

Investor, Analyst and Media Call Q1 2023

May 4th 2023

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

At the time of preparing these presentations, it is not yet possible to conclusively assess the specific effects of the latest developments in the Russia-Ukraine conflict on the Volkswagen Group's business, nor is it possible to predict with sufficient certainty to what extent further escalation of the Russia-Ukraine conflict will impact on the global economy and growth in the industry in fiscal year 2023.

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

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 Such statements are valid on the date of publication and can be superseded.

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

AGENDA

Highlights

Financials

Volkswagen Group Highlights Q1 2023

VOLKSWAGEN GROUP



Gigafactory Valencia: Starting of construction of second cell factory



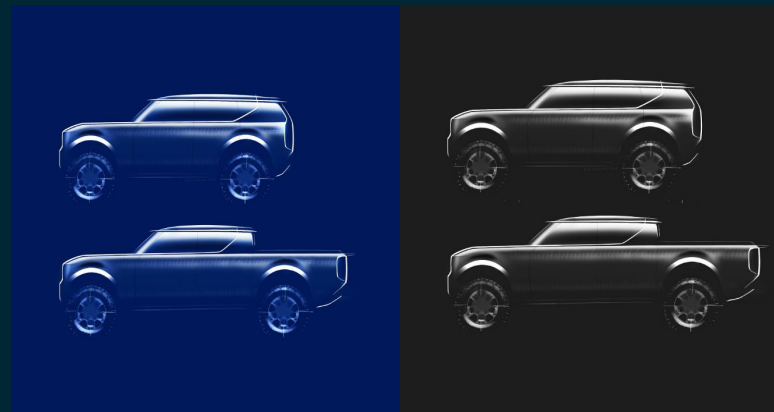
New version, next level:
Launch of the new ID.3 Facelift



World premiere of new efficiency champion: Volkswagen ID.7



Canada chosen as location for first overseas gigafactory



Iconic Scout brand to deliver its first BEV in 2026



More luxury, more performance:
Presentation new Porsche Cayenne

ID.3 Pro: Power consumption combined: 16.5 - 15.2 kWh/100km (WLTP), CO2 emissions combined: 0g/km, CO2 efficiency class: A+++
VW ID.7 Near-production concept car. The vehicle has not gone on sale yet.
Porsche Cayenne: combined 12.1 - 10.8 l/100 km; CO2-emissions in g/km: 275 -246 (WLTP)

The Volkswagen ID.7 – Our New Efficiency Champion on MEB Platform

Range of up to 700km, superior powertrain, spacious interior and ICV technologies

High efficiency and impressive performance



- Range of up to 700km acc. to WLTP
- Fast charging of up to 200kW
- Performance output of 286 horsepower
- 550 Nm torque from new APP550 drive

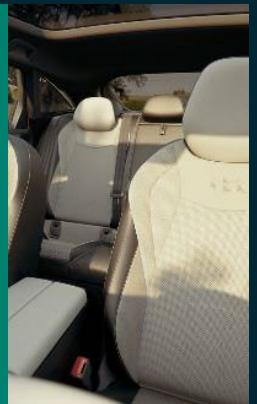
New body design



- Spaciousness
- 6th model on MEB platform
- Entering new BEV segment with MEB



- 15" center display
- AR head up display
- New user interface including an Avatar function
- Remote parking function
- Travel Assist 2.5 with swarm data
- Over the air updates



- High-quality interior
- Panoramic sunroof with switchable smart glass
- Sustainable & pet-free interior
- “Smart air vents”

Premium technology / software

Superior comfort

Deliveries improving since February 2023

Deliveries Volkswagen Group

['000 units / per month]



Key Takeaways Q1 2023

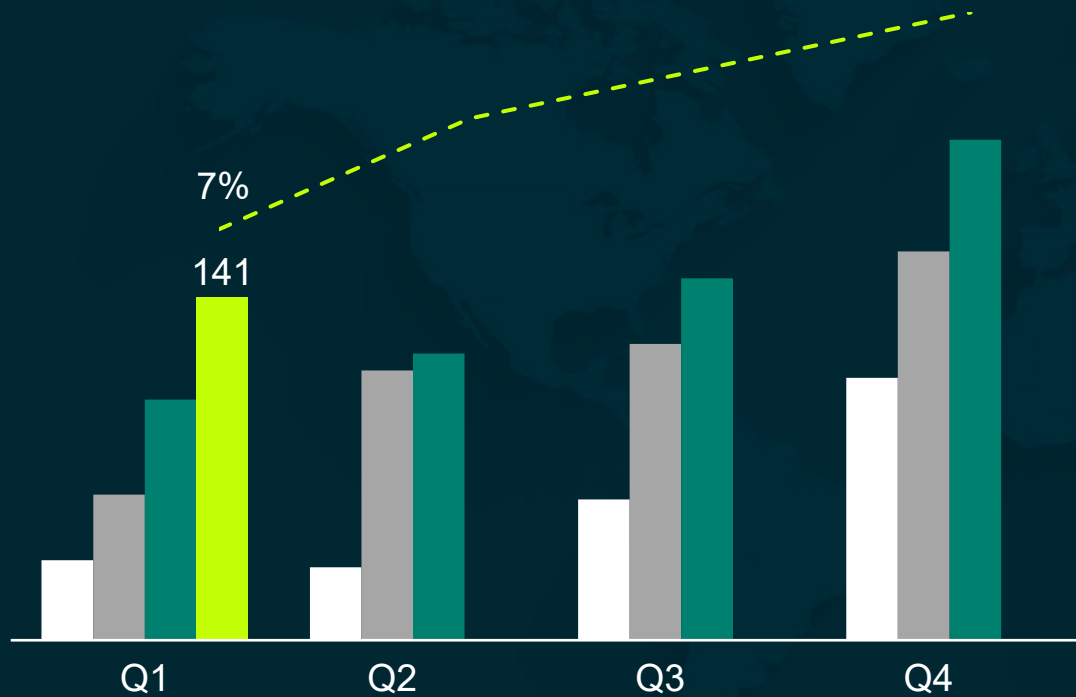
- Q1 2023: 2.0m vehicles delivered; 7.5% above prior year; March +24% YoY
- Supply situation: disruptions in the logistic chains still impact Q1 deliveries
- BEV share is increasing YoY
- March 23 showing decent improvement driven by Europe as well as North & South America
- China region expected to recover starting from April 2023 onwards

BEV Sales up significantly year over year

Full year target of ~10% in 2023 firmly in sight

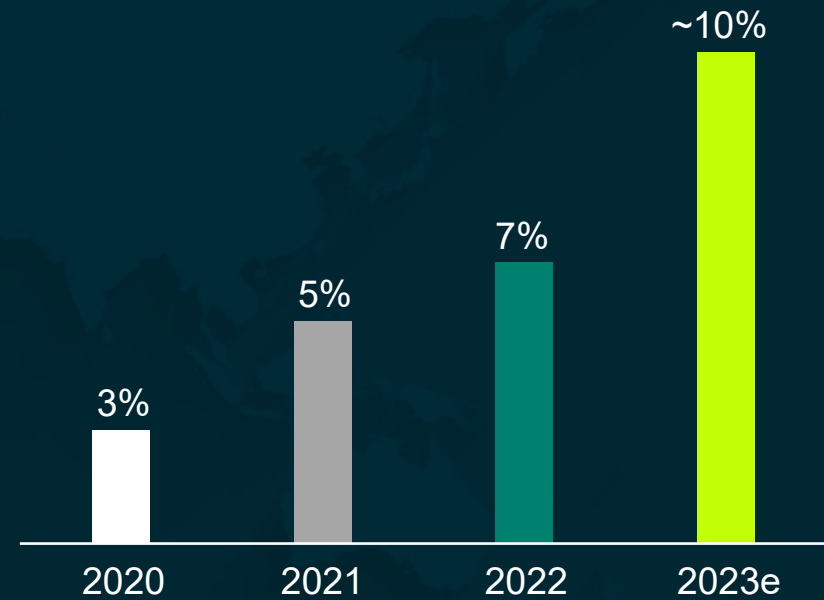
Quarterly Development

BEV Share [%]; BEV Deliveries ['000 units]



Outlook

BEV Share [%]



■ 2020 ■ 2021 ■ 2022 ■ 2023 — BEV share 2023

AGENDA

Highlights

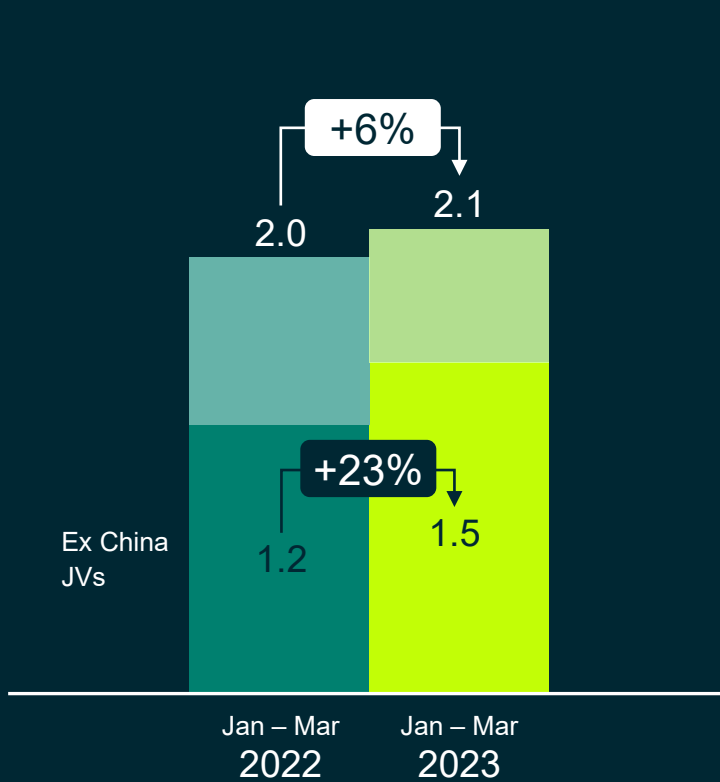
Financials

Solid Q1 figures are Testimony to our robust Business Model

January to March 2022 ¹ vs. 2023

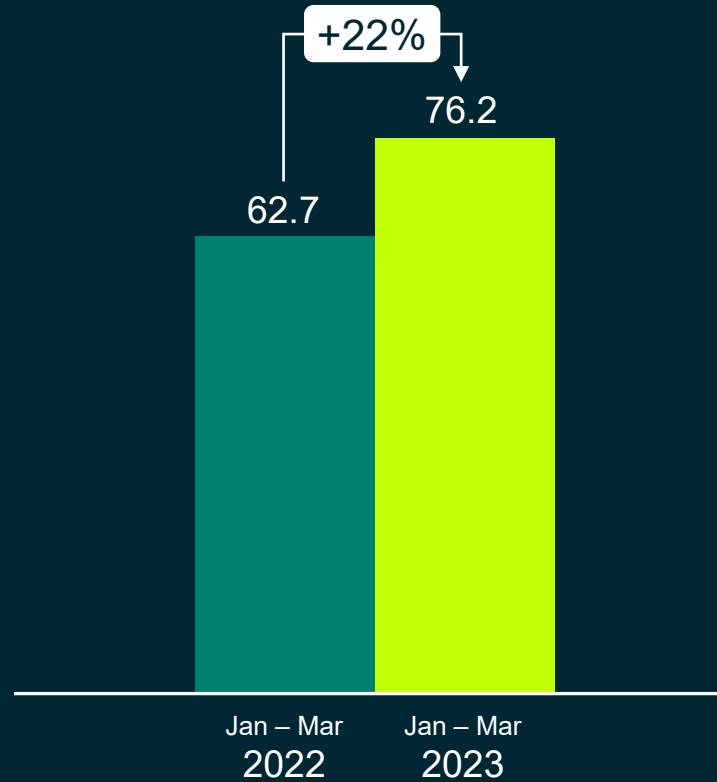
Vehicle Sales

[m vehicles]



Sales Revenue

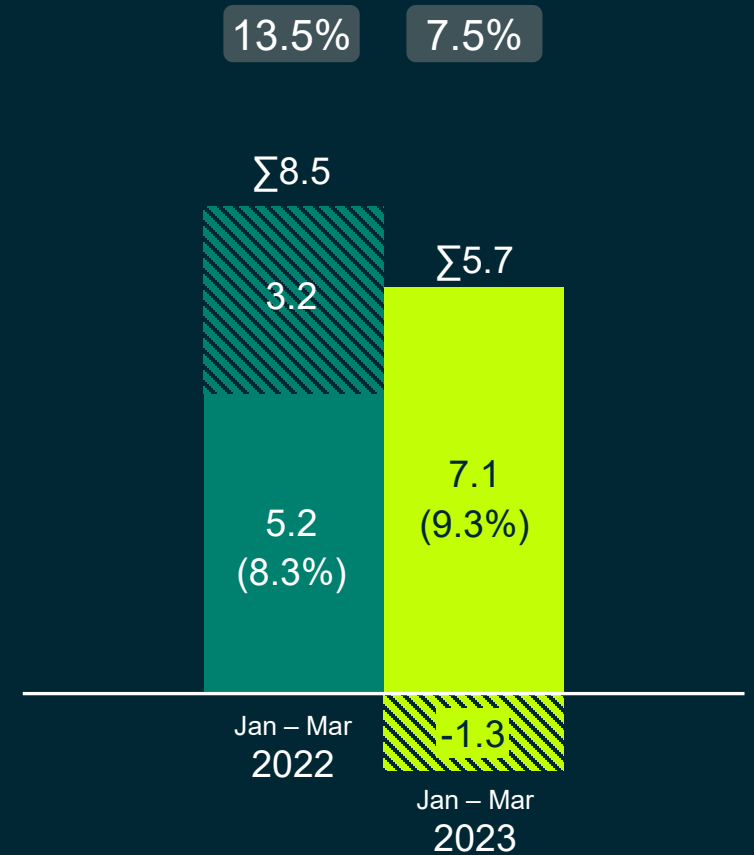
[€ bn]



Operating Result and Margin ²

[€ bn] Margin [%]

Fair value of derivatives outside hedge accounting ³



¹ Previous year adjusted (IFRS 17)

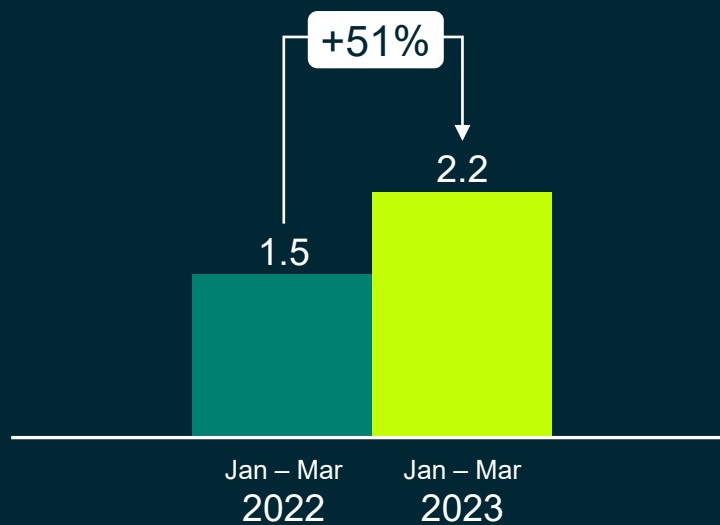
² Before special items

³ Including fair value effects in the Automotive Division.

Automotive Net Cash still impacted by inventory constraints; Automotive Net Liquidity strengthened largely by Porsche IPO

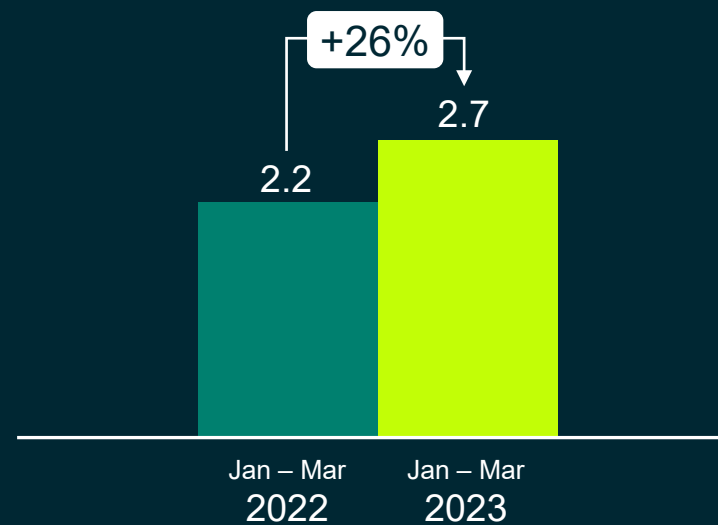
Reported Net Cash Flow ¹

[€ bn]



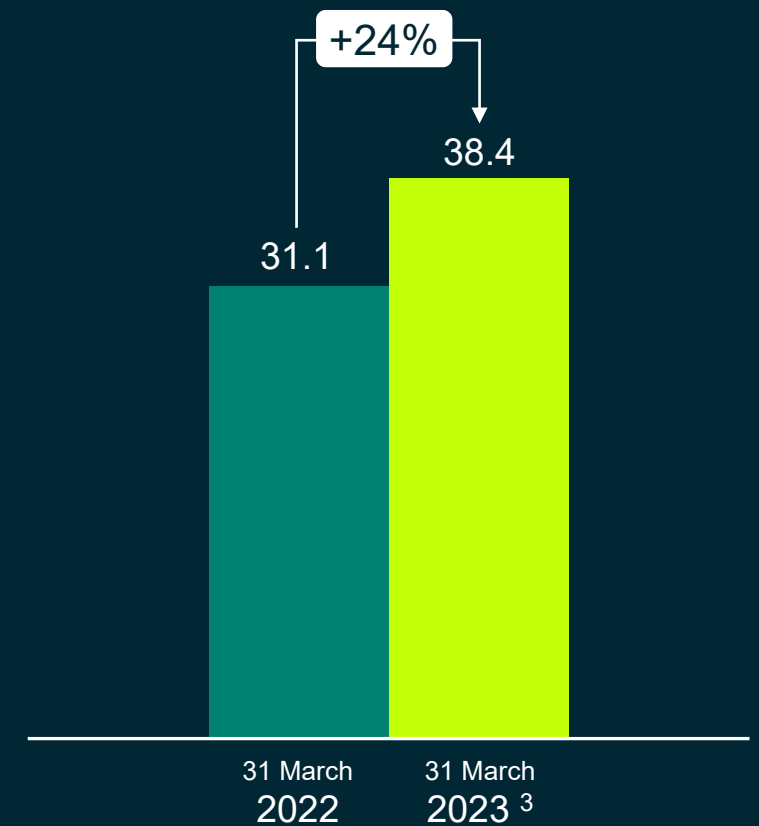
'Clean' Net Cash Flow ^{1, 2}

[€ bn]



Net Liquidity ¹

[€ bn]

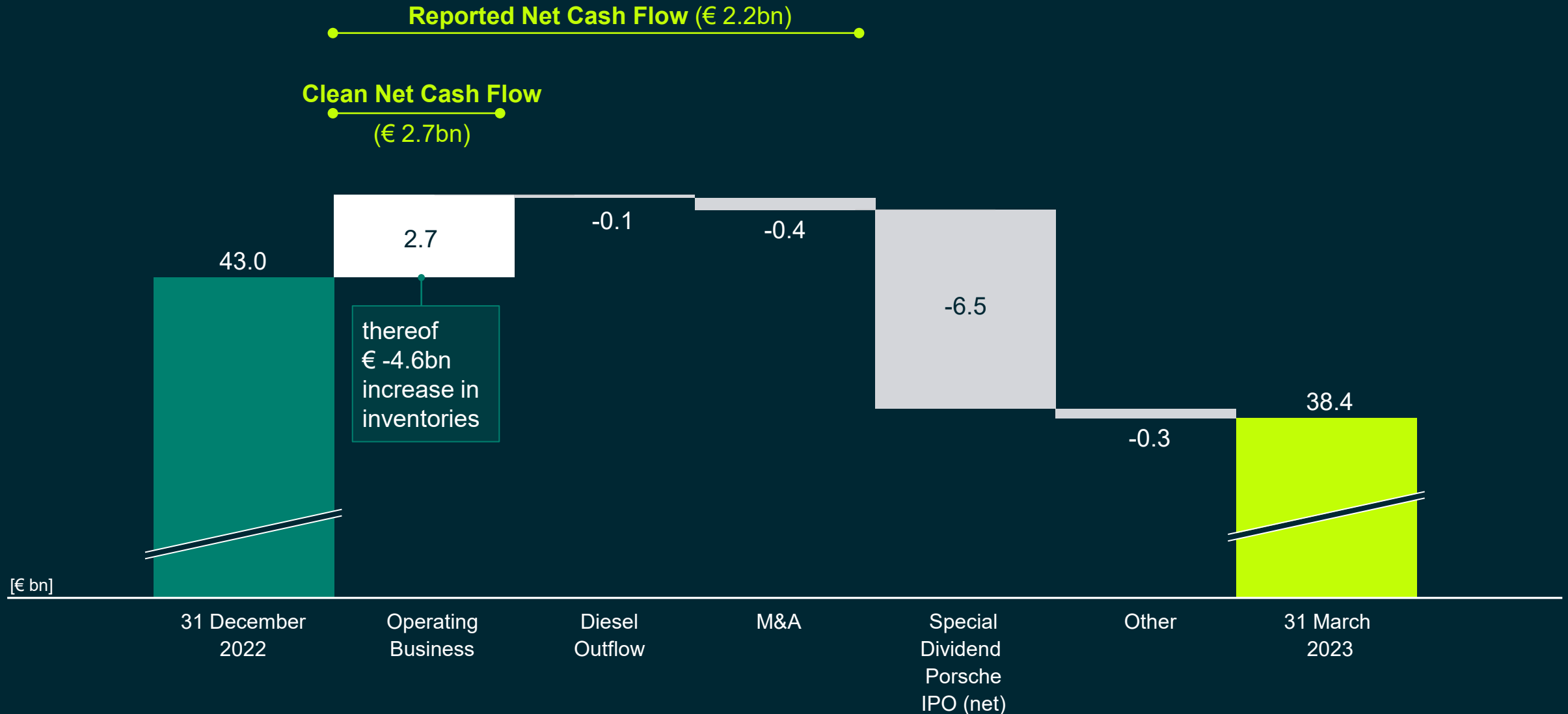


¹ Automotive Division

² Reported net cash flow before M&A and Diesel payments

³ Total Net Liquidity of € 38.4bn after payment of Porsche IPO special dividend of € 6.5bn (net); payout in January 2023

Automotive Net Liquidity remains very solid



Solid Margins across both Divisions; Passenger Cars impacted by hedging effects

January to March 2022 ¹ vs. 2023

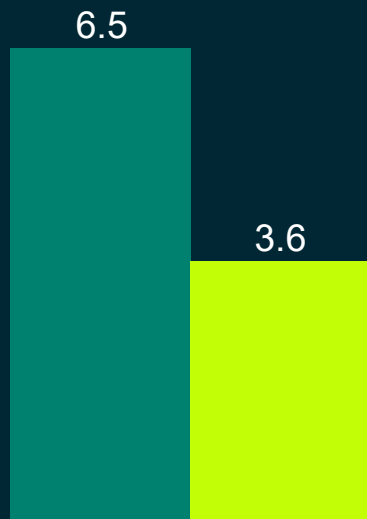
Automotive Division

Passenger Cars ^{2, 3}

Operating Result [€ bn]

Margin [%]

15.5% 7.0%



Jan – Mar 2022 Jan – Mar 2023

Commercial Vehicles ^{2, 4}

Operating Result [€ bn]

Margin [%]

4.0% 8.0%



Jan – Mar 2022 Jan – Mar 2023

Financial Services Division

Financial Services

Operating Result [€ bn]

Margin [%]

13.4% 9.1%



Jan – Mar 2022 Jan – Mar 2023

¹ Previous year adjusted (IFRS 17)

² Before special items

³ Passenger Cars = Automotive Division / Commercial Vehicles, Power Engineering

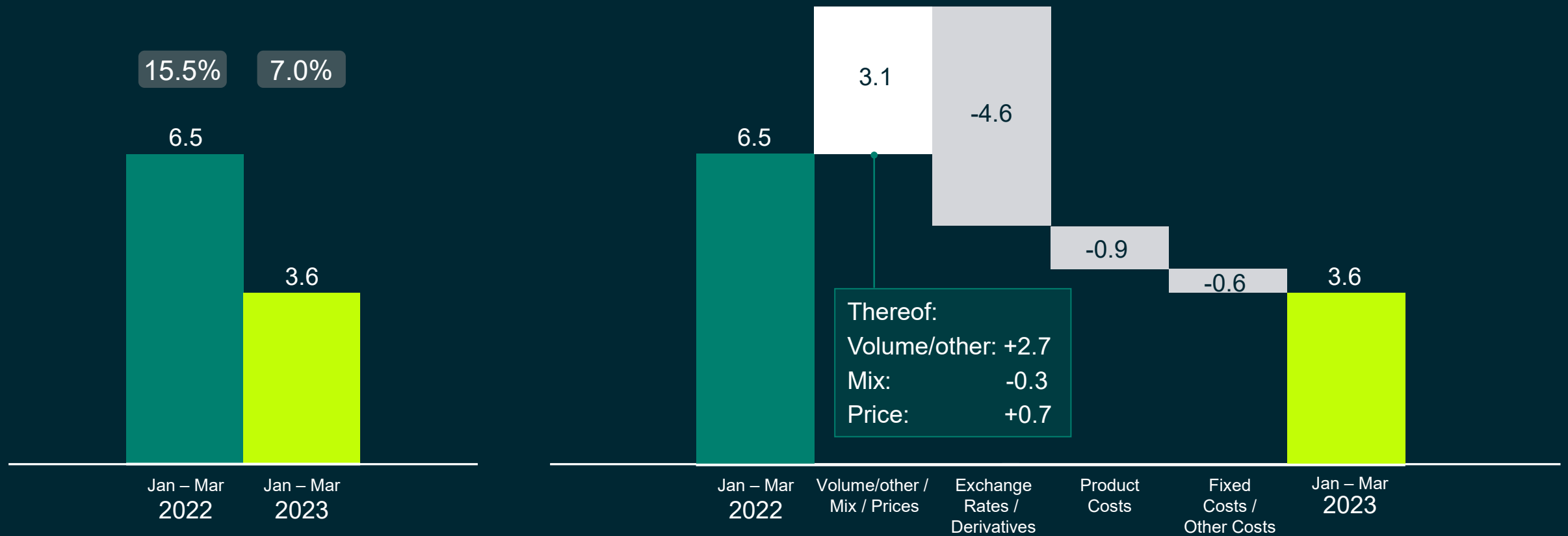
⁴ TRATON Operations excluding Financial Services

Operating Result Passenger Cars down due to large swing in fair value effects January to March 2022 vs. 2023

Operating Result ¹

Operating Result [€ bn]
Margin [%]

[€ bn]



¹ Before special items

Financial steering model to master the transformation

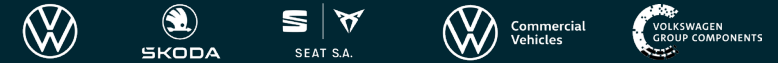


Proof points YTD:

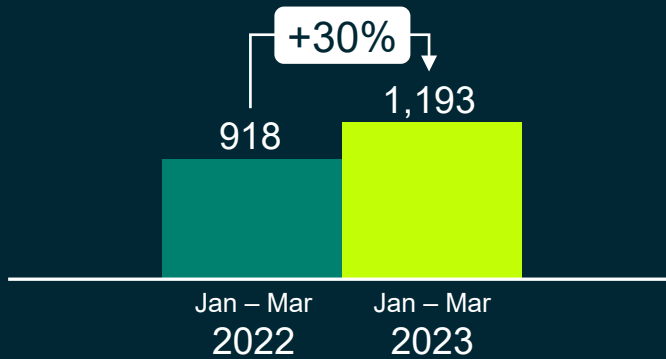
- Product launch ID.3 Facelift
 - World premiere of ID.7
 - Presentation of ID.2All concept
-
- New CARIAD tech hub in the US
 - Launch of a new uniform app store in cars Group brands
 - CARIAD teams up with Chinese tech provider ThunderSoft to enhance user experience in China.
-
- PowerCo Valencia groundbreaking
 - Canada chosen as location for first overseas gigafactory

Brand Group Volume Performance

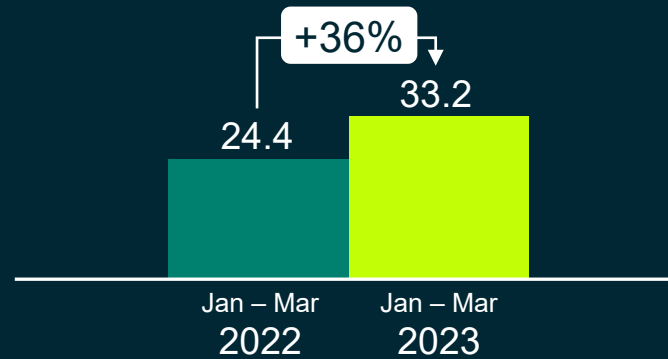
January to March 2022 vs. 2023



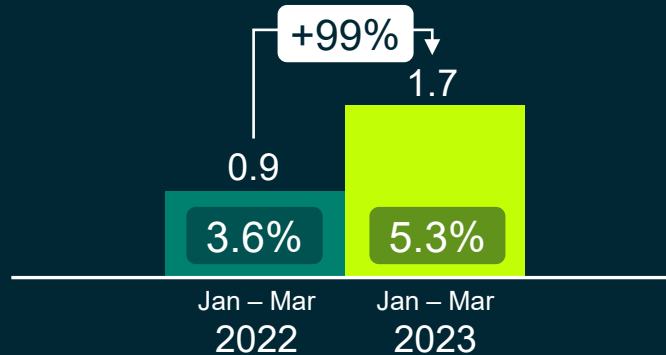
Vehicle Sales [¹000 units]



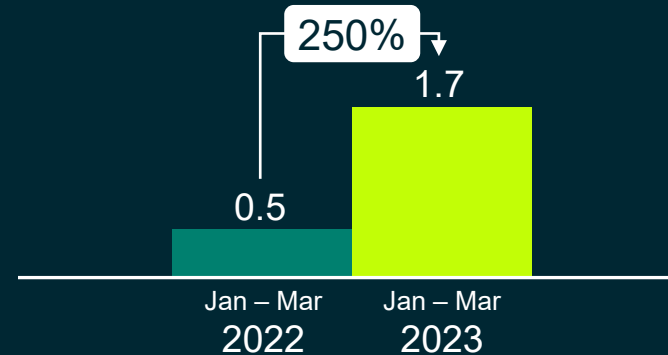
Sales Revenue [€ bn]



Operating Result ¹ [€ bn / RoS]



Net Cash Flow [€ bn]



Key Takeaways

- Vehicle sales up by 30% outpaced by sales revenue growing 36%
- Brand Group Volume result almost doubled compared to Q1 2022 mainly driven by volume and pricing, operating margin increased by 1.7ppts
- VW Brand: 3.0% RoS
- Skoda: delivering 8.0% RoS
- SEAT/Cupra at 4.0% RoS
- Light Commercial vehicles with RoS of 4.8%
- Group Components with 3.9% RoS



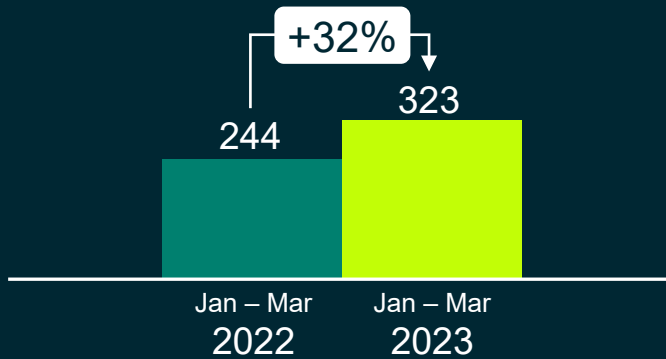
¹ Before special items
 ID.5 Pro: Power consumption combined: 15.9 - 14.6 kWh/100km (WLTP), CO2 emissions combined: 0g/km, CO2 efficiency class: A+++
 Volkswagen ID. Buzz: Power consumption combined: 18.9 kWh/100km (WLTP), CO2 emissions combined: 0g/km, CO2 efficiency class: A+++
 Skoda Enyaq: Power consumption combined: 13.6 kWh/100km (WLTP), CO2 emissions combined: 0g/km, CO2 efficiency class: A+++
 Cupra Born: Power consumption combined: 17.6 kWh/100km (WLTP), CO2 emissions combined: 0g/km, CO2 efficiency class: A+++

Brand Group Premium Performance

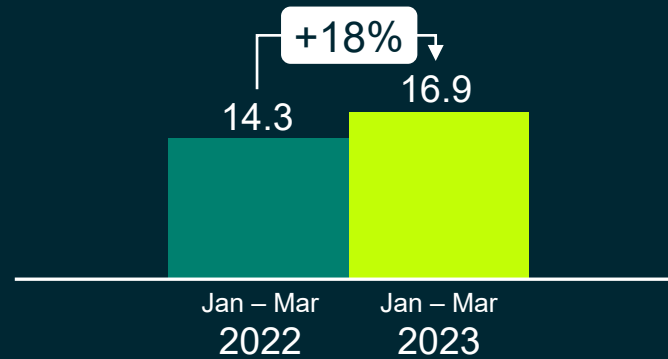
January to March 2022 vs. 2023



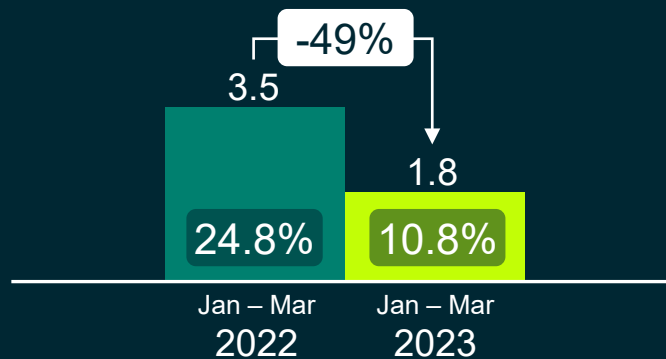
Vehicle Sales [¹000 units]



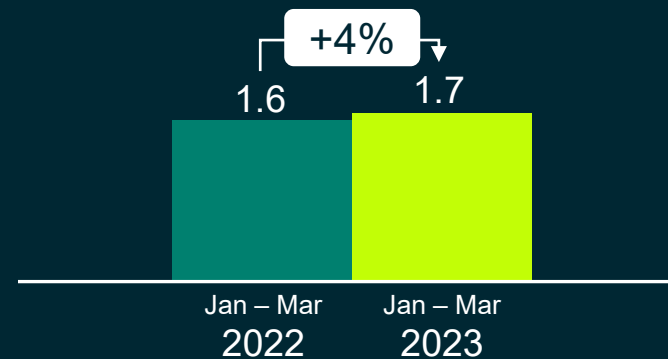
Sales Revenue [€ bn]



Operating Result ¹ [€ bn / RoS]



Net Cash Flow [€ bn]



Key Takeaways

- BGP with solid underlying performance with RoS at 13.4% excluding negative effect from fair values from raw material hedging; primarily driven by strong volume recovery and the luxury brands
- Audi Brand: 8.5% RoS; margin burdened by fair value effects (€ -0.4bn vs € +1.5bn in Q1 2022)
- Bentley: 24.4% RoS
- Lamborghini: 35.7% RoS
- Net Cash Flow sustained on high level



¹ Before special items

Audi A6 Avant e-tron: Concept car

Bentley Bentayga Speed: combined 14.7 l/100 km; CO₂-emissions in g/km: 335 (combined)

Lamborghini Urus S: combined 14.1 l/100km; CO₂-emissions in g/km: 320 (combined)

Only consumption and emission values according to WLTP and not according to NEFZ are available for the vehicle

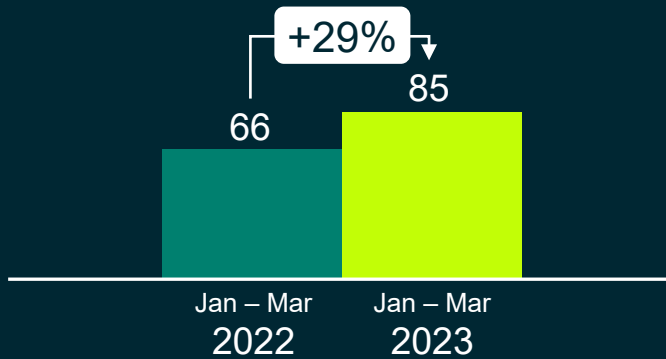
Only consumption and emission values according to WLTP and not according to NEFZ are available for the vehicle

Brand Group Sport & Luxury Performance

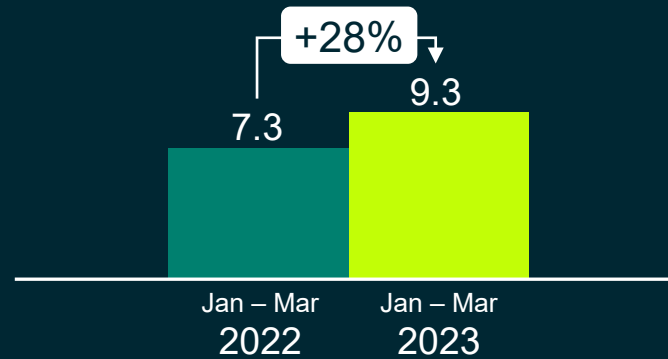
January to March 2022 vs. 2023



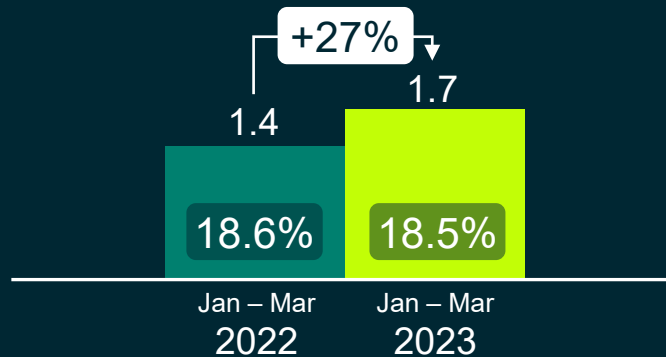
Vehicle Sales [¹000 units]



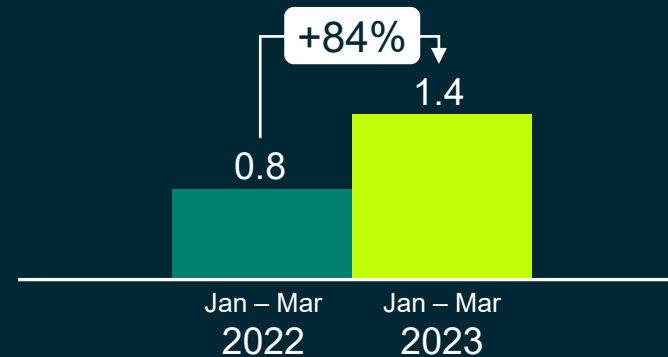
Sales Revenue [€ bn]



Operating Result ¹ [€ bn / RoS]



Net Cash Flow [€ bn]



Key Takeaways

- Porsche AG maintained an excellent RoS of 18.5% supported by vehicle sales growth and continued positive pricing and mix effects
- BEV share amounted to over 11% of total deliveries in Q1 2023
- Automotive net cash flow increased due to increased earnings before taxes and lower cash outflows from income tax payment ²



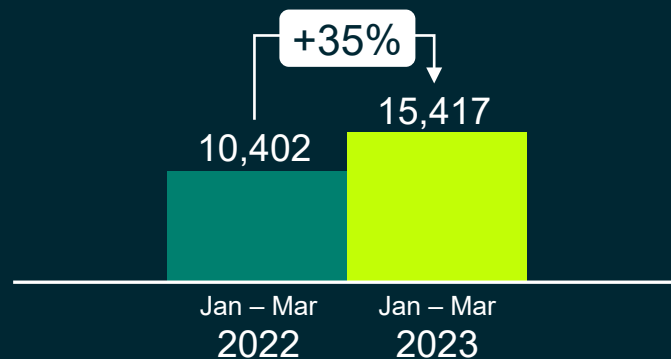
¹ Before special items
² Income tax payments in the first quarter of 2023 were lower than in the prior year quarter due to changes in payment dates. In the prior year, tax allocations were paid to Porsche Holding Stuttgart GmbH in each case with a time lag of one quarter, whereas from the fiscal year 2023 the statutory prepayment dates apply, although trade tax prepayments were not determined until the second quarter.
 Porsche Taycan GTS Sport Turismo: Power consumption in kWh/100 km: combined 24.1 – 21.0; CO₂-emissions in g/km: 0 (combined) Only consumption and emission values according to WLTP and not according to NEDC are available for the vehicle

Software – CARIAD Performance

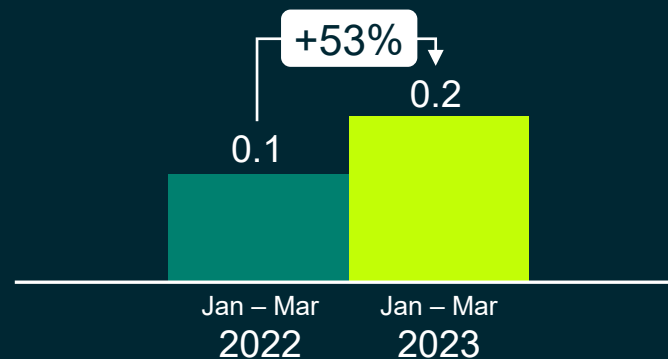
January to March 2022 vs. 2023

C A R I A D

Contracted Licenses [‘000 units]



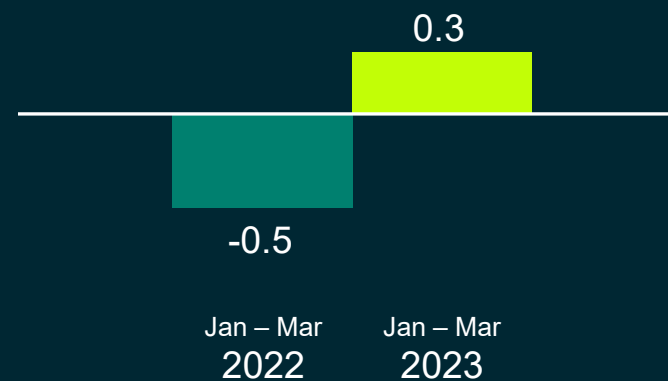
Sales Revenue [€ bn]



Operating Result [€ bn]



Net Cash Flow [€ bn]



Key Takeaways

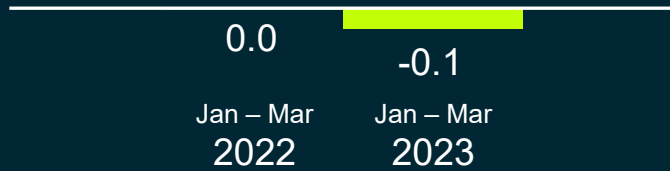
- Sales revenue improved by 53% driven by license revenues with Brand Groups
- Operating result stable
- Net cash flow in Q1 2023 benefitted from an intragroup income tax refund resulting out of intragroup tax allocation in 2022. Operating net cash flow amounted to € -0.75bn in Q1 2023



Battery Business – Performance

January to March 2022 vs. 2023

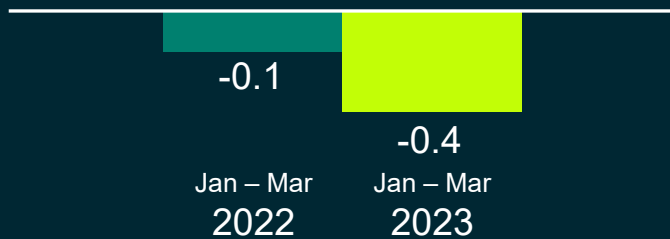
Operating Result [€ bn]



Key Takeaways

- Building a global battery business incl. PowerCo
 - With adding Valencia in Spain and St. Thomas in Canada, PowerCo has now decided three sites for cell factories; two of them already under construction.
 - This expansion is the next step of ramping up global battery business while localizing cell production and setting up new value chains.

Net Cash Flow [€ bn]

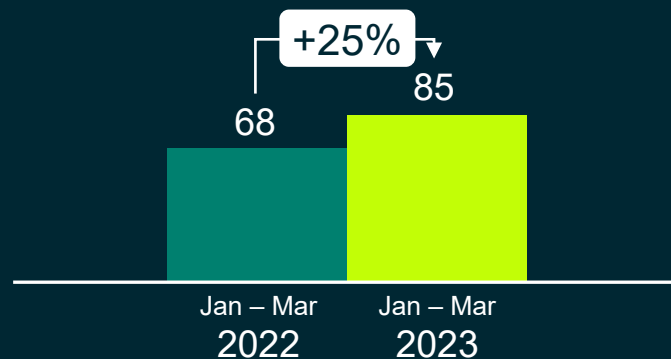


Commercial Vehicles – TRATON¹ Performance

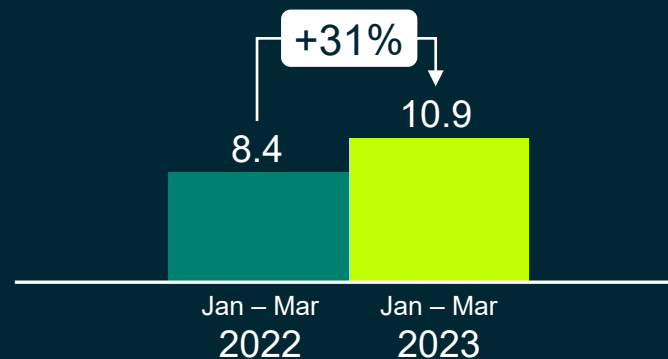
January to March 2022 vs. 2023

TRATON

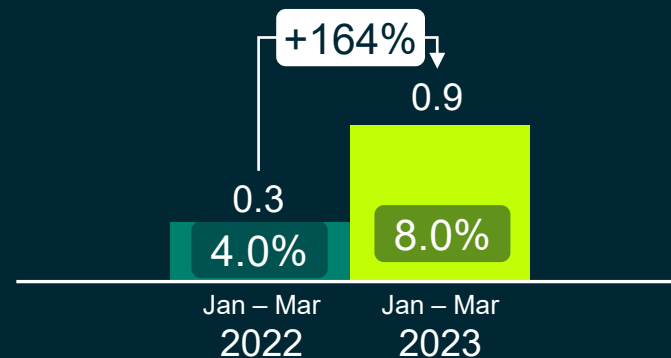
Vehicle Sales [¹000 units]



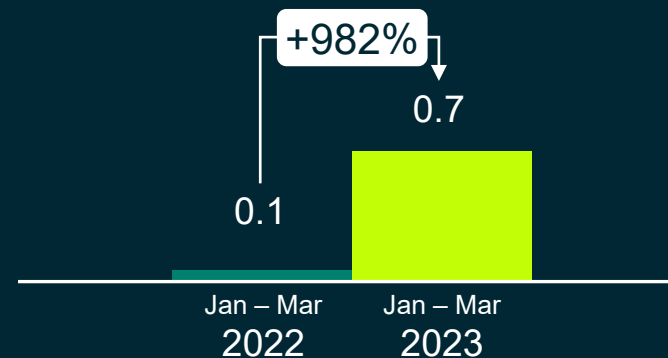
Sales Revenue [€ bn]



Operating Result [€ bn / RoS]



Net Cash Flow [€ bn]



Key Takeaways

- Unit sales up by 25%
- Sales revenue up 31% driven by strong volume expansion, positive price/mix and vehicle services
- Operating margin doubled to 8% mainly due to better capacity utilization and price/mix compensating higher input cost
- Net cash flow strongly up due to enhanced operating performance, proceeds from sale of Scania Finance Russia (€ 0.4bn) and despite a further increase in working capital



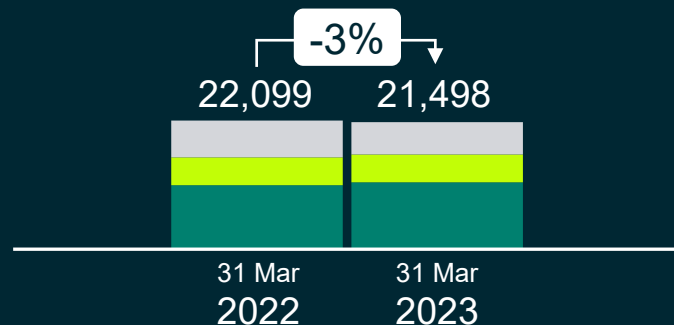
¹ TRATON Operations excluding Financial Services

Volkswagen Financial Services Performance

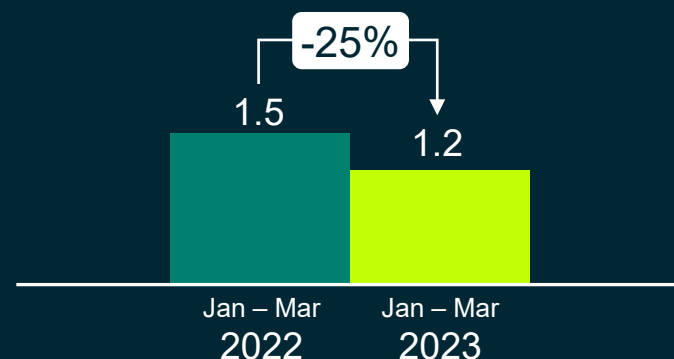
January to March 2022 ¹ vs. 2023

Contracts [‘000 units]

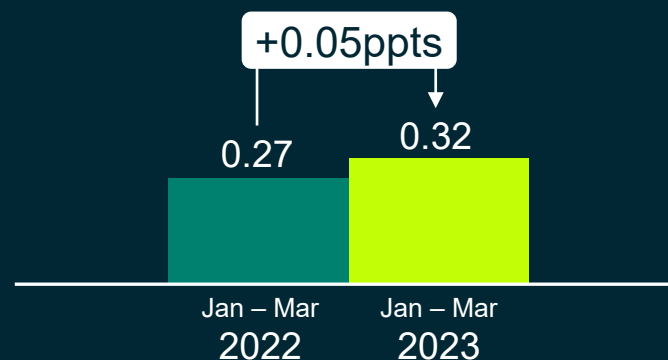
■ Financing ■ Leasing ■ Insurance/Services



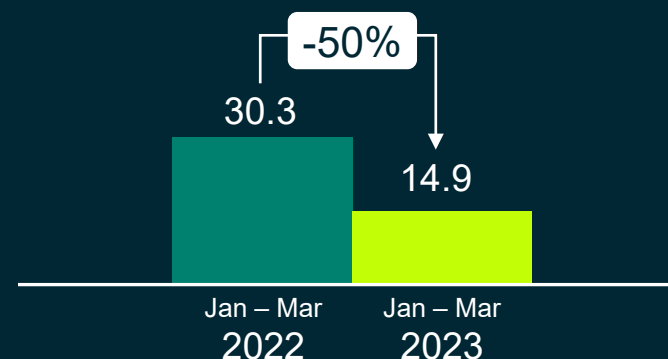
Operating Result ² [€ bn]



Credit Loss Ratio [%]



Return on Equity ³ [%]



Key Takeaways

- Overall stable contract volume; slightly lower financing contracts compensated by more insurance/service and operating leasing contracts
- No significant increase in credit risks observed, continued to be monitored closely
- Used car prices remain high but started to decline from record levels in many markets
- Operating result normalizing due to reduced one-offs and fair value effects
- RoE decreased due to lower earnings before taxes

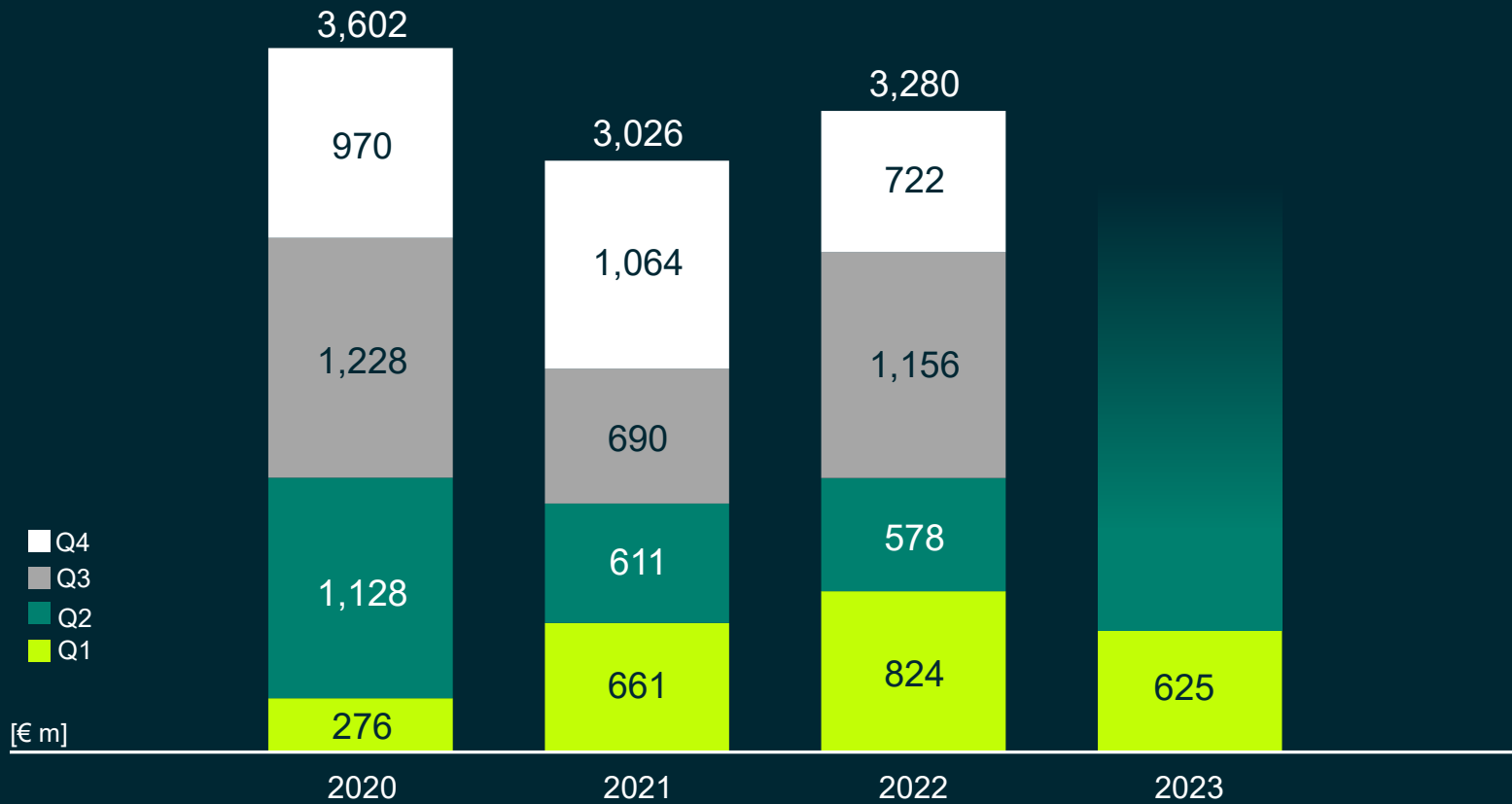
**VOLKSWAGEN
FINANCIAL SERVICES**

THE KEY TO MOBILITY

¹ Previous year adjusted (IFRS 17)
² Volkswagen Financial Services Division (including Scania FS and Porsche Holding)
³ Calculated on basis of normalized 8% equity ratio

China Joint Ventures

Proportionate Operating Result 2020, 2021, 2022 and 2023



Key Takeaways

- Slow start to 2023 in January and February, especially for SAIC-Volkswagen
- FAW-Volkswagen performed solid and ended the first quarter roughly on par with prior year
- Proportionate operating result of up to € 2.8bn expected for FY 2023



Volkswagen Group

Outlook for 2023 ¹ confirmed

VOLKSWAGEN GROUP

	Actual 2022 ⁷	Q1 2023	Outlook 2023 ¹
Deliveries to customers	8.3m vehicles	2.0m vehicles (+7%)	About 9.5m vehicles (+15%)
Sales revenue	€ 279.2bn	€ 76.2bn (+22%)	€ 307bn to € 321bn (+10% to +15%)
Operating return on sales ²	8.1%	7.5% (underlying 9.3%)	7.5% to 8.5%
Automotive R&D / Capex	8.2% / 5.5%	8.0% / 3.9%	~8.0% / ~6.5% ⁴
Automotive Reported Net Cash flow	€ 4.8bn ³	€ 2.2bn	€ 6bn to € 8bn ⁵
Automotive Net Liquidity	€ 43.0bn ⁶	€ 38.4bn	€ 35bn to € 40bn

¹ The Russia-Ukraine conflict has created considerable uncertainty, particularly with regard to the potential impact of the actions of the political players, primarily where the duration, intensity and allocation of energy supplies and their impact on the supply chain are concerned. Particularly, the supply of energy, other raw materials and parts for the production process could result in greater constraints, especially in Europe, where a gas shortage is possible. Higher energy and commodity prices plus greater volatility could add to the strain. Furthermore, inflation rates could reduce purchasing power, adversely affect consumer behavior and put a damper on demand for our products. Moreover, the need might arise to recognize further impairment losses on assets and additional risk provisions.

² Before special items

³ Including cash outflows in connection with the EU antitrust proceedings against Scania

⁴ 5.5%+1.0% battery

⁵ Including about € 5bn budgeted for M&A

⁶ Total Net Liquidity of € 43bn including € 16.1bn Porsche IPO proceeds of which Porsche IPO special dividend of € 6.5bn (net); payout in January 2023

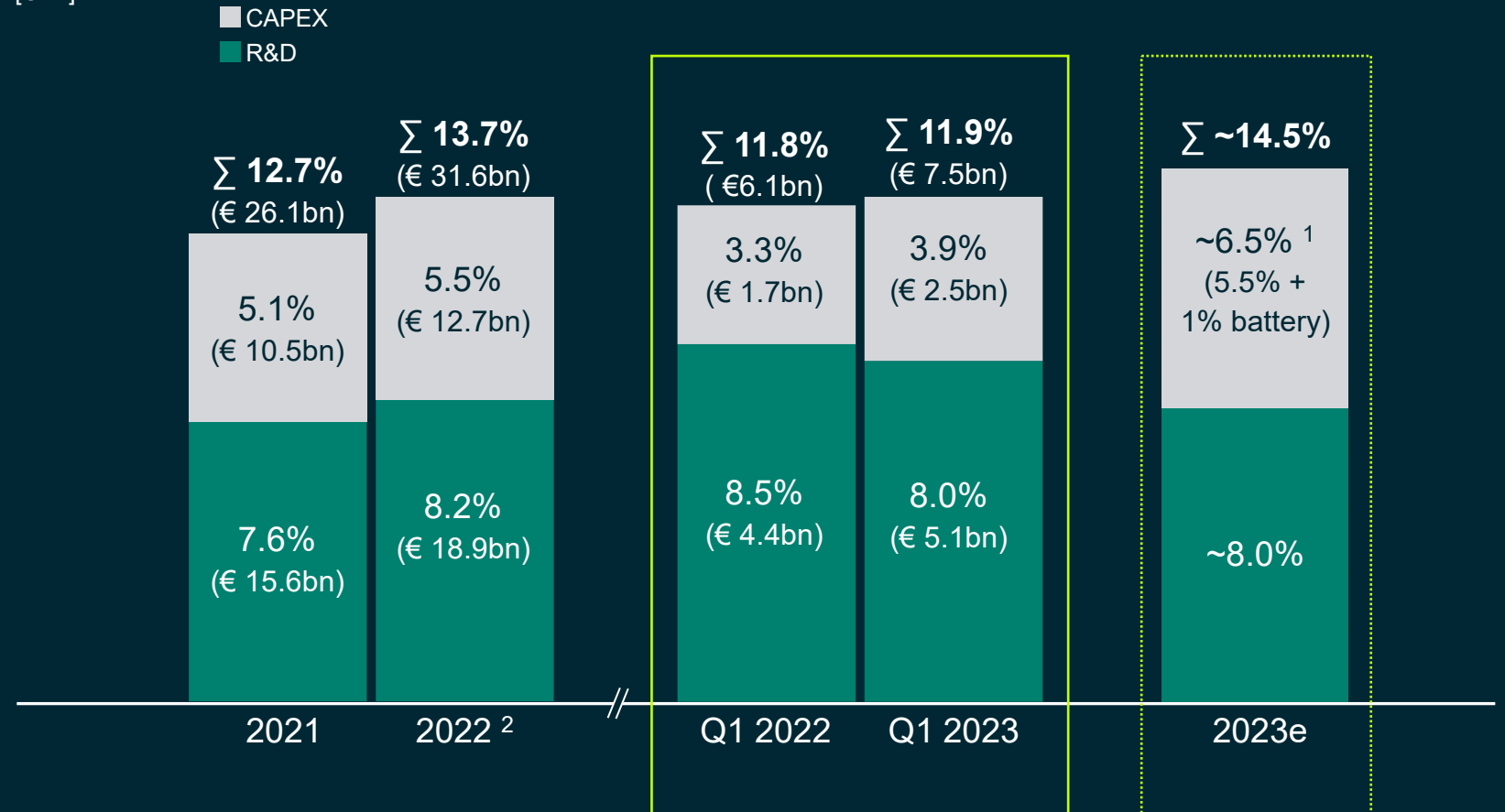
⁷ Previous year adjusted (IFRS 17)

Accelerating our transformation efforts

Final phase of ICE investments in preparation for extensive product launches starting from 2024 and battery plant invest

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

[€ bn]



Reducing complexity / variances

Focus on synergies

Multi brand production in MQB and MEB plants

Investment in software



¹ Thereof ~€ 2bn/~ 1% Capex for battery plants included

Volkswagen Group Capital Markets Day Agenda

VOLKSWAGEN GROUP

**21st of
June 2023**

**Starting
12:00 pm**

**Porsche
Experience Center,
Hockenheimring**

Agenda item

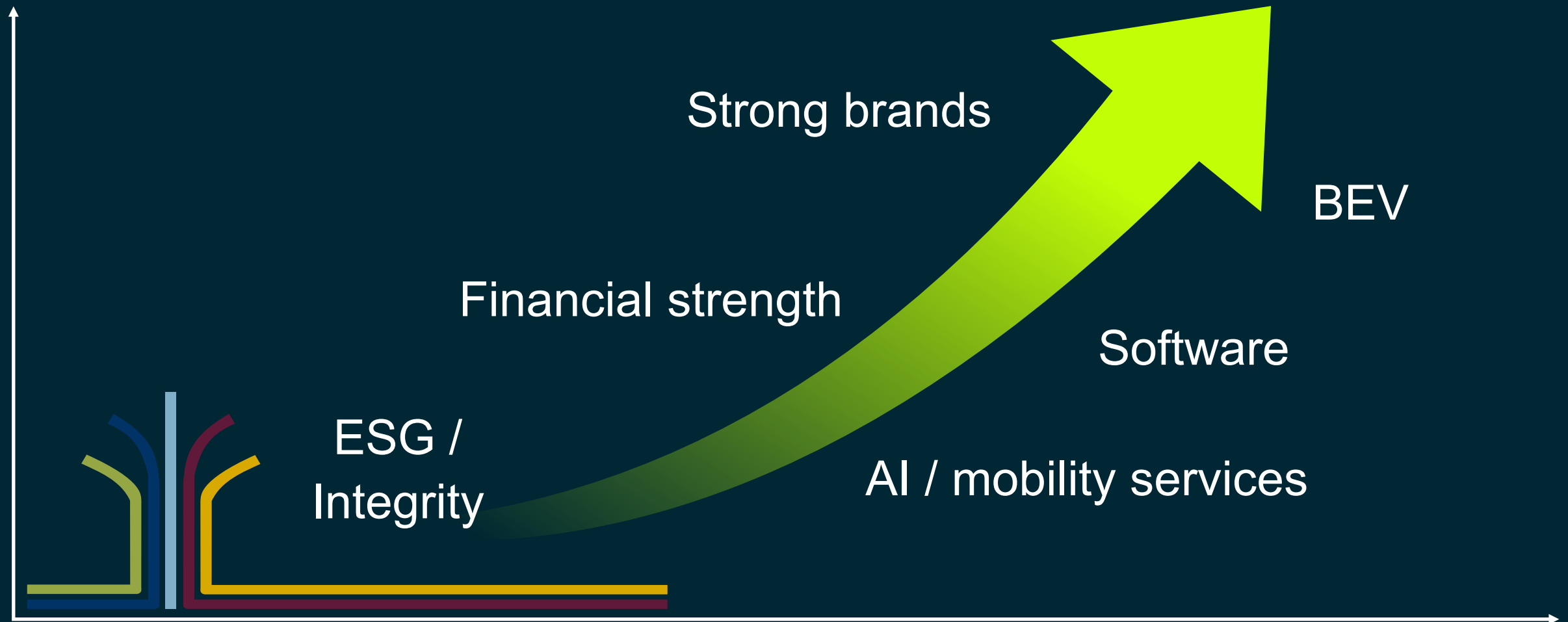
Timing

1	Shuttle transfer (from dbAccess German Swiss Austrian Conference in FFM)	11:00 am <u>and</u> 2:00 pm
2	Pre-CMD event (Driving event <u>and</u> Brand & design experience)	12:30 pm – 3:30 pm
3	Main presentation (incl. Q&A session)	4:00 pm – 6:30 pm
4	Dinner event (afterwards shuttle service back to FFM)	Starting 6:45 pm



Overall Ambition

Leading the Transformation with Integrity and Based on our Values



BACKUP

First Quarter Financial Results 2023

May 4, 2023

Annual General Meeting 2023

May 10, 2023

Capital Markets Day 2023

June 21, 2023

Half-Year Financial Results 2023

July 27, 2023

Third Quarter Financial Results 2023

October 26, 2023

Volkswagen Group – Analysis by Brand and Business Field January to March 2023 (Q1)

	VEHICLE SALES ('000)		SALES REVENUE (€ m)		OPERATING RESULT (€ m)		OPERATING MARGIN (%)	
	Q1 2023	Q1 2022	Q1 2023	Q1 2022	Q1 2023	Q1 2022 ¹	Q1 2023	Q1 2022 ¹
Brand Group Volume	1,193	918	33,163	24,361	1,742	877	5.3	3.6
Volkswagen Passenger Cars	731	537	20,464	14,879	608	513	3.0	3.5
SKODA	275	231	6,794	5,101	542	337	8.0	6.6
SEAT	155	107	3,562	2,404	144	5	4.0	0.2
Volkswagen Commercial Vehicles	104	73	3,599	2,294	171	46	4.8	2.0
Tech. Components	–	–	6,028	3,614	237	-33	3.9	-0.9
Consolidation	-72	-29	-7,284	-3,931	39	9	–	–
Brand Group Premium (Audi)	323	244	16,883	14,282	1,816	3,535	10.8	24.8
Brand Group Sport & Luxury (Porsche Automotive) ²	85	66	9,333	7,317	1,727	1,359	18.5	18.6
CARIAD	–	–	168	110	-429	-416	–	–
Battery	–	–	0	0	-72	-6	–	–
TRATON Commercial Vehicles	85	68	10,938	8,353	875	331	8.0	4.0
MAN Energy Solutions	–	–	901	761	101	55	11.2	7.2
At equity accounted companies in China ³	609	765	–	–	–	–	–	–
Volkswagen Financial Services	–	–	11,980	10,876	985	1,501	8.2	13.8
Other ⁴	-171	-67	-7,168	-3,348	-997	1,222	–	–
Volkswagen Group before special items	–	–	–	–	5,747	8,458	7.5	13.5
Special Items	–	–	–	–	–	-130	–	–
Volkswagen Group	2,124	1,995	76,198	62,711	5,747	8,328	7.5	13.3
thereof:								
Automotive Division ⁵	2,124	1,995	63,463	51,210	4,583	6,784	7.0	13.
Of which: Passenger Cars Business Area	2,039	1,927	51,623	42,096	3,611	6,400	6.7	15.2
Commercial Vehicles Business Area	85	68	10,938	8,353	872	330	8.0	4.0
Power Engineering Business Area	–	–	901	761	100	54	11.1	7.1
Financial Services Division	–	–	12,736	11,502	1,164	1,544	9.1	13.4

¹ Previous year adjusted (IFRS 17)

² Porsche (including Financial Services): sales revenue € 10,097 (8,043) million, operating result € 1,840 (1,467) million.

³ The sales revenue and operating result of the equity-accounted companies in China are not included in the consolidated figures; the share of the operating result generated by these companies amounted to € 625 (824) million.

⁴ In the operating result, 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, as well as companies not allocated to the brands.

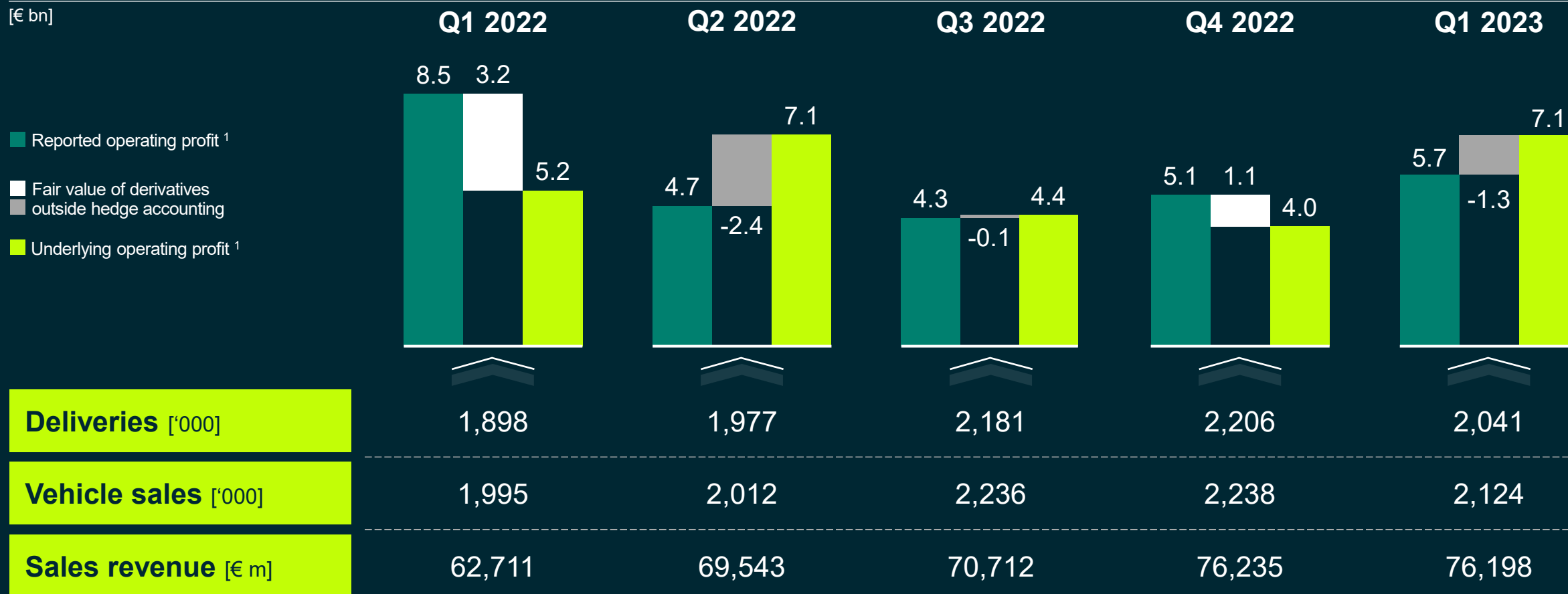
⁵ Including allocation of consolidation adjustments between the Automotive and Financial Services divisions.

Continued resilient Performance of the underlying operative results

Development of Sales, Operating Result and Margin

Underlying Operating Result ^{1, 2}

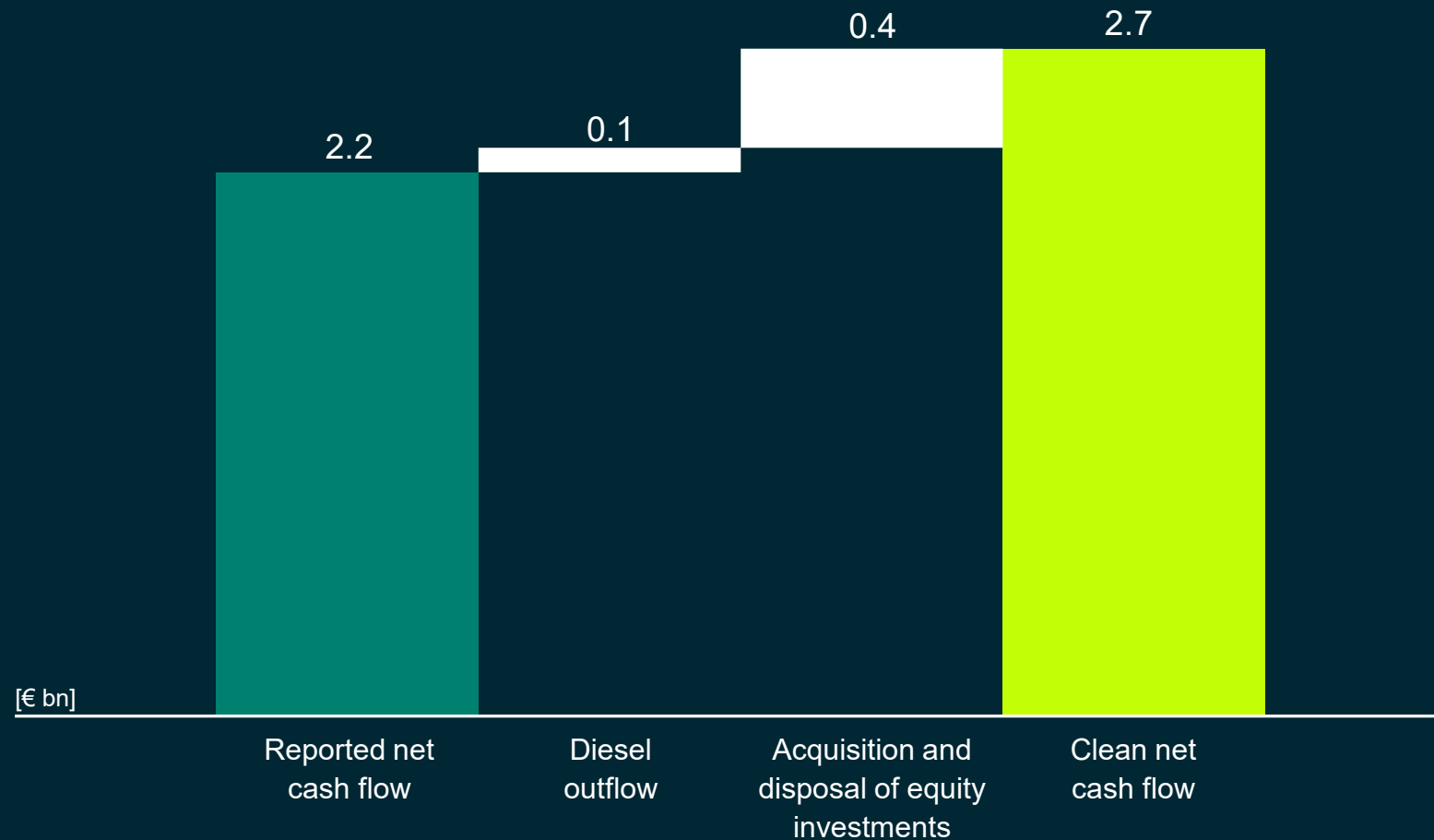
[€ bn]



¹ Before special items
² Previous year adjusted (IFRS 17)

Automotive Division – Bridge from Net Cash Flow to Clean Net Cash Flow ¹

January to March 2023

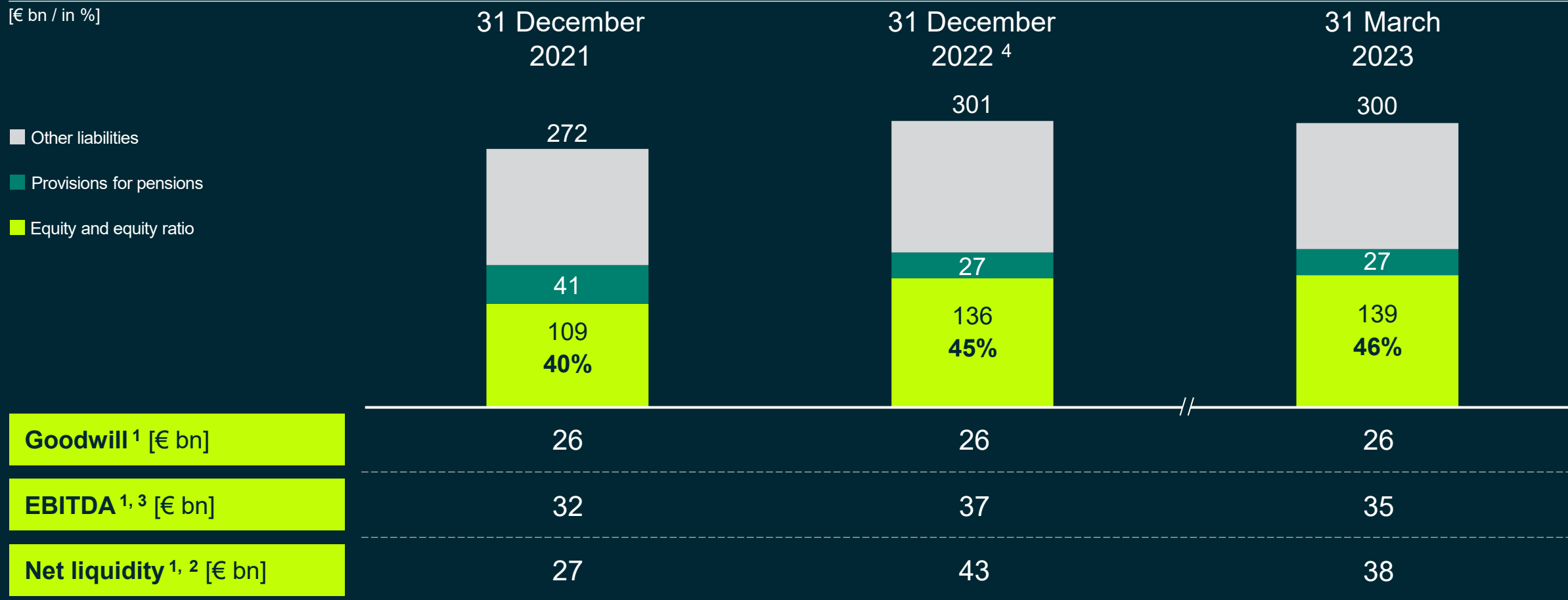


¹ Including allocation of consolidation adjustments between Automotive and Financial Services divisions.

Solid Financial Foundation of Automotive Division

Resilience further enhanced

Balance Sheet Automotive Division



1 Automotive Division only
 2 As reported in the cash flow statement (Automotive Division)
 3 Last twelve months
 4 Previous year adjusted (IFRS 17)

VOLKSWAGEN GROUP