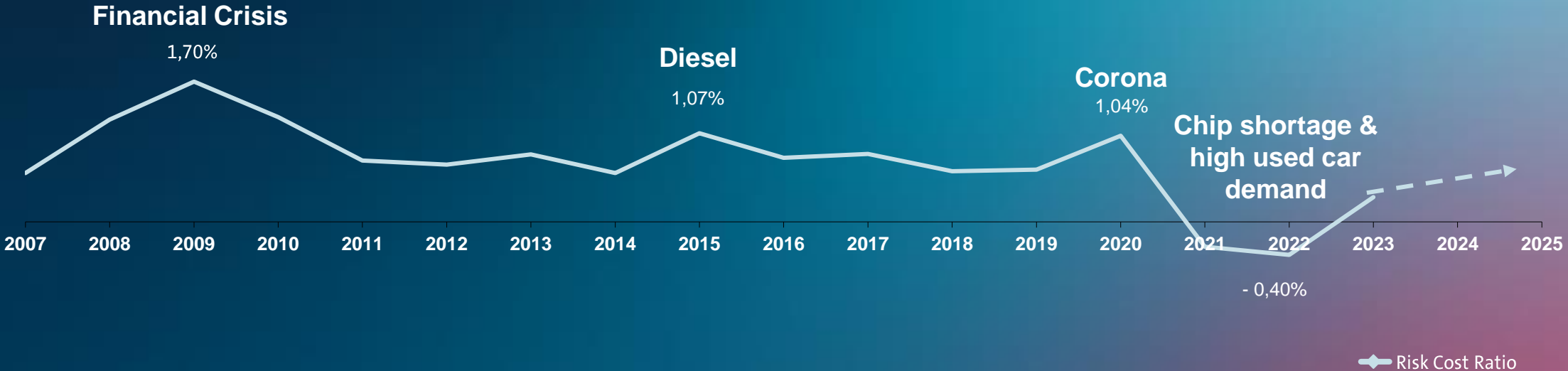
Corporate Funder in
€ Market 2014-2023:



For our mobility solutions we need to consider a trade-off between risks and returns



Historic development of risk cost ratio

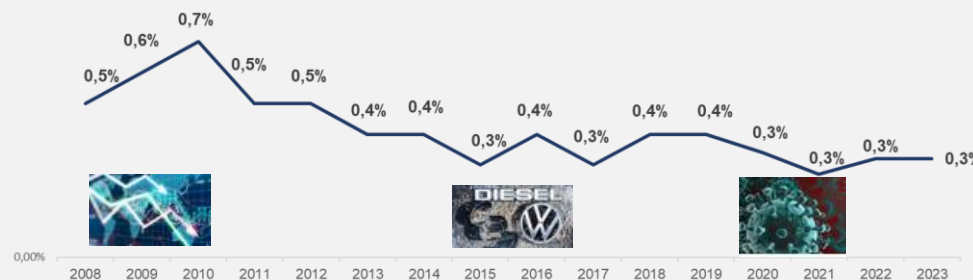


Volkswagen's resilient management of assets and related risks serving as anchor of stability

Proven crisis resilience:

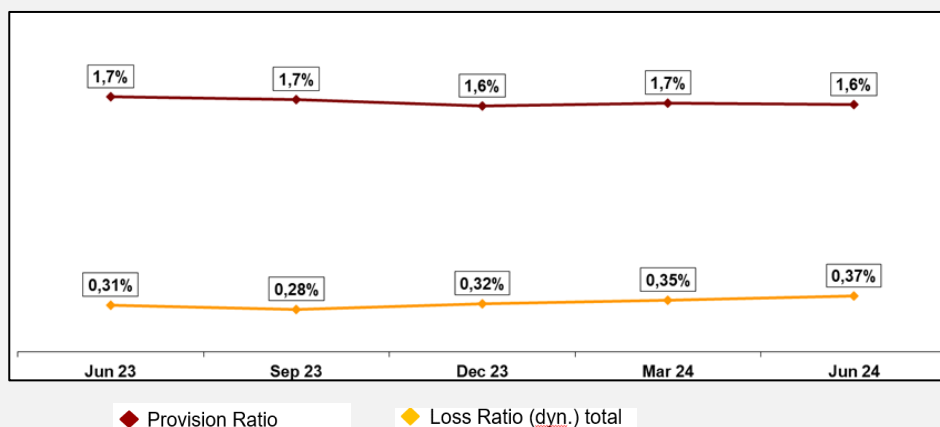
- No significant influence of past crises on credit risk until now.
- Credit losses currently and historically on a very low level (**0.37% as of 30 June 2024**).
- Credit risks appropriately covered by provisions.

Credit loss ratio historically on a very low level



Credit risk situation monitored closely due to the current macroeconomic challenges.

Provision- vs. Loss Ratio



Volkswagen's resilient manager of related risks serving as anchor of stability

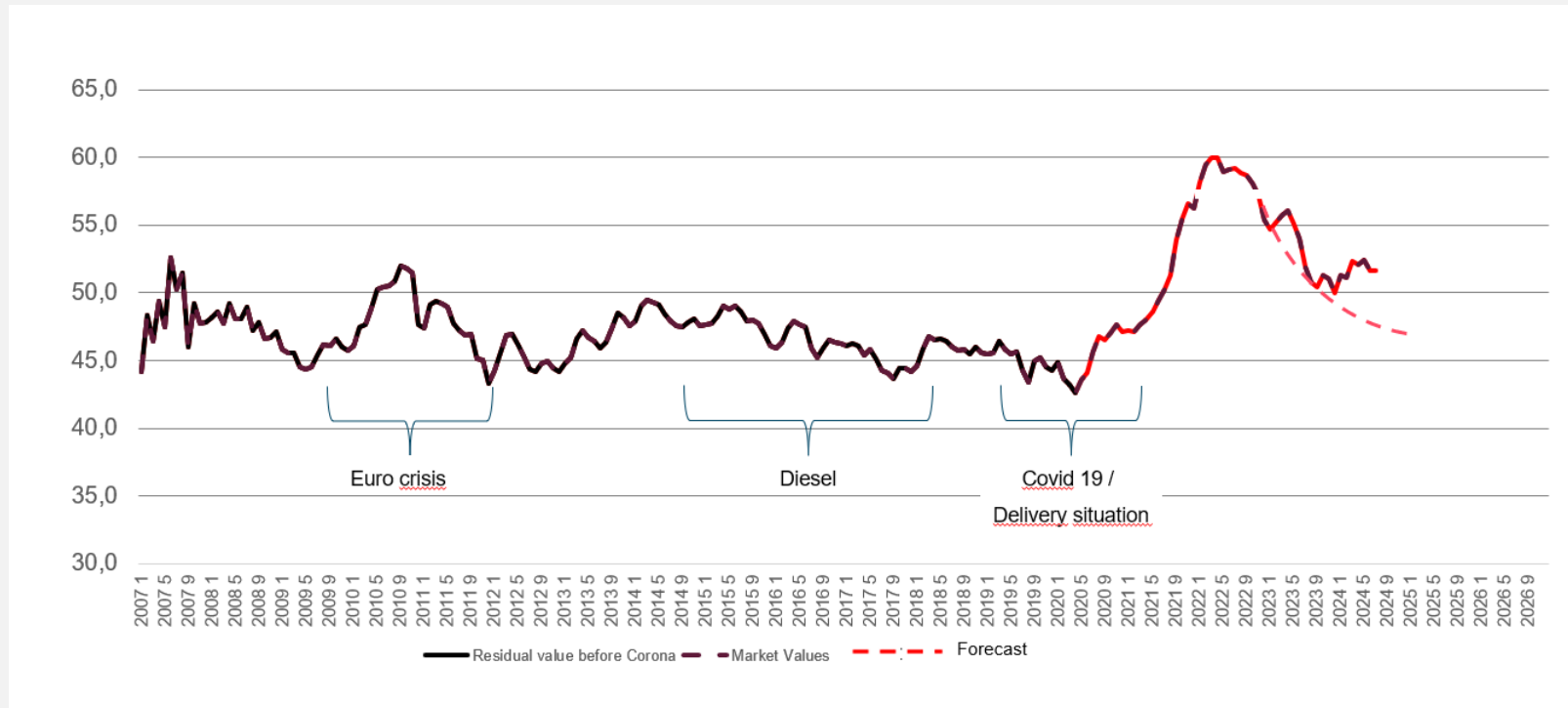
- The used car market price level is still high, but the first normalization can be seen on model level.
- The current sales prices of BEVs are under pressure but still on a solid level.
- Especially in the German market slight increase of residual value risk.
- The risk situation is monitored closely.

Forecast:

- After different adjustments in the last months due to the economic situation (increasing interest rates, inflation) and the normalization of the production capacities, a stable residual value risk situation is expected for the year 2024.

Re-marketing situation used cars

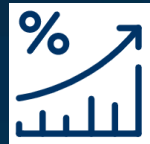
Residual Value



Interest rate risk management at Volkswagen Group Mobilty



Min. 80% matched funding.



No currency risk:

- In principle refinancing is carried out in local currency.
- If not in local currency, the currency risk is fully hedged.

Extraordinary interest rate risk in 2022 and 2023 due to rising interest rates between conclusion of contract and delayed delivery.

Agenda

1

Key Facts and Overview

2

Strategy MOBILITY 2030

3

Risk Management

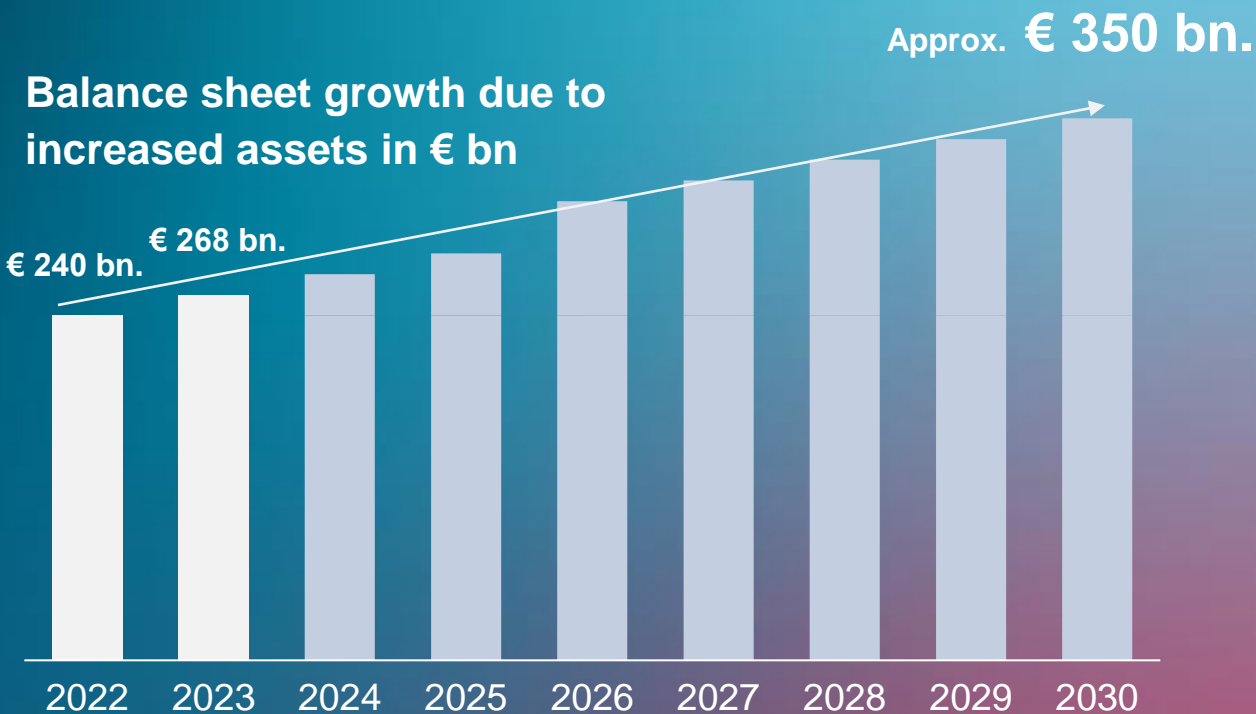
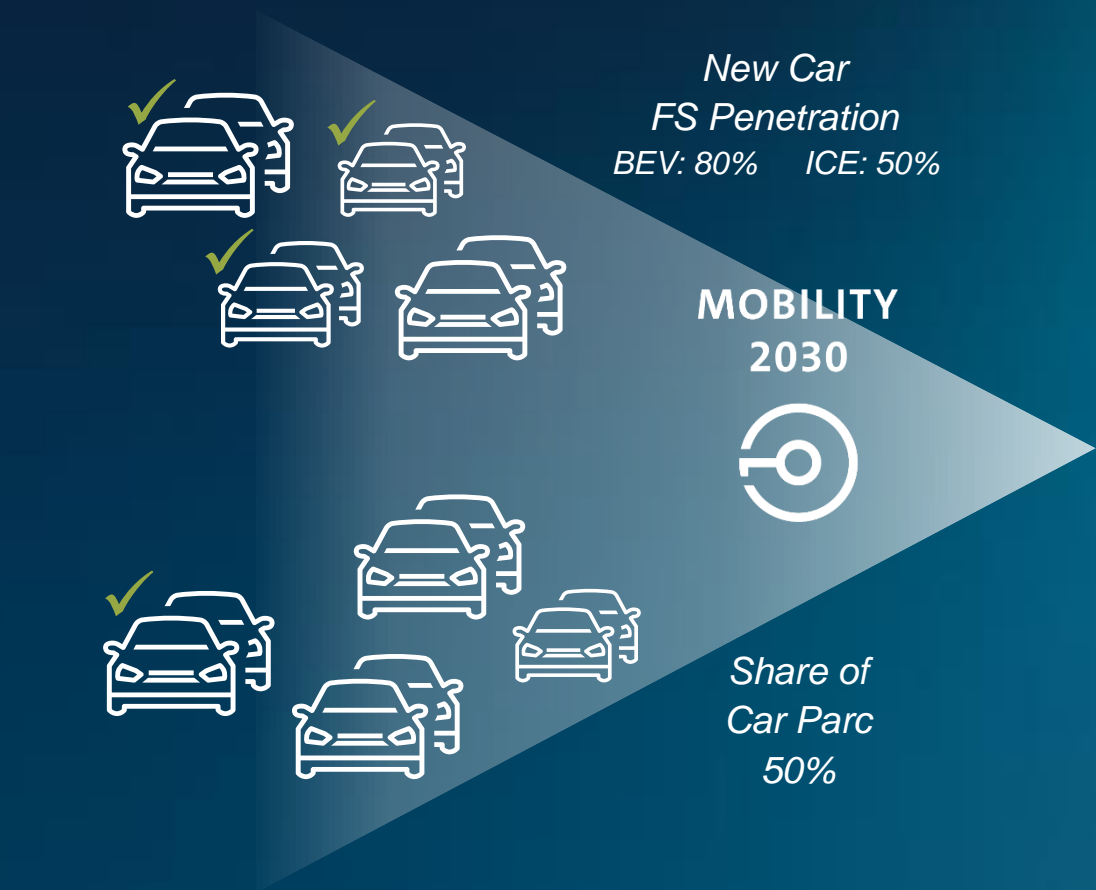
4

Reorganization

5

Funding

Annual new car sales and an increasing Volkswagen Group Mobility share of Volkswagen's car parc will increase VW Group Mobility's refinancing demand



✓ Green in the sense of CO2-neutral use of the car, e.g. BEV

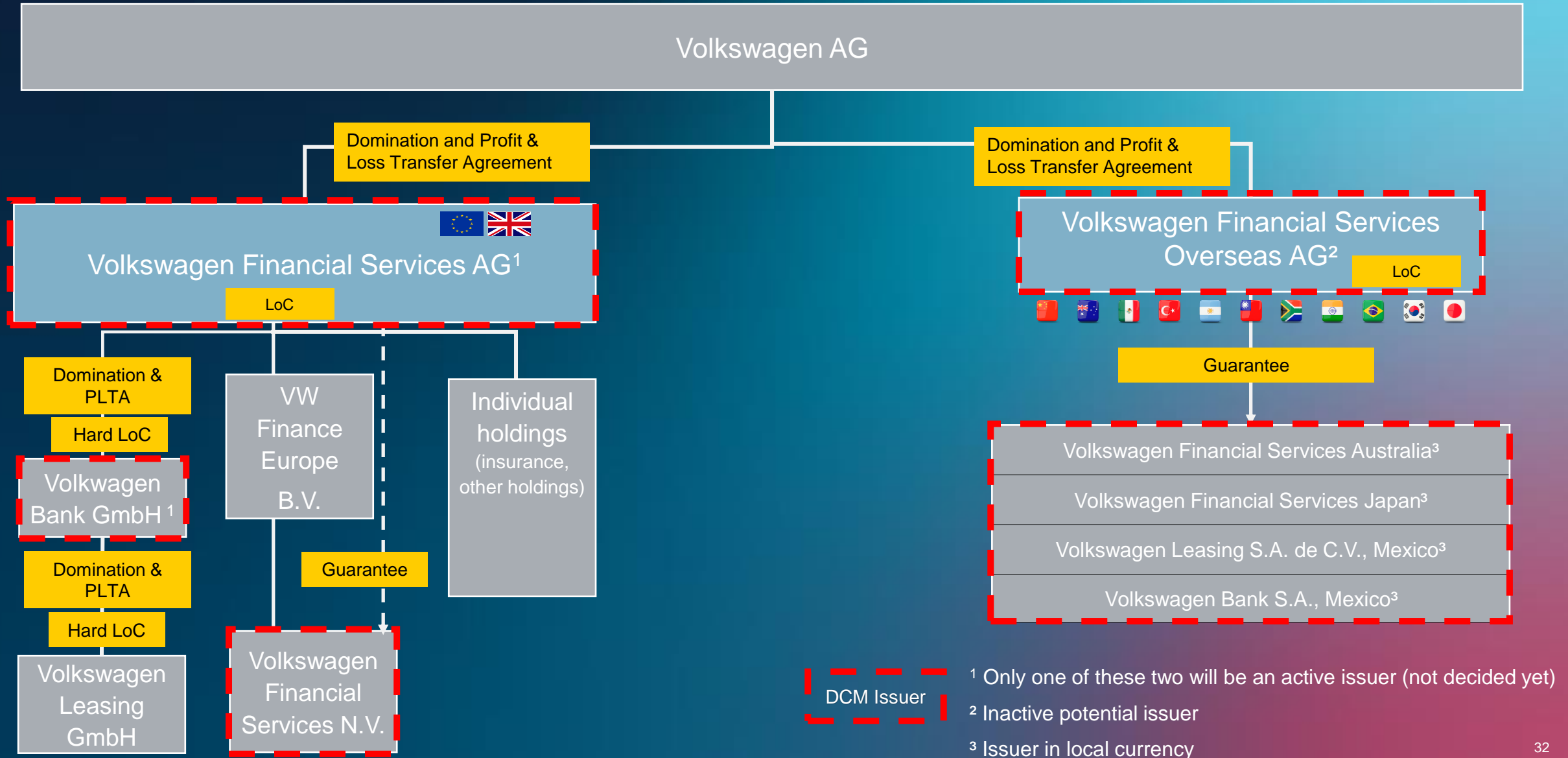
Geographic Scope, per 1 July 2024



- Germany
- Italy
- Spain
- France
- Netherlands
- Portugal
- UK
- Poland
- Greece
- Norway
- Sweden
- Denmark
- Belgium
- Czech Republic
- Slovakia
- Ireland
- Luxemburg
- Switzerland

- Argentina
- Australia
- Chile
- China
- Korea
- Mexiko
- South Africa
- Turkey
- Brazil
- Japan
- India

Volkswagen Group Mobility organisational structure and guarantee scheme



Volkswagen Group Mobility Ratings

Stable Corporate Credit Ratings in the investment grade from S&P, Moody's and Fitch:

Volkswagen Financial Services AG

Credit Rating*	S&P	Moody's	Fitch
VW FS AG	BBB+	A3	A-
VW Bank	BBB+	A1	A

* Senior Unsecured Rating

Volkswagen Financial Services Overseas AG

Credit Rating*	S&P	Moody's	Fitch
VW FS O AG	BBB+	A3	A-

* Senior Unsecured Rating

ESG Rating



- First external ESG audit with an extraordinary result of **12.3 for VWFSAG**.
- Analysis of 5 aspects: Product Governance, Corporate Governance, Data Privacy and Security, Business Ethics and Human Capital.
- Ranked within the best 3 % of peer group in sector Consumer Finance.

Agenda

1

Key Facts and Overview

2

Strategy MOBILITY 2030

3

Risk Management

4

Reorganization

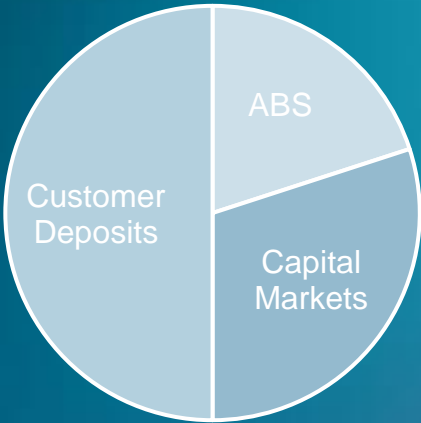
5

Funding

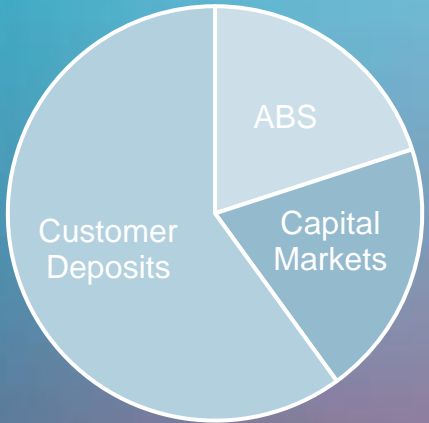
Strong business growth needs a strong refinancing strategy -
Core element is the increase of customer deposits in Europe

Strategic Funding Mix:

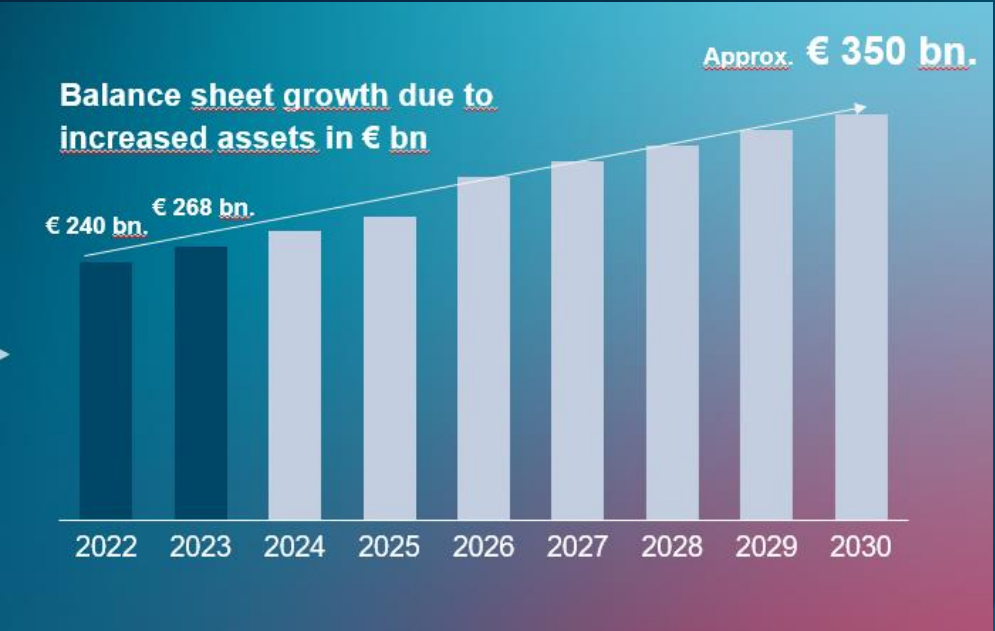
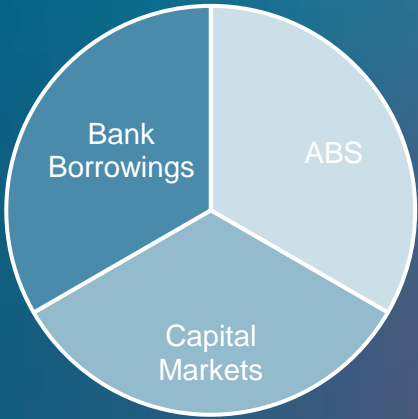
Volkswagen Financial Services AG



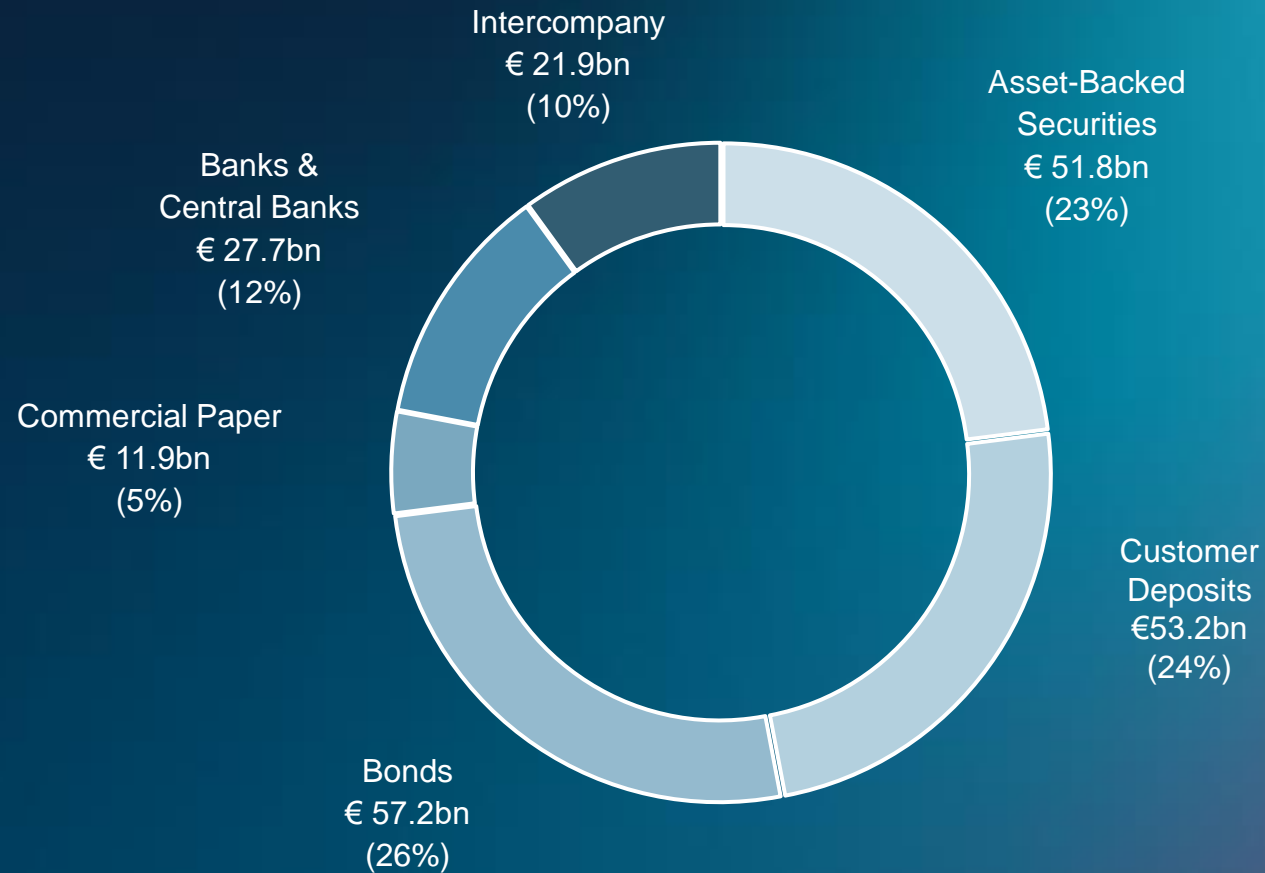
Volkswagen Bank GmbH



Volkswagen Financial Services Overseas AG

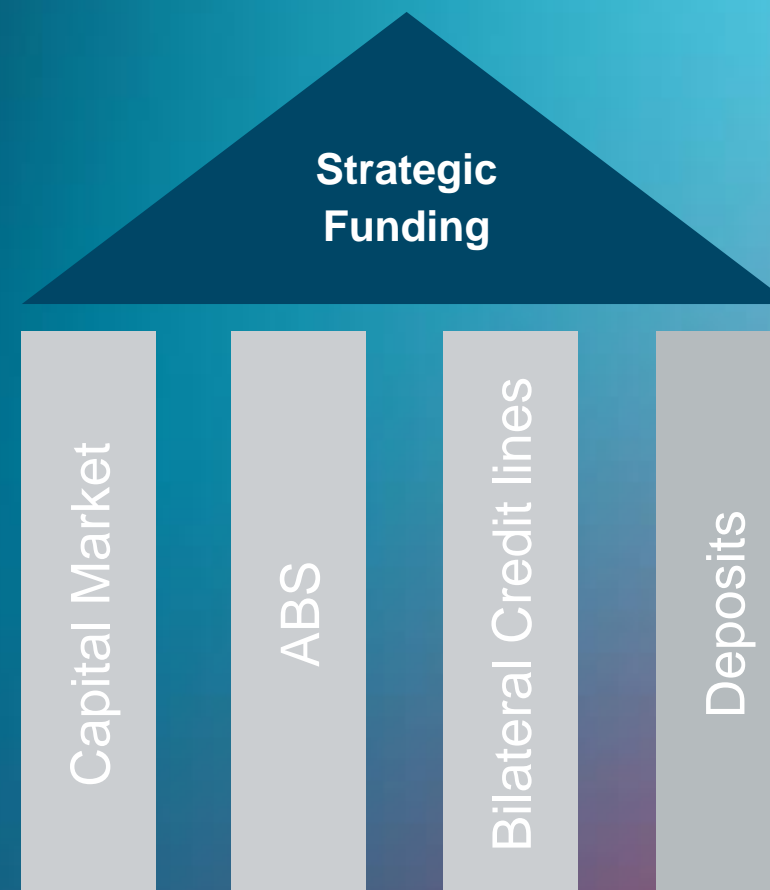


Funding allocation of segment Volkswagen Group Mobility as of 30.06.2024

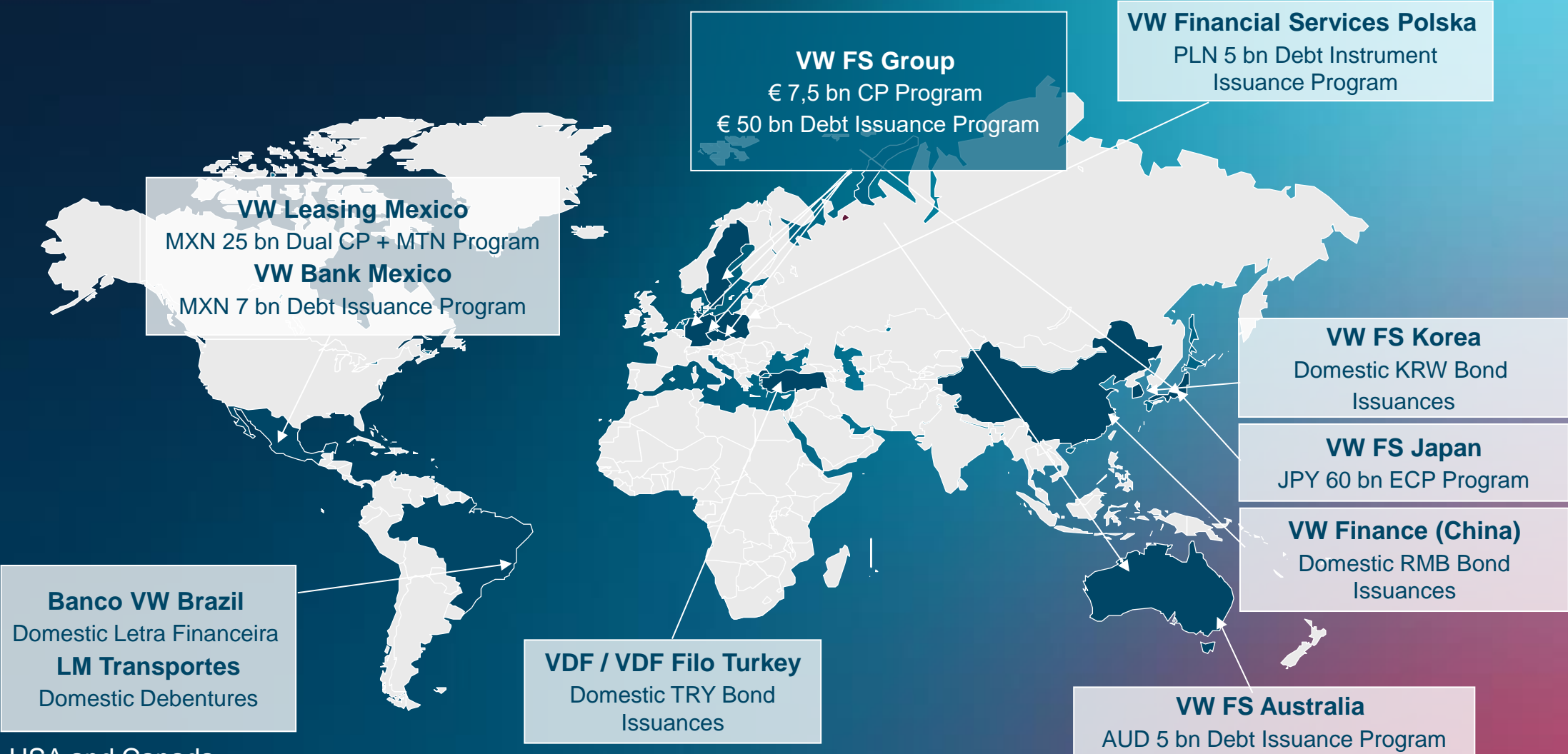


Funding Mix based on regional circumstances

- Each entity of the VW Financial Services Overseas Group uses the local market for their refinancing
- In principle refinancing is carried out in local currency
- Each entity creates its own funding mix due to different market sizes and common products
- The local treasuries will be strategically supported by the head office
- Min. 75% matched funding in regard to interest rate risk
- Currency risk is fully hedged

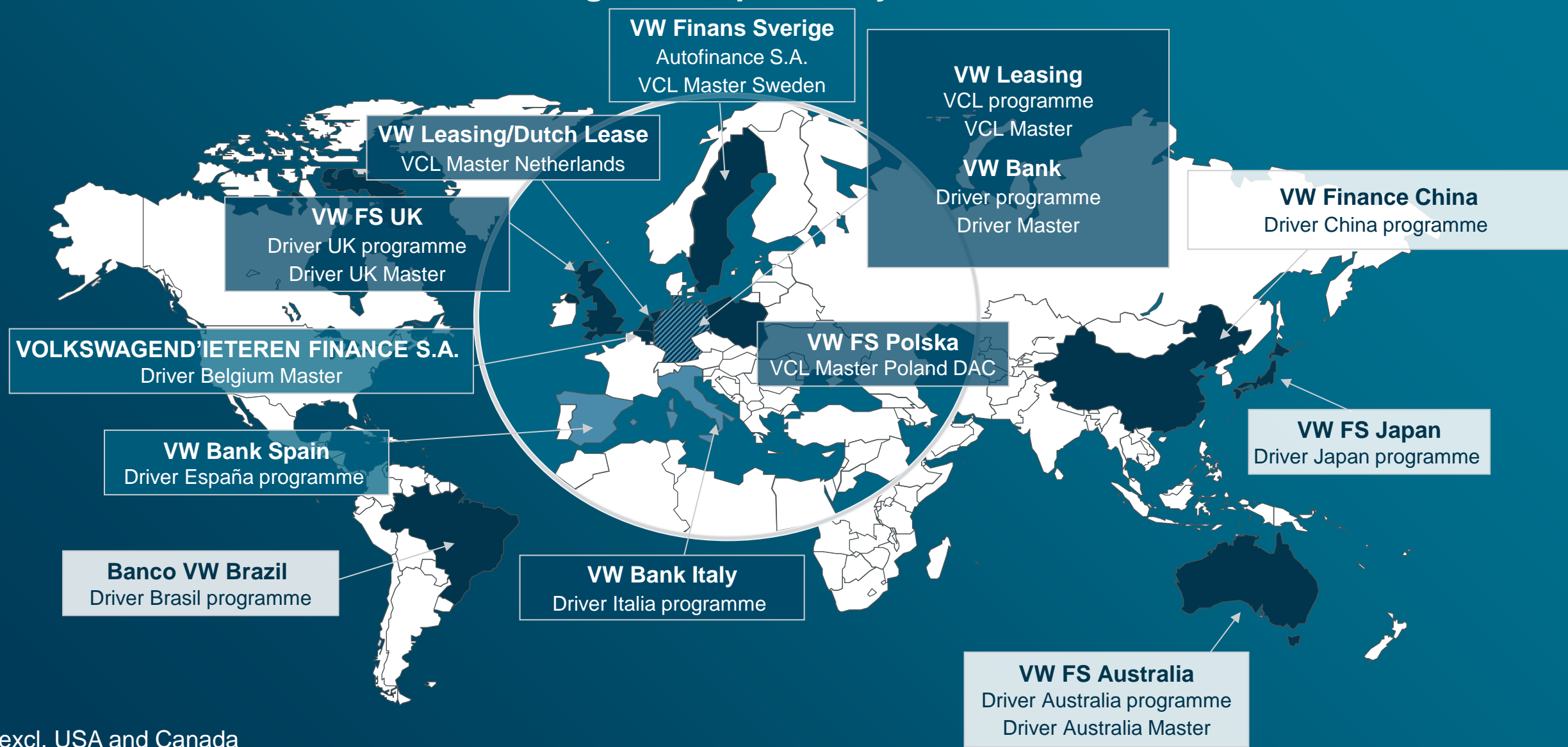


Worldwide DCM activities of Volkswagen Group Mobility*



*excl. USA and Canada

Worldwide ABS activities of Volkswagen Group Mobility*



*excl. USA and Canada



ABS activities of Volkswagen Financial Services Overseas AG



ABS activities of Volkswagen Financial Services AG

**VOLKSWAGEN
FINANCIAL SERVICES**

THE KEY TO MOBILITY

Thank You!

Volkswagen Group Mobility *
Investor Relations
Gifhorner Str. 57
38112 Braunschweig
ir@vwfs.com

* The Board of Management of Volkswagen Financial Services AG reports on the Volkswagen Group Mobility business segment for Volkswagen AG as part of the financial reporting.

