

### VOLKSWAGEN GROUP

Porsche Experience Center Hockenheimring 21 June 2023





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Note: The figures for fuel consumption, electric range, energy consumption and CO2 emissions are included in the glossary.

#### Today's presenters

### Oliver Blume

Volkswagen Group CEO since 09/2022

Porsche CEO since 10/2015



### Arno Antlitz

Volkswagen Group COO since 09/2022

Volkswagen Group CFO since 04/2021



### Macroeconomic backdrop & technology transformation

Economic uncertainty

From global- to regionalization

**BEV** & digitalization reshaping industry

New entrants & competitors

### Status quo assessment

### Today's strengths

- Portfolio of exciting & complementary brands
- Leading scale & global presence
- >>> Entrepreneurial team ready to execute

### Today's challenges

Transitioning ((
technology base

Group **««** complexity

Fixed costs & **««** capital intensity

#### Our promise

- (1) New team: Entrepreneurial spirit with clear sustainability commitment
- (2) Technology at scale: Speed, agility & performance
- **3** Unleashed brands: Unrivalled portfolio with focus on entrepreneurship
- 4 Regional leadership: Winning globally with tailored regional strategies
- **5** New steering model: Fostering entrepreneurship & faster decision-making
- 6 Financials: Cash flow, profitability & capital efficiency at centre stage



### Entrepreneurial spirit with clear sustainability commitment

New management team

New leadership principles

New steering framework

First strategic steps successfully executed

Group Technology

#### New executive team to master the transformation

Markus Hauke Manfred Gunnar Arno Antlitz Kilian Döss Duesmann **Stars** Group CFO & **Brand Group Group Integrity** Group IT Group HR, Brand Group Trucks Progressive & CEO Audi & Legal Affairs COO Oliver Thomas **Thomas** Schmall-von Blume Schäfer Brandstätter Group China Group CEO & Brand **Brand Group Core** Westerholt

**Group Sport Luxury** 

& CEO VW brand

### Dual roles to expand know-how from brands to Group level



Christian
Vollmer
Production



Dirk
Große-Loheide
Procurement



Hildegard Wortmann Sales



Michael
Neumayer
Quality



Michael
Steiner
Development



Michael Mauer Design



Sebastian Rudolph Communication



New leadership principles

'Dual role' concept

Enhanced coordination

'Best owner' approach

### Cornerstones of Volkswagen Group's operating model

### **Brand identity**

### Group scale

Differentiated designs

Appealing products & UX

Commitment to quality

**Customer** centricity

Combined technology

Standardization

Cost leadership

Speed, agility & performance

### Systematic approach: TOP 10 Group program



Planning round Products





China



NAR



**CARIAD** 



Platform / **Technology** 



**Battery** & Charging



**Mobility Solutions** 



Sustainability



**Capital Market** 

### Implementation of measures reflected in improved ESG ratings

Agencies

MSCI

Sustainalytics<sup>1</sup>

**ISS ESG** 

2020

CCC

41

C

2023

В

26

C+

Target 2025

**BBB** 

<22

C+

Status







**~10% BEV**deliveries
target share<sup>2</sup>

30% emission reduction by 2030 on track

'PAI'<sup>3</sup>
Scorecard
published

Independent Xinjiang audit planned



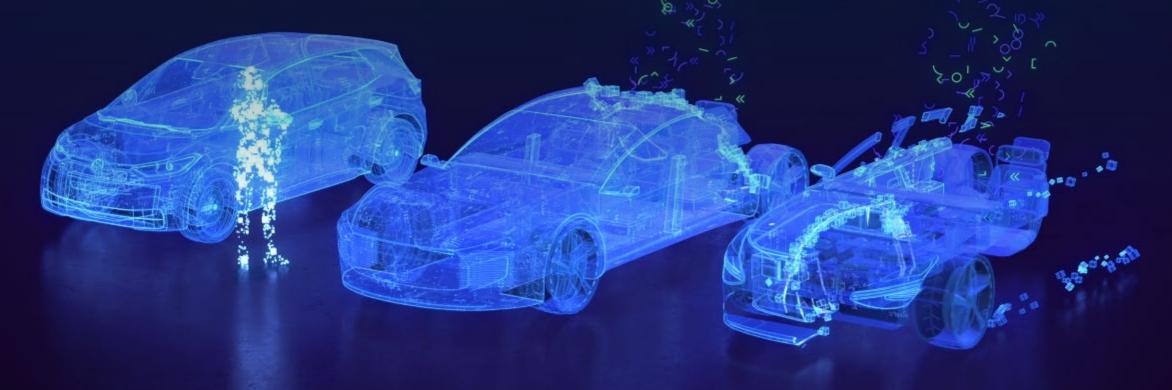
### NEW TEAM: Key takeaways

- >> New management team with a new spirit
- >>> Entrepreneurship, accountability & execution focus
- >>> New operating model combining brand identity & Group scale
- >> Accelerated decision making many critical topics addressed
- >>> Sustainability: implementation in full swing
- ... and there is more to come!



## TECHNOLOGY AT SCALE

Speed, agility & performance



### Speed, agility & performance

# New steering principles

# Focus on speed, agility & performance

Scale for cost competitiveness

Four key technology areas

#### Four key technology areas centered around customer needs

### Architecture

SSP as single future backbone



### **Battery**

Unified cell with tailored regional approach

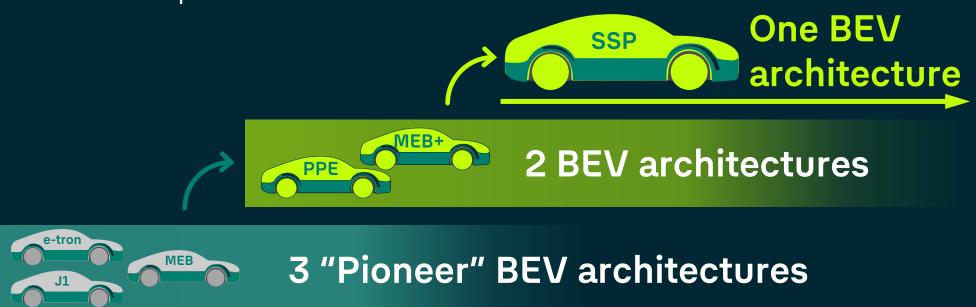
### **Software**

Platform scale & speed through smart partnerships

### **Mobility solutions**

One platform for all mobility needs

#### Clear path to BEV competitiveness & one architecture





4 ICE architectures

2007

2019

2024/25

Today: Complexity due to multiple platforms

BEV competitiveness with MEB+ & PPE

Future: SSP as single backbone

### Advancements along our path to one architecture

	•		
I )ım	ensions		
	CHOIDING		

Main segments

Engine power, kW

Charging time, min<sup>1</sup>

**ADAS** 

Margin parity<sup>2</sup>

MEB

A-B

110-220

~35

Up to L2+

Some

2024+ PPE

**B-D** 

140-700

~21

L2++ & more

**Selective** 

2025+

MEB+

A0-B

110-290

~20

Up to L2++

**Selective** 

2026+

SSP

A0-D

120-1,300

~12

Up to L4

Most

#### More than 450 GWh Volkswagen Group demand in 2030



### Key pillars of our battery strategy



Superior & flexible Unified Cell

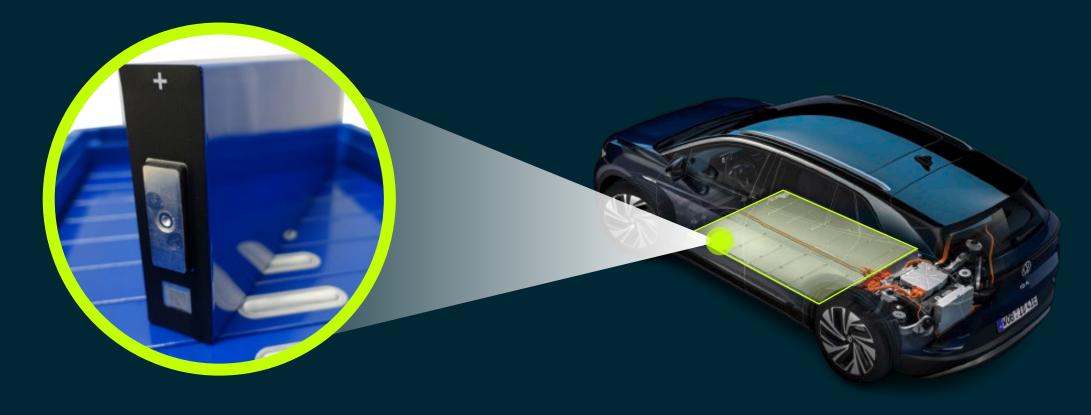
Regional sourcing strategy

Tailored mix of make & buy

PowerCo:
Competitive
supplier

Vertical integration with partners

#### Unified Cell: Powering up to 80% of all our BEVs in 2030



Cost reduction of up to 50%¹ through strategic initiatives (e.g. dry coating)

Adaptable to all leading chemistries

Tailored to segments & architectures

#### PowerCo: Competitive supplier for NAR & Europe



-30 % Capex per GWh vs. state-of-the-art

**3 factories** totalling ~200 GWh

Optionality for stage-gated ramp-up

Vertical integration: Balanced approach to secure supply

### Instruments

Financial hedging

Long-term
agreements

Investments & partnerships

### Already secured until 2030<sup>1</sup>

Up to ~30% for all critical BEV raw materials

#### CARIAD: Plan for comprehensive re-alignment



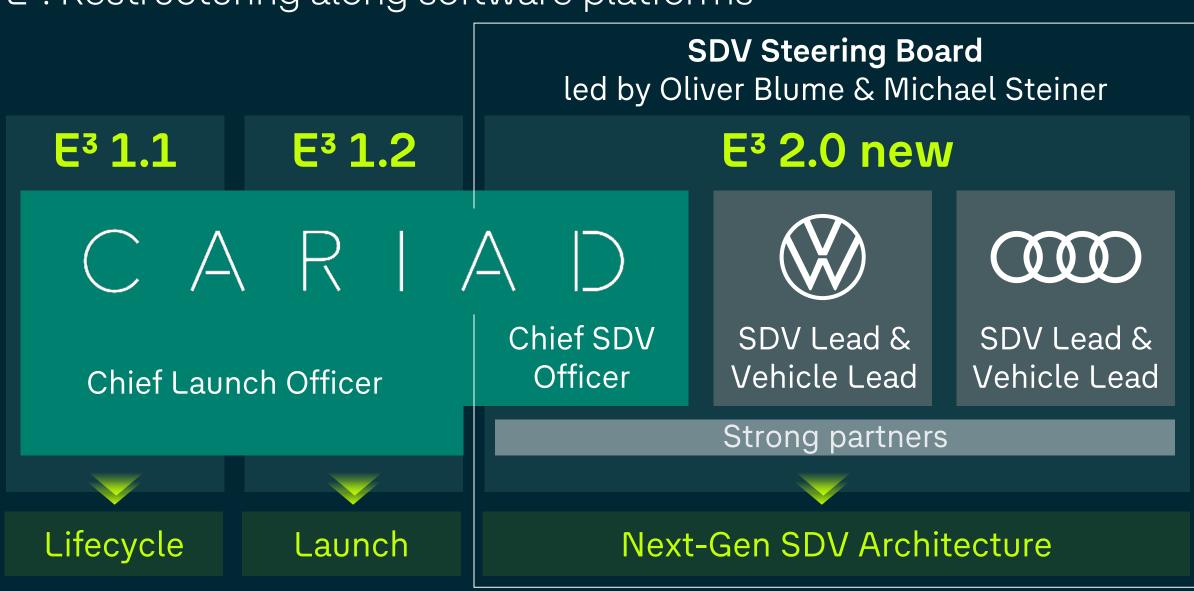
Restructuring & stronger ties to lead brands

**Accelerated** execution of E<sup>3</sup> 1.2 platform

Structural focus on SDV<sup>1</sup> for E<sup>3</sup> 2.0

Intensified technology partnerships New leadership & collaboration model

### E<sup>3</sup>: Restructuring along software platforms



### Partners: Global & regional partnerships

### Global



Apps Q4/2019

**Semiconductors** Q2/2022



**BOSCH** 

**ADAS** Q1/2022

Qualcown mobileye **ADAS** Q2/2023

### China



**ADAS** Q4/2022



**Connectivity &** Infotainment Q2/2023

## 2

### TECHNOLOGY AT SCALE: Key takeaways

- >>> New steering based on best owner approach & partnerships
- >>> Superior architecture with SSP as single future backbone
- >> Industry-leading battery strategy with full optionality
- >>> Reset of software strategy to deliver competitive products
- >>> One mobility platform positioned to capture future upside



#### Unrivalled portfolio with focus on entrepreneurship

Unmatched brand portfolio

Coherent design strategy

Momentum in product pipeline

Four entrepreneurial brand groups

### Brand Group Core









### VW brand: ACCELERATE FORWARD | Road to 6.5

3.6%

Return on Sales >>> 2022

**Product positioning** (mix, content, pricing)

#### **Cost initiatives**

(material, fixed, production, sales, R&D costs)

Structural synergies

(overhead, distribution, new business opportunities)

6.5%

Return on Sales 2026

Specific goals aimed at cost & complexity reduction

~€10bn sustainable improvement

To be developed with employee representatives involved

### Financial targets - Brand Group Core

Key Performance Indicator	Last Reported 2022	Mid-term 2027	Strategic Target 2030
Sales Revenue	~€114bn		
Return on Sales <sup>1</sup>	3.6 %	~8 %	>8 %
Cash Conversion Rate <sup>2</sup>	30 %	~60 %	>60 %
BEV Penetration <sup>3</sup>	~8 %	~35 %	>50 %

### Brand Group Progressive









### Financial targets - Brand Group Progressive

Key Performance Indicator	Last Reported 2022	Mid-term 2027	Strategic Target 2030
Sales Revenue	~€62bn		
Return on Sales <sup>1</sup>	<b>12.3</b> % 10.5% <sup>2</sup>	~12 %	~14 %
Cash Conversion Rate <sup>3</sup>	64 %	~75 %	~75 %
BEV Penetration <sup>4</sup>	~11 %	~40 %	~75 %

### Brand Group Sport Luxury



### Financial targets - Brand Group Sport Luxury

Key Performance Indicator	Last Reported 2022	Mid-term	Strategic Target
Sales Revenue <sup>1</sup>	~€35bn		
Return on Sales <sup>2,3</sup>	18.0 %	17-19 %	>20 %
Cash Conversion Rate <sup>4,5</sup>	60 %	>60 %6	n/a <sup>7</sup>
BEV Penetration <sup>8</sup>	~11 %	>50 %	>80 %

4 5 6









### Financial targets - Brand Group Trucks

4 5 6

Last Reported 2022	Mid-term	Strategic Target
~€40bn		
4.0 %	~9 % <sup>3</sup>	~9 % <sup>3</sup>
n/a	~70 %	~70 %
	2022 ~€40bn 4.0 %	2022 ~€40bn 4.0 % ~9 %³

## 3 UNLEASHED BRANDS: Key takeaways

- >>> Four efficient & entrepreneurial brand groups
- Achieve 6.5% RoS for VW brand in 2026
- >>> Realize full potential of Audi in electrified era
- >>> Continue to exploit #1 position in luxury
- >>> Further execution on TRATON's strategic & financial trajectory



### Winning globally with tailored regional strategies

Global & regional powerhouse

#1 international OEM in China

Extend leading position in Europe

Double-down efforts for NAR profit pools

### Strategic priorities

5 6



#1 international OEM & among TOP 3 in Chinese market

Tailored, superior ICV product offerings

Target proportionate OP mid-term >€2.5bn¹





Sustain #1 in home market

Align invest with profit pool

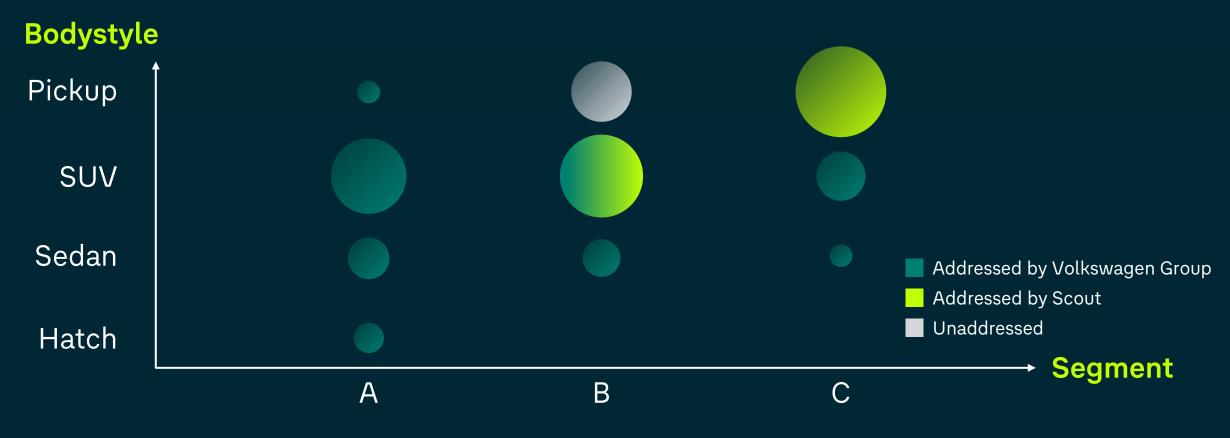
Adjust production capacity

Digitize dealer network

### Scout to complement the product portfolio

ILLUSTRATIVE

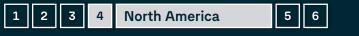
**Expected US market profit pools in 2030** 



Most promising future profit pools

Dedicated SUV & pick-up portfolio

Revival of iconic **Scout** brand





Tailored product portfolio

New regional governance

Localization of value chain

New plant in South Carolina



### REGIONAL LEADERSHIP: Key takeaways

- >>> Leading global scale & regionally tailored strategies
- >>> China: #1 international OEM today & tomorrow
- >>> Europe: #1 in home market & reduced asset intensity
- >>> North America: Address untapped market potential
- >>> Overseas: Seeking additional profit pools worldwide



## Legacy paradigm

"Outgrow fixed costs"

## New steering model

"Value over volume"

Clear focus on profitability, fixed costs & cash flow

Capital efficiency & disciplined investments

Focused approach to equity investments

Aligned management incentivization

Based on Integrity & corporate values

### Platforms fostering group-wide cooperation



### New Core KPI-Set to unleash entrepreneurial spirit

### Principles ("WHAT")

Core KPI-Set ("HOW")

Value over volume

Profitability focus & cost discipline

Cash flow focus

Capital efficiency

Sales revenue growth

Operating result¹

Net cash flow<sup>2</sup>

Investment ratio<sup>3</sup>

Return on Sales<sup>1</sup>

Cash Conversion Rate<sup>4</sup>

(in %)

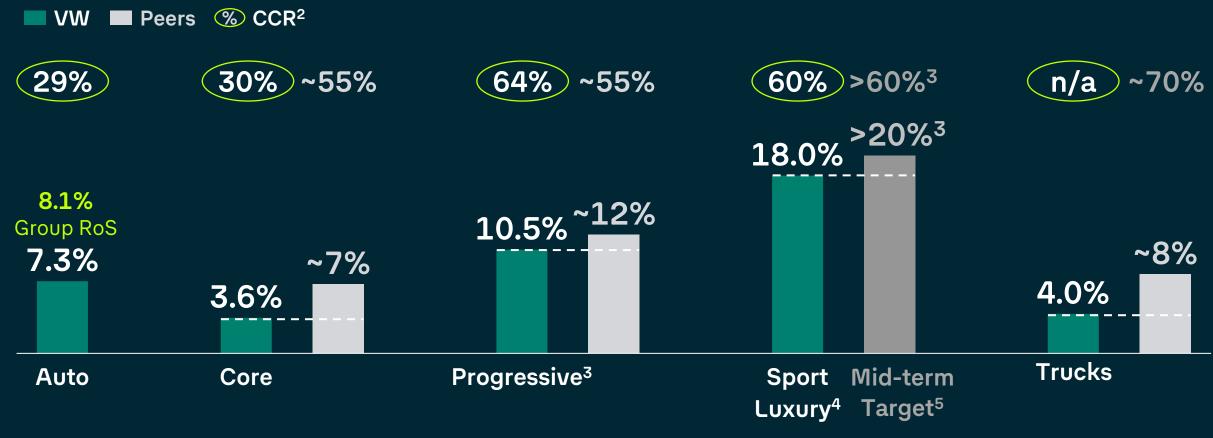
ROI<sup>2</sup>

(in %)

## Steering towards benchmark profitability & CCR

ILLUSTRATIVE

Return on Sales<sup>1</sup> & Cash Conversion Rate<sup>2</sup> (FY2022)



Benchmark as minimum ambition

Group-wide performance programs

Functional & structural dimension

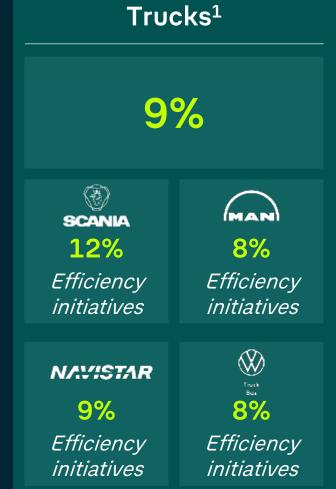
### All brands started ambitious performance programs

#### **RoS targets**









### Structural measures to optimize capacity utilization in Europe



Aligned with realistic volume assumptions

Realignment towards permanent workforces

Reduce factory capacity by net ~10%<sup>1</sup>

### Clear capital allocation strategy across functions & brands

ILLUSTRATIVE

Capex & R&D combined for the Automotive Division as % of Automotive revenue; cum. over the mid-term<sup>1</sup>



Competitive top-down capital allocation

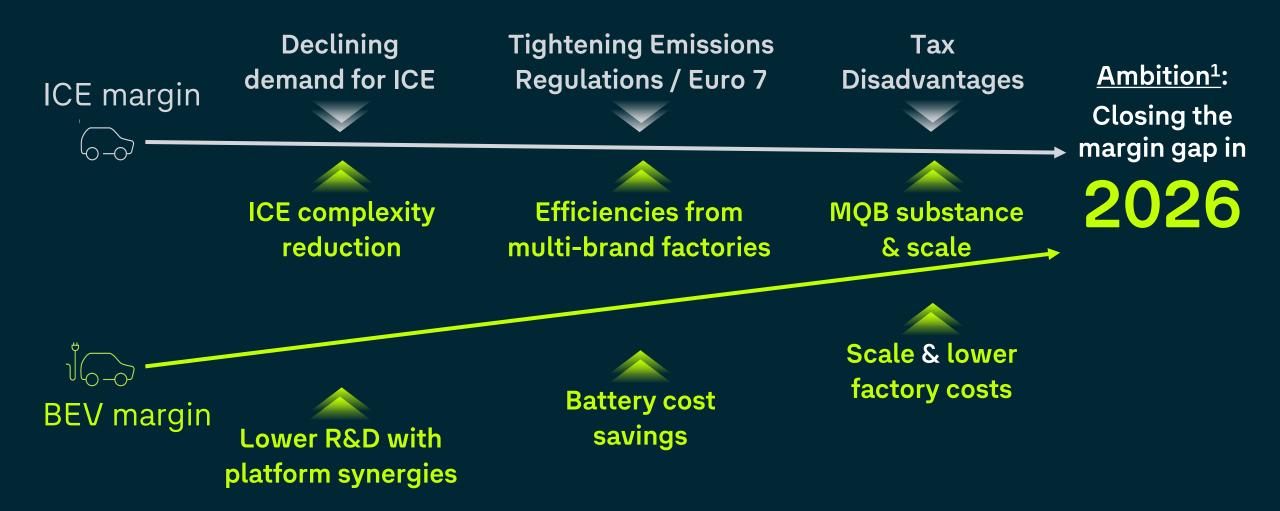
Focus on **core** brands & **competitiveness** 

Batteries & strategic Group topics temporarily 'on top'

55

## Tangible levers for margin parity on selected projects

ILLUSTRATIVE



### Active equity investment management approach for NCS1

~ €15bn

Book value > 250

Non-controlled shareholdings on Group level

Clusters of strategic & financial investments

Best-owner principle as guiding element

Clear reporting lines for each asset cluster

# **5**

### NEW STEERING MODEL: Key takeaways

- >>> Leadership principles translated into financial framework
- >>> Brand groups target benchmark profitability & cash flow
- >>> Capital allocation with clear orientation on profit pools
- >>> Active equity investments management approach
- >>> Incentivization aligned to brand & brand group performance



### Cash flow, profitability & capital efficiency at centre stage

Profitability track record & very stable balance sheet

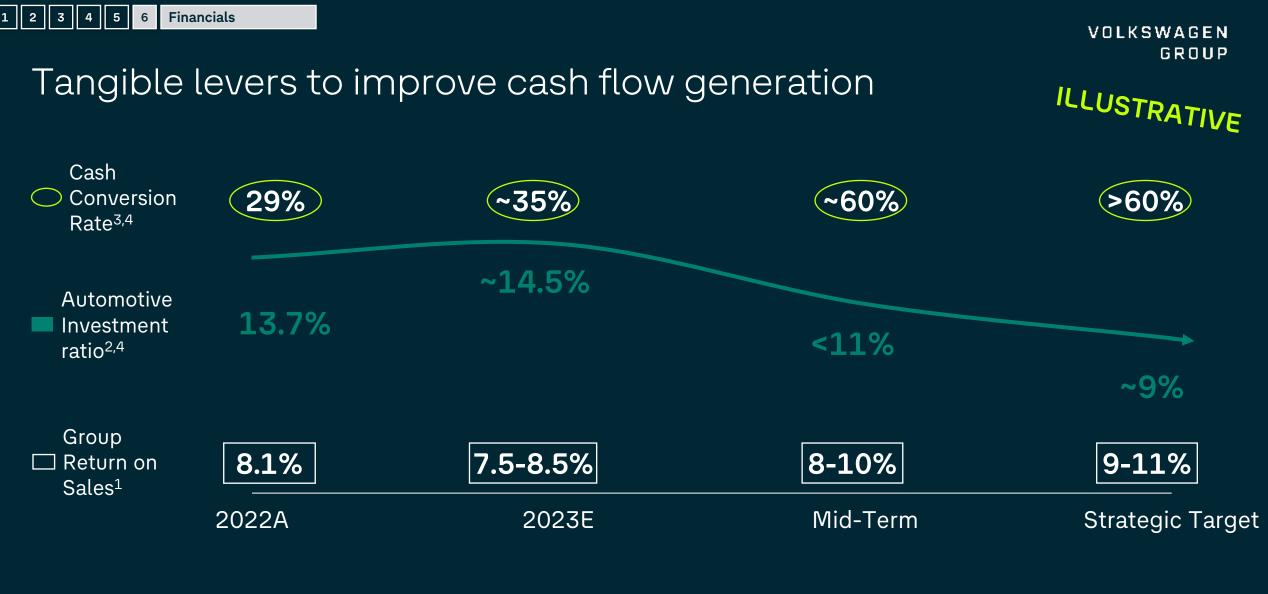
Strong start into 2023

Delivery of financial targets plus active approach to NCS

Focus on attractive shareholder returns

### Volkswagen Group financial targets

	Last disclosure 2022	Guidance as anchor 2023	Mid-term 2027	Strategic Target 2030
Group revenue (in % p.a CAGR from anchor year)	€279.2bn	€307-321bn	5-7%	In-line with industry
Group Operating Profit <sup>1</sup>	€22.5bn			
Group Return on Sales <sup>1</sup>	8.1%	7.5-8.5%	8-10%	9-11%
Automotive Investment ratio <sup>2,5</sup>	13.7%	~14.5%	<11%	~9%
Automotive CCR <sup>3,4,5</sup>	28.9%	~35%	~60%	>60%
Automotive Net cash flow <sup>5</sup>	€4.8bn	€6-8bn		



Brand specific margin targets

Group RoS expansion

Focused investment strategy

Strict working cap. management

### Supported by targets on individual brand group level

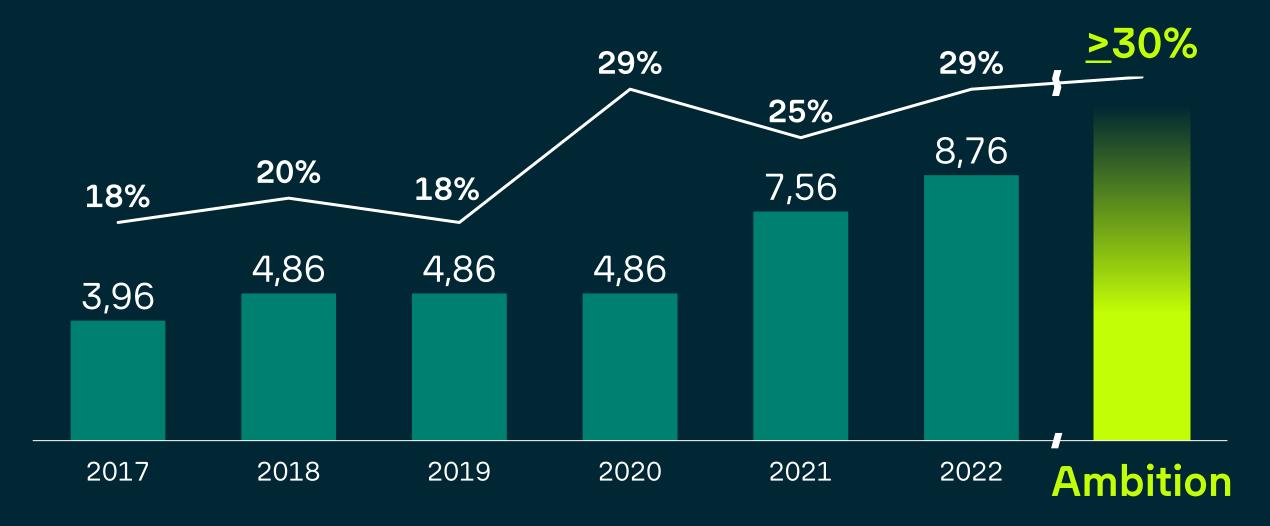
Brand groups	Core	Progressive	Sport Luxury <sup>1</sup>	Trucks <sup>1</sup>
•	Mid- Strategic term Target	Mid- Strategic term Target	Mid- Strategic term Target	Mid- Strategic term Target
Return on Sales <sup>2</sup>	8%	12% 14%	19%4 20%4	9% <sup>6</sup>
Cash Conversion Rate <sup>3</sup>	60%	75%	60% <sup>5</sup>	<b>70</b> % <sup>7</sup>
BEV Share <sup>8</sup> [%]	35% 50%	40% 75%	50% <sup>9</sup> 80% <sup>9</sup>	

### Tailored targets for PowerCo & CARIAD

Technology Platforms	PůwerCo		ARIAD
	Strategic Target	Str	ategic Target
Sales Revenues <sup>1</sup>	>€20bn		>€4bn
Operating Result <sup>2</sup>	>10%		>10%
OP break-even	2029		2027
Cash flow break-even	2030		2028

### Shareholders to participate in Group success

Dividend per preferred share (in €) <sup>1</sup> & payout ratio (as % of Group net income)



**Financials** 

- >>> Active management of transformation from position of strength
- >>> Clear commitment to achieving financial targets
- >>> Disciplined spending & deliver attractive shareholder returns
- >>> Ambition of minimum dividend payout of 30%

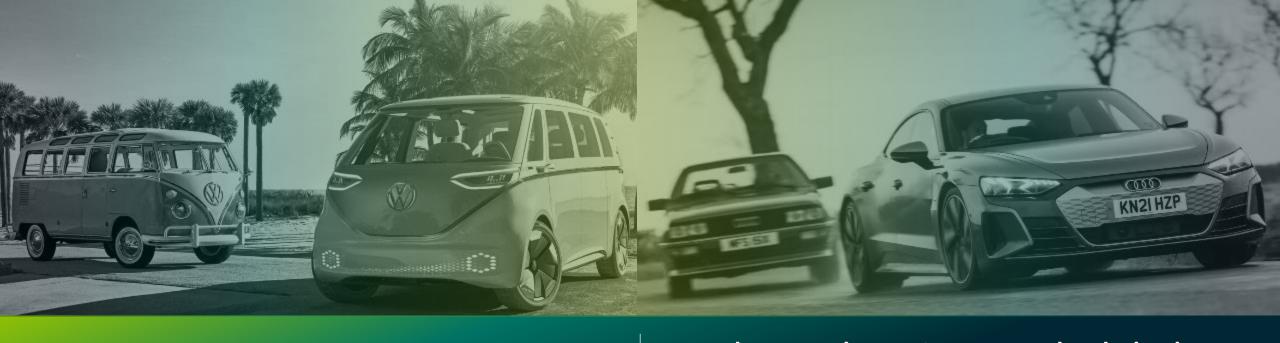
### Our promise ...



### FIVE REASONS

Why the Volkswagen Group story is already compelling

- (1) Unique brand portfolio with a large global customer base
- (2) Credible concept for a successful transformation
- 3 Cost advantages through economies of scale in technology fields
- 4 Attractive financial outlook for cash flow, profit & margins
- (5) New steering model: focus on entrepreneurship & capital market



Porsche Experience Center Hockenheimring 21 June 2023





Model	Fuel consumption combined (WLTP)	Electrical consumption combined (WLTP)	CO <sub>2</sub> emissions combined (WLTP)	Electric range combined (WLTP)
VW brand				
VW Golf (p. 44)	6.3-4.3 l/100km	n/a	143-106 g/km	n/a
VW ID.4 (p. 29)	n/a	17.7-16.6 kWh/100 km	0 g/km	361-531 km
Volkswagen ID.7 <sup>2</sup> (p. 32, 43,)	n/a	n/a	n/a	n/a

Model	Fuel consumption combined (WLTP)	Electrical consumption combined (WLTP)	CO <sub>2</sub> emissions combined (WLTP)	Electric range combined (WLTP)
Skoda				
Skoda Enyaq Coupé RS iV (p. 29, 40)	n/a	17.5-16.9 kWh/100 km	0 g/km	502-517 km

Model	Fuel consumption combined (WLTP)	Electrical consumption combined (WLTP)	CO <sub>2</sub> emissions combined (WLTP)	Electric range combined (WLTP)
Cupra				
Cupra Born 77 (p. 59, 68, 93)	n/a	17.5-15.7 kWh/100 km	0 g/km	496-552 km

Model  VW Commercial Vehicles	Fuel consumption combined (WLTP)	Electrical consumption combined (WLTP)	CO <sub>2</sub> emissions combined (WLTP)	Electric range combined (WLTP)
ID. Buzz Pro (p. 1, 29, 40, 69)	n/a	21.8-20.6 kWh/100 km	0 g/km	402-423 km

Model	Fuel consumption combined (WLTP)	Electrical consumption combined (WLTP)	CO <sub>2</sub> emissions combined (WLTP)	Electric range combined (WLTP)
Audi				
Audi e-tron GT (p. 1, 69)	n/a	21.6-19.6 kWh/100 km	0 g/km	458-502 km
Audi Q8 e-tron (p. 29, 40)	n/a	24.4-20.1 kWh/100 km	0 g/km	Up to 582 km

Model	Fuel consumption combined (WLTP)	Electrical consumption combined (WLTP)	CO <sub>2</sub> emissions combined (WLTP)	Electric range combined (WLTP)
Porsche				
Model Range Taycan (p. 1, 69)	n/a	24.1-19.6 kWh/100 km	0 g/km	370-512 km
Model Range Panamera E-Hybrid (p. 29, 40)	3.0-2.0 l/100 km	24.9-22.6 kWh/100 km	69-45 g/km	49-54 km

Weitere Informationen zum offiziellen Kraftstoffverbrauch und den offiziellen spezifischen CO<sub>2</sub>-Emissionen neuer Personenkraftwagen können dem "Leitfaden über den Kraftstoffverbrauch, die CO<sub>2</sub>-Emissionen und den Stromverbrauch neuer Personenkraftwagen" entnommen werden, der an allen Verkaufsstellen und bei DAT (Deutsche Automobil Treuhand GmbH, Hellmuth-Hirth-Str. 1, 73760 Ostfildern, https://www.dat.de/co2/) unentgeltlich erhältlich ist.

A guide on fuel economy, CO2 emissions and electric power consumption which contains data for all new passenger car models is available at any point of sale free of charge and from DAT (Deutsche Automobil Treuhand GmbH, Hellmuth-Hirth Str. 1, 73760 Ostfildern-Scharnhausen, Germany, https://www.dat.de/co2/)