



Volkswagen Group Pre-Close Call 9 Months 2024

October 14, 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.

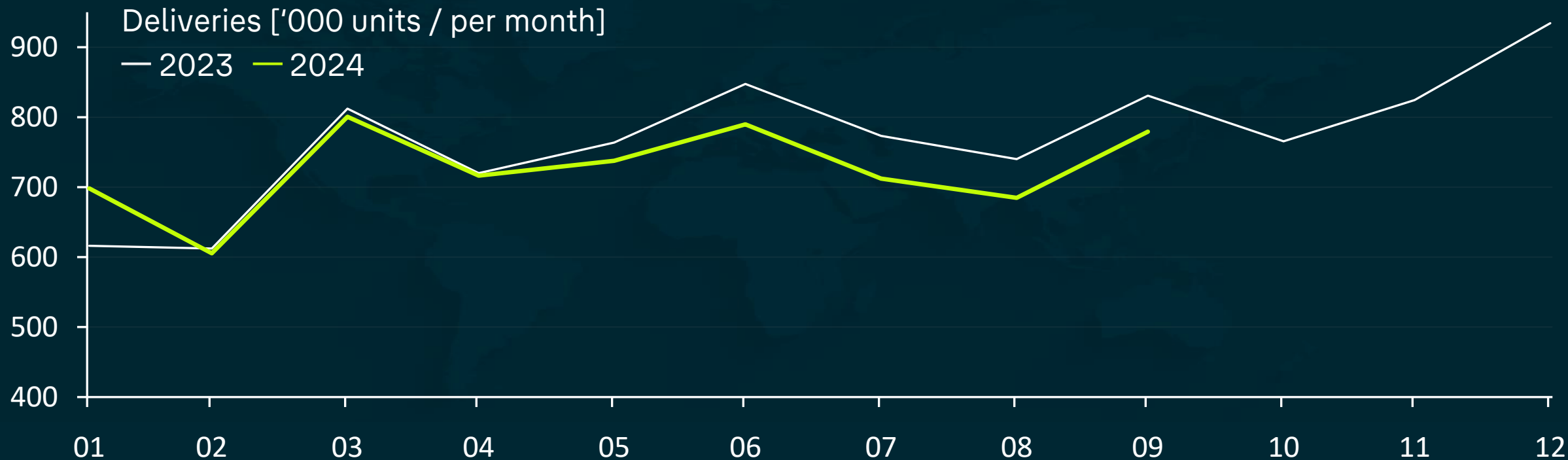
Any changes in significant parameters relating to our key sales markets, or any significant shifts in exchange rates, energy and other commodities or the supply with parts relevant to the Volkswagen Group will have a corresponding effect on the development of our business. In addition, there may also 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 Such statements are valid on the date of publication and can be superseded.

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Volkswagen Group Deliveries

Q3 deliveries to customers 7% below previous year, BEV ratio sequentially increased to ca. 9%



Global deliveries in Q3
at 2.18m vehicles

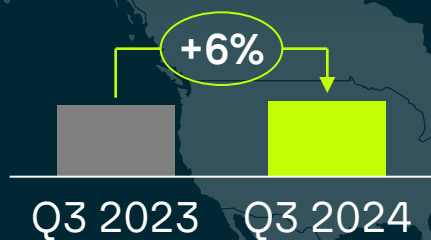
Q3 BEV deliveries at 189k units
(-10% YoY), BEV share ca. 9%

Worldwide **market share**
slightly down after 9M

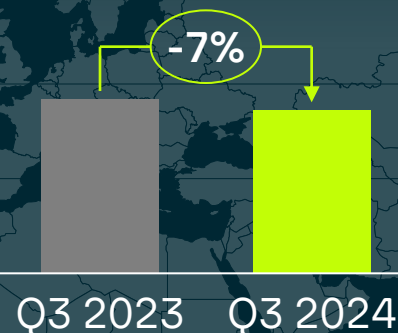
Volkswagen Group Q3 Deliveries by Regions

Continued growth in North & South America, China and Europe lower YoY

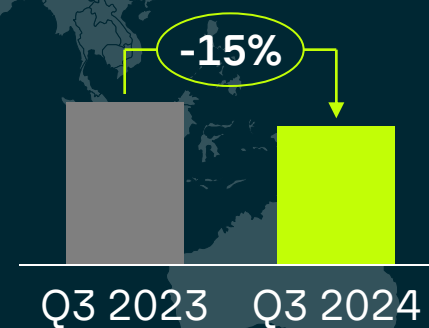
North America



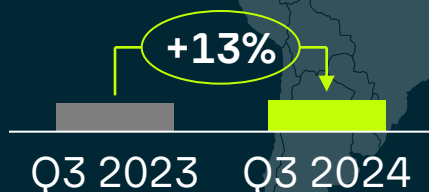
Europe



China



South America



Volkswagen Group - Performance

General developments in the third quarter



Audi: Provision booked related to **Brussels site, improved V6/V8 supply**



Volume and earnings headwinds at Porsche – partly driven by aluminum supply shortage



Ongoing **rejuvenation of model line-up** throughout all brands

Volkswagen Group

Outlook for 2024

	Actual FY/2023	YTD H1/2024	Outlook FY/2024 updated on Sept 27, 2024
Sales Revenue	€ 322.3bn	€ 158.8bn (+2%)	around € 320bn
Operating Margin / Operating Result	7.0%	6.3%	around € 18bn (corresponding to 5.6%)
Automotive Reported Net Cash Flow	€ 10.7bn	-€ 0.1bn	around € 2bn ¹
Automotive Net Liquidity	€ 40.3bn	€ 31.3bn	€ 36bn to € 37bn

Seasonally **weaker Q3**
and **stronger Q4** expected

Order book reduced slightly
but remains above hist. levels

Non-recurring expenses
of -€ 2.6bn considered

1. Including expenses of around € 3.5bn for M&A, of which approximately €2bn is attributable to expenses in connection with the planned joint venture with Rivian.

VOLKSWAGEN GROUP