Shaping the transformation together.

UniCredit Automotive Credit Conference, London, 6.-7. June 2018
Disclaimer

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 of Volkswagen Group members 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.

Consequently, a negative impact relating to ongoing claims or investigations, any 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, 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 Such statements are valid on the date of publication and can be superseded.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.
### Development World Car Market vs. Volkswagen Group Car Deliveries to Customers<sup>1) </sup>
(Growth y-o-y in deliveries to customers, January to April 2018 vs. 2017)

<table>
<thead>
<tr>
<th>Region</th>
<th>Car Market</th>
<th>VW Group</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>North America</strong></td>
<td>3.1%</td>
<td>-0.6%</td>
</tr>
<tr>
<td><strong>South America</strong></td>
<td>17.5%</td>
<td>8.1%</td>
</tr>
<tr>
<td><strong>Central &amp; Eastern Europe</strong></td>
<td>17.0%</td>
<td>10.2%</td>
</tr>
<tr>
<td><strong>Western Europe</strong></td>
<td>1.7%</td>
<td>5.1%</td>
</tr>
<tr>
<td><strong>World</strong></td>
<td>3.8%</td>
<td>8.4%</td>
</tr>
<tr>
<td><strong>Asia Pacific</strong></td>
<td>5.1%</td>
<td>12.1%</td>
</tr>
</tbody>
</table>

<sup>1) </sup>Figures excl. Volkswagen Commercial Vehicles, Scania and MAN.
Volkswagen Group – Deliveries to Customers by Brands (January to April 2018 vs. 2017)

Passenger Cars

- Volkswagen Group: 3,336 (2017) vs. 3,607 (2018), +8.1%
- Audi: 1,909 (2017) vs. 2,045 (2018), +7.1%
- Škoda: 579 (2017) vs. 625 (2018), +8.0%
- SEAT: 381 (2017) vs. 424 (2018), +11.3%
- Porsche: 159 (2017) vs. 189 (2018), +19.3%
- Commercial Vehicles: 82 (2017) vs. 86 (2018), +5.3%
- MAN: 162 (2017) vs. 161 (2018), -0.4%
- Scania: 33 (2017) vs. 42 (2018), +27.0%
- Volkswagen Commercial Vehicles: 28 (2017) vs. 30 (2018), +8.9%

Commercial Vehicles

- Volkswagen Group: 0 (2017) vs. 0 (2018), 0%
- Audi: 0 (2017) vs. 0 (2018), 0%
- Škoda: 0 (2017) vs. 0 (2018), 0%
- SEAT: 0 (2017) vs. 0 (2018), 0%
- Porsche: 0 (2017) vs. 0 (2018), 0%
- MAN: 0 (2017) vs. 0 (2018), 0%
- Scania: 0 (2017) vs. 0 (2018), 0%
- Volkswagen Commercial Vehicles: 0 (2017) vs. 0 (2018), 0%

1) Incl. all brands of Volkswagen Group (Passenger Cars and Commercial Vehicles); +8.4% excl. Volkswagen Commercial Vehicles, Scania and MAN.
2) MAN incl. MAN Latin America Trucks and Busses GVW > 5t.
Volkswagen Group – Deliveries to Customers by Markets\(^1\)
(January to April 2018 vs. 2017)

\(^1\)Incl. all brands of Volkswagen Group (Passenger Cars and Commercial Vehicles); +8.4% excl. Volkswagen Commercial Vehicles, Scania and MAN.
## Volkswagen Group – Key Financial Figures

**(January to March 2018 vs. 2017)**

<table>
<thead>
<tr>
<th>thousand vehicles / € million</th>
<th>2018</th>
<th>2017</th>
<th>+/- (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vehicle Sales 3)</td>
<td>2,769</td>
<td>2,610</td>
<td>+6.1</td>
</tr>
<tr>
<td>Sales revenue</td>
<td>58,228</td>
<td>56,197</td>
<td>+3.6</td>
</tr>
<tr>
<td>Operating profit</td>
<td>4,211</td>
<td>4,367</td>
<td>-3.6</td>
</tr>
<tr>
<td>% of sales revenue</td>
<td>7.2</td>
<td>7.8</td>
<td></td>
</tr>
<tr>
<td>Financial result</td>
<td>266</td>
<td>224</td>
<td>+18.8</td>
</tr>
<tr>
<td>of which: At-equity result 3)</td>
<td>829</td>
<td>936</td>
<td>-11.5</td>
</tr>
<tr>
<td>of which: Other financial result</td>
<td>-562</td>
<td>-712</td>
<td>-21.1</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>4,477</td>
<td>4,592</td>
<td>-2.5</td>
</tr>
<tr>
<td>% Return on sales before tax</td>
<td>7.7</td>
<td>8.2</td>
<td></td>
</tr>
<tr>
<td>Profit after tax</td>
<td>3,300</td>
<td>3,373</td>
<td></td>
</tr>
</tbody>
</table>

---

1) All figures shown are rounded, so minor discrepancies may arise from addition of these amounts. Including allocation of consolidation adjustments between the Automotive and Financial Services divisions.

2) Prior-year figures were adjusted due to IFRS.

3) Volume data including the unconsolidated Chinese joint ventures. The joint venture companies in China are accounted for using the equity method and recorded an operating profit (proportionate) of €1,163 million (€1,112 million).
Volkswagen Group – Analysis of Operating Profit\(^1\)
(January to March 2018 vs. 2017)

\(^1\) All figures shown are rounded, minor discrepancies may arise from addition of these amounts. *) without FS **) including PPA
Automotive Division Net Cash Flow Development\(^1\)\(^2\)  
(January to March 2018)

<table>
<thead>
<tr>
<th>2017 (^3)</th>
<th>Cash flow from operating activities</th>
<th>Capex (^3)</th>
<th>Capitalized development costs</th>
<th>Other</th>
<th>Net cash flow before equity investments</th>
<th>Acquisition and disposal of equity investments</th>
<th>Net cash flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.8</td>
<td>5.5</td>
<td>-1.9</td>
<td>-1.2</td>
<td>0.0</td>
<td>-2.3</td>
<td>0.1</td>
<td>-2.6</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.  
\(^3\) Capital expenditure for property, plant and equipment in % of Automotive sales revenue.
Automotive Division – Net Cash Flow drives solid Net Liquidity\(^1\)
(January to March 2018)

€ 2.4 bn Net Cash Flow
before equity investments

\(1\) All figures shown are rounded, minor discrepancies may arise from addition of these amounts.
## Volkswagen Group – Analysis by Business Line¹)

(Year to March 2018 vs. 2017)

<table>
<thead>
<tr>
<th></th>
<th>Thousand Vehicles (thousand vehicles)</th>
<th>Sales Revenue (€ million)</th>
<th>Operating Profit (€ million)</th>
<th>Margin (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volkswagen Passenger Cars</td>
<td>912</td>
<td>862</td>
<td>20,115</td>
<td>19,040</td>
</tr>
<tr>
<td>Audi</td>
<td>394</td>
<td>375</td>
<td>15,320</td>
<td>14,378</td>
</tr>
<tr>
<td>ŠKODA</td>
<td>256</td>
<td>252</td>
<td>4,547</td>
<td>4,334</td>
</tr>
<tr>
<td>SEAT</td>
<td>167</td>
<td>148</td>
<td>2,782</td>
<td>2,487</td>
</tr>
<tr>
<td>Bentley</td>
<td>2</td>
<td>2</td>
<td>351</td>
<td>361</td>
</tr>
<tr>
<td>Porsche Automotive²)</td>
<td>61</td>
<td>57</td>
<td>5,438</td>
<td>5,035</td>
</tr>
<tr>
<td>Volkswagen Commercial Vehicles</td>
<td>117</td>
<td>119</td>
<td>2,945</td>
<td>2,875</td>
</tr>
<tr>
<td>Scania³)</td>
<td>23</td>
<td>21</td>
<td>3,118</td>
<td>3,084</td>
</tr>
<tr>
<td>MAN Commercial Vehicles</td>
<td>31</td>
<td>25</td>
<td>2,771</td>
<td>2,572</td>
</tr>
<tr>
<td>MAN Power Engineering</td>
<td>-</td>
<td>-</td>
<td>766</td>
<td>783</td>
</tr>
<tr>
<td>VW China ⁴)</td>
<td>1,040</td>
<td>971</td>
<td>3,084</td>
<td>3,035</td>
</tr>
<tr>
<td>Other ⁵)</td>
<td>-233</td>
<td>-223</td>
<td>-7,923</td>
<td>-6,628</td>
</tr>
<tr>
<td>Volkswagen Financial Services</td>
<td>-</td>
<td>-</td>
<td>7,999</td>
<td>7,876</td>
</tr>
<tr>
<td><strong>Volkswagen Group before Special Items</strong></td>
<td>-</td>
<td>-</td>
<td>4,211</td>
<td>4,367</td>
</tr>
<tr>
<td>Special Items</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Volkswagen Group</strong></td>
<td>2,769</td>
<td>2,610</td>
<td>58,228</td>
<td>56,197</td>
</tr>
<tr>
<td>Automotive Division ⁶)</td>
<td>2,769</td>
<td>2,610</td>
<td>49,743</td>
<td>47,825</td>
</tr>
<tr>
<td>of which: Passenger Cars</td>
<td>2,600</td>
<td>2,445</td>
<td>40,298</td>
<td>38,640</td>
</tr>
<tr>
<td>of which: Commercial Vehicles</td>
<td>169</td>
<td>165</td>
<td>8,679</td>
<td>8,402</td>
</tr>
<tr>
<td>of which: Power Engineering</td>
<td>-</td>
<td>-</td>
<td>766</td>
<td>783</td>
</tr>
<tr>
<td>Financial Services Division</td>
<td>-</td>
<td>-</td>
<td>8,485</td>
<td>8,372</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 €5,936 (5,489) million, operating profit €976 (967) million. ³) Including financial services. 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 €1,163 (1,112) 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.
Volkswagen Group – Funding Programs & Outstandings
March 31, 2018 in € billion

**Money and Capital Markets**

<table>
<thead>
<tr>
<th>Category</th>
<th>Frame</th>
<th>Utilization</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Papers</td>
<td>18.1</td>
<td>14.7</td>
</tr>
<tr>
<td>Medium Term Notes / Bonds</td>
<td>28.1</td>
<td>58.8</td>
</tr>
<tr>
<td><em>thereof: Hybrid Bonds</em></td>
<td></td>
<td>11.0</td>
</tr>
<tr>
<td>ABS</td>
<td>37.2</td>
<td></td>
</tr>
<tr>
<td><strong>Borrowings</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Committed Lines</td>
<td>20.8</td>
<td></td>
</tr>
<tr>
<td>Uncommitted Lines</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Supranationals, development banks, government, other</td>
<td>30.8</td>
<td></td>
</tr>
<tr>
<td>Direct Banking Deposits</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Volkswagen Group Funding Strategy – Overview\(^1\)

**Diversification of Funding Sources**
- Direct Banking Deposits: 18%
- Bank Loans: 19%
- Commercial Paper: 9%
- Hybrid Bonds: 6%
- Medium Term Notes / Bonds: 27%
- ABS: 21%

**Currencies – Breakdown\(^1\)**
- EUR: 62%
- USD: 13%
- GBP: 11%
- CAD: 4%
- AUD: 2%
- JPY: 2%
- CNY: 2%
- SEK: 2%
- other\(^2\): 2%
- USD, MXN, NOK, Nzd, RUB, TRY, BRL, CZK, HKD, INR, KRW

\(^1\) as of March 31, 2018
\(^2\) without Scania

Source: Volkswagen Group
Volkswagen Group Funding Strategy – Major Issuances in 2017 / 2018*

<table>
<thead>
<tr>
<th>Date</th>
<th>Amount</th>
<th>Entity</th>
</tr>
</thead>
<tbody>
<tr>
<td>March</td>
<td>EUR 8bn</td>
<td>Volkswagen International Finance N.V.</td>
</tr>
<tr>
<td>April</td>
<td>GBP 850mn</td>
<td>Volkswagen Financial Services N.V.</td>
</tr>
<tr>
<td>May</td>
<td>EUR 3.5bn</td>
<td>Volkswagen International Finance N.V. - Hybrid Bond</td>
</tr>
<tr>
<td>June</td>
<td>EUR 3.5bn</td>
<td>Volkswagen Leasing GmbH</td>
</tr>
<tr>
<td>September</td>
<td>EUR 2.25bn</td>
<td>Volkswagen Leasing GmbH</td>
</tr>
<tr>
<td>December</td>
<td>EUR 2.0bn</td>
<td>Volkswagen Bank GmbH</td>
</tr>
<tr>
<td>March</td>
<td>CAD 1.5bn</td>
<td>Volkswagen Credit Canada, Inc.</td>
</tr>
<tr>
<td>April</td>
<td>EUR 2.25bn</td>
<td>Volkswagen Financial Services AG</td>
</tr>
</tbody>
</table>

*as of May 31, 2018
Volkswagen Group Funding Strategy – Maturity Profile (in € million) ¹)

¹) as of March 31, 2018, excluding Scania and Porsche FS
Source: Volkswagen Group
## Volkswagen Group – Key Credit Ratings

### Current Ratings

<table>
<thead>
<tr>
<th></th>
<th>S&amp;P Global</th>
<th>Moody’s</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Volkswagen AG</strong></td>
<td>BBB+</td>
<td>A3</td>
</tr>
<tr>
<td><strong>Volkswagen Financial Services AG</strong></td>
<td>BBB+</td>
<td>A3</td>
</tr>
<tr>
<td><strong>Volkswagen Bank GmbH</strong></td>
<td>A-</td>
<td>A3</td>
</tr>
</tbody>
</table>

### Outlook

- **S&P Global**: Stable
- **Moody’s**: Stable

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1) as of May 16, 2018
2) Outlook change from Negative to Stable: S&P November 6 2017 (excluding VW Bank GmbH); Moody’s March 19 2018

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### Delivers
- Key Financials & Cash
- Outlook & Operative Excellence
- Strategy
- Our Brands
- Our Markets
- Diesel
- Integrity & Compliance
- Commitment
Volkswagen Group Funding Strategy – Main Guarantors and Issuers

Volkswagen AG
BBB+ (s) / A3 (s)

Volkswagen International Finance N.V.
Volkswagen Group of America Finance, LLC
Volkswagen Credit Canada, Inc.

Volkswagen FS AG
BBB+ (s) / A3 (s)

Volkswagen Financial Services AG
Volkswagen Financial Services N.V.
Volkswagen Leasing GmbH

Volkswagen Bank GmbH
A- (n) / A3 (s)

Volkswagen Bank GmbH

Automotive Division

Financial Services Division

1Credit Ratings from S&P / Moody's as of 31 May, 2018; (s) Outlook stable
Volkswagen Group Funding Strategy –
Major Commercial Paper Programs in Europe

**Volkswagen AG**
- EUR 15.0 bn Multi CCY CP-Programme
- Volkswagen International Finance N.V.
- Volkswagen Group of America Finance, LLC
- EUR 5.0 bn Belgian Short-Term Treasury Notes Programme
- Volkswagen International Belgium NV/SA

**Volkswagen FS AG**
- EUR 5.0 bn Multi CCY CP-Programme
- Volkswagen Financial Services AG
- Volkswagen Financial Services N.V.
- Volkswagen Leasing GmbH

**Volkswagen Bank GmbH**
- EUR 2.5 bn Multi CCY CP-Programme
- Volkswagen Bank GmbH
Deliveries to customers moderately above prior year

Sales revenue by as much as 5% year-on-year

Operating return on sales between 6.5% to 7.5%

1) before Special Items.
Global Passenger Car Market 2017/2020

Slowdown in Western Europe due to falling demand in UK; Stagnation in USA at a high level; Recovery in Brazil and Russia from a low level; China remains largest driver of passenger car demand

<table>
<thead>
<tr>
<th></th>
<th>USA 1)</th>
<th>Western Europe</th>
<th>Russia</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Actuals</td>
<td>Forecast</td>
<td>Actuals</td>
</tr>
<tr>
<td>2017</td>
<td>17.3</td>
<td>14.3</td>
<td>1.5</td>
</tr>
<tr>
<td>2018</td>
<td>17.0</td>
<td>14.5</td>
<td>1.7</td>
</tr>
<tr>
<td>2020</td>
<td>16.8</td>
<td>14.2</td>
<td>2.1</td>
</tr>
</tbody>
</table>

Data source: IHS Automotive (05.2018)

1) Volume for North & South America includes light commercial vehicles (definition ‘Light Vehicles’) growth 2018-2020 = Compound Annual Growth Rate / yearly average
Upcoming Premium and Luxury models enhancing our portfolio offer

<table>
<thead>
<tr>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>A7 Sportback</td>
<td>Urus</td>
<td>Q8</td>
<td>Q2 LWB (China)</td>
</tr>
<tr>
<td>911 Carrera T</td>
<td>Huracán Performante Spyder</td>
<td>A6 Avant</td>
<td>A1 Sportback</td>
</tr>
<tr>
<td>Aventador S Roadster</td>
<td>Continental GT</td>
<td>Bentayga Hybrid</td>
<td>Macan Facelift</td>
</tr>
<tr>
<td>RS 4 Avant</td>
<td>911 GT3 RS</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Internal planning.
Strong product momentum continues in Volume segments

### Q1
- up! GTI
- Polo GTI
- Virtus (SAM)
- Karoq LWB (China)

### Q2
- Touareg
- Jetta (US)
- Lavida (China)
- Kodiaq (Russia)

### Q3
- Fabia
- Bora (China)
- T-Roc LWB (China)
- e-Crafter

### Q4
- Cupra Ateca
- Compact SUVs (China)
- Kamiq (China)

Source: Internal planning.
Strong Increase in our SUV mix

SUV mix by region based on expected regional Group sales

Source: Internal planning.
WLTP – Worldwide Harmonized Light Vehicles Test Procedure

**SCOPE**
- In EU-28 States + 6 countries (Norway, Switzerland, Iceland, Turkey, Israel and Liechtenstein) ¹)
- Legally binding registration requirements for all OEM’s
- Effects communication to customers
- Effects taxation:
  - EU recommendation crossover from Jan 1st 2019

**IMPACT**
- CO₂ / exhaust emissions and fuel consumption figures are calculated under more realistic conditions
- CO₂-values vehicle-specific and therefore very precise
- Should close tolerances regarding different test condition

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¹) Different implementation of timelines between countries ²) NEDC: New European Driving Cycle
## Clear Financial Targets and Milestones

### Key financial targets

<table>
<thead>
<tr>
<th></th>
<th>2016 Actual</th>
<th>2017 Actual</th>
<th>2018 Outlook</th>
<th>2020 Targets</th>
<th>2025 Targets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating return on sales Before Special Items</td>
<td>6.7%</td>
<td>7.4%</td>
<td>6.5-7.5%</td>
<td>6.5-7.5%</td>
<td>7-8%</td>
</tr>
<tr>
<td>Return on investment Automotive Division before Special Items</td>
<td>13.9%</td>
<td>14.4%</td>
<td>12-14%</td>
<td>13-15%</td>
<td>&gt; 15%</td>
</tr>
<tr>
<td>Capex ratio Automotive Division</td>
<td>6.9%</td>
<td>6.4%</td>
<td>6.5-7%</td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
<td>R&amp;D cost ratio Automotive Division</td>
<td>7.3%</td>
<td>6.7%</td>
<td>6.5-7%</td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
<td>Cash a) Net Cashflow Automotive Division</td>
<td>€ 4.3 bn</td>
<td>€ -6.0 bn</td>
<td>≥ € 5 bn</td>
<td>≥ € 10 bn</td>
<td>&gt; € 10 bn</td>
</tr>
<tr>
<td>b) Net Liquidity</td>
<td>€ 27.2 bn</td>
<td>€ 22.4 bn</td>
<td>&gt; € 20 bn</td>
<td>&gt; € 20 bn</td>
<td>~10% of Group turnover</td>
</tr>
</tbody>
</table>
Improving Group results despite significant challenges

Industry transition
› e-mobility
› Digitalization
› Autonomous Driving
› Mix Trend (+SUV’s/-diesel)

Emission costs
› EU -27% CO₂ emission
› US -35% CO₂ emission
› CN -40% l/km consumption

Return on Sales

<table>
<thead>
<tr>
<th>Year</th>
<th>Base</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>6.7%</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>7.4%</td>
<td></td>
</tr>
</tbody>
</table>

2020 Target
6.5 - 7.5%

1) Calculation based on 2016 figures.
CAPEX Automotive Division
(€ billion, as % of sales revenue)
R&D Costs Automotive Division
(€ billion, as % of sales revenue)
Automotive Division-Net Cash Flow (ex Diesel payments)\(^1\)
in € billion

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash Flow (€ billion)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>6.1</td>
</tr>
<tr>
<td>2015</td>
<td>8.9</td>
</tr>
<tr>
<td>2016</td>
<td>7.3</td>
</tr>
<tr>
<td>2017</td>
<td>10.1</td>
</tr>
<tr>
<td>2018</td>
<td>≥ 10</td>
</tr>
<tr>
<td>2020</td>
<td>&gt; 10</td>
</tr>
<tr>
<td>2025</td>
<td>&gt; 10</td>
</tr>
</tbody>
</table>

\(^1\) Incl. allocation of consolidation adjustments between Automotive and Financial Services divisions.
\(^2\) Before around € 3 bn in 2016 and € 16.1 bn in 2017 Diesel related outflow.
Volkswagen AG – Attractive Dividend for Preferred Shares; almost doubled\(^1\)

### Earnings per Share (€)

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>10.30</td>
<td>22.69</td>
</tr>
</tbody>
</table>

### Dividend per Share (€)

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2.06</td>
<td>3.96</td>
</tr>
</tbody>
</table>

### Dividend pay-out ratio\(^1\) (%)

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>19.70</td>
<td>19.00(^2)</td>
</tr>
</tbody>
</table>

---

\(^1\) Total dividend in percent of net income attributable to shareholders of Volkswagen AG.

\(^2\) Business year 2017 adjusted for non-recurring effects related to the tax reform in the USA of € 1 bn.
STRATEGY 2025 – Initiatives at a glance

1. Sharpen positioning of brands
2. Develop winning vehicle and drivetrain portfolio
3. Streamline modular architectures
4. Partner with regional players to win in economy segment
5. Develop self-driving system for autonomous vehicles and artificial intelligence in-house
6. Develop battery technology as new core competency
7. Develop best-in-class user experience across brands and customer touchpoints
8. Implement model line organization
9. Realign “Components” business
10. Build mobility solutions business
11. Develop and expand attractive and profitable smart mobility offering
12. Improve operational excellence
13. Optimize business portfolio
14. Drive digital transformation
15. Create organization 4.0
16. Better integrated and strategic planning process
Goals of the Revised Management Structure – April 2018

With the realignment, Volkswagen Group presses its transformation ahead.

**Leadership**
Secure the Group’s leadership over the long-term in a phase of dynamic changes

**Group Management**
Create a simple, lean and effective Group management structure

**Responsibilities**
Maximize subsidiarity and establish clear-cut responsibilities

**Capabilities**
Make optimum use of the capabilities and economies of scale available in the Group

**Synergies**
Harness further synergies within the Group

**Profitability**
Further increase profitability and competitiveness of future investments
Creation of Brand Groups will reduce the complexity of the Group structure

* Allocation will be verified
** Temporarily responsibility of Group CEO, will be a combined Board of Management function

<table>
<thead>
<tr>
<th>Volume</th>
<th>Premium</th>
<th>Super Premium</th>
<th>Truck &amp; Bus</th>
<th>Procurement/Components</th>
<th>Financial Services</th>
<th>China</th>
</tr>
</thead>
<tbody>
<tr>
<td>VW</td>
<td>Audi</td>
<td>Porsche</td>
<td>MAN</td>
<td>Procurement</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Škoda</td>
<td>Lamborghini*</td>
<td>Bentley</td>
<td>Scania</td>
<td>Components**</td>
<td></td>
<td>Region China</td>
</tr>
<tr>
<td>SEAT</td>
<td>Ducati*</td>
<td>Bugatti</td>
<td>Power Engineering*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VW LCV</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MOIA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

** Volkswagen **

** Škoda **

** SEAT **

** Volkswagen Commercial Vehicles **

** MOIA **

** Audi **

** MAN **

** Procurement **

** Components **

** Financial Services **

** Region China **
Focus on strategy: Resolutely making progress toward sustainable mobility

Up to the end of 2022: We will be putting more than €34 bn into e-mobility, digitalization, autonomous driving and mobility services – thereof in 2018: €6.6 bn; Volkswagen Group and its joint-venture partners in China will be making around €15 bn available for e-mobility, autonomous driving, digitalization and new mobility services.

Also putting more than €90 billion into the conventional vehicle and drive portfolio – thereof in 2018: €19.8 bn
Efficient combustion engines and alternative powertrains play a major role for the future of sustainable mobility

- Significant improvements in consumption and emissions of gasoline engines
- All new gasoline engines will be equipped with a particulate filter
- Working on synthetic fuels produced from renewable sources
- The latest Euro 6 diesel engines deliver above-average performance in the new WLTP\textsuperscript{1)} cycle
- Significantly expanding the range of CNG\textsuperscript{2)} vehicles

\textsuperscript{1)} Worldwide Harmonized Light-Duty Vehicles Test Procedure \hspace{1em} \textsuperscript{2)} Compressed Natural Gas
Responsibilities for Electric Toolkit Architecture

- Common modules and scale effects save up to 30% development costs (compared to brand excl. developments)
- Flexibility: Architecture open for other brands to be used in the future

- Economies of scale from use of MEB across entire Group
- Higher productivity and shorter manufacturing time
- Lower material and distribution costs
Audi e-tron and Porsche Mission E will change the premium electric game

Market launch in August 2018.

Market launch in the second half of next year.
The Volkswagen Brand’s I.D. family sets the new BEV benchmark in the volume segment.

Market launch early 2020 and onwards.
Advances in battery technology will improve range, weight and costs

* basis: eGolf with comparable battery volume

** range**

- **190 km**
  - 230 Wh/l
  - 2014
- **300 km**
  - 410 Wh/l
  - 2017
- **380 km**
  - 650 Wh/l
  - 2018
- **420 km**
  - 700 Wh/l
  - 2020
- **700 km**
  - 1000 Wh/l
  - All solid state
- **500 km**
  - 800 Wh/l
  - Improved anode and cathode

Energy density, or volumetric energy density, reflects volume in liters (Wh/l).
Battery costs will decrease significantly by 2020

Target: < 100€ / kWh
Roadmap E - E-mobility model offensive of the Volkswagen Group

- 50 BEVs + 30 PHEVs
- 2-3m expected units or 20–25% Group sales intended to be purely battery-powered
- Own e-fleet requirements over 150 GWh of battery capacity
- MEB: € 50 bn battery cell procurement volume up to 2025, of which € 40 bn has already been awarded to suppliers
- At least one electrified version for each of the Group’s 300 or so models
Joint Venture of automotive manufacturers enables electric mobility on long-distance journeys

Building of a High-Power-Charging (HPC) Network for electric vehicles starts operation

20 stations in multiple European countries started in 2017

IONITY will implement and operate about 400 fast charging stations across European major thoroughfares until 2020

A charging capacity of up to 350 kW enables to reduce charging time significantly when compared to existing systems

Multi-brand compatibility with current and future generations of electric vehicles through Combined Charging System (CCS)

1) The founding partners, BMW Group, Daimler AG, Ford Motor Company and the Volkswagen Group, have equal shares in the joint venture, while other automotive manufacturers are invited to help expand the network.
Electrify America - Powering electric mobility

**Investment of $2 billion over the next 10 years** in Zero Emission Vehicle (ZEV) infrastructure and education programs in the U.S.

**Open network for all (even group external) OEMs and business partners**

**Highway sites every 70 miles on average, but no more than 120 miles apart,** so shorter range ZEVs available today will be able to use this network.

**1st cycle:**
We will establish a network of ~4,700+ non-proprietary electric vehicle chargers in 17 metros and on highways in 39 states.

**Station chargers will be extremely powerful,** capable of delivering 150 kW or 350 kW to vehicles.

**Public access for all ZEV drivers will be ensured through multiple technologies (Level 2 and DC fast charging: CCS Combo and Chademo connectors)**

Source: Electrify America
Successful launch of MOIA Shuttle at end of 2017, customers show a high demand for this alternative form of mobility

- Test phase in Hanover with 2,000 users under way
- **Project start** in Hamburg at **end-2018**: fleet will be expanded to 200 vehicles in the first phase
- Further cities planned

- Connected to backend
- Customized interior with high comfort/connectivity
- App-based ride pooling service
- 6 passenger seats with high privacy
- Electric door concept
- BEV with > 300 km real range

MOIA branded

- Prepared for Shadow/security driver mode
- Unique recognizable design

<6 m < 3,5 t
Intensified efforts to develop autonomous vehicles

2005
“Stanley” Winner Darpa Grand Challenge

2010
Autonomous Audi TTS “Shelley” climbs Pikes Peak

2017
SEDRIC is Volkswagen Group´s first Level 5 vehicle

2018
MOIA Battery Electric Special Purpose Shuttle

2021+
Personal Autonomous Vehicles

>200 AV related patents

Strategic partnership with Aurora

Volkswagen Group

SEDRIC is Volkswagen Group’s first Level 5 vehicle

MOIA Battery Electric
Special Purpose Shuttle

Autonomous Audi TTS “Shelley” climbs Pikes Peak

SEDRIC

“Shelley” climbs Pikes Peak

SEDRIC is Volkswagen Group’s first Level 5 vehicle

MOIA Battery Electric Special Purpose Shuttle

Personal Autonomous Vehicles

Volkswagen Group
>200 AV related patents

Strategic partnership with Aurora

SEDRIC is Volkswagen Group’s first Level 5 vehicle

MOIA Battery Electric Special Purpose Shuttle

Personal Autonomous Vehicles
Driving forward Strategy 2025: Implementation is accelerating

ROADMAP E launched

Center of Excellence for battery technology established

Joint venture for rapid charging network in place

SEDRIC developed and presented

Joint venture with JAC created for e-mobility

MOIA pilot started and shuttle presented

New technology partnerships agreed

Realignment of Group Components approved

Positioning of Group brands sharpened

Board Digitalization Committee established
Why our Value Proposition is one of the best in the Industry?

1. Unique and Compelling **Brands and Products** and **Scale Potential**
2. Convincing holistic **Strategy**
3. Conclusive **E-Strategy**
4. Optimal **Toolkit Infrastructure** for conventional and alternative power trains
5. We intend to deliver **Self-driving** at the touch of a button and become **Software** leaders
6. Upside Potential in **Core and Developing Markets**
7. Lead Position in **China**
8. **Truck & Bus** Global Champion Potential
9. **Culture** of willingness to change: agile, innovative and integral backed by committed management and employees
10. Priority to work on protecting our **Environment** for future generations

**Overarching vision is to become a World-leading Provider of Sustainable Mobility**
**Successful operating business: Strong contribution by all Group brands in 2017 – “We’re back on the offensive.”**

<table>
<thead>
<tr>
<th>Brand</th>
<th>Key Financials &amp; Cash</th>
<th>Strategy</th>
<th>Our Brands</th>
<th>Our Markets</th>
<th>Diesel</th>
<th>Integrity &amp; Compliance</th>
<th>Commitment</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>VW</strong></td>
<td>“TRANSFORM 2025+” strategy driven forward consistently</td>
<td>• Clear improvement in operating profit and margin, successful product initiatives</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Audi</strong></td>
<td>Prior-year sales record again exceeded</td>
<td>• A8 as first series car in the world developed for conditional automated driving</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Porsche</strong></td>
<td>One millionth 911 rolls off production line, new Cayenne well received</td>
<td>• New records for unit sales, sales revenue and profit</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>SKODA</strong></td>
<td>Success story continues with record unit sales, sales revenue and profit</td>
<td>• SUV initiative reinforced by the new Karoq</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>SEAT</strong></td>
<td>Record sales revenue and significant increase in profit</td>
<td>• Powerful model initiative continues with the new Ibiza and Arona</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>VOLKSWAGEN TRUCK &amp; BUS</strong></td>
<td>Further key steps on the way to becoming global champion</td>
<td>• Pioneering role in digitalization reinforced by launch of RIO platform</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>VOLKSWAGEN FINANCIAL SERVICES</strong></td>
<td>Further record profit makes key contribution to Group’s success</td>
<td>• Successful return to the primary market for euro bonds</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Overview Brand Targets (RoS, RoE)

#### Return on Sales in %

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>Target 2017</th>
<th>2017</th>
<th>Target 2018</th>
<th>2020</th>
<th>2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volkswagen Group</td>
<td>6.7</td>
<td>6-7</td>
<td>7.4</td>
<td>6.5-7.5</td>
<td>6.5-7.5</td>
<td>7.0-8.0</td>
</tr>
<tr>
<td>Volkswagen Brand</td>
<td>1.8</td>
<td>3-5</td>
<td>4.1</td>
<td>4-5</td>
<td>4-5</td>
<td>≥6</td>
</tr>
<tr>
<td>Audi</td>
<td>8.2</td>
<td>8-10</td>
<td>8.4</td>
<td>8-10</td>
<td>8-10</td>
<td>8-10</td>
</tr>
<tr>
<td>Porsche Automotive</td>
<td>17.4</td>
<td>&gt;15</td>
<td>18.5</td>
<td>&gt;15</td>
<td>&gt;15</td>
<td>&gt;15</td>
</tr>
<tr>
<td>ŠKODA</td>
<td>8.7</td>
<td>7-8</td>
<td>9.7</td>
<td>8-9</td>
<td>6-7</td>
<td>≥7</td>
</tr>
<tr>
<td>Volkswagen Commercial Vehicles</td>
<td>4.1</td>
<td>3-4</td>
<td>7.2</td>
<td>5-6</td>
<td>4-5</td>
<td>≥6</td>
</tr>
<tr>
<td>Truck &amp; Bus Business 1)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Scania</td>
<td>9.5</td>
<td>6-7</td>
<td>6.9</td>
<td>6-7</td>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td>• MAN Commercial Vehicles</td>
<td>2.3</td>
<td>6-7</td>
<td>6.9</td>
<td>6-7</td>
<td>9</td>
<td>9</td>
</tr>
</tbody>
</table>

**1)** For peer-group analysis: Truck & Bus Business RoS is calculated as the sum of Scania and MAN Commercial Vehicles. **2)** Through-cycle Target.

#### Return on Equity (norm. 8%)

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>Target 2017</th>
<th>2017</th>
<th>Target 2018</th>
<th>2020</th>
<th>2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volkswagen Financial Services</td>
<td>15.6%</td>
<td>14-16%</td>
<td>15.8%</td>
<td>14-16%</td>
<td>14-16%</td>
<td>20%</td>
</tr>
</tbody>
</table>
Starting point „TRANSFORM 2025+“ STRATEGY will put the Volkswagen Brand to the top of the automotive industry

STRENGTHEN CORE BUSINESS
- 2% RoS\(^1\)
  - SUV Offensive
  - Turnaround in the Regions
  - Brand Positioning
  - Productivity / Costs
  - New Skills

LEAP TO THE TOP OF ELECTRIC MOBILITY
- ≥ 4% RoS
  - Electric Offensive
  - Digital Ecosystem
  - Operational Excellence

MAJOR TRANSFORMATION
- ≥ 6% RoS
  - New Business Models
  - New Mobility solutions
  - Autonomous Driving

GLOBAL MARKET LEADER IN AUTOMOBILITY
- > 6% RoS

\(^1\) Before special items.
<table>
<thead>
<tr>
<th></th>
<th>Forecast 2018</th>
<th>Target 2020</th>
<th>Target 2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales revenue</td>
<td>up to +10 %</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Operating return on sales</td>
<td>4–5 %</td>
<td>4–5 %</td>
<td>≥ 6 %</td>
</tr>
<tr>
<td>Capex ratio</td>
<td>4–5 %</td>
<td>4–5 %</td>
<td>4–5 %</td>
</tr>
<tr>
<td>R&amp;D ratio</td>
<td>~4 %</td>
<td>4 %</td>
<td>4 %</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>Positive operating cash flow(^1)</td>
<td>&gt; € 1 bn</td>
<td>&gt;&gt; € 1 bn</td>
</tr>
</tbody>
</table>

\(^1\) Before special items.
Further roll-out of MQB offers substantial benefits for Volkswagen Brand

MQB share in overall production (percent | rounded)
Increase in competitiveness and safeguarding the future are the focus points of the Future Pact agreement

**Working Group 1**
Production
- Increase of productivity by 25%
- Reduction of plant costs

**Working Group 2**
Components
- Increase of productivity by 25%
- Discontinuation of unprofitable products

**Working Group 3**
Technical Development
- Reduction of hardware-oriented development work
- Increased efficiency in development processes

**Working Group 4**
Administration
- Reduction of bureaucracy

**Secure the Future**
- 4 additional models: 2 conventional and 2 MEB vehicles
- Investments in:
  - Electric drive trains
  - Pilot facility battery cell
  - Battery system
- Competency/capacity increase in autonomous driving, electrification, connectivity etc.
- Creation of employment in new business segments

Reduction in workforce based on demographic curve\(^1\)

\(^1\) ~ 9,350 early retirement contracts signed in 2017.
Core challenges in the commercial vehicle industry

### Cyclical markets
- Strong correlation to GDP in developed world
- Not all regions hit by economic downturns at the same time

### Further globalization
- The megatrend of globalization has a direct influence on future developments in freight transportation and the commercial vehicle industry

### Emission regulations
- Europe with aggressive regulations, focus shifting to e-mobility and alternative fuels
- Emerging Markets also have ambitious roadmap

### Connectivity & digitalization
- Platooning and partly-autonomous driving as transition solutions
- Data management for customers and traffic of broad interest (e.g. RIO for digital solutions)

### After sales and future business models
- After sales increasingly important as alternative source of revenues
- Future business models (e.g. connectivity, clean driving) to actively shape the future of transportation
Shaping the future of the Commercial Vehicles business

Global Champion strategy

- Goal is becoming the Global Champion of the Commercial Vehicles sector: Leader in profitability, global presence and innovation.
- Further enhancement of brands’ performance with individual identities, strengths and profiles.
- Increase cooperation and leverage synergies between brands.
- Further global expansion to leverage scale and be ahead of competition (e.g. Navistar in the USA, Sinotruk in China, Hino Motors in Japan and Asia).
- Also develop solutions for Commercial Vehicles in such areas as autonomous driving, electrification and connectivity.
- RIO covers logistics solutions for all transportations sectors.

Project "Next Level"

- Further increase the company’s maturity, efficiency and innovativeness.
- Achievement of capital market readiness: meet technical and structural requirements of the capital market; complex scope.
  - Change of legal structure of Volkswagen Truck & Bus GmbH to a German stock corporation (AG) and in a second step into a Societas Europaea (SE).
- Focus on Commercial Vehicles.1)
- IPO is just one of several options.
- Dependent on capital market conditions & Volkswagen Group strategy.
- Minority interests legal case outstanding.

1) Allocation will be verified as part of creation of new Volkswagen Group structure.
Volkswagen Financial Services\(^1\): global, well diversified and successful

**Strong global presence**

**Rising penetration rates**

\(w/o\) China

\(26.4\%\) 25.0\% 24.7\% 25.4\% 27.5\% 28.9\% 30.6\% 31.3\% 33.1\% 33.1\% 32.3\%

\(w/\) China

\(32.5\%\) 32.9\% 34.9\% 36.3\% 40.7\% 44.3\% 44.5\% 46.9\% 47.8\% 46.7\%

**Continuous portfolio expansion**

in ‘000 contracts

<table>
<thead>
<tr>
<th>Year</th>
<th>Total portfolio</th>
<th>Financing</th>
<th>Leasing</th>
<th>Insurance / Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>1,964</td>
<td>1,505</td>
<td>319</td>
<td>130</td>
</tr>
<tr>
<td>2009</td>
<td>2,148</td>
<td>1,508</td>
<td>390</td>
<td>132</td>
</tr>
<tr>
<td>2010</td>
<td>2,246</td>
<td>1,624</td>
<td>264</td>
<td>138</td>
</tr>
<tr>
<td>2011</td>
<td>2,691</td>
<td>1,983</td>
<td>274</td>
<td>134</td>
</tr>
<tr>
<td>2012</td>
<td>3,281</td>
<td>2,274</td>
<td>251</td>
<td>136</td>
</tr>
<tr>
<td>2013</td>
<td>3,796</td>
<td>2,518</td>
<td>270</td>
<td>138</td>
</tr>
<tr>
<td>2014</td>
<td>4,549</td>
<td>3,322</td>
<td>276</td>
<td>140</td>
</tr>
<tr>
<td>2015</td>
<td>6,322</td>
<td>7,218</td>
<td>3,921</td>
<td>198</td>
</tr>
<tr>
<td>2016</td>
<td>7,218</td>
<td>7,641</td>
<td>3,996</td>
<td>205</td>
</tr>
<tr>
<td>2017*</td>
<td>7,641</td>
<td>7,678</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 2018</td>
<td>7,678</td>
<td>7,678</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Diversified funding structure**

- **Asset backed securitization**
- **Bonds, Commercial Paper, liabilities to financial institutions**
- **Customer deposits**
  - 31.03.2018: € 191.3 bn

\(32\%\) 19\% 31\% 18\% 32\%

\(^1\) Excl. activities of Scania and Porsche Holding Salzburg; incl. Financial Services of Porsche AG and MAN Financial Services.
Volkswagen Brand – Turnaround in the US with new products from 2017 onwards

Deliveries to US customers, ‘000’ units

<table>
<thead>
<tr>
<th>Year</th>
<th>Deliveries</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>10</td>
</tr>
<tr>
<td>2013</td>
<td>11</td>
</tr>
<tr>
<td>2014</td>
<td>10</td>
</tr>
<tr>
<td>2015</td>
<td>11</td>
</tr>
<tr>
<td>2016</td>
<td>11</td>
</tr>
<tr>
<td>2017</td>
<td>11</td>
</tr>
</tbody>
</table>

Market Share %

- 2012: 3.0
- 2013: 2.6
- 2014: 2.2
- 2015: 2.0
- 2016: 1.8
- 2017: 2.0

SUV offensive #1

- 2017: Atlas
- 2018-19: Jetta
- 2019-21: Midsize SUV 5s

New Sedans

- 2017: Tiguan
- 2018-19: Passat
- 2019-21: Compact SUV

SUV offensive #2

- 2017: Refreshed Golf
- 2018-19: Arteon
- 2019-21: ID Crozz
A product offensive is initiating a new growth phase in South America

Product offensive in South America

Polo G

Virtus

Small SUV Global

Key measures

- Restructuring: reduce capacities and fixed costs
- Increase productivity, align products to local requirements
- Product offensive, €2.5bn investment
- New brand positioning
- New growth strategy for Latin America
Volkswagen Group China performance
(January to April 2018 vs. 2017)

1) Incl. Hong Kong, excl. Ducati. Group numbers incl. Volkswagen Commercial Vehicles, Scania and MAN.

Proportionate operating profit, January to March (in € billion)

Q1 2017: Proportionate operating profit, January to March (in € billion)
- Proportionate operating profit, January to March (in € billion) for Q1 2017 is 1.1 billion.
- The percentage change from Q1 2017 to Q1 2018 is +4.6%.

Q1 2018: Proportionate operating profit, January to March (in € billion)
- Proportionate operating profit, January to March (in € billion) for Q1 2018 is 1.2 billion.
- The percentage change from Q1 2017 to Q1 2018 is +8.8%.

Deliveries
- Deliveries in January to April 2017 are 1,191,000 units.
- Deliveries in January to April 2018 are 1,345,000 units.
- The percentage change from January to April 2017 to January to April 2018 is +12.9%.

January – April 2017
- Deliveries in January to April 2017 are 1,191,000 units.
- The percentage change from January to April 2017 to January to April 2018 is +12.9%.

January – April 2018
- Deliveries in January to April 2018 are 1,345,000 units.
- The percentage change from January to April 2017 to January to April 2018 is +12.9%.

1) Incl. Hong Kong, excl. Ducati. Group numbers incl. Volkswagen Commercial Vehicles, Scania and MAN.
Regulatory environment for NEV and Fuel Consumption Credits in China

**CAFC\(^1\) and NEV Credit System**

- Independent calculation of CAFC\(^1\) and NEV credits
- Companies need to fulfill both requirements

**CAFC\(^1\) Credits:**
- Transfer between affiliated companies only
- Credit carry-over to next 3 years with depreciation
- Negative results can be offset by NEV credits (own or free trading in market)

**NEV Credits:**
- No transfer from CAFC\(^1\) credits to NEV credits
- No Carry-over except for year 2016 and 2019
- Free Trading of NEV credits allowed

**MIIT\(^2\) for NEV Credit Calculation**

\[
\text{min. NEV credit points} = \text{ICE}\(^3\) Volume \times \text{NEV credit point ratio}
\]

<table>
<thead>
<tr>
<th>Year</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>None</td>
<td>0</td>
<td>10%</td>
<td>12%</td>
</tr>
</tbody>
</table>

Example 2019:
1 million ICEs need 100,000 NEV credit points

**NEV Credit Point Attribution per NEV Type**

**BEV\(^4\):**
- Basic credit = 0.012 x Range + 0.8 (max. 5 basic credits)
- BEV additional factor for low electric consumption up to 1.2

**PHEV\(^5\):**
- Basic credit = 2 (min. e-Range 50km)
- PHEV credit = 1 if e-range 50-80km and consumption under B-Test ≥70% ICE; or e-range ≥ 80km but high electric consumption

---

\(^1\) CAFC – Corporate Average Fuel Consumption  
\(^2\) MIIT – Ministry of Industry and Information Technology  
\(^3\) ICE – Internal Combustion Engine  
\(^4\) BEV – Battery Electric Vehicle  
\(^5\) PHEV – Plug-in Hybrid Electric Vehicle
Volkswagen Group China will be prepared to deliver around 1.5 million zero emission cars to Chinese customers by 2025.

**Introduction of locally produced NEV**

**Phase 1**
Plug-in hybrids based on current toolkits

**Phase 2**
Pure electric vehicles based on current toolkits

**Phase 3 (start 2020/21)**
Pure electric vehicles based on scalable electric toolkit

**Mass market BEV cooperation**
New product offering with an expanded SUV line-up \(^1\)

### China deliveries by bodystyle (in ‘000 units)

<table>
<thead>
<tr>
<th>Bodystyle</th>
<th>2016</th>
<th>2017</th>
<th>Target 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Others</td>
<td>3,982</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SUV</td>
<td></td>
<td>4,184</td>
<td></td>
</tr>
<tr>
<td>MPV</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hatchback</td>
<td></td>
<td></td>
<td>≥40%</td>
</tr>
<tr>
<td>Sedan</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### SUV offensive of Volkswagen Group China

- **4** Volkswagen brand SUVs in 2018, 3 of which are new models
  - T-Roc LWB
  - Touareg
- **6** additional Audi SUVs in the next 2-3 years
  - Q2L
- **3** new ŠKODA SUVs in 2018
  - Kamiq
  - Karoq

---

1\(^1\) Source: IHS.  2\(^2\) Schematic overview – does not show all models.
### Special Items: Diesel related and other

<table>
<thead>
<tr>
<th>Year</th>
<th>Diesel</th>
<th>Other</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(€ bn)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>Legal</td>
<td>Restructuring:</td>
<td>16.9</td>
</tr>
<tr>
<td></td>
<td>7.0</td>
<td>Truck Business</td>
<td>0.2</td>
</tr>
<tr>
<td></td>
<td>Other items</td>
<td>Passenger Cars South America</td>
<td>0.2</td>
</tr>
<tr>
<td></td>
<td>9.2</td>
<td>Airbags Takata</td>
<td>0.3</td>
</tr>
<tr>
<td></td>
<td>16.2</td>
<td></td>
<td>0.7</td>
</tr>
<tr>
<td>2016</td>
<td>Mainly legal risks</td>
<td>Scania Anti-Trust Proceedings</td>
<td>0.4</td>
</tr>
<tr>
<td></td>
<td>6.4</td>
<td>Others</td>
<td>0.7</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>1.1</td>
</tr>
<tr>
<td>2017</td>
<td>Buyback/retrofit program</td>
<td></td>
<td>7.5</td>
</tr>
<tr>
<td></td>
<td>Legal</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Other</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>1.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>3.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total to date</td>
<td></td>
<td></td>
<td>27.6</td>
</tr>
</tbody>
</table>

A significant amount of the Diesel Dollar-related provisions are hedged and a further substantial amount of the provisions have been utilized. Cash outflows of around € 3 bn in 2016, € 16.1 bn in 2017 and € 0.8 bn in Q1 2018.
Resolving the diesel crisis: Substantial progress in all markets

Worldwide recall/service campaigns driven forward:
Software Flashes in Germany currently 94% complete; Substantial progress also in Europe (76%) and worldwide (69%)

Group environmental incentive makes significant contribution to improving air quality in German cities:
More than 200,000 customers already decided to switch to environmentally friendly vehicles

Major progress in modifications in North America:
On target for modifications/buybacks for 2.0 liter TDI engines; field fix started for 3.0 liter TDI engines

Electrify America underway:
Investment plan for zero emissions vehicles (ZEV) approved by authorities

Timeframe of legal proceedings expected to be long!

Status: 3rd May 2018
With “Together4Integrity” we have launched a Group-wide integrity and compliance program

**Strategy**

**Principle 1**
Integrity and compliance is central to business strategy

---

**Risk Management**

**Principle 2**
Integrity and compliance risks are identified, owned, managed and mitigated

---

**Culture of Integrity**

**Principle 3**
Leaders at all levels across the organization build and sustain a culture of integrity

---

**Speak-up Environment**

**Principle 4**
The organization encourages, protects and values the reporting of concerns and suspected wrong-doing

---

**Resolute Accountability**

**Principle 5**
The organization takes action and holds itself accountable when wrongdoing occurs
New corporate culture: Change is happening

Sustainable strengthening of compliance systems taking effect

- Substantial progress in improving processes, structures and policies
- Zero tolerance of violations of values

Focus on values, integrity and Code of Collaboration becoming firmly rooted in corporate culture

- Volkswagen Convention: Training for 7,600 managers and works council members on integrity, culture and compliance
- Group-wide management development with new requirement profiles launched
- Role model program helps to implement change by example
Upcoming tasks to master challenges and make use of opportunities

Continue to resolve the diesel crisis
- Conclude worldwide recall campaigns and service actions
- Manage legal proceedings worldwide

Improving the Core Business
- Profitability in NAR / SAM / Russia
- Implementation Future Pact Brand Volkswagen
- Cash Generation and Capex/R&D discipline

Transformation towards more E-Mobility
- CO₂ Compliance / WLTP implementation
- Profitability of Electric Vehicles
- Governance / Compliance / Culture

Strengthen Innovation Power
- Digitalization & Connectivity
- Profitable Mobility Services
Investor Relations Team

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The official website of Volkswagen Group Investor Relations. [Company topics, brandchannels, innovation and informations.]
Shaping the transformation together.
## Volkswagen Group – Key Credit Ratings

### Current Ratings1)

<table>
<thead>
<tr>
<th></th>
<th>S&amp;P Global</th>
<th>Moody’s</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Long Term</td>
<td>Short Term</td>
</tr>
<tr>
<td>Volkswagen AG</td>
<td>BBB+</td>
<td>A-2</td>
</tr>
<tr>
<td>Volkswagen Financial Services AG</td>
<td>BBB+</td>
<td>A-2</td>
</tr>
<tr>
<td>Volkswagen Bank GmbH*</td>
<td>A-</td>
<td>A-2</td>
</tr>
</tbody>
</table>

### Outlook2)

<table>
<thead>
<tr>
<th></th>
<th>S&amp;P Global</th>
<th>Moody’s</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volkswagen AG</td>
<td>Stable (Negative)</td>
<td>Stable</td>
</tr>
<tr>
<td>Volkswagen Financial Services AG</td>
<td>Stable</td>
<td></td>
</tr>
<tr>
<td>Volkswagen Bank GmbH*</td>
<td>Stable</td>
<td></td>
</tr>
</tbody>
</table>

---

1) as of May 16, 2018
2) Outlook change from Negative to Stable: S&P November 6 2017 (excluding VW Bank GmbH); Moody’s March 19 2018
‘Best ever’ Automotive Division Net Cash Flow (ex Diesel payments)\textsuperscript{1)}
(January to March 2018)

\begin{itemize}
  \item Net Cash flow incl Diesel payments: €2.4 billion
  \item Diesel outflow: €0.8 billion
  \item Net Cash flow underlying business: €3.2 billion
\end{itemize}

\textsuperscript{1)} Including allocation of consolidation adjustments between Automotive and Financial Services divisions.
Volkswagen Group – Key Financial Figures\(^1\)
(January to December 2017 vs. 2016)

<table>
<thead>
<tr>
<th>Thousand vehicles / € million</th>
<th>2017</th>
<th>2016</th>
<th>+/- (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vehicle Sales(^2)</td>
<td>10,777</td>
<td>10,391</td>
<td>+3.7</td>
</tr>
<tr>
<td>Sales revenue</td>
<td>230,682</td>
<td>217,267</td>
<td>+6.2</td>
</tr>
<tr>
<td>Operating profit before Special Items</td>
<td>17,041</td>
<td>14,623</td>
<td>+16.5</td>
</tr>
<tr>
<td>% of sales revenue</td>
<td>7.4</td>
<td>6.7</td>
<td></td>
</tr>
<tr>
<td>Operating profit</td>
<td>13,818</td>
<td>7,103</td>
<td>+94.5</td>
</tr>
<tr>
<td>% of sales revenue</td>
<td>6.0</td>
<td>3.3</td>
<td></td>
</tr>
<tr>
<td>Financial result(^2)</td>
<td>94</td>
<td>189</td>
<td>X</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>13,913</td>
<td>7,292</td>
<td>+90.8</td>
</tr>
<tr>
<td>% Return on sales before tax</td>
<td>6.0</td>
<td>3.4</td>
<td></td>
</tr>
<tr>
<td>Profit after tax</td>
<td>11,638</td>
<td>5,379</td>
<td>X</td>
</tr>
</tbody>
</table>

\(^1\) All figures shown are rounded, so minor discrepancies may arise from addition of these amounts. Incl. allocation of consolidation adjustments between the Automotive and Financial Services divisions.

\(^2\) Volume data incl. the unconsolidated Chinese joint ventures. The joint venture companies in China are accounted for using the equity method and recorded an operating profit (proportionate) of €4.7 billion (€5.0 billion).
Volkswagen Group – Analysis of Operating Profit\(^1\)
(January to December 2017 vs. 2016)

1) All figures shown are rounded, minor discrepancies may arise from addition of these amounts. 2) without FS. 3) incl.PPA.
## Volkswagen Group – Analysis by Business Line

### (January to December 2017 vs. 2016)

<table>
<thead>
<tr>
<th>Thousand vehicles/ € million</th>
<th>Vehicle sales</th>
<th>Sales revenue</th>
<th>Operating profit</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volkswagen Passenger Cars2)</td>
<td>3,573</td>
<td>4,347</td>
<td>79,979</td>
<td>105,651</td>
</tr>
<tr>
<td>Audi</td>
<td>1,530</td>
<td>1,534</td>
<td>60,128</td>
<td>59,317</td>
</tr>
<tr>
<td>ŠKODA</td>
<td>937</td>
<td>814</td>
<td>16,559</td>
<td>13,705</td>
</tr>
<tr>
<td>SEAT</td>
<td>595</td>
<td>548</td>
<td>9,892</td>
<td>8,894</td>
</tr>
<tr>
<td>Bentley</td>
<td>11</td>
<td>11</td>
<td>1,843</td>
<td>2,031</td>
</tr>
<tr>
<td>Porsche Automotive3)</td>
<td>248</td>
<td>239</td>
<td>21,674</td>
<td>20,710</td>
</tr>
<tr>
<td>Volkswagen Commercial Vehicles</td>
<td>498</td>
<td>478</td>
<td>11,909</td>
<td>11,120</td>
</tr>
<tr>
<td>Scania4)</td>
<td>92</td>
<td>83</td>
<td>12,789</td>
<td>11,103</td>
</tr>
<tr>
<td>MAN Commercial Vehicles</td>
<td>114</td>
<td>102</td>
<td>11,087</td>
<td>10,005</td>
</tr>
<tr>
<td>MAN Power Engineering</td>
<td>-</td>
<td>-</td>
<td>3,283</td>
<td>3,593</td>
</tr>
<tr>
<td>VW China5)</td>
<td>4,020</td>
<td>3,873</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other6)</td>
<td>-840</td>
<td>-1,638</td>
<td>-30,288</td>
<td>-56,617</td>
</tr>
<tr>
<td>Volkswagen Financial Services7)</td>
<td>-</td>
<td>-</td>
<td>31,826</td>
<td>27,554</td>
</tr>
<tr>
<td><strong>Volkswagen Group before Special Items</strong></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><strong>Volkswagen Group</strong></td>
<td>10,777</td>
<td>10,391</td>
<td>230,682</td>
<td>217,267</td>
</tr>
<tr>
<td>of which: Automotive Division8)</td>
<td>10,777</td>
<td>10,391</td>
<td>196,949</td>
<td>186,016</td>
</tr>
<tr>
<td>of which: Passenger Cars</td>
<td>10,077</td>
<td>9,729</td>
<td>158,466</td>
<td>150,343</td>
</tr>
<tr>
<td>of which: Commercial Vehicles</td>
<td>700</td>
<td>662</td>
<td>35,200</td>
<td>32,080</td>
</tr>
<tr>
<td>of which: Power Engineering</td>
<td>-</td>
<td>-</td>
<td>3,283</td>
<td>3,593</td>
</tr>
<tr>
<td>Financial Services Division</td>
<td>-</td>
<td>-</td>
<td>33,733</td>
<td>31,251</td>
</tr>
</tbody>
</table>

---

1) All figures shown are rounded, minor discrepancies may arise from addition of these amounts. 2) 2017 figures take account of the reclassification of companies; prior-year figures were not adjusted. 3) Porsche (Automotive and Financial Services): sales revenue €23,491 (22,318) million, operating profit €4,144 (3,877) million. 4) Incl. financial services. 5) 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 €4,746 (4,956) million. 6) Prior year adjusted. 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. 7) Starting January 1, 2017, Porsche’s financial services business is reported as part of Volkswagen Financial Services. Prior-year figures were not adjusted. 8) Incl. allocation of consolidation adjustments between the Automotive and Financial Services divisions.
What's new with WLTP?

- More realistic driving behaviour
- A greater range of driving situations (urban, suburban, main road, motorway)
- Longer test distances
- More dynamic and representative accelerations and decelerations
- Higher average and maximum speeds
- Higher average and maximum drive power
- More realistic ambient temperatures, closer to the European average
- Shorter stops
- More realistic ambient temperatures, closer to the European average
- Stricter car set-up and measurement conditions
- Optional equipment: CO₂ values and fuel consumption have to be provided for individual vehicles as built
- Instead of average values, WLTP can give best and worst-case figures – better representing highly diverging driving styles
Volkswagen Group China performance
(January to December 2017 vs. 2016)

1) Incl. Hong Kong, excl. Ducati. Group numbers incl. Volkswagen Commercial Vehicles, Scania and MAN.
Automotive Division – Research and Development Costs
(January to March 2018 vs. 2017)
The new remuneration system is designed to be completely forward-looking.

Current system: backward-looking

- LTI (4 years retrospectively)
- Special remuneration (2 years retrospectively)
- PLB
- Fixed remuneration

Future: forward-looking

- Performance Share Plan (3 years forward-looking)
- Annual Bonus
- Fixed remuneration

Adjusted recommendation of no. 4.2.3 sec. 2 German Corporate Governance Code:

“Variable remuneration components shall generally be based on a multi-year assessment, which shall be materially related to the future.”
Disclaimer

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 relating to the development of the economies of individual countries, and in particular of 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 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 of Volkswagen Group members 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.

Consequently, a negative impact relating to ongoing claims or investigations, any 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, 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 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 Financial Services are a business division of the Volkswagen AG group of companies and comprise as at 01.09.2017 Volkswagen Financial Services AG along with its associated companies, Volkswagen Bank GmbH, Porsche Financial Services, and the financial services companies in the USA, Canada, and Spain that belong directly or indirectly to Volkswagen AG – with the exception of the financial services of the Scania brand and Porsche Holding Salzburg.

Under the brand "Volkswagen Financial Services – the key to mobility" the subsidiaries of Volkswagen Financial Services AG as well as its sister company Volkswagen Bank GmbH render various services under the joint brand "Volkswagen Financial Services". Such services are banking services (through Volkswagen Bank GmbH), leasing services (through Volkswagen Leasing GmbH), insurance services (through Volkswagen Versicherung AG, Volkswagen Autoversicherung AG) as well as mobility services (inter alia through Volkswagen Leasing GmbH). In addition, insurance products of other providers are offered.
# Volkswagen Group Structure

<table>
<thead>
<tr>
<th>Volume</th>
<th>Premium</th>
<th>Super Premium</th>
<th>Truck &amp; Bus</th>
<th>Procurement/Components</th>
<th>Financial Services</th>
<th>China</th>
</tr>
</thead>
<tbody>
<tr>
<td>VW</td>
<td>Audi</td>
<td>Porsche</td>
<td>MAN</td>
<td>Procurement</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Škoda</td>
<td>Lamborghini*</td>
<td>Bentley</td>
<td>Scania</td>
<td>Components**</td>
<td></td>
<td>Region China</td>
</tr>
<tr>
<td>SEAT</td>
<td>Ducati*</td>
<td>Bugatti</td>
<td>Power Engineering*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VW LCV</td>
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<tr>
<td>MOIA</td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

* Allocation will be verified
** Temporarily responsibility of Group CEO, will be a combined Board of Management function
Group Structure of Volkswagen Financial Services
# At a Glance (12/31/2017)

| Volkswagen Bank GmbH | | Volkswagen Financial Services AG | |
|----------------------|------------------|------------------------|
| Total assets         | € 78.7 bn | Total assets            | € 69.0 bn |
| Equity               | € 11.3 bn  | Equity                  | € 7.6 bn  |
| Customer deposits    | € 33.6 bn  | Customer deposits       | € 69 m    |
| Operating profit     | € 994 m    | Operating profit        | € 609 m   |
| Employees            | 3,645      | Employees               | 5,023     |
| Contracts (units)    | 5.5 m      | Contracts (units)       | 8.5 m     |

## Business Volume* € 64.7 bn

- Leasing: € 24.3 bn
- Credit: € 28.0 bn
- Dealer financing: € 12.4 bn

*Receivables + Leased Assets

## Business Volume* € 50.3 bn

- Leasing: € 30.4 bn
- Credit: € 16.3 bn
- Dealer financing: € 3.6 bn

*Receivables + Leased Assets
### Operating income

**Volkswagen Bank GmbH**

<table>
<thead>
<tr>
<th>Year</th>
<th>€ m</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>359</td>
</tr>
<tr>
<td>2013</td>
<td>355</td>
</tr>
<tr>
<td>2016</td>
<td>448</td>
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<tr>
<td>2017</td>
<td>455</td>
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<td>2016</td>
<td>446</td>
</tr>
<tr>
<td>2016</td>
<td>539</td>
</tr>
<tr>
<td>2016</td>
<td>645</td>
</tr>
<tr>
<td>2017</td>
<td>994</td>
</tr>
</tbody>
</table>

**Volkswagen Financial Services AG***

<table>
<thead>
<tr>
<th>Year</th>
<th>€ m</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>719</td>
</tr>
<tr>
<td>2013</td>
<td>814</td>
</tr>
<tr>
<td>2016</td>
<td>945</td>
</tr>
<tr>
<td>2016</td>
<td>1,214</td>
</tr>
<tr>
<td>2016</td>
<td>1,293</td>
</tr>
<tr>
<td>2016</td>
<td>1,416</td>
</tr>
<tr>
<td>2017</td>
<td>1,641</td>
</tr>
<tr>
<td>2017</td>
<td>609</td>
</tr>
</tbody>
</table>

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

---

UniCredit Automotive Credit Conference, London, 06 - 07 June 2018
Contract Portfolio

Continuous portfolio expansion

**Volkswagen Bank GmbH**

<table>
<thead>
<tr>
<th>Year</th>
<th>Credit</th>
<th>Leasing</th>
<th>Insurance/Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>2,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>2,205</td>
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<tr>
<td>2014</td>
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<tr>
<td>2016</td>
<td>3,003</td>
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<td></td>
</tr>
<tr>
<td>2017</td>
<td>5,533</td>
<td></td>
<td></td>
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</tbody>
</table>

**Volkswagen Financial Services AG***

<table>
<thead>
<tr>
<th>Year</th>
<th>Credit</th>
<th>Leasing</th>
<th>Insurance/Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>6,144</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>7,978</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>10,249</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>13,243</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>8,524</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

UniCredit Automotive Credit Conference, London, 06 - 07 June 2018
We offer the whole range of services under one roof*

Volkswagen Financial Services

BANK
- Bank
- Direct Bank

LEASING
- Leasing

INSURANCE
- Insurance

MOBILITY
- Fleet Management
- Charge & Fuel

PAYMENT
- Payment

- Retail Financing
- Wholesale Financing
- Factoring
- Deposits
- Instalment Credit
- Investment Products
- Finance Lease
- Operating Lease
- Motor Insurance
- Warranty Insurance
- GAP Insurance
- Credit Protection Insurance
- Industry
- Service & Full and Limited Maintenance
- Tyres
- Multi-brand capability
- Reporting
- Fleet Consulting
- Telematics
- LifeCycle Services
- Fuel and Service Cards
- Charge & Fuel Card
- Long-term Rental
- Short-term Rental
- Micro Rental
- Car sharing
- Payment for parking space
- Services around parking
- On- and off-street solution
- Payment platform
- Mobile Payments
- Mobile Wallet

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

Frequency of customer contact

UniCredit Automotive Credit Conference, London, 06 - 07 June 2018
Over the last years we have consequently implemented our growth strategy.
With amazing results: Volkswagen Financial Services has more than doubled its contract portfolio* since 2008!

* Contract portfolio including contracts of non-consolidated companies
ROUTE 2025 - Target of 30 mn contracts* in portfolio in 2025

Main drivers:
- Digitalization
- Used Car Business

* Contract portfolio including contracts of non-consolidated companies
Hey Car: development of a real alternative to the current duopoly

- mobile.de counts for 85% of the Market
- Constant price increase for both platforms
- Dominant platforms controlled by American tech companies

Hey Car is being developed as an alternative in close cooperation with dealers
Portfolio Structure and Risk Types of Volkswagen Financial Services

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

Other substantial risk types:
- Residual Value Risk
- Earning Risk
- Operational Risk
- Marketprice Risk
- Shareholder Risk

… focused business model, conservative risk profile, no adventures.

as of 12/31/2017
Volkswagen Financial Services – Credit risks as of 31.12.2017

- **Dynamic Loss Ratio**
  - Draws on provisions including direct write-offs relative to the average volume of receivables (last four quarters)

- **Total Provision Ratio**
  - According to IAS 39
  - Total provisions in proportion to the total receivables’ volume at reporting date

---

UniCredit Automotive Credit Conference, London, 06 - 07 June 2018
Residual values of three year old used cars with diesel engine slightly decreased by -2.2% yoy.

Residual values of three year old used cars with petrol engine increased by +1.5% yoy.
The International Used Car Broker is the additional and international channel in remarketing, implemented in several European countries.

- Currently 8 VW FS AG countries participating
- 2 additional countries in discussion
Strategic Funding Allocation as of 31 December 2017

Volkswagen Bank GmbH
Total € 78.7 bn

Volkswagen Financial Services AG
Total € 69.0 bn

Customer Deposits € 33.6 bn (42.6%)
Liabilities to affiliated companies € 3.8 bn (4.8%)
Others € 4.4 bn (5.7%)
Liabilities to financial institutions € 8 bn (10.2%)
Equity € 11.3 bn (14.4%)
Asset Backed Securitization € 8.3 bn (10.5%)
Bonds issued € 7.4 bn (9.4%)
Commercial Paper € 1.9 bn (2.4%)

Customer Deposits € 33.6 bn (42.6%)
Liabilities to affiliated companies € 7.7 bn (11.1%)
Others € 5 bn (7.3%)
Liabilities to financial institutions € 11 bn (15.9%)
Equity € 7.6 bn (11.1%)
Asset Backed Securitization € 12.3 bn (17.9%)
Bonds issued € 22.9 bn (33.2%)
Volkswagen Financial Services organisational structure and guarantee scheme

Volkswagen AG
BBB+ (s) / A3 (s)

100% Owner +
Control and Profit & Loss Transfer Agreement

Volkswagen FS AG
BBB+ (s) / A3 (s)

Guarantee

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

Volkswagen Bank GmbH
A- (n) / A3 (s)

Credit Ratings from Standard&Poors / Moody's as per 21 March 2018; (n) Outlook negative, (s) Outlook stable

UniCredit Automotive Credit Conference, London, 06 - 07 June 2018
Worldwide Capital Market Activities

- **VW Leasing Mexico**
  - MXN 20 bn Dual CP + MTN Program

- **VW Bank Mexico**
  - MXN 7 bn Debt Issuance Program

- **VDF Turkey**
  - Domestic TRY Bond Issuances

- **Banco VW Brazil**
  - Domestic Letra Financeira

- **VW FS Japan**
  - JPY 60 bn ECP Program
  - VW Finance (China)
    - Domestic RMB Bond Issuances

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

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

- **VW Leasing Mexico**
  - MXN 20 bn Dual CP + MTN Program

- **VW Bank Mexico**
  - MXN 7 bn Debt Issuance Program

- **VDF Turkey**
  - Domestic TRY Bond Issuances

- **Banco VW Brazil**
  - Domestic Letra Financeira

- **VW FS Group**
  - € 5 bn CP Program
  - € 25 bn Debt Issuance Program

- **VW Bank**
  - € 2.5 bn CP Program
  - € 10 bn Debt Issuance Program

- **VW Bank Polska** *
  - PLN 3 bn Debt Instrument Issuance Program

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

- **VW FS Australia**
  - AUD 3 bn Debt Issuance Program

* Guarantee Volkswagen Financial Services AG Volkswagen Bank GmbH Programs

UniCredit Automotive Credit Conference, London, 06 - 07 June 2018
Worldwide ABS Activities

Volkswagen Bank GmbH Programs

- VW Leasing/DutchLease
  - VCL Master
  - DFM
  - DFM Master

- VW Leasing
  - VCL program
  - VCL Master

- MAN Financial Services
  - Trucknology

- VW Bank
  - Driver program
  - Driver Master

- VW Finance China
  - Driver China program

- VW FS UK
  - Driver UK program
  - Driver UK Master

- VW Finance Spain
  - Driver España program

- Volkswagen Bank France
  - Driver France program

- VW Bank Italy
  - Driver Italia program

- Banco VW Brazil
  - Driver Brasil program

- VDF Turkey
  - Driver Turkey Master

- VW FS Japan
  - Driver Japan program

- VW FS Australia
  - Driver Australia program
  - Driver Australia Master
Outlook

**Volkswagen Financial Services AG (Annual Report 2017)**

Our earnings expectations assume a slight increase in funding costs, greater levels of cooperation with the individual Group brands, increased investment in digitalization for the future and continued uncertainty about macroeconomic conditions in the real economy and the impact of this uncertainty on factors such as risk costs, as well as the potential effects of geopolitical upheaval. Assuming that margins remain stable in the coming year, the operating profit in fiscal year 2018 is expected to be at the level achieved in fiscal year 2017.

(This forecast is based on the current corporate structure of Volkswagen Financial Services AG and does not take into account any future changes that may result from the restructuring program that has been initiated.)


We expect the operating profit for fiscal year 2018 to be moderately below the level achieved in fiscal year 2017 because of the positive nonrecurring items recognized in 2017.

(This forecast is based on the current corporate structure of Volkswagen Bank GmbH and does not take into account any future changes that may result from the restructuring program that has been initiated.)
Thank You.

Volkswagen Financial Services AG
Gifhorner Str. 57
38112 Braunschweig
Germany
www.vwfsag.de/en
Volkswagen Financial Services follows consequently its vision and the targets of Route2025.
The world keeps turning | Focus on additional topics

Digitalisation

Used Car Business

Operational Excellence

Growth Market China
Digitalization | Our target

Until 2020 all relevant products can be sold online and offline
Greenwheels focuses on customer friendliness through digitalization
Volkswagen Financial Services has the lead for developing a parking solution within the Volkswagen Group

- VWFS is developing a digital parking solution allowing central access and cashless payment for parking
- This service will improve the customer journey by:
  - Displaying available parking spaces
  - Allowing seamless access & payment (depending on country)
  - Offering relevant coverage on an international scale
  - Car Integration

VWFS will provide this service independently and to all Group Brands (example WE Park) via a growing portfolio of parking operators
### Volkswagen Bank GmbH Key data 2013 – 2017 (IFRS)

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portfolio (‘000)</td>
<td>2,351</td>
<td>2,565</td>
<td>2,767</td>
<td>3,002</td>
<td>5,533</td>
</tr>
<tr>
<td>Retail + Leasing receivables (€ mn)</td>
<td>22,220</td>
<td>23,887</td>
<td>25,814</td>
<td>27,954</td>
<td>52,316</td>
</tr>
<tr>
<td>Dealer financing (€ mn)</td>
<td>7,973</td>
<td>8,928</td>
<td>10,302</td>
<td>10,538</td>
<td>12,430</td>
</tr>
<tr>
<td>Customer deposits (€ mn)</td>
<td>23,140</td>
<td>25,252</td>
<td>27,877</td>
<td>35,666</td>
<td>33,583</td>
</tr>
<tr>
<td>Employees</td>
<td>1,241</td>
<td>1,123</td>
<td>1,185</td>
<td>1,293</td>
<td>3,549</td>
</tr>
<tr>
<td>IFRS profit before tax (€ mn)</td>
<td>459</td>
<td>464</td>
<td>575</td>
<td>669</td>
<td>992</td>
</tr>
</tbody>
</table>
### Volkswagen Financial Services AG
#### Key data 2013 – 2017 (IFRS)

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017*</th>
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</thead>
<tbody>
<tr>
<td>Portfolio (’000)</td>
<td>8,848</td>
<td>10,249</td>
<td>12,081</td>
<td>13,244</td>
<td>8,524</td>
</tr>
<tr>
<td>Retail + Leasing receivables (€ mn)</td>
<td>65,127</td>
<td>76,749</td>
<td>83,351</td>
<td>90,666</td>
<td>46,649</td>
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<tr>
<td>Dealer financing (€ mn)</td>
<td>11,082</td>
<td>12,625</td>
<td>13,967</td>
<td>14,638</td>
<td>3,584</td>
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<tr>
<td>Customer deposits (€ mn)</td>
<td>24,286</td>
<td>26,224</td>
<td>28,109</td>
<td>36,149</td>
<td>69</td>
</tr>
<tr>
<td>Employees</td>
<td>9,498</td>
<td>11,305</td>
<td>11,746</td>
<td>11,819</td>
<td>5,023</td>
</tr>
<tr>
<td>IFRS profit before tax (€ mn)</td>
<td>1,315</td>
<td>1,317</td>
<td>1,513</td>
<td>1,650</td>
<td>643</td>
</tr>
</tbody>
</table>

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

UniCredit Automotive Credit Conference, London, 06 - 07 June 2018
### Rating History (05/28/2018) – Moody’s

<table>
<thead>
<tr>
<th>Company</th>
<th>Moody's</th>
<th>S&amp;P</th>
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</thead>
<tbody>
<tr>
<td>Toyota</td>
<td>Aa3</td>
<td>AA-</td>
</tr>
<tr>
<td>Honda</td>
<td>A2</td>
<td>A+</td>
</tr>
<tr>
<td>BMW</td>
<td>A1</td>
<td>A+</td>
</tr>
<tr>
<td>VW AG</td>
<td>A3 2)</td>
<td>BBB+ 2)</td>
</tr>
<tr>
<td>VW FS AG</td>
<td>A3 2)</td>
<td>BBB+ 2)</td>
</tr>
<tr>
<td>VW Bank GmbH</td>
<td>A3 2)</td>
<td>A- 1) 3)</td>
</tr>
<tr>
<td>Scania</td>
<td>--</td>
<td>BBB+ 2)</td>
</tr>
<tr>
<td>Daimler</td>
<td>A2</td>
<td>A</td>
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<tr>
<td>RCI Banque</td>
<td>Baa1</td>
<td>BBB</td>
</tr>
<tr>
<td>FMCC</td>
<td>Baa2</td>
<td>BBB</td>
</tr>
<tr>
<td>Banque PSA</td>
<td>A3</td>
<td>BB+ *</td>
</tr>
</tbody>
</table>

1) Outlook: negative  2) Outlook: stable  3) Bonds are senior subordinated rated BBB+ * withdrawn at bank’s request

Volkswagen Financial Services AG has a solid rating history.

Data Source: Moody’s, Standard and Poor’s
VW Two Strong Brands in the Automobile Securitisation Market

<table>
<thead>
<tr>
<th>Driver</th>
<th>VCL</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Securitisation Programme of VW Bank GmbH/ VW FS AG</td>
<td></td>
</tr>
<tr>
<td>- Portfolio of auto loans</td>
<td></td>
</tr>
<tr>
<td>- Program established in 2004</td>
<td></td>
</tr>
<tr>
<td>- 49 public transactions placed in the market so far</td>
<td></td>
</tr>
<tr>
<td>- Volume of public transactions: € 31.2bn</td>
<td></td>
</tr>
<tr>
<td>- Highly granular risk profile</td>
<td></td>
</tr>
<tr>
<td>- Stable and diversified investor base</td>
<td></td>
</tr>
<tr>
<td>- Securitisation Programme of VW FS AG</td>
<td></td>
</tr>
<tr>
<td>- Portfolio of auto leases</td>
<td></td>
</tr>
<tr>
<td>- Program established in 1996</td>
<td></td>
</tr>
<tr>
<td>- 26 public transactions placed in the market so far</td>
<td></td>
</tr>
<tr>
<td>- Volume of public transactions: € 26.2bn</td>
<td></td>
</tr>
</tbody>
</table>

Source: VW Bank GmbH
UniCredit Automotive Credit Conference, London, 06 - 07 June 2018
### Recent Public DCM and ABS Deals 2017+2018

(Volkswagen Financial Services AG and Volkswagen Bank GmbH)

<table>
<thead>
<tr>
<th>Capital Market</th>
<th>Asset-Backed Securities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Volkswagen Bank GmbH</strong></td>
<td><strong>Volkswagen Financial Services AG</strong></td>
</tr>
<tr>
<td><strong>Volkswagen Financial Services AG</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Volkswagen Financial Services Australia Pty: 04/2017, AUD 500m, due 04/2020</td>
</tr>
<tr>
<td></td>
<td>Volkswagen Financial Services N.V.: GBP 850m, 04/2017, due 04/2021 &amp; 04/2025</td>
</tr>
<tr>
<td></td>
<td>Volkswagen Finance (China): 05/2017, RMB 4bn, due 05/2020</td>
</tr>
<tr>
<td></td>
<td>Volkswagen FPL (India): 06/2017, INR 1.5bn, due 06/2019 &amp; due 06/2020</td>
</tr>
<tr>
<td></td>
<td>Volkswagen Leasing S.A., Mexico: 06/2017, MXN 2bn, due 06/2020</td>
</tr>
<tr>
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<td>Banco Volkswagen S.A., Brasilien: 05/2017, BRL 500m, due 05/2019</td>
</tr>
<tr>
<td></td>
<td>Volkswagen Leasing GmbH: EUR 3.5bn 06/2017, due 06/19, 06/21 &amp; 12/24</td>
</tr>
<tr>
<td></td>
<td>Volkswagen Leasing GmbH: EUR 2.25bn 09/2017, due 09/2020 &amp; 03/2024</td>
</tr>
<tr>
<td></td>
<td>Volkswagen Financial Services AG: EUR 2.25bn 04/2018, due 10/19, 04/21 &amp; 04/23</td>
</tr>
<tr>
<td></td>
<td>Driver UK six (Volkswagen Financial Services UK): GBP 450m (09/2017)</td>
</tr>
<tr>
<td></td>
<td>Driver France three (Volkswagen Bank GmbH): EUR 470m (04/2017)</td>
</tr>
<tr>
<td></td>
<td>Driver Espania five (Volkswagen Finance S.A.): EUR 1.0bn (02/2018)</td>
</tr>
<tr>
<td></td>
<td>Driver fourteen (Volkswagen Bank GmbH): EUR 900m (03/2018)</td>
</tr>
<tr>
<td></td>
<td>Driver Italia one (Volkswagen Bank GmbH): EUR 500m (04/2018)</td>
</tr>
<tr>
<td></td>
<td>VCL 25 (Volkswagen Leasing GmbH): EUR 1.6 bn (11/2017)</td>
</tr>
<tr>
<td></td>
<td>Driver China eight (Volkswagen Finance (China) Co.): RMB 3.2 bn (12/2017)</td>
</tr>
<tr>
<td></td>
<td>Driver Japan seven (Volkswagen Financial Services Japan): JPY 55 bn (02/2018)</td>
</tr>
<tr>
<td></td>
<td>Driver Turkey Master (Volkswagen Dogus Finansman S.A.): TRY 1.1 bn (02/2018)</td>
</tr>
<tr>
<td></td>
<td>VCL 26 (Volkswagen Leasing GmbH): EUR 1.5 bn (03/2018)</td>
</tr>
<tr>
<td></td>
<td>Driver Australia five (Volkswagen Financial Services Australia Pty Ltd.): AUD 750m (04/2018)</td>
</tr>
</tbody>
</table>
Audi Q5L
ŠKODA Fabia
Porsche 911 Carrera T
Lamborghini Urus
Volkswagen Amarok
MAN TGX 18.500

MAN TGE 5.180
Scania G 450 XT 8x4
We are stepping on the gas in terms of profitability, innovative power and sustainability

VOLKSWAGEN GROUP