

Virtual Investors Meeting with UBS

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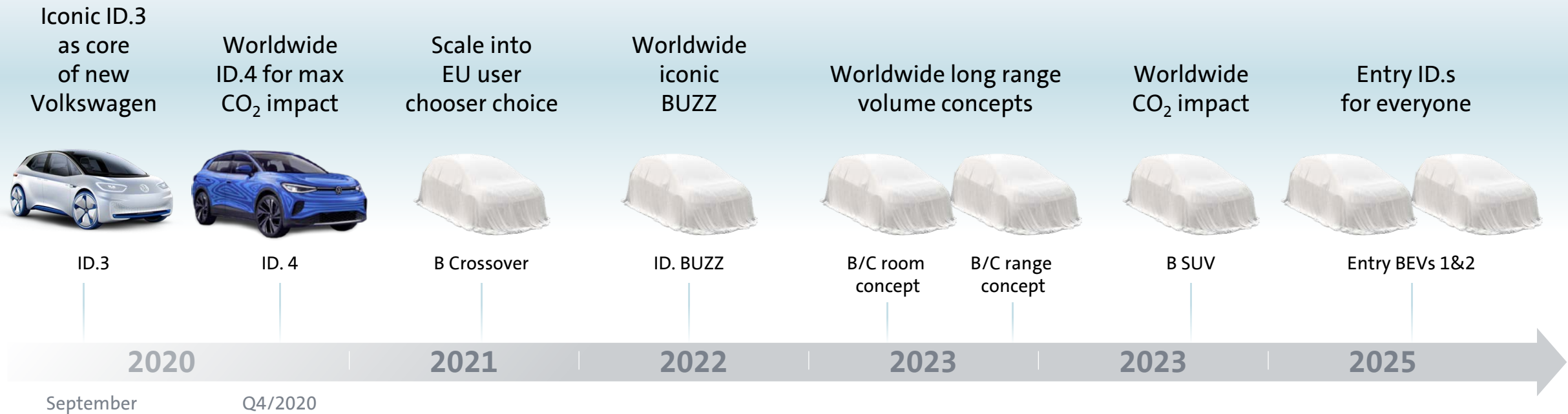
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This information does not constitute an offer to exchange or sell or an offer to exchange or buy any securities.

ID.s for every segment worldwide



Complete from entry to B/C-Segment by ~2025



➔ **The aim of the ID. Family is to provide the net-climate neutral mobility choice to all customers. The order of entry is based on maximum brand impact, maximum CO₂ impact and maximum financial results.**


ID. DNA: Take down barriers, make change irresistible

1 Take down barriers


Zero CO₂ Production ✓




Price/running cost ✓



Long & scalable Range ✓



Fast Charging ✓




2 Make Change irresistible

German Engineering

ID. Design



Goose bump acceleration



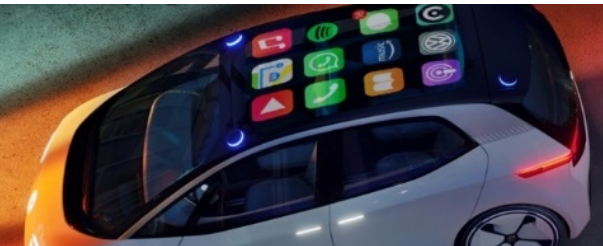
Space-up



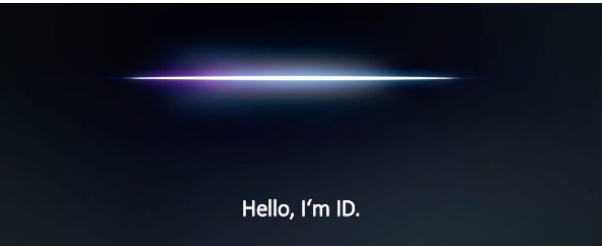
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Tech


First upgradable Volkswagen



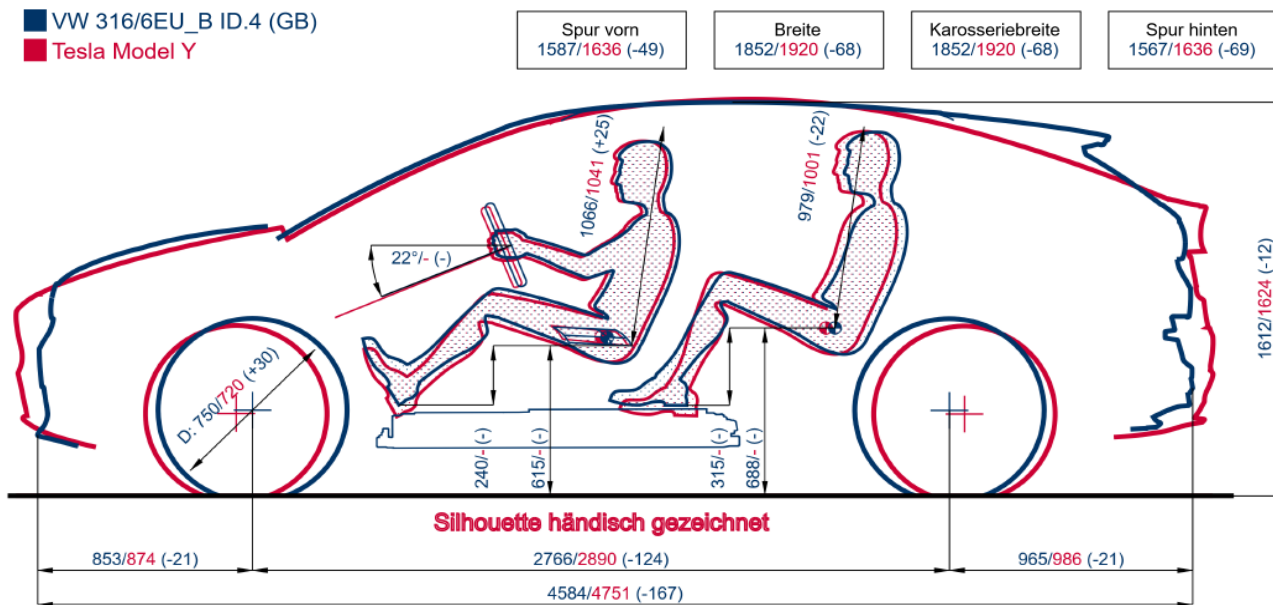
ID. Personality "hallo ID."



AR HUD



After ID.3 comes ID.4: again a true Volkswagen – the best overall package!



- 17cm shorter – 6cm more interior length, 1,9m smaller turning circle
- High quality interior, VW.OS and digitalization (mass-relevant use cases)
- Established dealer & service base
- ~10.000 EUR price advantage
- Model Y with better acceleration (not volume market relevant) and charging speed
- More software-centered

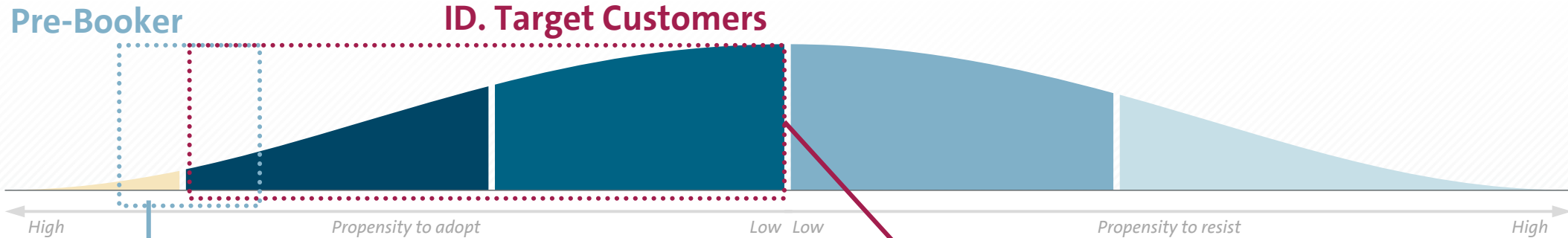
	ID.4	Model Y	
Length	4,58	4.775 mm <i>(Herstellerangabe**)</i>	-0,17
Wheelbase	2.766 mm	2.875 mm <i>(Herstellerangabe**)</i>	-124
Interior			+0,06
Turning Circle	10,2m	12,1m	+1,9m
Battery Size	82 b, 78 n	78,3 <i>(Herstellerangabe*)</i>	Similar
Range (WLTP)	522	~ 505 <i>(Herstellerangabe**)</i>	Similar
Charging (DC)	125	250	-125
Acceleration	8,5	5,1 <i>(max. range)**</i> 3,7 <i>(perf.) **</i>	-3
Price	tbd (RWD) tbd (AWD)	53-55.000 58.620 (AWD)	~10.000 ~9.000 ~15.000 large fleet

* https://www.tesla.com/de_de/modely

** <https://www.adac.de/rund-ums-fahrzeug/autokatalog/marken-modelle/tesla/model-y/1generation/297992/#allgemeine-daten>



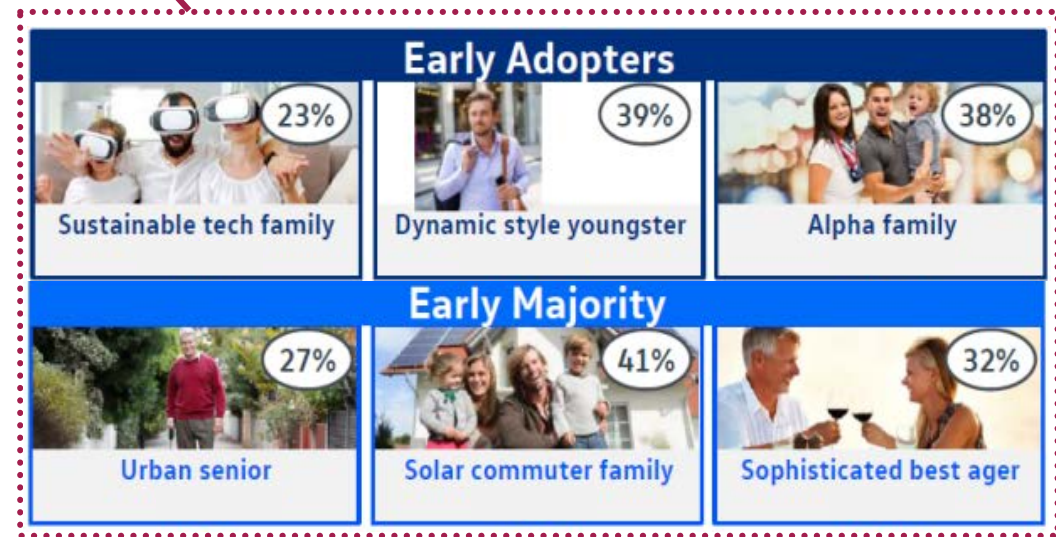
Prebooking shows: ID.3 attracts new customers with higher income.
>20.000 ID.3 sold before availability @ dealerships!



Pre-Booker market reserach

- >80% male pre-bookers
- Living in urban areas
- Up to 80% conquest
- High income
- Up to 80% BEV experienced
- Highly educated people "techies"

3 Car Clinics



- High Conquest potential in initial year/s with positive effect on the brand effect
- Top two reasons to buy: 1. Be the first, 2. positive climate impact, 2. Innovation

The Era of climate neutral mobility begins with ID.3 and ID.4 Volkswagen takes the responsibility to prove it possible in mass market



Each ID. is delivered net CO₂ neutral and motivates customers to use green energy

- » Certified net CO₂ neutral production and recycling (reduction program plus compensation)
- » CO₂ neutral over lifetime with "Volkswagen Naturstrom" (via Elli or partners all over EU)
- » Triggers shift to green energy usage for the entire household
- » IONITY powered by CO₂ neutral energy
- » Speeds up system change towards renewable energy

ADAC confirms: ID.3 with best total cost of ownership (expected similar for ID.4)
<https://www.adac.de/rund-ums-fahrzeug/autokatalog/marken-modelle/vw/vw-id-3/>

The VW ID.3 in cost comparison



Model	VW ID.3 1 st Pro Performance (58 kWh), 150 kW	VW Golf 1.5 eTSI Style DSG, 110 kW	VW Golf 2.0 TDI Style DSG, 110 kW	Tesla Model 3 Standard Range Plus, 236 kW	Nissan Leaf (62 kWh) e+ Acenta, 160 kW	Hyundai IONIQ Elektro Style, 100 kW
Base price (€)	38.987*	31.905	34.425	43.880*	37.237*	39.284*
Depreciation ¹	295	353/296*	390/329**	337	320	337
Fixed costs ¹	78	99	123	148	105	101
Operation costs ¹	91	119	94	85	104	83
Servie and Tire costs ¹	56	61	66	86	63***	56
Total costs ¹	520	632/574**	673/611**	656	592	576
Total costs ¹ (Cent/km)	41,6	50,5/46**	53,8/48,9**	52,5	47,4	46,1

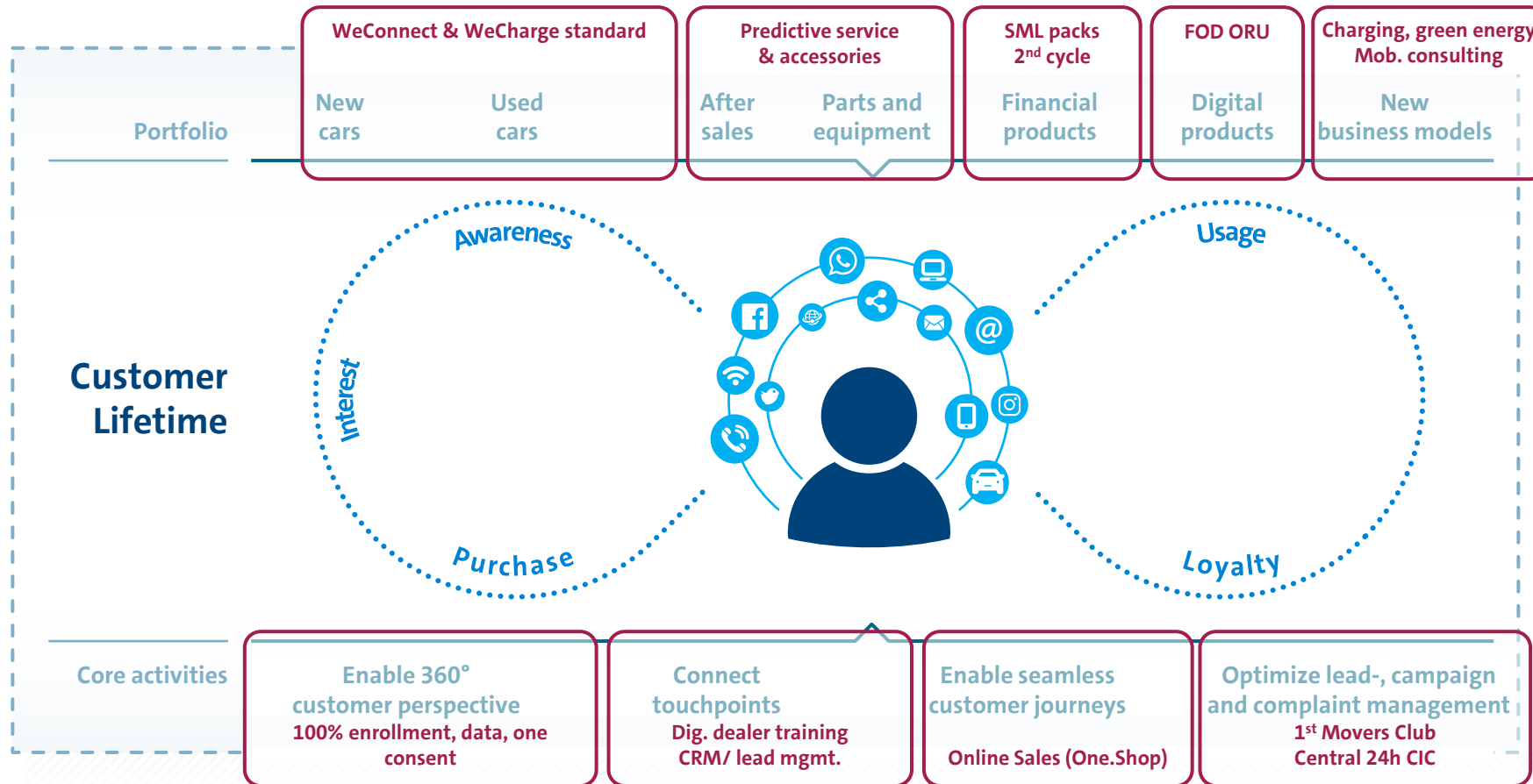
Prices / costs in the table including 16% VAT - rounded (small rounding differences possible)

¹⁾ (€/month)

*Current incentive on electric vehicles is taken into account and deducted from the purchase price when calculating. ** Calculation with list price / with 10% discount

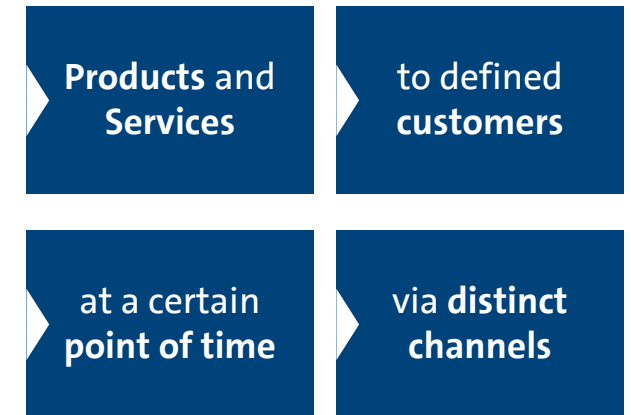
*** The workshop costs are based on empirical values, as we do not (yet) have the necessary manufacturer information

All ID. products enable the start of data-based sales operator model – all sales & marketing innovations go live with the ID. family first



Target

The operator model decides data based from a customer's perspective (VW ID), which...



ID. = 90% reduced variants, 100% more data&software, E2E operating model

Reduced complexity offering of hardware to enable software lifetime business


ID.3 10 click easy offer

Range (#3-4)	Pure Pro Pro S
Engine (#2)	Standard Perform.
Packages (#5x2)	P1 P2 P3 P4 P5 P1+ P2+ P3+ P4+ P5+
Seats (#4)	
Exterior (#2)	
Color (#6+1)	
Wheels (#7)	









Fast Track Models

Pre-configured models (derived from Customer Demand Spaces):

- ID. Comfort
- ID. Tech
- ID. Fun 
- ID. Family
- ID. Style
- ID. Tour

ID. Fun

Pro  Bi-Color 

Customer benefits

- Easier to configure/ less mistakes
- Package with price advantage
- Stronger residual values
- Faster delivery times

System benefits

- 99% reduced complexity to develop, build, maintain, train, sell
- Scale effects
- Restructuring supply chain
- Enabler digital lifecycle management and lifetime business

#ID3.Testdrive.Now



**#ID4.Order.
Now**

