Leading the Transformation.

Volkswagen AG / Volkswagen Financial Services

Investor Roadshow Asia, 26-27 August 2020
The following presentations contain forward-looking statements and information on the business development of the Volkswagen Group. These statements may be spoken or written and can be recognized by terms such as “expects”, “anticipates”, “intends”, “plans”, “believes”, “seeks”, “estimates”, “will” or words with similar meaning. These statements are based on assumptions, 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. These assumptions relate in particular to the development of the economies of individual countries and markets, the regulatory framework and the development of the automotive industry. Therefore the estimates given involve a degree of risk, and the actual developments may differ from those forecast. The Volkswagen Group currently faces additional risks and uncertainty related to pending claims and investigations in a number of jurisdictions in connection with findings of irregularities relating to exhaust emissions from diesel engines in certain Volkswagen Group vehicles. The degree to which the Volkswagen Group may be negatively affected by these ongoing claims and investigations remains uncertain.

The recent outbreak of COVID-19 (commonly referred to as coronavirus) has negatively impacted and may continue to impact economic and social conditions in some of Volkswagen's primary markets, including China and Europe, as public, private, and government entities implement containment and quarantine measures. The continued spread of COVID-19 may cause shortages of necessary materials and parts from suppliers directly or indirectly affected by the outbreak and may cause operational disruptions and interruptions at Volkswagen's production facilities, leading to significant production downtimes. A negative development relating to ongoing claims or investigations, the continuation of COVID-19, an unexpected fall in demand or economic stagnation in our key sales markets, such as in Western Europe (and especially Germany) or in the USA, Brazil or China, and trade disputes among major trading partners will have a corresponding impact on the development of our business. The same applies in the event of a significant shift in current exchange rates in particular relative to the US dollar, sterling, yen, Brazilian real, Chinese renminbi and Czech koruna.

If any of these or other risks occur, or if the assumptions underlying any of these statements prove incorrect, the actual results may significantly differ from those expressed or implied by such statements.

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 AG: Financial Highlights January – June 2020

- Volkswagen Group’s business strongly impacted by Covid-19 pandemic in first half of 2020; countermeasures implemented worldwide

- Deliveries to Volkswagen Group customers down 27.4% at 3.9 (5.4) million vehicles; declines in all regions, passenger car market share increased

- Group sales revenue decreases by 23.2% to €96.1 billion

- Operating result before special items falls to EUR –0.8 (10.0) billion; demand-related fall in volumes; Fair value valuations on derivatives outside Hedge accounting and currency effects have a negative impact of € 0.9 billion, the contribution of AID into the autonomous driving joint venture with Ford leads to a non-cash gain of EUR 0.8 billion

- Operating result of €–1.5 billion down €10.5 billion on prior-year figure; negative special items of €–0.7 (–1.0) billion relating to diesel issue

- Earnings before tax decrease to €–1.4 (9.6) billion

- Automotive Division’s net cash flow at €–4.8 (5.6) billion; capex ratio is 5.4 (4.9)% only due to falling revenues

- Net liquidity in the Automotive Division at €18.7 billion; successful placement of hybrid notes strengthens capital base

- Annual General Meeting will take place on September 30, 2020; dividend proposal amended, remaining net retained profits will be carried forward to next year’s accounts
Leading the Transformation.

Deliveries to Customers
Volkswagen Group – Deliveries to Customers by Brands 1)
(January to June 2020 vs. 2019)

<table>
<thead>
<tr>
<th></th>
<th>January - June 2019</th>
<th>January - June 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Vehicles</td>
<td>3,893</td>
<td>2,998</td>
</tr>
<tr>
<td></td>
<td>-26.7%</td>
<td>-22.0%</td>
</tr>
<tr>
<td>1/2</td>
<td>2,199</td>
<td>1,537</td>
</tr>
<tr>
<td></td>
<td>-31.3%</td>
<td>-26.3%</td>
</tr>
<tr>
<td>1/2</td>
<td>621</td>
<td>427</td>
</tr>
<tr>
<td></td>
<td>-31.3%</td>
<td>-22.0%</td>
</tr>
<tr>
<td>1/2</td>
<td>427</td>
<td>314</td>
</tr>
<tr>
<td></td>
<td>-38.5%</td>
<td>-11.9%</td>
</tr>
<tr>
<td>1/2</td>
<td>193</td>
<td>164</td>
</tr>
<tr>
<td></td>
<td>-37.0%</td>
<td>-37.0%</td>
</tr>
<tr>
<td>1/2</td>
<td>260</td>
<td>193</td>
</tr>
<tr>
<td></td>
<td>-22.0%</td>
<td>-22.1%</td>
</tr>
<tr>
<td>1/2</td>
<td>707</td>
<td>507</td>
</tr>
<tr>
<td></td>
<td></td>
<td>+2.6%</td>
</tr>
<tr>
<td>1/2</td>
<td></td>
<td>133</td>
</tr>
<tr>
<td></td>
<td></td>
<td>-12.4%</td>
</tr>
<tr>
<td>1/2</td>
<td></td>
<td>117</td>
</tr>
<tr>
<td></td>
<td></td>
<td>+2.6%</td>
</tr>
<tr>
<td>1/2</td>
<td></td>
<td>72</td>
</tr>
<tr>
<td></td>
<td></td>
<td>-34.1%</td>
</tr>
<tr>
<td>1/2</td>
<td></td>
<td>47</td>
</tr>
<tr>
<td></td>
<td></td>
<td>-40.9%</td>
</tr>
<tr>
<td>1/2</td>
<td></td>
<td>52</td>
</tr>
<tr>
<td></td>
<td></td>
<td>30</td>
</tr>
</tbody>
</table>

Volume: -28.9%
Premium: -22.0%
Sport & Luxury: -11.9%
Truck & Bus: -37.0%

1) Volkswagen Group excl. Ducati
Development World Car Market vs. Volkswagen Group Car Deliveries to Customers by Regions 1)
(Growth y-o-y, January to June 2020 vs. 2019)

1) Volkswagen Group Passenger Cars excl. Volkswagen Commercial Vehicles  
2) incl. LCV in North America & South America
Development World Car Market vs. Volkswagen Group Car Deliveries to Customers ¹)
(Growth y-o-y, January to June 2020 vs. 2019)

1) Volkswagen Group Passenger Cars excl. Volkswagen Commercial Vehicles, incl. LCV in North America & South America
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Key Financials and Funding
Volkswagen Group – Analysis of Operating Profit 1)
(January to June 2020)

[€ billion]

1) All figures shown are rounded, minor discrepancies may arise from addition of these amounts. *) without FS **) including PPA
# Volkswagen Group – Analysis by Business Line 1)

(January to June 2020)

<table>
<thead>
<tr>
<th></th>
<th>Vehicle sales 2020</th>
<th>Sales revenue 2020</th>
<th>Operating profit 2020</th>
<th>Operating margin 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>thousand vehicles</td>
<td>€ million</td>
<td>€ million</td>
<td>percentage</td>
</tr>
<tr>
<td>Volkswagen Passenger Cars</td>
<td>1,134</td>
<td>1,886</td>
<td>28,580</td>
<td>44,146</td>
</tr>
<tr>
<td>Audi</td>
<td>416</td>
<td>632</td>
<td>20,476</td>
<td>28,761</td>
</tr>
<tr>
<td>ŠKODA</td>
<td>372</td>
<td>560</td>
<td>7,546</td>
<td>10,154</td>
</tr>
<tr>
<td>SEAT</td>
<td>197</td>
<td>370</td>
<td>3,749</td>
<td>6,266</td>
</tr>
<tr>
<td>Bentley</td>
<td>5</td>
<td>5</td>
<td>860</td>
<td>835</td>
</tr>
<tr>
<td>Porsche Automotive 2)</td>
<td>116</td>
<td>136</td>
<td>11,192</td>
<td>12,212</td>
</tr>
<tr>
<td>Volkswagen Commercial Vehicles</td>
<td>157</td>
<td>256</td>
<td>4,238</td>
<td>6,489</td>
</tr>
<tr>
<td>Scania 3)</td>
<td>31</td>
<td>52</td>
<td>5,269</td>
<td>7,115</td>
</tr>
<tr>
<td>MAN Commercial Vehicles</td>
<td>47</td>
<td>72</td>
<td>4,669</td>
<td>6,283</td>
</tr>
<tr>
<td>Power Engineering</td>
<td>-</td>
<td>-</td>
<td>1,850</td>
<td>1,864</td>
</tr>
<tr>
<td>VW China 4)</td>
<td>1,422</td>
<td>1,789</td>
<td>–10,361</td>
<td>–16,199</td>
</tr>
<tr>
<td>Other 5)</td>
<td>–160</td>
<td>418</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Volkswagen Financial Services</td>
<td>-</td>
<td>-</td>
<td>18,063</td>
<td>17,992</td>
</tr>
<tr>
<td>Volkswagen Group before Special Items</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Special Items</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Volkswagen Group</td>
<td>3,736</td>
<td>5,339</td>
<td>96,131</td>
<td>125,197</td>
</tr>
<tr>
<td>Automotive Division 6)</td>
<td>3,736</td>
<td>5,339</td>
<td>77,015</td>
<td>106,126</td>
</tr>
<tr>
<td>of which: Passenger Cars</td>
<td>3,658</td>
<td>5,215</td>
<td>65,312</td>
<td>90,942</td>
</tr>
<tr>
<td>of which: Commercial Vehicles</td>
<td>78</td>
<td>124</td>
<td>9,854</td>
<td>13,320</td>
</tr>
<tr>
<td>of which: Power Engineering</td>
<td>-</td>
<td>-</td>
<td>1,850</td>
<td>1,864</td>
</tr>
<tr>
<td>Financial Services Division</td>
<td>-</td>
<td>-</td>
<td>19,115</td>
<td>19,071</td>
</tr>
</tbody>
</table>

1) All figures shown are rounded, minor discrepancies may arise from addition of these amounts. 2) Porsche (Automotive and Financial Services): sales revenue € 12,421 (13,465) million, operating profit € 1,233 (2,209) million. 3) Scania (Automotive and Financial Services): sales revenue € 5,488 (7,336) million, operating profit € 266 (895) million. 4) The sales revenue and operating profits 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 a proportionate operating profit of € 1,404 (2,103) million. 5) In operating profit 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 purchase price allocation for Scania, Porsche Holding Salzburg, MAN and Porsche. 6) Including allocation of consolidation adjustments between the Automotive and Financial Services divisions.
Automotive Division – Net Cash Flow
(January to June 2020)

[€ billion]

-4.8 1.6 0.9 0.5 6.9

H1/2019

-4.8 1.6 0.9 0.5 6.9

Net Cash flow including Diesel payments and M&A

Diesel outflow

Aquisition and disposal of equity investments

Net Cash flow underlying business

1) Including allocation of consolidation adjustments between Automotive and Financial Services divisions.
**Automotive Division – Net Cash Flow Development** 1) 2)  
(January to June 2020)

<table>
<thead>
<tr>
<th></th>
<th>H1/2019</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flow from</td>
<td>13.5</td>
<td>-5.2</td>
<td>-2.3</td>
<td>0.1</td>
<td>6.1</td>
<td>-0.5</td>
<td>5.6</td>
</tr>
<tr>
<td>operating activities</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capex</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Capitalized</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>development costs</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net cash flow before</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>equity investments</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acquisition and</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>disposal of equity</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>investments</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Cash flow</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1) All figures shown are rounded, minor discrepancies may arise from addition of these amounts. 2) Including allocation of consolidation adjustments between Automotive and Financial Services divisions.
Automotive Division – Analysis of Net Liquidity ¹)
(January to June 2020)

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

Net Cash flow (€ -4.8 bn)

Clean Net Cash flow before Diesel and M&A (€ -2.3 bn)

<table>
<thead>
<tr>
<th>12/2019</th>
<th>Diesel Outflow</th>
<th>M&amp;A</th>
<th>China Dividend</th>
<th>Operating Business</th>
<th>Leasing Payment / Change in Liabilities</th>
<th>Hybrid Bond</th>
<th>Other</th>
<th>06/2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1/2019</td>
<td>19.4</td>
<td>-0.9</td>
<td>-0.5</td>
<td>1.1</td>
<td>-3.8</td>
<td>3.0</td>
<td>-0.5</td>
<td>15.9</td>
</tr>
</tbody>
</table>
### Volkswagen Group – Funding Programs & Outstandings
### As of June 30, 2020

<table>
<thead>
<tr>
<th>Money and Capital Markets</th>
<th>In € billion</th>
<th>Borrowings</th>
<th>In € billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Papers</td>
<td>8.2</td>
<td>Bank Borrowings</td>
<td>40.4</td>
</tr>
<tr>
<td>Bonds</td>
<td></td>
<td>Direct Banking Deposits</td>
<td>31.5</td>
</tr>
<tr>
<td><strong>thereof: Hybrid Bonds</strong></td>
<td>93.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>15.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ABS</td>
<td>42.9</td>
<td>Financial Leases</td>
<td>5.6</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Other</td>
<td>6.6</td>
</tr>
</tbody>
</table>
Volkswagen Group Funding Strategy – Overview
As of June 30, 2020

Funding Sources in €bn
- Bonds: 34%
- ABS: 18%
- Commercial Paper: 14%
- Hybrid Bonds: 7%
- Bank Borrowings: 11%
- Direct Banking Deposits: 4%
- Financial Leases: 2%
- Other: 4%

Currency Breakdown in %
(ABS, Commercial Paper and Bonds, ex. Hybrid Bonds)
- EUR: 58%
- USD: 18%
- GBP: 18%
- SEK: 3%
- CAD: 3%
- AUD: 2%
- Other: 11%
Volkswagen Group Funding Strategy – Bond Maturity Profile
As of June 30, 2020 (in € million)

Source: Volkswagen Group
Volkswagen Group - Funding Strategy
Major Issuances in 2019 and H1 2020

January: EUR 2.50bn Volkswagen Bank GmbH

March: EUR 2.75bn Volkswagen Financial Services AG

June: EUR 1.75bn Volkswagen Leasing GmbH

September: USD 3.00bn Volkswagen Group of America Finance, LLC
CAD 1.50bn Volkswagen Credit Canada, Inc.

March: EUR 2.15bn Volkswagen Financial Services AG

May: USD 4.00bn Volkswagen Group of America Finance, LLC

June: EUR 3.00bn Volkswagen International Finance N.V. - Hybrid Bond
Volkswagen Green Finance Framework
Summary of the Framework & Second Party Opinion

Use of Proceeds – Clean Transportation
• Projects related to the manufacture of electric vehicles
• Dedicated e-charging infrastructure

Project Evaluation and Selection
• Cross-departmental Green Finance Committee responsible for overseeing the process of selecting, evaluating and monitoring Eligible Green Projects
• Look-back period of up to three preceding full fiscal years from the date of issuance

Management of Proceeds
• Allocation for the Eligible Green Project Portfolio which matches or exceeds the balance of net proceeds from its outstanding Green Debt Instruments
• Unallocated proceeds can be invested in cash or other liquid marketable instruments

Reporting
• Yearly updated reporting with limited assurance on use of proceeds
• Impact metrics such as Life Cycle Assessment
Revised Dividend Proposal: Prudent Approach in light of circumstances

Pay-out ratio

Dividend 2019

- Ords: €4.80 (20.4%)  
- Prefs: €4.86 (20.4%)

Dividend 2020 proposal as of February

- Ords: €6.50 (24.5%)  
- Prefs: €6.56 (24.5%)

Dividend 2020 revised proposal as of July

- Ords: €4.80 (18.1%)  
- Prefs: €4.86 (18.1%)

Carry over of remaining net retained profit of 855 million Euro to 2021. Volkswagen AG still fully committed to the strategic target of a 30% payout ratio!
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Outlook & Operative Excellence
Volkswagen Group – Outlook for 2020 ¹)

- **Deliveries to customers** ('000 vehicles)
  - 2018: 10.8
  - 2019: 11.0
  - +1.3%

- **Sales revenue** (€ billion)
  - 2018: 235.8
  - 2019: 252.6
  - +7.1%

- **Operating return on sales** (%)
  - 2018: 7.3 ¹)
  - 2019: 7.6 ¹)

Significantly below prior year

Operating result severely below prior year

However, positive

¹) Before Special Items.
## Strategic Group KPI’s

### Key financial targets

<table>
<thead>
<tr>
<th></th>
<th>2016 Actual</th>
<th>2017 Actual</th>
<th>2018 Actual</th>
<th>2019 Actual</th>
<th>2020 Actual</th>
<th>2025 Strategic Targets</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating return on sales</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>before Special Items</td>
<td>6.7%</td>
<td>7.4%</td>
<td>7.3%</td>
<td>7.6%</td>
<td>7.6%</td>
<td>7 – 8%</td>
</tr>
<tr>
<td><strong>Return on investment</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Automotive Division after Special Items</td>
<td>8.2%</td>
<td>12.1%</td>
<td>11.0%</td>
<td>11.2%</td>
<td>&gt;14%³</td>
<td></td>
</tr>
<tr>
<td><strong>Capex ratio</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Automotive Division</td>
<td>6.9%</td>
<td>6.4%</td>
<td>6.6%</td>
<td>6.6%</td>
<td>6%</td>
<td></td>
</tr>
<tr>
<td><strong>R&amp;D cost ratio</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Automotive Division</td>
<td>7.3%</td>
<td>6.7%</td>
<td>6.8%</td>
<td>6.7%</td>
<td>6%</td>
<td></td>
</tr>
<tr>
<td><strong>Cash</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a) Net Cashflow²</td>
<td>€ 4.9 bn</td>
<td>€ 10.3 bn</td>
<td>€ 5.6 bn</td>
<td>€ 13.5 bn</td>
<td>&gt; € 10 bn</td>
<td></td>
</tr>
</tbody>
</table>
| b) Net Liquidity                 | € 27.2 bn   | € 22.4 bn   | € 19.4 bn   | € 21.3 bn²  | ~10% of Group turnover |}

¹) In light of Corona, under constant review. ²) Ex Diesel payments and M&A. ³) Including the negative IFRS 16 impact, effective from 1st January 2019. ⁴) Ambition of reaching 6% remains.
Development Global passenger car markets 1)

Markets by regions (2020-2025)

COVID-19 impact

-18%

~ 30%

~ 30%

> 30%

> 30%

> 30%

+36%

2020 (March) 2020 (June) Europe North America South America China incl. HK RoW 2025

1) North America and South America incl. Light Commercial Vehicle; Source: IHS Markit I March I June 2020
Our worldwide SUV mix is expected to increase strongly

Volkswagen Group - SUV share
(in % of regional Group Deliveries to Customers)

<table>
<thead>
<tr>
<th>Year</th>
<th>2019</th>
<th>2020*</th>
<th>2021*</th>
<th>2022*</th>
<th>2023*</th>
<th>2024*</th>
<th>2025*</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>&gt;30%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>&gt;50%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Europe</td>
<td>China</td>
<td>NAR</td>
<td>Europe</td>
<td>China</td>
<td>NAR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>47%</td>
<td>&gt;30%</td>
<td>70%</td>
<td>47%</td>
<td>54%</td>
<td>70%</td>
</tr>
</tbody>
</table>

Notes:
1) Target
Leading the Transformation.

Strategy – Shaping e-mobility
We are entering a new era of electro mobility
“Go to zero” Transformation of portfolio underway

Paris Implications and Transformations Path

- Conventional platforms
- Conventional projects

SOP → EOP

>10 years Fleet renewal

```
Conventional projects
```

```
Conventional platforms
```

```
SOP
```

```
EOP
```

```
Transform
```

```
CO₂ neutral cars
```

```
CO₂-Emissions
```

```
BEV
```

```
2020
```

```
2050
```

```
Broad product portfolio
```

New business model

```
"Zero Emission" in the existing fleet
```

```
Paris Implications and Transformations Path
```
Concrete Road map – BEV deliveries

Volkswagen Group – BEV volume by regions
(BEV share of total Group Deliveries in %)

- e-tron
- Taycan
- Q2L
- e-tron
- eTGE
- e-Bora
- e-Lavida
- Moia Shuttle
- ID.3
- e-tron SB
- e-Tharu
- ID.4
- e-Mii
- e-Citigo

2019: ≈ 1%
2020*: ≈ 4%
2021*: ≈ 8%
2022*: ≈ 8%
2023*: ≈ 8%
2024*: ≈ 8%
2025*: ≈ 8%

- Europe
- China
- NAR
- RoW

≈ 20%
≈ 2.5 mn units

1) Target
Scalable Technology: The dedicated platforms (MEB/PPE) guarantee superior customer experience, scale and versatility.
We are striving for high recovery rates of Raw Material (Nickel, Cobalt, Mangan, Lithium). For this reason, a pilot plant for battery recycling is currently being set up at the Salzgitter factory, Germany.
Holistic Battery-Strategy: Building competencies and further cooperations

- Joint venture with Northvolt established in 2019
- Initial investment of some €450 mn
- Large-scale production of lithium-ion batteries in Salzgitter, Germany
- Battery cell production is scheduled to commence in early 2024
- Initial production capacity of 16 gigawatt hours

- Volkswagen will acquire a 26% stake of Gotion High-Tech for around €1 bn
- Secure future demand for batteries for Chinese e-models
- Planned to complete the deal by the end of 2020

- Additional investment of up to US$ 200 mn in US solid-state battery specialist Quantum Scape
  - (previous investment of over US$ 100 mn)
- We are targeting 2025 for the factory ramp-up
- Goal is industrial-level production of solid-state batteries

- In addition, the Group maintains strategic relations with several producers to secure its battery supplies in all world regions:
  - Europe: LG Chem, Samsung, SKI and CATL
  - China: CATL
  - US: SKI

- In Europe alone, Volkswagen expects annual demand of over 150 gigawatt hours from 2025, with demand in Asia at a similar level
Leading the Transformation.

Strategy – Software-enabled car company
Car becomes most complex internet device

**Today**

- 100 million lines of code per vehicle
- Approximately $10 per line of code
- Example: Navi system 20 million lines of code

**Tomorrow**

- > 200 - 300 million lines of code are expected
- Level 5 autonomous driving will take up to 1 billion lines of code

---

Volkswagen’s own software stack will be the enabler to differentiate within automotive industry.
Our vw.os and E/E architecture will be evolutionary
Industrial Cloud: Transforms fragmented IT landscape to integrated platform architecture

Current state: fragmented IT/OT landscape

Target state: integrated platform architecture

Covers 124 Group Plants


Savings x, Synergies
Alliance delivers significant strategic and economic benefits

Vehicle Development
- Pickup, City Van, One-Ton Loader

Modular Electric Toolkit (MEB)

Project in Autonomous Driving

Both manufacturers plan to realize significant synergy effects from shared development costs.

Source: Volkswagen Group
Leading the Transformation.

Integrity & Compliance
Together4Integrity: Group-wide integrity and compliance program in full swing

**RISK MANAGEMENT**
Ethics and compliance risks are identified, owned, managed and mitigated

**SPEAK-UP ENVIRONMENT**
The organization encourages, protects and values the reporting of concerns and suspected wrongdoing

**CULTURE OF INTEGRITY**
Leaders at all levels across the organization build and sustain a culture of integrity

**RESOLUTE ACCOUNTABILITY**
The organization takes action and holds itself accountable when wrongdoing occurs

---

1) Group entities covered; as of 12th March, 2019.
Leading the Transformation.

Commitment
We are convinced that we have a strong Investment Proposition

Shaping mobility – for generations to come.

- Strong brands with clear positioning and great products that inspire customers
- A leading position in China with global footprint and value creating growth
- Fully committed to "Go to Zero" and shaping e-mobility
- Transforming to one of the leading automotive software players
- Business portfolio optimisation and rigorous allocation of capital
- Taking complexity out and pushing for industry-leading economies of scale
- Delivering on demanding financial targets and committed to dividend pay out ratio

Unleash value

Integrity as the foundation of a successful business
Investor Relations Team

We are pleased to answer your inquiries regarding Volkswagen shares and other capital market related questions.

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Leading the Transformation.

Appendix
The Shareholder Structure, Supervisory and Management Board

**Shareholder Structure of Volkswagen AG**

- Number of Outstanding Shares:
  - Preferred shares: 206,205,445 (58.9%)
  - Ordinary shares: 295,089,818 (41.1%)

- Current Voting Rights Distribution:
  - Preferred shares: 206,205,445 (58.9%)
  - Ordinary shares: 295,089,818 (41.1%)

**Supervisory Board of Volkswagen AG**

- Chairman: Hans Dieter Pötsch
- Members:
  - Dr. Hussain Ali Al Abdulla
  - Dr. Hessa Sultan Al Jaber
  - Dr. Bernd Althusmann
  - Dr. Hans-Peter Fischer
  - Marianne Heiß
  - Jörg Hofmann
  - Johan Järvklo
  - Ulrike Jakob
  - Dr. Louise Kiesling
  - Peter Mosch
  - Bertina Murkovic
  - Bernd Osterloh
  - Dr. jur. Hans Michel Piëch
  - Jörg Hofmann
  - Johan Järvklo
  - Ulrike Jakob
  - Dr. Louise Kiesling
  - Peter Mosch
  - Bertina Murkovic
  - Bernd Osterloh
  - Dr. jur. Hans Michel Piëch
  - Jörg Hofmann
  - Johan Järvklo
  - Ulrike Jakob
  - Dr. Louise Kiesling
  - Peter Mosch
  - Bertina Murkovic
  - Bernd Osterloh
  - Dr. jur. Hans Michel Piëch

**Board of Management of Volkswagen AG**

- Chairman of VW AG and VW Passenger Cars brand: Dr. Herbert Diess
- Members:
  - Dr. Oliver Blume
  - Gunnar Kilian
  - Andreas Renschler
  - Markus Duesmann
  - Hiltrud Dorothea Werner
  - Frank Witter

**Components and Procurement**

- Dr. Stefan Sommer

---

1 Each Board Member is responsible for one or more functions within the Volkswagen Group. The work of the Board of Management of Volkswagen AG is supported by the boards of the brands and regions as well as by the other group business units and holdings. 2 On May 12 2020, Porsche SE announced increase in voting rights to 53.3% Exact figure not disclosed.
## Diesel issue: Special Items & payments

<table>
<thead>
<tr>
<th>Year</th>
<th>Diesel special items</th>
<th>Payments</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Legal</td>
<td>Payments made until end of 2019</td>
</tr>
<tr>
<td>2015</td>
<td></td>
<td>~16.2</td>
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<tr>
<td>2016</td>
<td>Mainly legal risks</td>
<td>~3.0</td>
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<tr>
<td>2017</td>
<td>Buyback/retrofit program</td>
<td>~16.1</td>
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<tr>
<td></td>
<td>Legal</td>
<td>~5.3</td>
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<tr>
<td></td>
<td>Other items</td>
<td>~3.2</td>
</tr>
<tr>
<td>2018</td>
<td>Mainly legal risks</td>
<td>~1.9</td>
</tr>
<tr>
<td>2019</td>
<td>Mainly legal risks</td>
<td>~3.6</td>
</tr>
<tr>
<td></td>
<td></td>
<td>~26.2</td>
</tr>
<tr>
<td>2020</td>
<td></td>
<td>Expected</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>Total</td>
</tr>
</tbody>
</table>

**Notes:**
- Diesel special items: Special Items & payments
- Payments made until end of 2019: ~26.2
Volkswagen Group – Main Ratings 1)

<table>
<thead>
<tr>
<th>Company</th>
<th>Long Term / Short Term</th>
<th>Long Term / Short Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volkswagen AG</td>
<td>A3 (N) / P-2</td>
<td>BBB+ (N) / A-2</td>
</tr>
<tr>
<td>Volkswagen Financial Services AG</td>
<td>A3 (N) / P-2</td>
<td>BBB+ (N) / A-2</td>
</tr>
<tr>
<td>Volkswagen Bank GmbH 2)</td>
<td>A1 (N) / P-1</td>
<td>A- (N) / A-2</td>
</tr>
</tbody>
</table>

1) As of June 30, 2020  2) Senior Unsecured Ratings

Outlook: (P)ositive, (S)table, (N)egative, RfD = Ratings under review for Downgrade, RfU = Ratings under review for Upgrade
Creating Value with Financial Services

Volkswagen Financial Services AG and Volkswagen Bank GmbH

Investor Roadshow Australia, 26-27 August 2020
Impact of COVID-19

Business Continuity Management
Involving the Supervisory Board, Security, Communication and HR.

Residual Value Risk
Currently some pressure. Extraordinary write downs only in USA and Germany in H1.

Dealer Support Package
In close cooperation with Volkswagen Group brands

Credit Risks
Historically very low. Measures implemented. Increasing losses likely in H2.

Funding
Both VW Bank GmbH as well as VW FS AG sufficiently capitalized.
Volkswagen Group: Management Model

VOLKSWAGEN

Management holding

Financial holding

Passenger Cars

Volume

Premium

Sport & Luxury

Components

Truck & Bus

Power Engineering

Volkswagen Financial Services

1) Allocation to be verified
As of 04.09.2019
Our business model interfaces customers, automotive brands and dealers
We offer the whole range of services under one roof*

- **BANK**
  - Retail Financing
  - Wholesale Financing
  - Factoring
  - Deposits

- **LEASING**
  - Finance Lease
  - Operating Lease
  - Motor incl. Telematics
  - Warranty
  - GAP & CPI
  - Commercial Lines

- **INSURANCE**
  - Service & Inspection
  - Full and Limited Maintenance
  - Tyres

- **SERVICES**
  - Multi-brand capability
  - Reporting
  - Telematics
  - Life-Cycle Services
  - Consulting

- **FLEET**
  - Used Car Platform HEYCAR

- **USED CAR**
  - Fuel & Service Cards
  - Charge & Fuel Card
  - Tolling

- **CHARGE & FUEL**
  - Long-term Rental
  - Short-term Rental
  - Micro Rental | Car sharing

- **RENTAL**
  - Payment for parking space
  - Services around parking
  - On- and off-street

- **PAYMENT**
  - In-Car Payment
  - Mobile Payment
  - Wallet

* Displayed portfolio depends on the market; products offered or mediated by different operative subsidiaries.
### Volkswagen Bank GmbH

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets</td>
<td>€ 68.8 billion</td>
</tr>
<tr>
<td>Equity</td>
<td>€ 10.0 billion</td>
</tr>
<tr>
<td>Customer deposits</td>
<td>€ 31.8 billion</td>
</tr>
<tr>
<td>Operating profit</td>
<td>€ 471 million</td>
</tr>
<tr>
<td>Employees</td>
<td>1,887</td>
</tr>
<tr>
<td>Contracts (units)</td>
<td>3.7 million</td>
</tr>
</tbody>
</table>

### Volkswagen Financial Services AG

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets</td>
<td>€ 112.4 billion</td>
</tr>
<tr>
<td>Equity</td>
<td>€ 11.9 billion</td>
</tr>
<tr>
<td>Customer deposits</td>
<td>€ 55.0 million</td>
</tr>
<tr>
<td>Operating profit</td>
<td>€ 528 million</td>
</tr>
<tr>
<td>Employees</td>
<td>10,773</td>
</tr>
<tr>
<td>Contracts (units)</td>
<td>14.9 million</td>
</tr>
</tbody>
</table>

---

### BUSINESS VOLUME

**Volkswagen Bank GmbH**

- **DEALER FINANCING**: € 12.8 bn (23.8%)
- **RETAIL FINANCING**: € 34 bn (68.6%)
- **LEASING**: € 2.75 bn (5.5%)

**Total**: € 49.6 bn

### BUSINESS VOLUME

**Volkswagen Financial Services AG**

- **RETAIL FINANCING**: € 18.8 bn (21.9%)
- **DEALER FINANCING**: € 4.5 bn (5.2%)
- **LEASING**: € 62.5 bn (72.8%)

**Total**: € 85.9 bn

*Receivables + Leased Assets*
Operating Income

Volkswagen Bank GmbH

Volkswagen Financial Services AG*

* Figures of Volkswagen Bank GmbH consolidated within Volkswagen Financial Services AG until 2016
Portfolio structure Volkswagen Financial Services

Credit Risk
The predominant risk type whereof the major share is originated from well diversified retail business with a low risk profile.

Residual Value Risk
Residual values are monitored closely and regularly adjusted to the current market situation for new business. Completely covered by provisions and equity according to IAS 36.

Other substantial risk types:
- Earnings Risk
- Operational Risk
- Marketprice Risk
- Shareholder Risk

as of 12/31/2018
Credit risk management at Volkswagen Financial Services

- Portfolio **conservatively managed** and comfortably provisioned.
- **Some pressure** on credit risk due to current COVID-19 crisis.
- In history VWFS credit losses **on a very low level**.
- Extremely **low exposure to subprime**.
- **Tailor made services** offered in Corona crisis e.g. bridge financing for our dealer partners or insurance offers for our retail customers supported risk development.
- Payment freeze for customers possible on an individual basis. Until now only low one digit percentage **payment holidays** granted.
- We are **monitoring the current risk situation closely**.
- **Increasing losses likely** this year.
- **Extraordinary provisioning in the 1st half of 2020 only in the US**.
Residual value risk management at Volkswagen Financial Services

• Priority of Volkswagen Financial Services is to support the sales of the Volkswagen group brands and to keep the residual values stable by offering attractive financial service products.

• Currently some pressure on residual values due to Corona Crisis.

• Volkswagen Financial Services is offering attractive products for used car financing and operates the used car platform Heycar.

• We are experts in residual value management - more data points available than at external data providers.

• Provisioning is done very conservatively. All residual value risks completely covered by risk provisions and equity.

• Extraordinary write downs conducted in 1st half of 2020 only in the US and Germany.
International used car brokerage safeguards residual values

Currently 10 Volkswagen Financial Services AG countries participating
1 additional country in discussion
Volkswagen Financial Services organisational structure and guarantee scheme

Volkswagen Financial Services AG
Rating: BBB+ (n) / A3 (n)¹

Guarantee

Volkswagen Financial Services Australia
Volkswagen Financial Services Japan
Volkswagen Financial Services N.V.
Volkswagen Leasing GmbH

Volkswagen Bank GmbH
Rating: A- (n) / A1 (n)¹

¹Credit Ratings from Standard&Poors / Moody's as per 16 June 2019; (n) Outlook negative, (s) Outlook stable, (RfD) Under Review for Downgrade
Worldwide capital market activities

**Volkswagen Financial Services Group**
- € 5 bn CP Program
- € 35 bn Debt Issuance Program
  - **Volkswagen Bank**
    - € 2.5 bn CP Program
    - € 10 bn Debt Issuance Program

**Volkswagen Leasing Mexico**
- MXN 20 bn Dual CP + MTN Program
  - **VW Bank Mexico**
    - MXN 7 bn Debt Issuance Program

**Banco VW Brazil**
- Domestic Letra Financeira

**VW Bank Russia**
- Domestic 100bn RUB Bond Program

**VW FS Korea**
- Domestic KRW Bond Issuances

**VW FS Japan**
- JPY 60 bn ECP Program

**VW Finance (China)**
- Domestic RMB Bond Issuances

**VW FS India**
- Domestic INR CP + Bond Issuances

**VDF Turkey**
- Domestic TRY Bond Issuances

**VW FS Australia**
- AUD 5 bn Debt Issuance Program

* Guarantee Volkswagen Financial Services AG
Worldwide ABS activities

Volkswagen Bank GmbH Programs
Volkswagen Financial Services Programs

VW Leasing
VCL program
VCL Master

MAN Financial Services
Trucknology

VW Bank
Driver program
Driver Master

VW FS Sverige
Autofinance

VW FS UK
Driver UK program
Driver UK Master

VW Bank Spain
Driver España program

VW Bank Italy
Driver Italia program

Banco VW Brazil
Driver Brasil program

VDF Turkey
Driver Turkey Master

VW FS Australia
Driver Australia program
Driver Australia Master

VW Finance China
Driver China program

VW FS Japan
Driver Japan program
Strategic funding allocation as of 30.06.2020

Volkswagen Bank GmbH

Strategic Funding Mix

- Inter Company Refinancing: €7.8 bn (11.3%)
- Creditlines: €6.3 bn (9.2%)
- Asset-Backed Securities: €2.1 bn (3.1%)
- Commercial Paper: €0.1 Mrd. (0.1%)
- Bonds: €7.2 bn (10.5%)
- Others: €3.5 bn (5.1%)
- Equity: €10.0 bn (14.5%)

Customer Deposits: €31.8 bn (46.2%)

€68.8 bn

Volkswagen Financial Services AG

Strategic Funding Mix

- Other facilities: €7.9 bn (7.0%)
- Intercompany refinancing: €15.5 bn (13.8%)
- Credit lines: €13.4 bn (11.9%)
- Asset-Backed Securities: €24.6 bn (21.9%)
- Commercial Papers: €4.5 bn (4.0%)
- Customer deposits: €0.1 bn (0.1%)
- Bonds: €34.4 Mn (30.6%)

€112.4 bn
Strategy ROUTE2025 | Focus Topics

Digitalization

Operational Excellence

Used Cars

Electrification
Volkswagen Financial Services will digitalize all core products by 2020 and extends its distribution channels.

Past: single channel

By 2020: multi channel

By 2025: omni channel
Electrification creates new challenges for automotive financial service providers

### Challenges

**Customers**
- Uncertainties and delays (technology and complexity)
- Investment risk

**Financial service providers**
- Reduced margin due to changed product portfolio
- Keeping the residual values stable

### Targets

**Customers**
- Take over the risks and uncertainties
- Offer an attractive financial services product portfolio

**Financial service providers**
- Securing the residual values
- Customer loyalty: Accompanying the customer and the vehicle "for a lifetime"

### Solutions

- Customized leasing offers for EV new and used cars
- Packages and after-sales offers for EV new and used cars

---

**Holistic sales approach**

New Car Business

EV Lifetime Concept

Used Car Business
Thank You.

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Katja Hauer
Investor Relations
Volkswagen Financial Services
Tel.: +49 531 212 84608
katja.hauer@vwfs.com
Thank You.

Volkswagen Bank GmbH
Gifhorner Str. 57
38112 Braunschweig
Germany
WE ARE THE BEST AUTOMOTIVE FINANCIAL SERVICES GROUP IN THE WORLD

VISION

CUSTOMERS
• Excited Customers

EMPLOYEES
• Top Employer
• Top Employees

OPERATIONAL EXCELLENCE
• Compliance & Governance
• Process Efficiency
• IT Excellence

PROFITABILITY
• Total Operating Income
• 20% ROE
• 40% CIR

VOLUME
• 30M Contracts
• 50% Extended Penetration

Vision and targets of Route2025
ROUTE2025 - Target of 30 mn contracts* in portfolio in 2025
Major driver: used cars

* Contract portfolio including contracts of non-consolidated companies
Hey Car is being developed in close cooperation with dealers

Further shareholders: Daimler Financial Services and Volkswagen AG
Volkswagen Investor Update

Volkswagen AG
Ulrich Hauswaldt – Group Investor Relations

Volkswagen Financial Services
Bernd Bode – Head of Group Treasury and Investor Relations
Katja Hauer – Investor Relations

Volkswagen Financial Services Australia
Section 1 – Business Overview

Section 2 – Earning Assets

Section 3 – Funding
VWFS Australia – Overview

- 100% owned by VWFS AG (Germany)
- Incorporated in 2001
- Australian Credit Licence
- Australian Financial Services Licence
- Portfolio mix consists of circa 60% VW Group brands and 40% other brands
- Registered VWFS Australia Brands for Automotive Finance include Volkswagen, Audi, ŠKODA, Bentley, Lamborghini, Ducati, Porsche, Land Rover and Jaguar

**Key Figures**

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail receivables (AUDm)</td>
<td>2,026</td>
<td>2,238</td>
<td>2,498</td>
<td>3,179</td>
<td>3,877</td>
<td>4,741</td>
<td>4,863</td>
<td>5,049</td>
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<tr>
<td>Wholesale receivables (AUDm)</td>
<td>768</td>
<td>788</td>
<td>909</td>
<td>1,044</td>
<td>1,571</td>
<td>1,732</td>
<td>1,773</td>
<td>1,399</td>
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<tr>
<td>Fleet receivables (AUDm)</td>
<td>-</td>
<td>6</td>
<td>45</td>
<td>52</td>
<td>71</td>
<td>106</td>
<td>121</td>
<td>114</td>
</tr>
<tr>
<td>Profit before tax (AUDm)</td>
<td>16.9</td>
<td>15.1</td>
<td>14.6</td>
<td>11.8</td>
<td>23.7</td>
<td>46.6</td>
<td>49.7</td>
<td>30.4</td>
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<tr>
<td>Retail contracts (units)</td>
<td>65,183</td>
<td>72,555</td>
<td>84,438</td>
<td>105,001</td>
<td>128,496</td>
<td>156,453</td>
<td>171,923</td>
<td>176,918</td>
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<tr>
<td>Employees (head count)</td>
<td>101</td>
<td>133</td>
<td>132</td>
<td>130</td>
<td>140</td>
<td>147</td>
<td>158</td>
<td>159</td>
</tr>
</tbody>
</table>

* Unaudited preliminary numbers
VWFS Australia – Portfolio Receivables

* As at 31 July 2020

Volkswagen Financial Services Australia | August 2020
VWFS Australia – Senior Management Team

Volkswagen Financial Services AG
(Germany)

Volkswagen Financial Services Australia Pty Limited

Managing Director (Front Office)

Joern Kurzrock
36 Years Automotive / Financial Services

Managing Director (Back Office)

Gavin Zhong
18 Years Corporate Finance

Steve Mifsud
24 Years Automotive / Financial Services

Human Resources

Michael Allan
24 Years in Human Resources

IT

Stephan Woffleben
16 Years Automotive / Financial Services

Fleet

Barry O’Brien
14 Years Automotive / Financial Services

Sales & Commercial Credit

Henry Geddes
16 Years Automotive / Financial Services

Dealer & Customer Services

Human Resources

IT

Fleet

Sales & Commercial Credit

Managing Director (Front Office)

Managing Director (Back Office)

Finance

Controlling, Risk and Compliance

Birger Wenner
Chartered Accountant
18 Years in Financial Services

Paul Stanton
25 Years Automotive / Financial Services
Section 1 – Business Overview

Section 2 – Earning Assets

Section 3 – Funding
VWFS Australia – Total Earning Assets | Total Portfolio Size

Volume AUDm

<table>
<thead>
<tr>
<th>Year</th>
<th>Retail Assets</th>
<th>Wholesale Assets</th>
<th>Fleet</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>3,032</td>
<td>2,238</td>
<td>6</td>
</tr>
<tr>
<td>2015</td>
<td>3,452</td>
<td>2,498</td>
<td>65</td>
</tr>
<tr>
<td>2016</td>
<td>52</td>
<td>1,044</td>
<td>1,044</td>
</tr>
<tr>
<td>2017</td>
<td>4,275</td>
<td>3,179</td>
<td>3,179</td>
</tr>
<tr>
<td>2018</td>
<td>5,519</td>
<td>3,877</td>
<td>3,877</td>
</tr>
<tr>
<td>2019</td>
<td>6,579</td>
<td>4,741</td>
<td>4,741</td>
</tr>
<tr>
<td>2020</td>
<td>6,757</td>
<td>4,863</td>
<td>4,863</td>
</tr>
<tr>
<td>2020 July</td>
<td>6,562</td>
<td>1,399</td>
<td>1,399</td>
</tr>
</tbody>
</table>

Increase:
- Retail Assets: +9%
- Wholesale Assets: +14%
- Fleet: +24%
- +29%
- +19%
- +3%
- -3%

Volkswagen Financial Services Australia | August 2020
VWFS Australia – Net Amount Financed Per Month
Volkswagen Group Core Brands – New Vehicle Deliveries and Market Share

<table>
<thead>
<tr>
<th>Year</th>
<th>VW Deliveries</th>
<th>Audi Deliveries</th>
<th>Skoda Deliveries</th>
<th>Porsche Deliveries</th>
<th>Market Share %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>54,8</td>
<td>2,8</td>
<td>19,2</td>
<td></td>
<td>80.7</td>
</tr>
<tr>
<td>2015</td>
<td>60,2</td>
<td>4,0</td>
<td>23,1</td>
<td></td>
<td>85.8</td>
</tr>
<tr>
<td>2016</td>
<td>56,6</td>
<td>4,8</td>
<td>24,3</td>
<td></td>
<td>76.8</td>
</tr>
<tr>
<td>2017</td>
<td>58,0</td>
<td>4,5</td>
<td>22,0</td>
<td></td>
<td>72.1</td>
</tr>
<tr>
<td>2018</td>
<td>56,6</td>
<td>3,9</td>
<td>19,4</td>
<td></td>
<td>92.1</td>
</tr>
<tr>
<td>2019</td>
<td>49,9</td>
<td>4,2</td>
<td>7,0</td>
<td></td>
<td>70.0</td>
</tr>
<tr>
<td>July 2020 YTD</td>
<td>23,3</td>
<td>2,4</td>
<td>3,4</td>
<td></td>
<td>37.6</td>
</tr>
</tbody>
</table>

**Market Share %**
- 7,20% 7,98% 7,84% 7,56% 7,40% 7,23% 7,32%
Volkswagen Group Branded Dealers – July 2020

Vehicle Sales Coverage

102 Total Number: Dealers
84 Total Number: FS* Dealers

99 Total Number: Dealers
79 Total Number: FS* Dealers

41 Total Number: Dealers
35 Total Number: FS* Dealers

33 Total Number: Dealers
32 Total Number: FS* Dealers

* Fully Supporting Dealers
## VWFS Australia – Finance Penetration

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Volkswagen (PV)</td>
<td>21.8%</td>
<td>24.3%</td>
<td>39.9%</td>
<td>40.1%</td>
<td>45.1%</td>
<td>48.9%</td>
<td>50.2%</td>
</tr>
<tr>
<td>Volkswagen (CV)</td>
<td>31.1%</td>
<td>33.2%</td>
<td>42.0%</td>
<td>40.9%</td>
<td>45.4%</td>
<td>50.9%</td>
<td>58.3%</td>
</tr>
<tr>
<td>Audi</td>
<td>36.4%</td>
<td>38.8%</td>
<td>44.7%</td>
<td>52.1%</td>
<td>56.6%</td>
<td>56.0%</td>
<td>60.6%</td>
</tr>
<tr>
<td>ŠKODA</td>
<td>19.2%</td>
<td>31.3%</td>
<td>36.7%</td>
<td>30.9%</td>
<td>35.7%</td>
<td>40.3%</td>
<td>48.3%</td>
</tr>
<tr>
<td>Porsche</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>9.4%</td>
</tr>
<tr>
<td>Ducati</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>19.3%</td>
</tr>
<tr>
<td><strong>Combined Group</strong></td>
<td><strong>26.8%</strong></td>
<td><strong>29.8%</strong></td>
<td><strong>41.4%</strong></td>
<td><strong>42.8%</strong></td>
<td><strong>47.2%</strong></td>
<td><strong>50.0%</strong></td>
<td><strong>50.7%</strong></td>
</tr>
</tbody>
</table>
Volkswagen has remained the number one European brand in Australia for the last 12 years.

Volkswagen Group Brands – New Vehicle Market Share

<table>
<thead>
<tr>
<th>Rank</th>
<th>Brand</th>
<th>Month Jul-20</th>
<th>Month Jul-19</th>
<th>YTD Jul-20</th>
<th>YTD Jul-19</th>
<th>Month Variance</th>
<th>YTD Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Toyota</td>
<td>15,508</td>
<td>17,876</td>
<td>113,237</td>
<td>122,649</td>
<td>-13%</td>
<td>-8%</td>
</tr>
<tr>
<td>2</td>
<td>Mazda</td>
<td>7,806</td>
<td>8,227</td>
<td>46,653</td>
<td>63,598</td>
<td>-5%</td>
<td>-27%</td>
</tr>
<tr>
<td>3</td>
<td>Mitsubishi</td>
<td>4,684</td>
<td>5,247</td>
<td>33,470</td>
<td>49,274</td>
<td>-11%</td>
<td>-32%</td>
</tr>
<tr>
<td>4</td>
<td>Hyundai</td>
<td>4,634</td>
<td>6,983</td>
<td>35,421</td>
<td>51,924</td>
<td>-34%</td>
<td>-32%</td>
</tr>
<tr>
<td>5</td>
<td>Kia</td>
<td>4,625</td>
<td>4,506</td>
<td>31,083</td>
<td>36,570</td>
<td>3%</td>
<td>-15%</td>
</tr>
<tr>
<td>6</td>
<td>Ford</td>
<td>4,573</td>
<td>4,900</td>
<td>32,224</td>
<td>38,905</td>
<td>-7%</td>
<td>-17%</td>
</tr>
<tr>
<td>7</td>
<td>Volkswagen</td>
<td>3,710</td>
<td>3,609</td>
<td>23,305</td>
<td>29,793</td>
<td>3%</td>
<td>-22%</td>
</tr>
<tr>
<td>8</td>
<td>Nissan</td>
<td>2,906</td>
<td>3,804</td>
<td>21,599</td>
<td>29,154</td>
<td>-24%</td>
<td>-26%</td>
</tr>
<tr>
<td>9</td>
<td>Subaru</td>
<td>2,864</td>
<td>3,513</td>
<td>17,821</td>
<td>23,646</td>
<td>-18%</td>
<td>-25%</td>
</tr>
<tr>
<td>10</td>
<td>Mercedes-Benz</td>
<td>2,556</td>
<td>2,792</td>
<td>16,920</td>
<td>18,582</td>
<td>-8%</td>
<td>-9%</td>
</tr>
<tr>
<td>11</td>
<td>Honda</td>
<td>2,199</td>
<td>2,938</td>
<td>18,728</td>
<td>27,739</td>
<td>-25%</td>
<td>-32%</td>
</tr>
<tr>
<td>12</td>
<td>Suzuki</td>
<td>1,475</td>
<td>1,163</td>
<td>8,638</td>
<td>10,265</td>
<td>27%</td>
<td>-16%</td>
</tr>
<tr>
<td>13</td>
<td>Isuzu Ute</td>
<td>1,327</td>
<td>1,894</td>
<td>11,306</td>
<td>14,558</td>
<td>-30%</td>
<td>-22%</td>
</tr>
<tr>
<td>14</td>
<td>Audi</td>
<td>1,315</td>
<td>858</td>
<td>8,544</td>
<td>8,056</td>
<td>53%</td>
<td>6%</td>
</tr>
<tr>
<td>15</td>
<td>MG</td>
<td>1,115</td>
<td>702</td>
<td>6,857</td>
<td>4,420</td>
<td>59%</td>
<td>55%</td>
</tr>
<tr>
<td>16</td>
<td>Holden</td>
<td>1,113</td>
<td>3,266</td>
<td>15,215</td>
<td>27,783</td>
<td>-66%</td>
<td>-45%</td>
</tr>
<tr>
<td>17</td>
<td>BMW</td>
<td>1,011</td>
<td>1,758</td>
<td>13,591</td>
<td>14,145</td>
<td>-42%</td>
<td>-4%</td>
</tr>
<tr>
<td>18</td>
<td>Isuzu</td>
<td>724</td>
<td>772</td>
<td>4,776</td>
<td>5,122</td>
<td>-6%</td>
<td>-7%</td>
</tr>
<tr>
<td>19</td>
<td>LDV</td>
<td>722</td>
<td>590</td>
<td>3,885</td>
<td>3,646</td>
<td>22%</td>
<td>7%</td>
</tr>
<tr>
<td>20</td>
<td>Volvo Car</td>
<td>692</td>
<td>562</td>
<td>4,062</td>
<td>4,386</td>
<td>23%</td>
<td>-7%</td>
</tr>
<tr>
<td>21</td>
<td>Skoda</td>
<td>651</td>
<td>684</td>
<td>3,403</td>
<td>4,159</td>
<td>-5%</td>
<td>-18%</td>
</tr>
</tbody>
</table>

Source: VFACTS July 2020
New Vehicle Volume Sold  
Top 10 Manufacturers July YTD 2020 Comparison

Total market for new vehicle sales in 2020 has decreased by 19.2% as at July YTD

<table>
<thead>
<tr>
<th>Rank</th>
<th>Brand</th>
<th>Jul 2020</th>
<th>Jul 2019</th>
<th>% diff</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Toyota</td>
<td>113,237</td>
<td>122,649</td>
<td>-8%</td>
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<td>2</td>
<td>Mazda</td>
<td>46,653</td>
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<td>7</td>
<td>Volkswagen</td>
<td>23,305</td>
<td>29,793</td>
<td>-22%</td>
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<td>8</td>
<td>Nissan</td>
<td>21,599</td>
<td>29,154</td>
<td>-26%</td>
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<tr>
<td>9</td>
<td>Subaru</td>
<td>17,821</td>
<td>23,646</td>
<td>-25%</td>
</tr>
<tr>
<td>10</td>
<td>Mercedes-Benz Cars</td>
<td>16,920</td>
<td>18,582</td>
<td>-9%</td>
</tr>
</tbody>
</table>

| Total Market | 514,920 | 637,650 | -19.2% |

Source: VFACTS July 2020
Section 1 – Business Overview

Section 2 – Earning Assets

Section 3 – Funding
VWFS Australia – Funding Structure

31 July 2020
Total Funding
AUD 6.31 bn

- ABS: 35%
- Bank Loans: 24%
- MTNs: 31%
- Commercial Paper: 10%