



**Unicredit Kepler Cheuvreux  
German Corporate Conference**  
Dr. Jens Effenberger, Head of Group Sales Steering

Frankfurt, 20<sup>th</sup> January 2020

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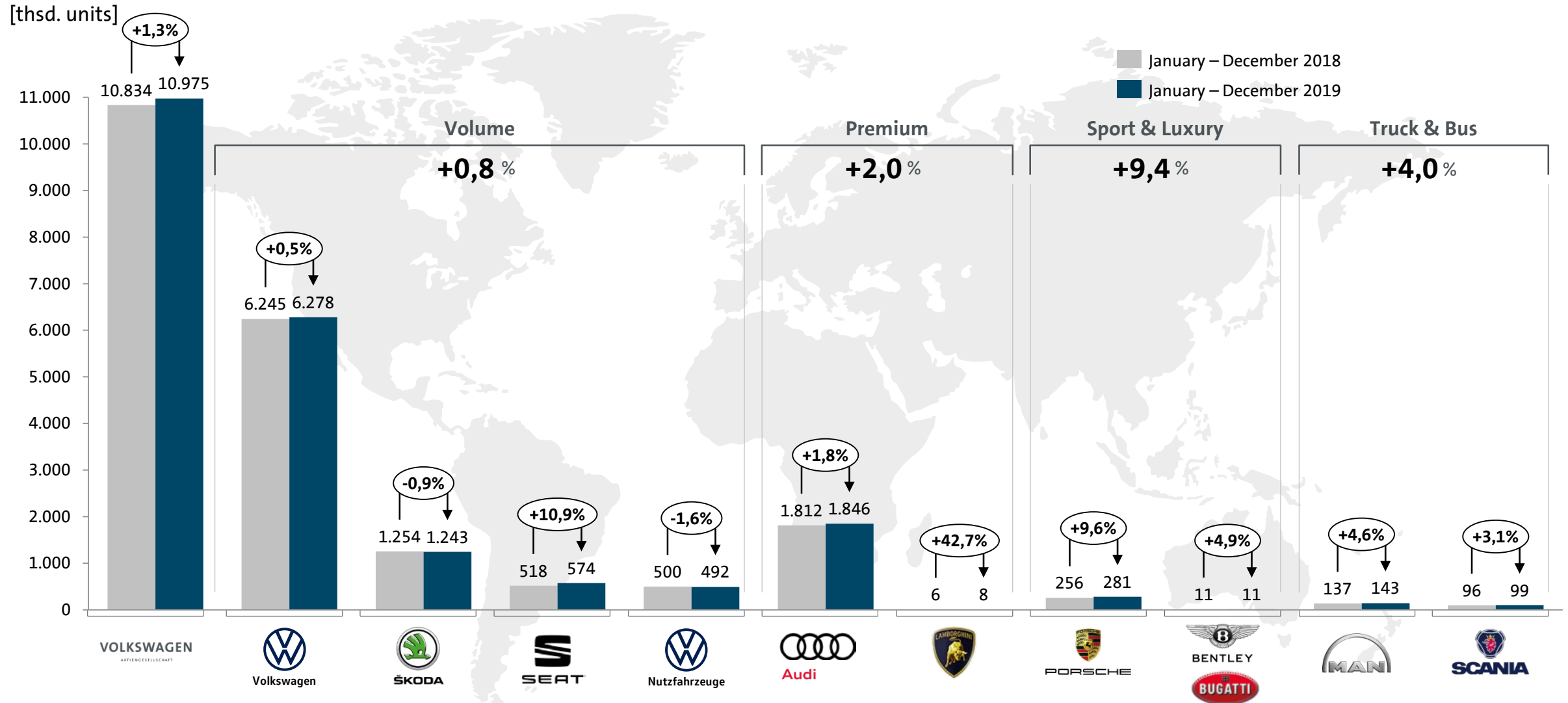
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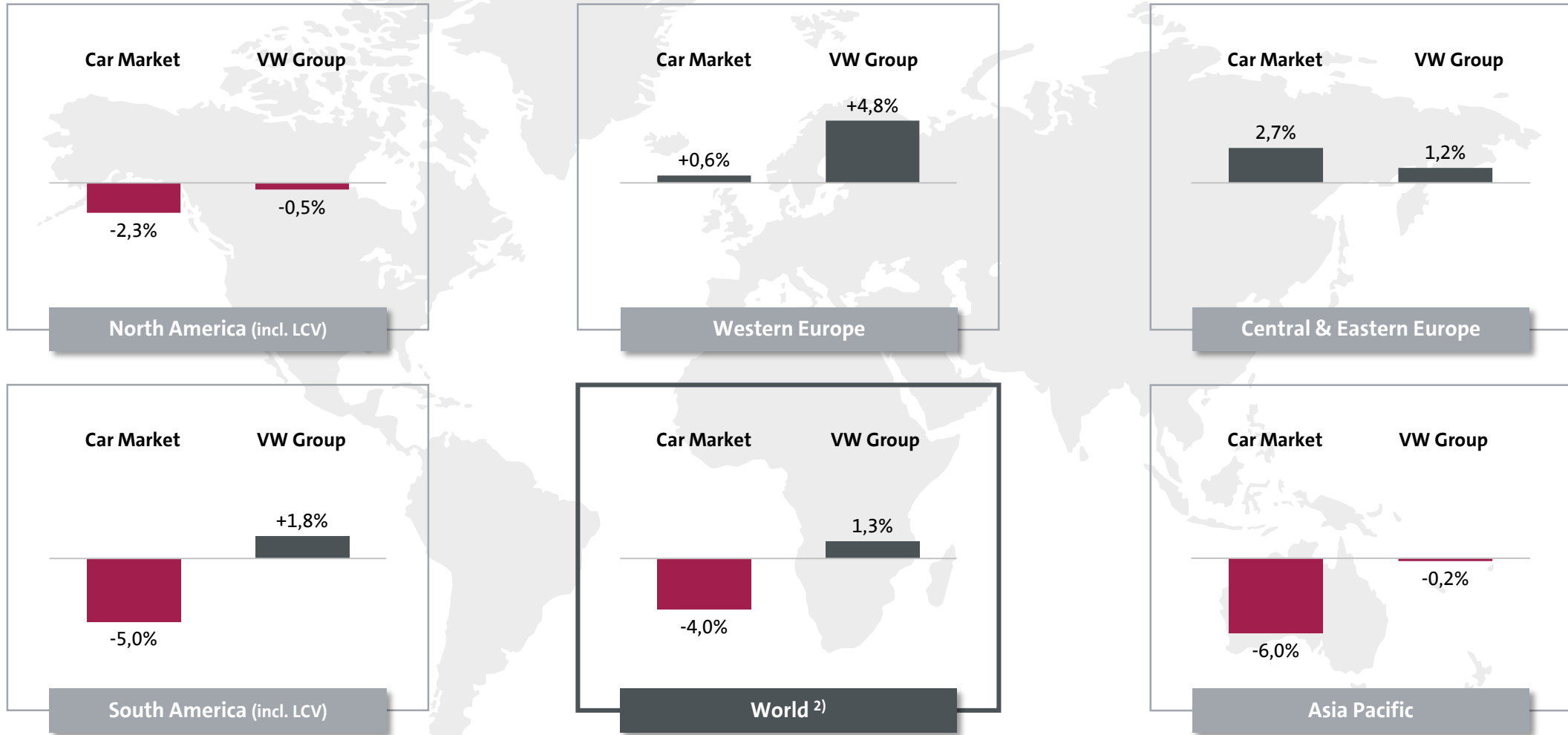
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# Volkswagen Group – Deliveries to Customers by Brands<sup>1)</sup> (January to December 2019 vs. 2018)



<sup>1)</sup> Volkswagen Group excl. Ducati

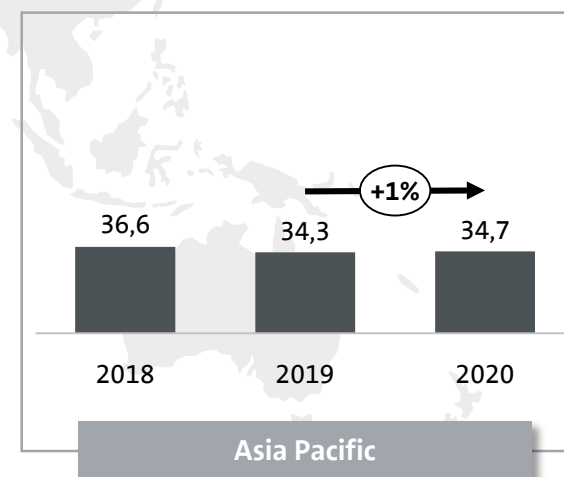
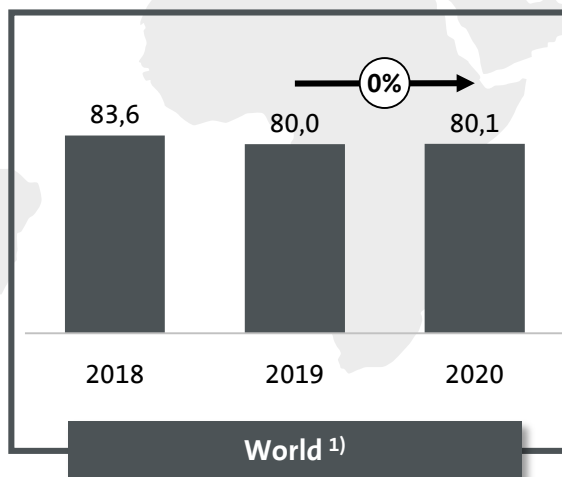
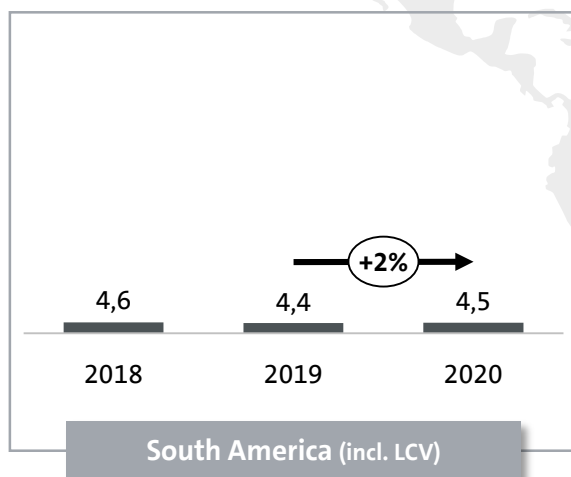
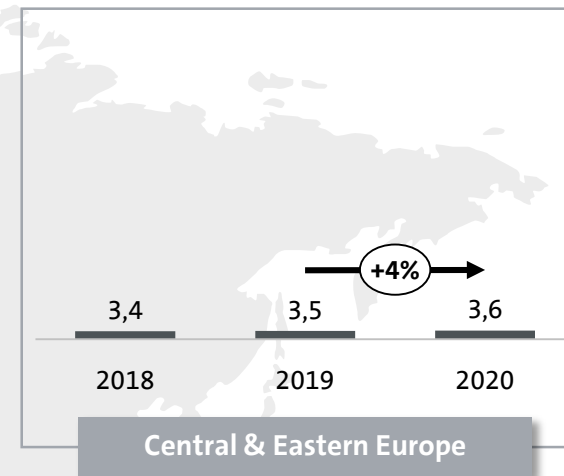
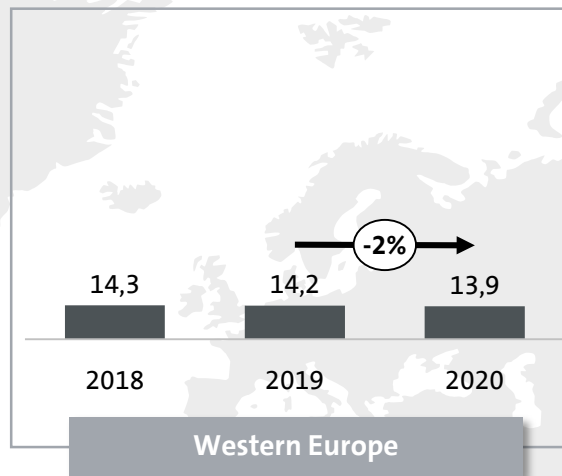
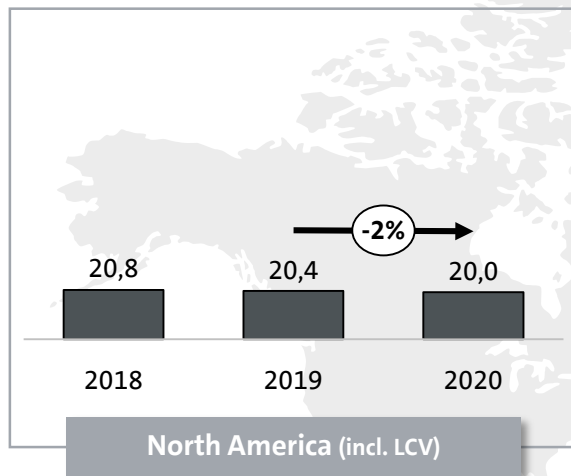
# Development World Car Market vs. Volkswagen Group Car Deliveries to Customers <sup>1)</sup> (Growth y-o-y in deliveries to customers, January to December 2019 vs. 2018)



<sup>1)</sup> Volkswagen Group Passenger Cars excl. Volkswagen Commercial Vehicles <sup>2)</sup> incl. LCV in North America & South America

# Passenger Car Market Forecast 2020

[mil. units]

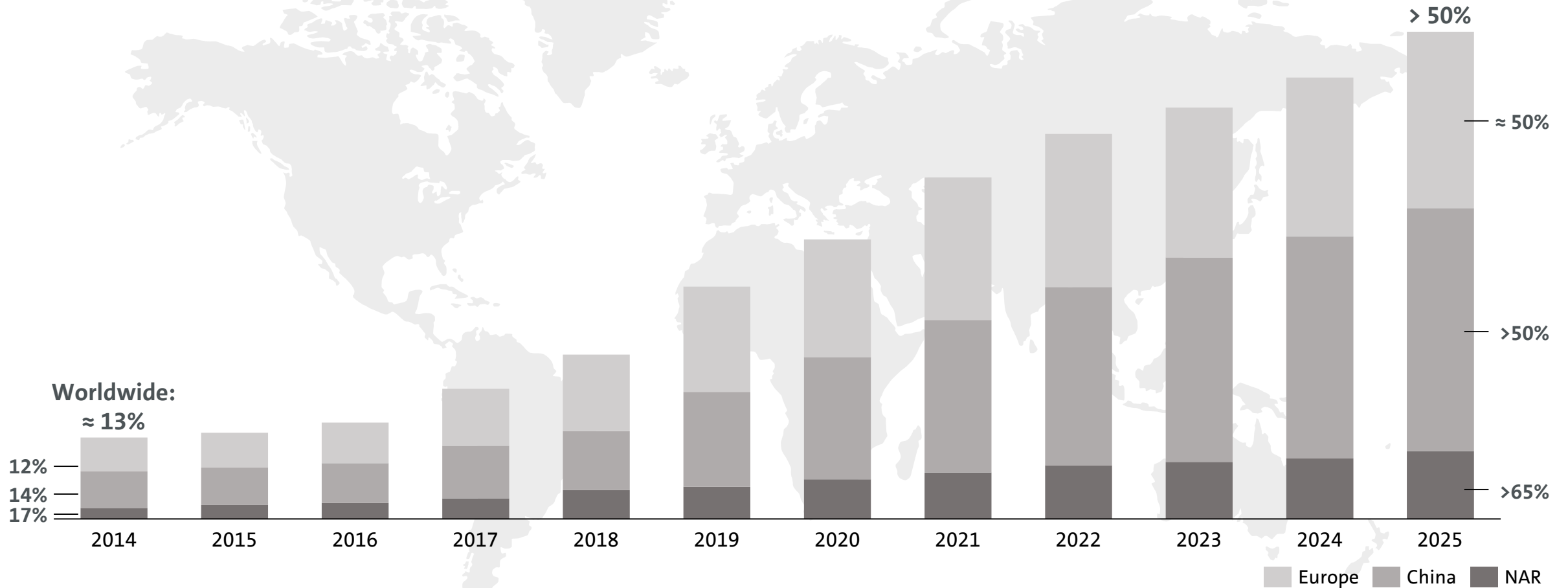


<sup>1)</sup> incl. LCV in North America & South America

# Volkswagen Group – SUV Mix

## Strong Increase Will Continue in the Near Future

**Volkswagen Group\* - SUV share 2014 - 2025**  
(in % of regional Group Deliveries to Customers)



\* excl. Ducati

Source: PR 68.OP

# To ensure future profits, we drive a fundamental transformation towards electrification and digitalisation

## Transformation

1



Electrical transformation:  
Battery electric vehicles

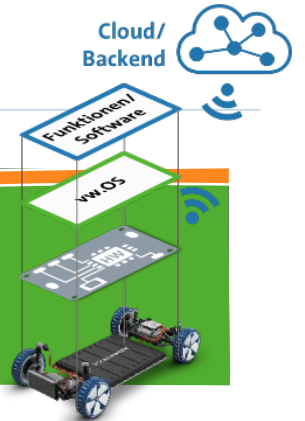


**Commitment to Paris goals 2050**



Conventional platforms

Software & electric platforms



## Transformation

2



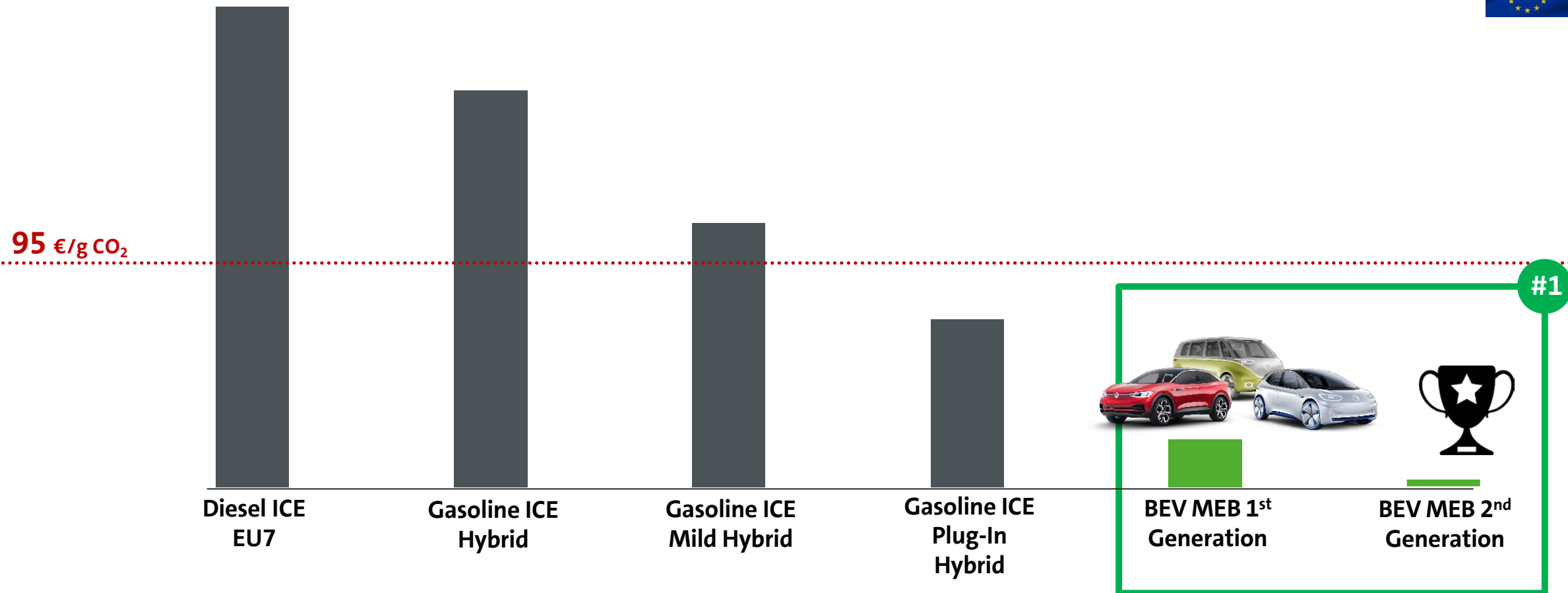
Digital transformation:  
Fully networked vehicles  
and autonomous driving



**We will become a leading  
automotive software company**

# BEVs are the first choice as the most cost-efficient solution for CO<sub>2</sub> reduction...

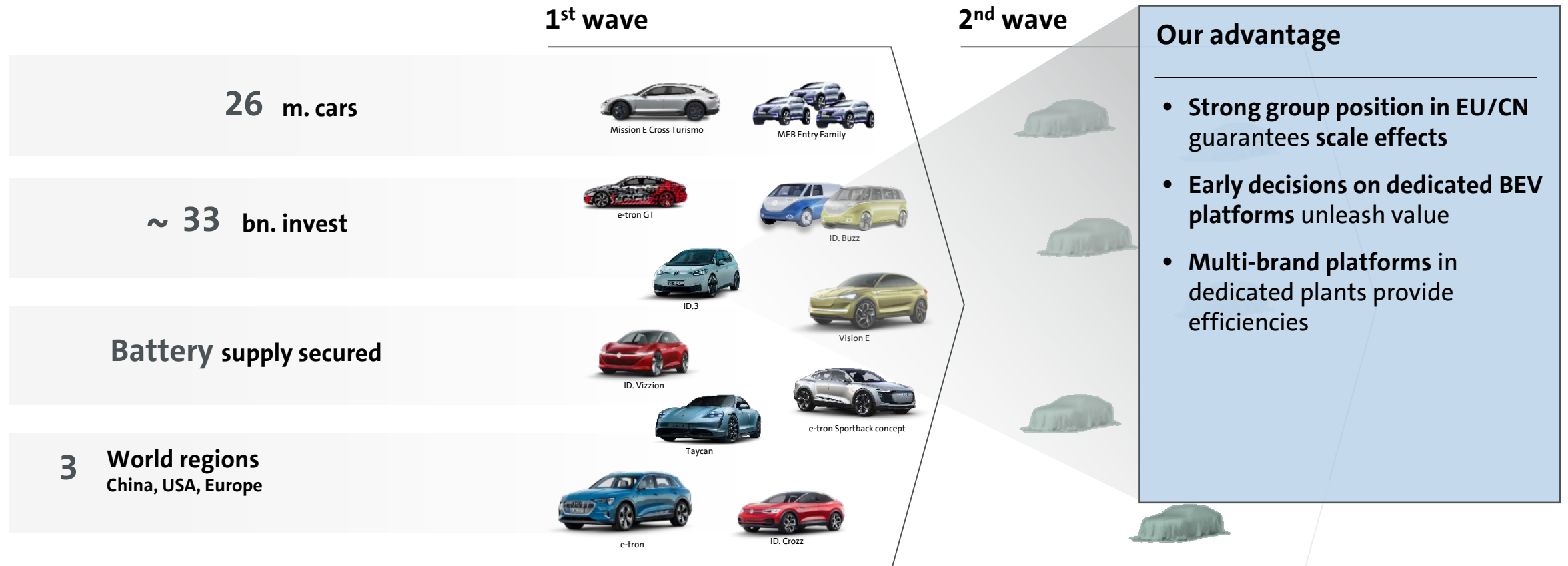
## Measures for CO<sub>2</sub> reduction in €/g CO<sub>2</sub>



\* Example Volkswagen Brand: Ranking CO<sub>2</sub> efficiency indicators (average) for selected CO<sub>2</sub> measures

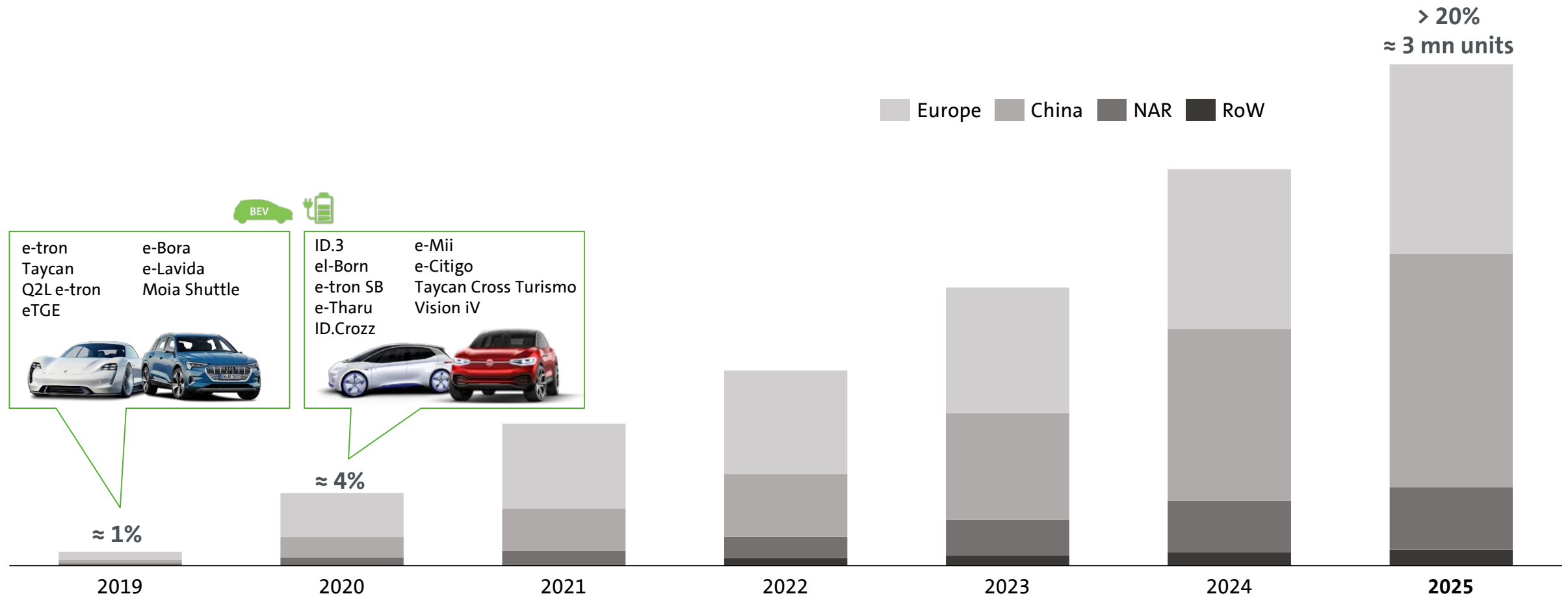


...therefore we based our strategy on dedicated BEV platforms already in 2015



# Based on strong customer interest, we will significantly increase our BEV deliveries

## Volkswagen Group – BEV volume by regions (BEV share of total Group Deliveries in %)



# Our dedicated BEV strategy enables us to meet CO<sub>2</sub> requirements

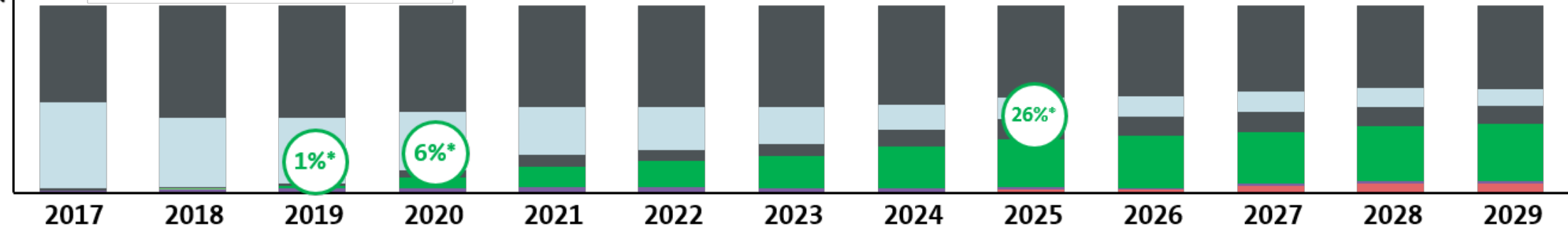


...we already started MEB development in 2015

CO<sub>2</sub> target



Powertrain distribution 100%



\* Europe only

■ Otto (conv.)    ■ Diesel (conv.)    ■ PHEV    ■ BEV    ■ CNG    ■ HEV

## Model highlights in 2020 BEV models



Volkswagen ID.3



Volkswagen ID.CROZZ



Audi e-tron Sportback



SEAT el-born

## Model highlights in 2020



Volkswagen Golf



Volkswagen T-Roc Cabrio



Audi S8



ŠKODA Octavia