Volkswagen AG Investor, Analyst and Media Call H1 2024

Disclaimer

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

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

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

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 Such statements are valid on the date of publication and can be superseded.

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



Solid underlying financial performance & strong progress along strategic priorities in demanding first half 2024

Financial Overview

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

Group Revenue

Group Return on Sales

Automotive Net Cash Flow

H1/2024 € 158.8bn

+1.6% y-o-y

6.3%

7.1% underlying¹

-€ **0.1**bn

Q2/2024

€ 83.3bn

+4.1% y-o-y

6.6%

7.6% underlying¹

€ 2.9bn





















STRONG BRANDS































Volkswagen Group Deliveries

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



Global deliveries in H1 at 4.35m vehicles

BEV deliveries in H1 decreased by 1% YoY

Worldwide market share ~11%

BEV Deliveries Year-to-date

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

Top BEV Models

Quarterly Development





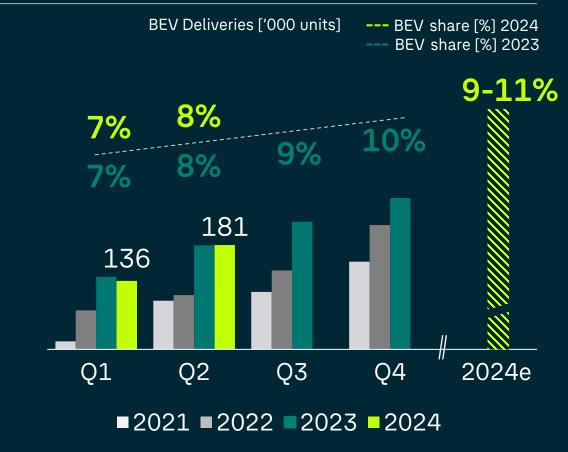












Strong progress along key strategic priorities Volkswagen Group Top 10 Program 2024



Performance



Products



Regions



Digitalization



Software



Architectures



Battery



Mobility Solutions



Sustainability



Team & Organization

Volkswagen Group - Performance

Consistent implementation of measures to enhance efficiency and productivity

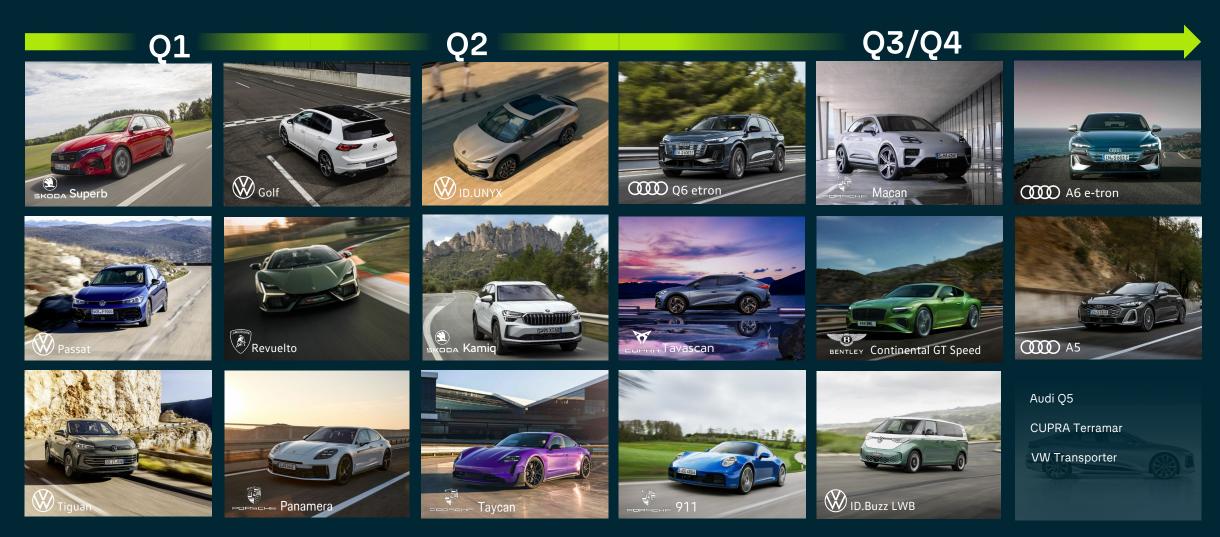


VW AG severance program launched in Q2 2024 Information & consultation process started at Audi Brussels site

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

Volkswagen Group - Products

Largest product renewal offensive continuing at full speed, strengthening competitiveness



Volkswagen Group - Regions

Important progress achieved on key initiatives in Region China



Xpeng cooperation expanded, China Electronic Architecture in all local VW models from '26 Successful launch of ID.UNYX targeting new customer base

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

Volkswagen Group - Software

Gaining speed, enhancing competitiveness and reducing cost via smart partnerships



E/E architectures and vehicle software created with partners

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

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

Volkswagen Group - Platforms & Architectures

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



PPE designed & developed by Audi and Porsche from the start

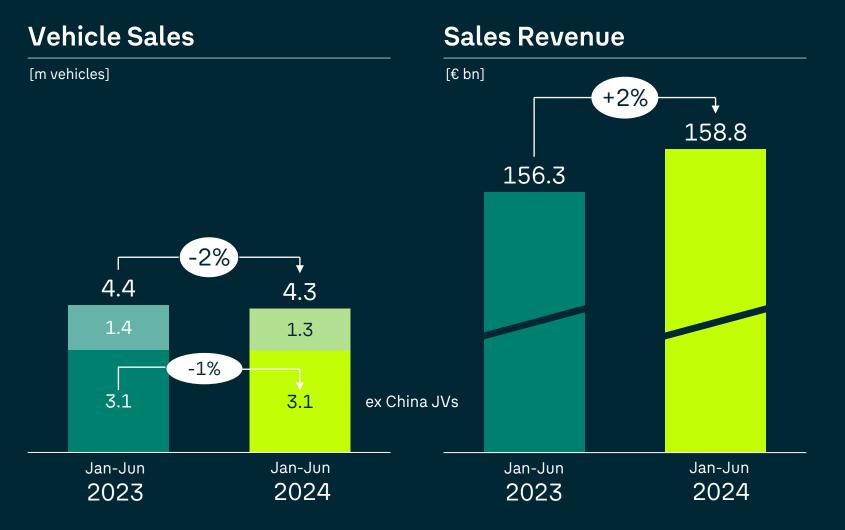
High-tech, highly scalable: setting standards in performance, range & efficiency

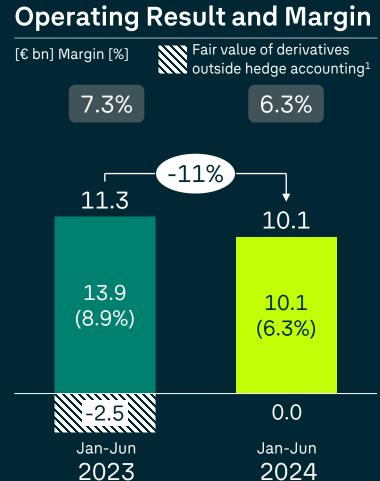
Market launch Q2 2024 (Macan) and Q3 2024 (Q6 e-tron)



Financial Overview

Solid H1 results supported by improved operational performance in Q2





Reconciliation from Reported to Underlying Operating Result

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

Operating Result & Margin



Non-Operating Factors impacting Q2 Results

Restructuring:

- -€ 1.0bn restructuring, incl. severance program (VW AG)
- -€ 0.2bn deconsolidation VW Bank Rus (Financial Services)
- -€ 0.1bn MAN Energy Solutions (parts of gas turbine business)

Valuation:

+€ 0.4bn fair value of derivatives outside hedge accounting

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

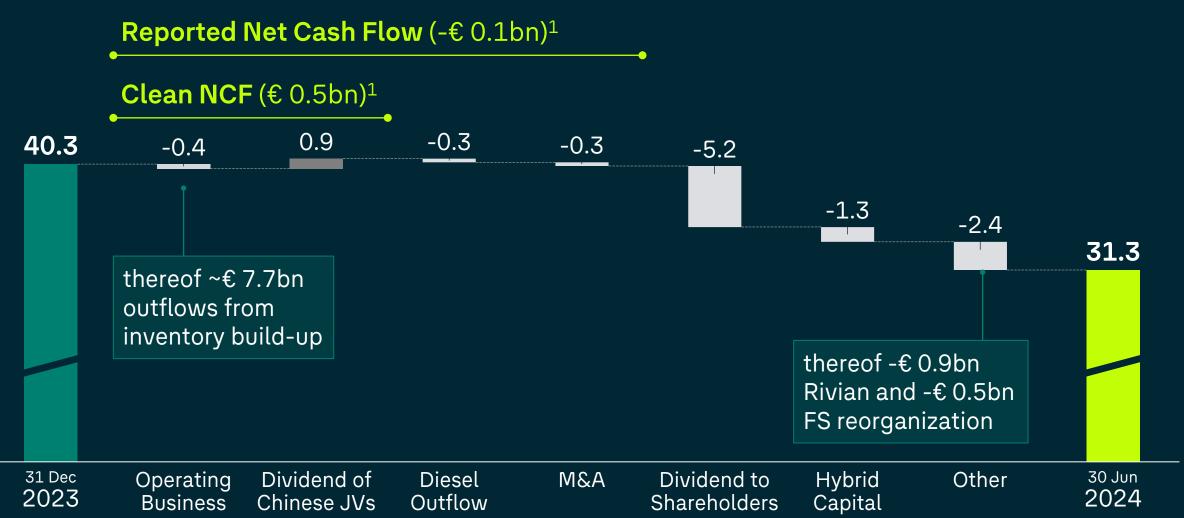
Automotive Net Cash Flow and Net Liquidity

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



Automotive Net Liquidity

Financial position at solid level despite to muted NCF and dividend payments



1. Automotive Division

Operating Result by Division

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

Automotive Division

Passenger Cars¹ Operating Result [€ bn] Margin [%]



-9%

Commercial Vehicles²

Operating Result [€ bn] Margin [%]



Financial Services Division

Financial Services

Operating Result [€ bn] Margin [%]



Operating Result Passenger Cars

Results affected by severance provision; underlying operational performance solid

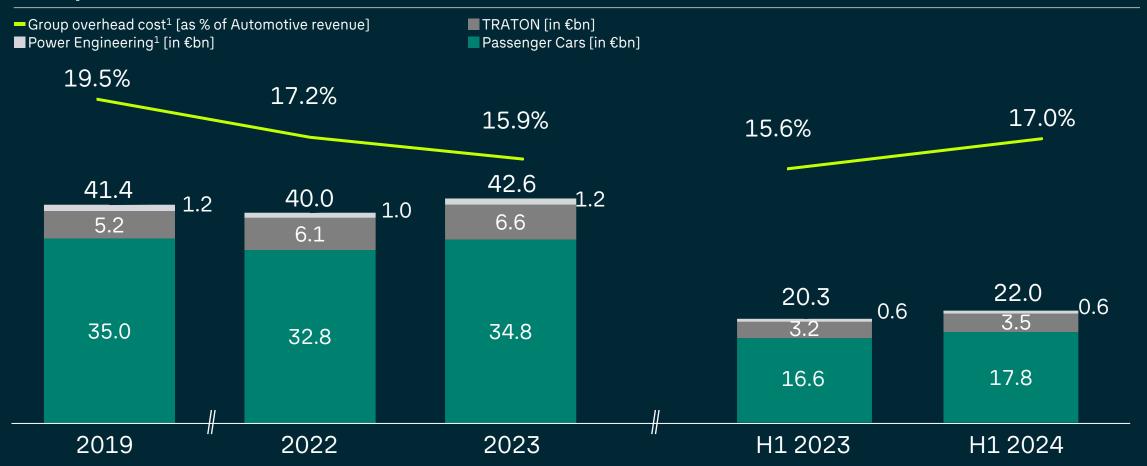
Operating Result

Operating Result [€ bn] Margin [%]



Overhead Cost Development

Group overhead cost¹



1. Excluding R&D and capex

Automotive Investment Ratio

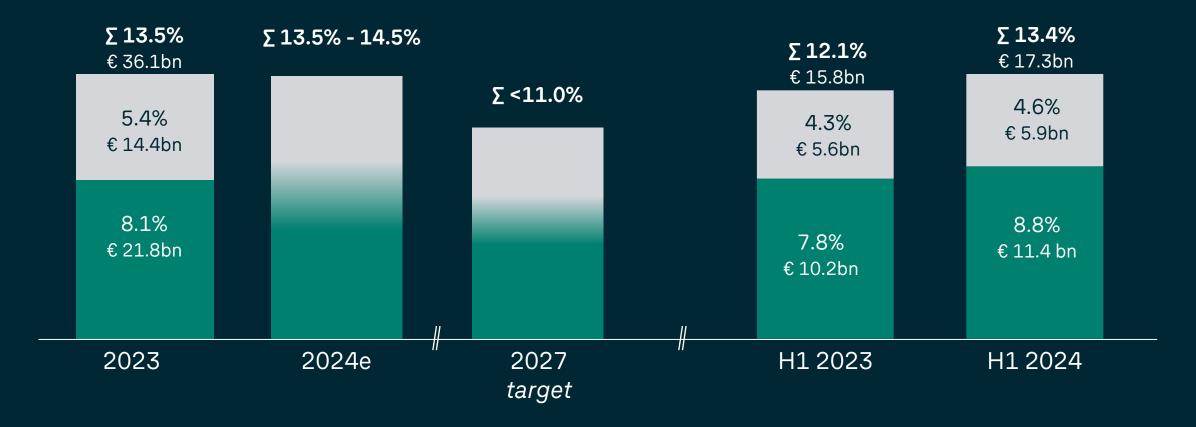
Spend levels peaking in 2024

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

[in % of automotive sales revenues, € bn]

■ CAPEX

R&D





Overview H1 2024 Brand Groups

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

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

Brand Group Core

Reported versus Underlying Operating Result

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

Overview H1 2024 Technology Platforms

Operating results and investments in software and battery stabilized

	Software	Battery ————————————————————————————————————
	CARIAD	PůwerCo
Sales Revenue [€ bn]	0.4 (+30%)	- (-)
Operating Result¹ [€ bn]	-1.2 (-0.1)	-0.2 (flat)
Operating Margin [%]	- (-)	- (-)
Net Cash Flow [€ bn]	-0.4 (+0.4) -1.5 underlying (+0.4)	-0.4 (+0.1)

Brand Group Trucks - TRATON 1

Continued strong earnings momentum despite softer demand and vehicle sales

	TR/TON
Sales Revenue [€ bn]	22.7 (+2%)
Operating Result¹ [€ bn]	2.1 (+15%)
Operating Margin [%]	9.1 (+1.1ppts)
Net Cash Flow [€ bn]	0.0 (-100%)

Key Takeaways

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

Continued strong profitability driven by topline growth and improved cost structure

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

Volkswagen Group Mobility

Contracts ['000 units]	25,852 (+2%)
Operating Result¹ [€ bn]	1.4 (-36%) ³
Credit Loss Ratio [%]	0.37 (+0.06ppts)
Return on Equity ² [%]	7.8 (-5.5ppts)

Key Takeaways

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

Continued normalization of used car prices and operating result

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

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

China Joint Ventures: Proportionate Operating Result

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





Volkswagen Group Outlook for 2024

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

Improved performance expected in H2

Order book & new models to support growth

Non-recurring expenses of -€ 2.6bn considered

Key Takeaways

- Solid underlying financial performance in demanding H1 2024
- 4 Stringent execution of regional strategies

- 2 Accelerating speed and enlarging scope of restructuring measures
- 5 Substantial model launch momentum in H2 and 2025

Comprehensive E/E architecture and software strategy in place

Full year outlook confirmed

Financial Calendar 2024

Volkswagen AG Annual General Meeting 2024 May 20, 2024

Volkswagen Group Q2 / H1 2024 Pre Close Conference Cal July 07, 2024

Volkswagen Group Q2 / H1 2024 Financial Results
August 01, 2024

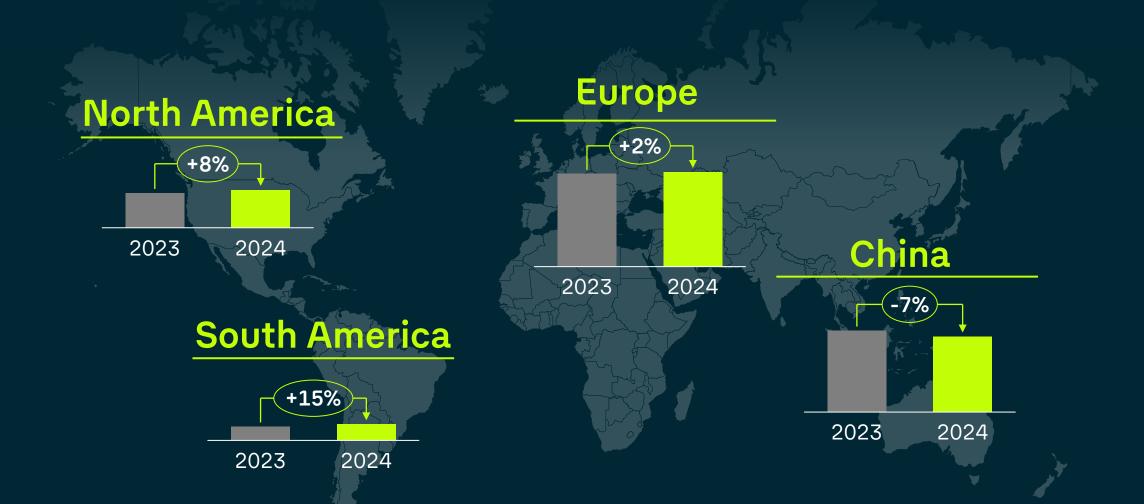
Volkswagen Group Q3 / 9M 2024 Pre Close Conference Call October 14, 2024

Volkswagen Group Q3 / 9M 2024 Financial Results
October 30, 2024

Backup

Volkswagen Group Deliveries by Region

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



Non-operating effects on Operating Result in Q2 2024

Severance program (VW AG)	-€ 251m	Holding
Fair value of derivatives outside hedge accounting	+€ 407m¹	ng
Fair value of derivatives outside hedge accounting (BGP) o/w - € 228m from valuation effects of residual values and + € 200m from FX & raw materials hedges	-€ 28m¹	Αu
Severance program (VW AG) o/w -€ 475m on VW brand level	-€ 624m	Automotive
Other restructuring measures	-€ 113m	
Deconsolidation of Volkswagen Bank Rus	-€ 184m	FS
Expenses related to closure of gas turbine business	-€ 86m	MAN ES

Operating Result excluding valuation effects from fair values of derivatives outside hedge accounting

Operating Result¹



Note: Previous year adjusted (IFRS 17) 1. Before special items

Volkswagen Group H1 - Analysis by Brand and Business Field

	VEHICLE SAL	.ES (`000)	SALES REVE	ENUE (€ m)	OPERATING F	RESULT(€ m)	OPERATING	MARGIN (%)
	H1 2024	H1 2023	H1 2024	H1 2023	H1 2024	H1 2023	H1 2024	H1 2023
Brand Group Core	2,494	2,450	69,051	68,764	3,462	3,773	5.0	5.5
Volkswagen Passenger Cars	1,519	1,523	42,194	42,959	966	1,641	2.3	3.8
ŠKODA	548	545	13,652	13,748	1,149	911	8.4	6.6
SEAT	344	317	7,752	7,411	406	371	5.2	5.0
Volkswagen Commercial Vehicles	231	212	8,087	7,418	641	448	7.9	6.0
Tech. Components	-	-	10,815	12,092	325	438	3.0	3.6
Consolidation	-148	-148	-13,450	-14,863	-25	-37	-	-
Brand Group Progressive (Audi)	539	655	30,939	34,169	1,982	3,417	6.4	10.0
Brand Group Sport Luxury (Porsche Automotive) ¹	152	171	17,695	18,892	2,904	3,653	16.4	19.3
CARIAD		-	426	329	-1,182	-1,088	-	-
Battery	-	-	-	-	-166	-181	-	-
TRATON Commercial Vehicles	161	168	22,738	22,331	2,050	1,798	9.0	8.1
MAN Energy Solutions		-	1,998	1,875	124	208	6.2	11.1
At equity accounted companies in China ²	1,265	1,352	-	-	-	-	-	-
Volkswagen Group Mobility	-	-	27,514	24,112	1,373	1,760	5.0	7.3
Other ³	-269	-349	-11,561	-14,215	-495	-1,993	-	-
Volkswagen Group before special items	-	-	-	-	10,052	11,347	-	-
Special Items								
Volkswagen Group	4,341	4,448	158,800	156,257	10,052	11,347	6.3	7.3
thereof:								
Automotive Division ⁴	4,341	4,448	129,365	130,569	8,636	9,120	6.7	7.0
Of which: Passenger Cars Business Area	4,180	4,279	104,629	106,362	6,453	7,118	6.2	6.7
Commercial Vehicles Business Area	161	168	22,738	22,331	2,059	1,796	9.1	8.0
Power Engineering Business Area	-	-	1,998	1,875	123	206	6.2	11.0
Financial Services Division	-	-	29,435	25,689	1,416	2,226	4.8	8.7

^{1.} Porsche (including Financial Services): sales revenue € 19,457 (20,431) million, operating result € 3,061 (3,852) million | 2. 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 € 801 (1,152) million | 3. 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 | 4. Including allocation of consolidation adjustments between the Automotive and Financial Services divisions.

Volkswagen Group Q2 - Analysis by Brand and Business Field

	VEHICLE SALE	ES (`000)	SALES REVE	NUE (€ m)	OPERATING I	RESULT (€ m)	OPERATING I	MARGIN (%)
	Q2 2024	Q2 2023	Q2 2024	Q2 2023	Q2 2024	Q2 2023	Q2 2024	Q2 2023
Brand Group Core	1,302	1,257	36,277	35,601	1,352	2,031	3.7	5.7
Volkswagen Passenger Cars	824	792	22,930	22,495	196	1,033	0.9	4.6
ŠKODA	279	270	7,078	6,954	614	369	8.7	5.3
SEAT	180	163	3,948	3,849	180	227	4.6	5.9
Volkswagen Commercial Vehicles	109	108	3,918	3,819	240	277	6.1	7.3
Tech. Components	-	-	5,397	6,064	117	201	2.2	3.3
Consolidation	-91	-76	-6,994	-7,579	4	-76	-]	-
Brand Group Progressive (Audi)	295	332	17,214	17,286	1,515	1,601	8.8	9.3
Brand Group Sport Luxury (Porsche Automotive) ¹	81	86	9,551	9,559	1,696	1,926	17.8	20.1
CARIAD	-	-	248	160	-630	-659	-]	-
Battery	-	-	-	-	-87	-109	-	-
TRATON Commercial Vehicles	79	84	11,261	11,393	1,013	923	9.0	8.1
MAN Energy Solutions	-	-	1,027	974	28	107	2.8	11.0
At equity accounted companies in China ²	616	744	-	-	-	-	-	-
Volkswagen Group Mobility	-	-	13,734	12,132	588	774	4.3	6.4
Other ³	-114	-178	-5,972	-7,047	-12	-996	-]	-
Volkswagen Group before special items	-	-	-	-	5,464	5,600	-	-
Special Items								
Volkswagen Group	2,260	2,324	83,339	80,059	5,464	5,600	6.6	7.0
thereof:								
Automotive Division ⁴	2,260	2,324	68,640	67,106	4,929	4,537	7.2	6.8
Of which: Passenger Cars Business Area	2,180	2,240	56,353	54,739	3,880	3,507	6.9	6.4
Commercial Vehicles Business Area	79	84	11,261	11,393	1,021	924	9.1	8.1
Power Engineering Business Area			1,027	974	28	106	2.7	10.9
Financial Services Division	-	-	14,699	12,953	535	1,062	3.6	8.2

^{1.} Porsche (including Financial Services): sales revenue € 10,466 (10,334) million, operating result € 1,779 (2,012) million I 2. 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 € 372 (527) million I 3. 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 I 4. Including allocation of consolidation adjustments between the Automotive and Financial Services divisions.

Volkswagen Group Q1 - Analysis by Brand and Business Field

	VEHICLE SAL	.ES (`000)	SALES REVE	ENUE (€ m)	OPERATING F	RESULT(€ m)	OPERATING	MARGIN (%)
	Q1 2024	Q1 2023	Q1 2024	Q1 2023	Q1 2024	Q1 2023	Q1 2024	Q1 2023
Brand Group Core	1,192	1,193	32,773	33,163	2,110	1,742	6.4	5.3
Volkswagen Passenger Cars	695	731	19,264	20,464	770	608	4.0	3.0
ŠKODA	268	275	6,574	6,794	535	542	8.1	8.0
SEAT	164	155	3,803	3,562	226	144	5.9	4.0
Volkswagen Commercial Vehicles	122	104	4,170	3,599	400	171	9.6	4.8
Tech. Components	-		5,418	6,028	208	237	3.8	3.9
Consolidation	-57	-72	-6,456	-7,284	-29	39	-]	-
Brand Group Progressive (Audi)	243	323	13,725	16,883	466	1,816	3.4	10.8
Brand Group Sport Luxury (Porsche Automotive) ¹	71	85	8,144	9,333	1,207	1,727	14.8	18.5
CARIAD		-	179	168	-552	-429	-]	-
Battery	-	_	-	-	-79	-72	-]	-
TRATON Commercial Vehicles	81	85	11,477	10,938	1,037	875	9.0	8.0
MAN Energy Solutions		-	971	901	96	101	9.9	11.2
At equity accounted companies in China ²	649	609	-	-	-	-	-]	-
Volkswagen Group Mobility	-	-	13,780	11,980	786	985	5.7	8.2
Other ³	-155	-171	-5,589	-7,168	-483	-997	-]	-
Volkswagen Group before special items					4,588	5,747	6.1	7.5
Special Items								
Volkswagen Group	2,081	2,124	75,461	76,198	4,588	5,747	6.1	7.5
thereof:								
Automotive Division ⁴	2,081	2,124	60,725	63,463	3,707	4,583	6.1	7.2
Of which: Passenger Cars Business Area	2,000	2,039	48,276	51,623	2,574	3,611	5.3	7.0
Commercial Vehicles Business Area	81	85	11,477	10,938	1,038	872	9.0	8.0
Power Engineering Business Area	-	-	971	901	96	100	9.8	11.1
Financial Services Division	-	-	14,736	12,736	881	1,164	6.0	9.1

^{1.} Porsche (including Financial Services): sales revenue € 9,011 (10,097) million, operating result € 1,282 (1,840) million I 2. 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 € 429 (625) million I 3. 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 I 4. Including allocation of consolidation adjustments between the Automotive and Financial Services divisions.

ID. UNYX











Volkswagen Golf R











Volkswagen Passat









Volkswagen Tiguan











ID.Buzz











ID.7 Tourer











Cupra Tavascan











Audi S5 Avant











Porsche 911 Carrera











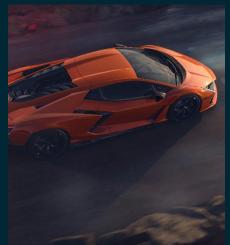
Lamborghini Revuelto











Bentley Continental GT











Range / consumptions / emissions

Model	Fuel consumption combined (WLTP)	Electrical consumption combined (WLTP)	CO ₂ emissions combined (WLTP)	Electric range combined (WLTP)
vw				
ID.UNYX	The vehicle is not offered f	or sale in the EU and is therefore not	subject to Directive 1999/94/	EC.
Golf GTE	The vehicle is not yet offer review	ed for sale and is therefore not subjec	ct to Directive 1999/94/EC. Co	ensumption and emission data under
Golf R	8.1 – 8.5 l/100km	n/a	184 -193 g/km	n/a
ID.3 Pro S	n/a	14,9 kWh/100 km	n/a	402 - 575 km
ID.4 Pro	n/a	17.5-16.1 kWh/100km	n/a	395 – 545 km
ID.5 Pro	n/a	15.5 – 18.0 kWh/100km	n/a	492 – 567km
ID.Buzz Pro	n/a	20.5-21.7 kWh/100km	n/a	402 – 423km
ID.Buzz GTX	The vehicle is not yet offer review	ed for sale and is therefore not subjec	ct to Directive 1999/94/EC. Co	nsumption and emission data under
Passat R eHybrid	5.6-6.0 l/100 km	17,5-16,6 kWh/100 km plus 0,5-0,4 l/100km	9 g/km	118km
Tiguan	7.75-6.6 l/100 km	n/a	183.68-156.42 g/km	n/a
Škoda				
Epiq	The vehicle is not yet offere review	ed for sale and is therefore not subjec	t to Directive 1999/94/EC. Co	nsumption and emission data under
Enyaq Laurin & Klement 85		15.7 - 20.3 kWh/100km	n/a	565 – 589km
Elroq	The vehicle is not yet offere review	ed for sale and is therefore not subjec	t to Directive 1999/94/EC. Co	nsumption and emission data under 52

Range / consumptions / emissions

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

Range / consumptions / emissions

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

Seat / Cupra

Tavascan VZ 250 kW 77kWh	16.6 kWh/100km	n/a	522km	

Useful links

Volkswagen Group

Group Investor Relations Homepage

Volkswagen Group IR Presentations

Volkswagen Group at a Glance

Group Capital Markets Day 2023

China Capital Markets Day 2024

IR Team and Contacts

Financial Calendar and Events

Sustainability Homepage

ESG Strategy

Group ESG Controversies

Media Homepage incl. Press Releases

Share Price Monitor

Brands

Volkswagen Financial Services IR Homepage

Audi IR Homepage

Porsche AG IR Homepage

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