

Leading the Transformation.

Dr. Herbert Diess, Chief Executive Officer Volkswagen AG

Unicredit Kepler Cheuvreux German Corporate Conference, 18 January 2020

Disclaimer

The following presentations contain forward-looking statements and information on the business development of the Volkswagen Group. These statements may be spoken or written and can be recognized by terms such as "expects", "anticipates", "intends", "plans", "believes", "seeks", "estimates", "will" or words with similar meaning. These statements are based on assumptions, 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. These assumptions relate in particular to the development of the economies of individual countries and markets, the regulatory framework and the development of the automotive industry. Therefore the estimates given involve a degree of risk, and the actual developments may differ from those forecast. The Volkswagen Group currently faces additional risks and uncertainty related to pending claims and investigations in a number of jurisdictions in connection with findings of irregularities relating to exhaust emissions from diesel engines in certain Volkswagen Group vehicles. The degree to which the Volkswagen Group may be negatively affected by these ongoing claims and investigations remains uncertain.

The recent outbreak of COVID-19 (commonly referred to as coronavirus) has negatively impacted and may continue to impact economic and social conditions in some of Volkswagen's primary markets, including China and Europe, as public, private, and government entities implement containment and quarantine measures. The continued spread of COVID-19 may cause shortages of necessary materials and parts from suppliers directly or indirectly affected by the outbreak and may cause operational disruptions and interruptions at Volkswagen's production facilities, leading to significant production downtimes

A negative development relating to ongoing claims or investigations, the continuation of COVID-19, an unexpected fall in demand or economic stagnation in our key sales markets, such as in Western Europe (and especially Germany) or in the USA, Brazil or China, and trade disputes among major trading partners will have a corresponding impact on the development of our business. The same applies in the event of a significant shift in current exchange rates in particular relative to the US dollar, sterling, yen, Brazilian real, Chinese renminbi and Czech koruna.

If any of these or other risks occur, or if the assumptions underlying any of these statements prove incorrect, the actual results may significantly differ from those expressed or implied by such statements.

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.

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Deliveries to Customers

Development World Car Market vs. Volkswagen Group Car Deliveries to Customers by Regions ¹⁾ (Growth y-o-y, January to December 2020 vs. 2019)

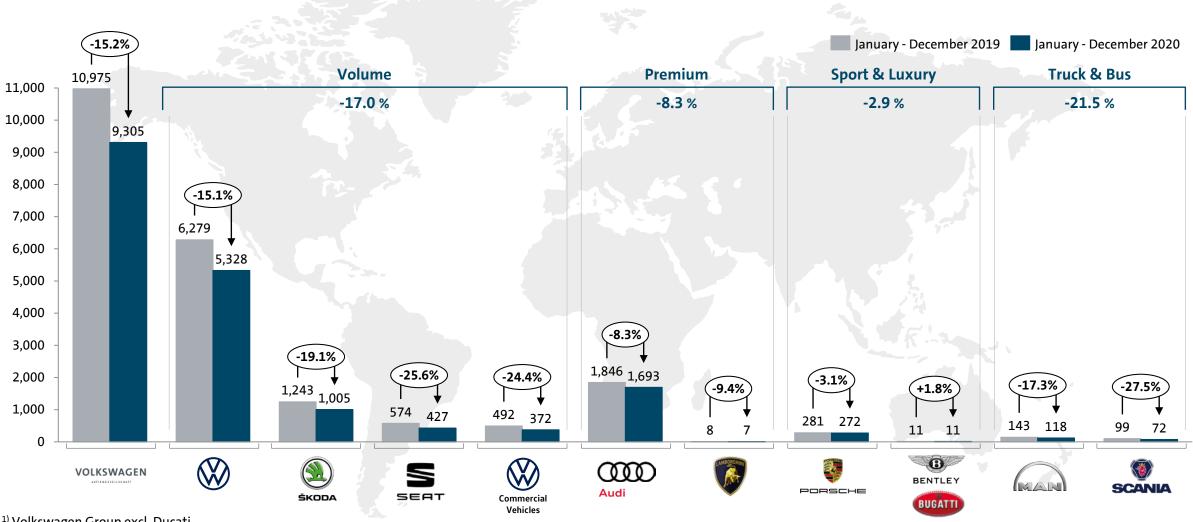


¹⁾ Volkswagen Group Passenger Cars excl. Volkswagen Commercial Vehicles ²⁾ incl. LCV in North America & South America

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Volkswagen Group – Deliveries to Customers by Brands¹⁾ (January to December 2020 vs. 2019)

[thsd. units]



¹⁾ Volkswagen Group excl. Ducati



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Key Financials

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Revised Dividend Proposal: Prudent Approach in light of circumstances



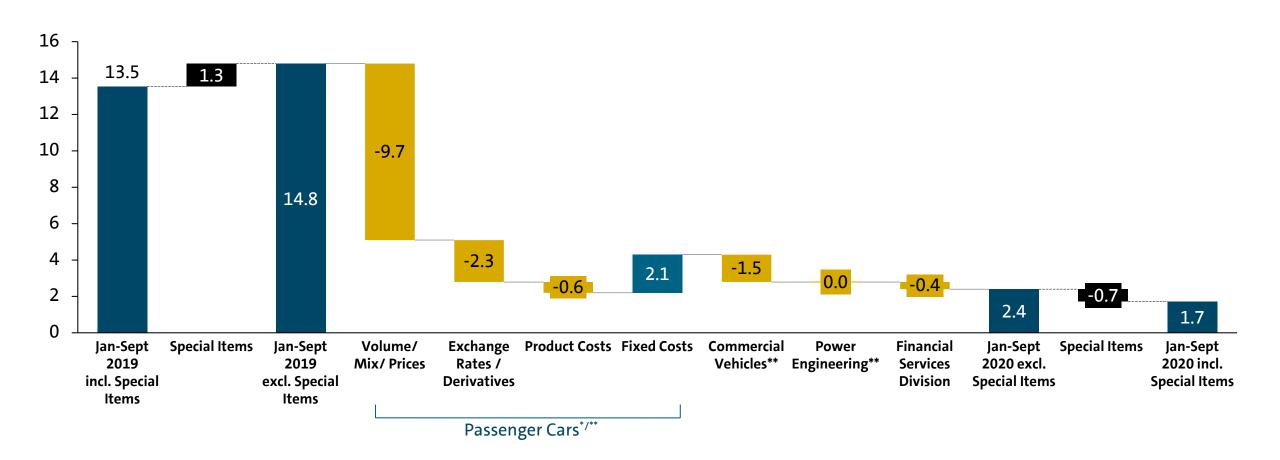
Carry over of remaining net retained profit of 855 million Euro to 2021 Volkswagen AG still fully committed to the strategic target of a 30% payout ratio!

Volkswagen Group – Analysis by Business Line ¹⁾ (January to September 2020)

	Vehicle sales		Sales revenue		Operating profit		Operating margin	
thousand vehicles / € million / percentage	2020	2019	2020	2019	2020	2019	2020	2019
Volkswagen Passenger Cars	1,896	2,754	47,184	65,447	-969	3,152	-2.1%	4.8%
Audi	682	900	33,264	41,332	221	3,239	0.7%	7.8%
ŠKODA	596	805	12,038	14,811	469	1,175	3.9%	7.9%
SEAT	319	517	6,043	8,828	-290	248	-4.8%	2.8%
Bentley	8	7	1,397	1,306	-52	65	-3.7%	5.0%
Porsche Automotive ²⁾	181	205	17,482	18,666	1,884	3,200	10.8%	17.1%
Volkswagen Commercial Vehicles	250	344	6,674	8,756	-362	497	-5.4%	5.7%
Scania ³⁾	49	76	8,094	10,427	419	1,209	5.2%	11.6%
MAN Commercial Vehicles	80	104	7,461	9,175	-461	297	-6.2%	3.2%
Power Engineering	-	—	2,749	2,873	66	91	2.4%	3.2%
VW China ⁴⁾	2,462	2,815	—	—	-	—	—	_
Other ⁵⁾	-211	-543	-15.494	-22.949	-176	-411	-	-
Volkswagen Financial Services	—	_	28,595	27,946	1,632	2,035	_	_
Volkswagen Group before Special Items	-	—	—	—	2,380	14,795	1.5%	7.9%
Special Items	—	—	—	—	-687	-1.257		
Volkswagen Group	6,311	7,983	155,486	186,617	1,693	13,539	1.1%	7.3%
Automotive Division ⁶⁾	6,311	7,983	125,301	157,031	-95	11,313	—	_
of which: Passenger Cars	6,182	7,803	107,132	134,666	185	10,103	—	_
of which: Commercial Vehicles	129	180	15,419	19,491	-180	1,307	—	_
of which: Power Engineering	-	—	2,749	2,873	-101	-98	_	-
Financial Services Division	-	_	30,185	29,587	1,789	2,226	_	-

¹⁾ All figures shown are rounded, minor discrepancies may arise from addition of these amounts. ²⁾ Porsche (Automotive and Financial Services): sales revenue \in 19,406 (20,490) million, operating profit \notin 2,011 (3,346) million. ³⁾ Scania (Automotive and Financial Services): sales revenue \notin 8,414 (10,762) million, operating profit \notin 501 (1,314) million. 4) The sales revenue and operating profits of the joint venture companies in China are not included in the figures for the Group. These Chinese companies are accounted for using the equity method and recorded a proportionate operating profit of \notin 2,632 (3,187) million. ⁵⁾ In operating profit 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 for Scania, Porsche Holding Salzburg, MAN and Porsche. ⁶⁾ Including allocation of consolidation adjustments between the Automotive and Financial Services divisions.

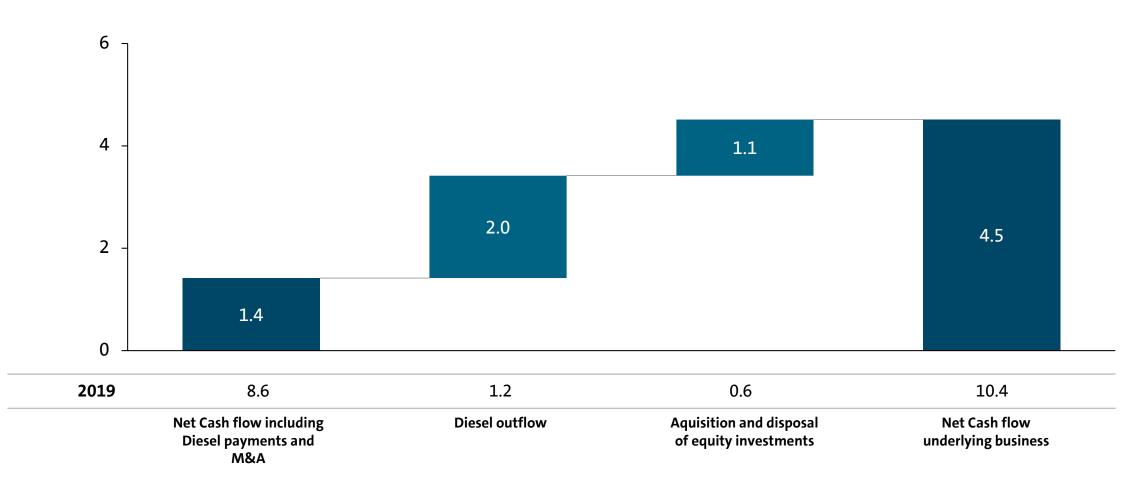
Volkswagen Group – Analysis of Operating Profit¹⁾ (January to September 2020)



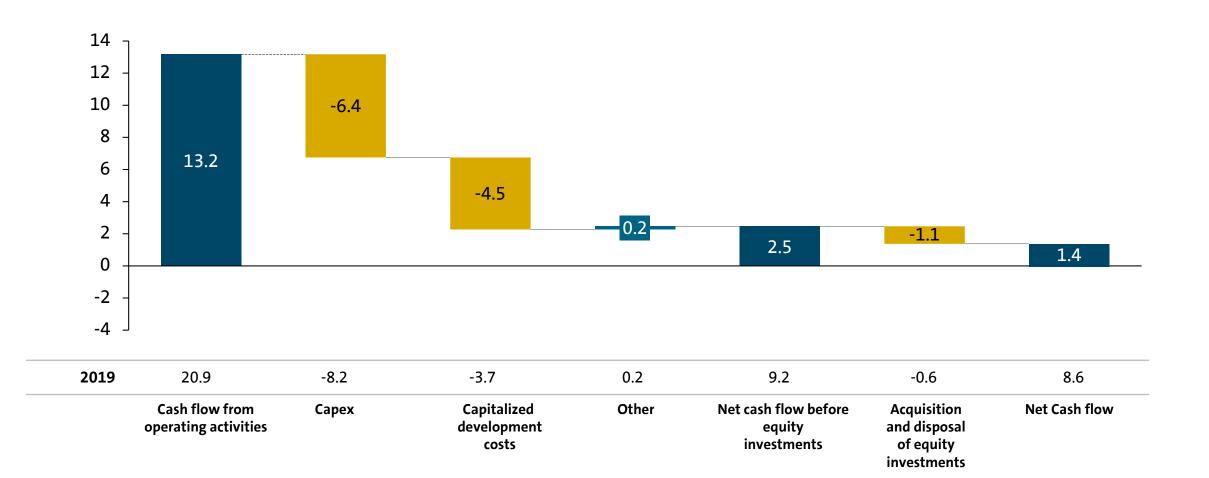
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Automotive Division – Net Cash Flow ¹⁾

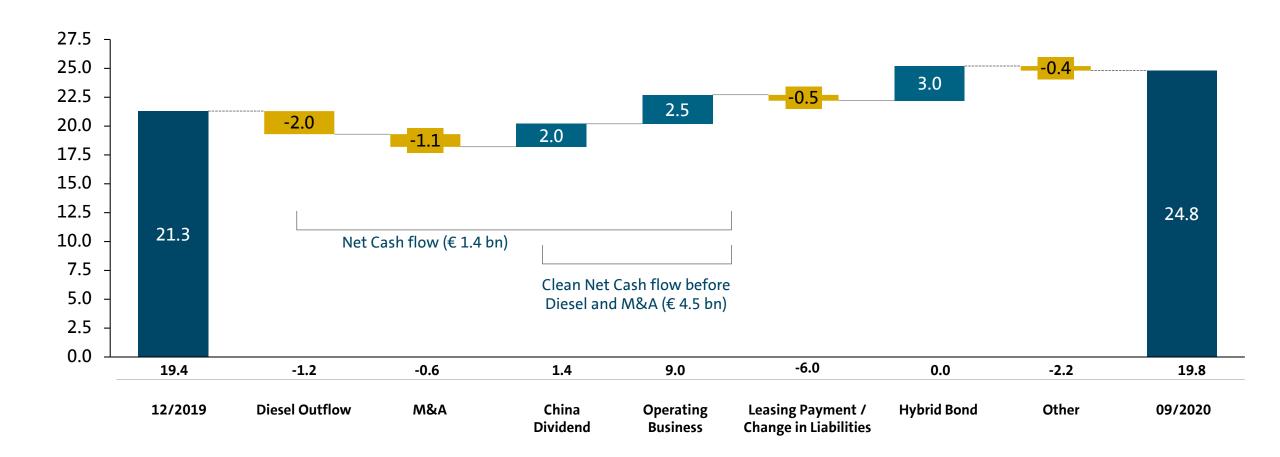
(January to September 2020)



Automotive Division – Net Cash Flow Development ¹⁾ (January to September 2020)

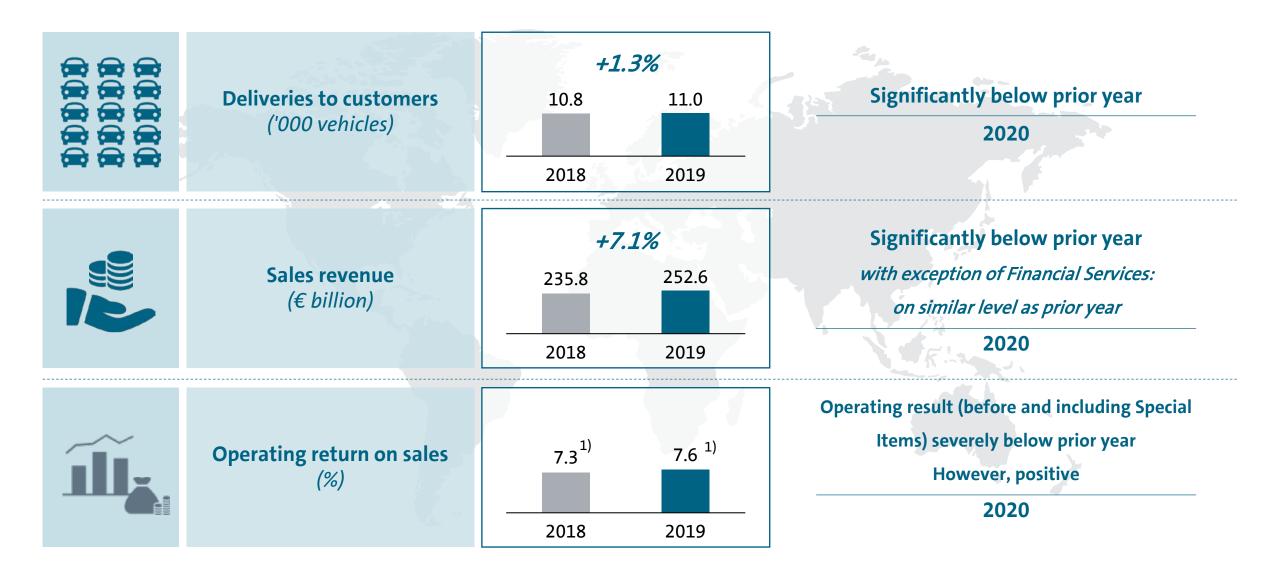


Automotive Division – Analysis of Net Liquidity ¹⁾ (January to September 2020)



Leading the Transformation.

Outlook & Operative Excellence

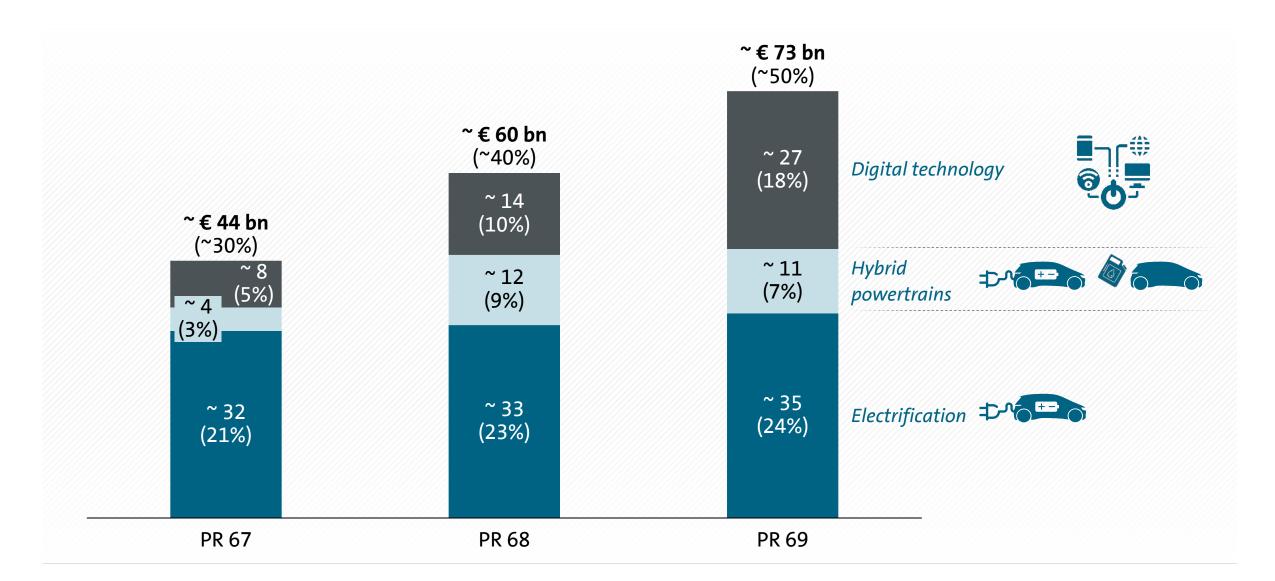


Strategic Group KPI's – Back to normalization in 2022/23 with upside potential

Key finan	cial targets	2017 Actual	2018 Actual	2019 Actual	2020 Outlook	2022 Interim Strategic Targets	2025 Strategic Targets
Operating Before Special	g return on sales	7.4%	7.3%	7.6%	positive	6.0-7.0%	7-8%
	investment ivision before Special Items	14.4%	13.1%	11.2%	positive	10-12%	>14%
Capex rat Automotive Di		6.4%	6.6%	6.6%	at previous year's level	6.0-6.5%	6%
R&D cost Automotive Di		6.7%	6.8%	6.7%	will exceed 2019	6.5-7.0%	6%
Cash	a) Net Cashflow ¹⁾	€ 10.3 bn	€ 5.6 bn	€13.5 bn	positive	>€10 bn	>€10 bn
Automotive Division	b) Net Liquidity	€ 22.4bn	€ 19.4 bn	€ 21.3 bn	at previous year's level	>€ 20 bn	~10% of Group turnover

¹⁾ Excluding Diesel payments and M&A. Please note, Navistar not yet included. The transaction is targeted to close in mid 2021, and is subject to Navistar shareholder approval, customary closing conditions as well as regulatory approvals.

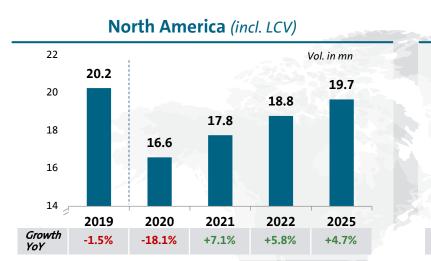
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Passenger Car Total Markets by Region – External Outlook

The recovery path after the COVID-19 pandemic varies across markets depending on their economic situation



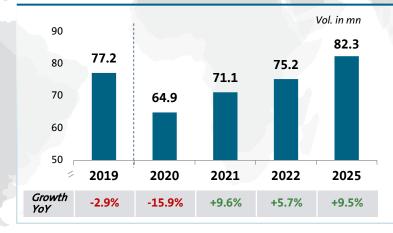




Central and Eastern Europe

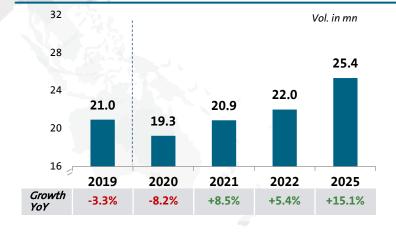
South America ¹⁾ (incl. LCV)





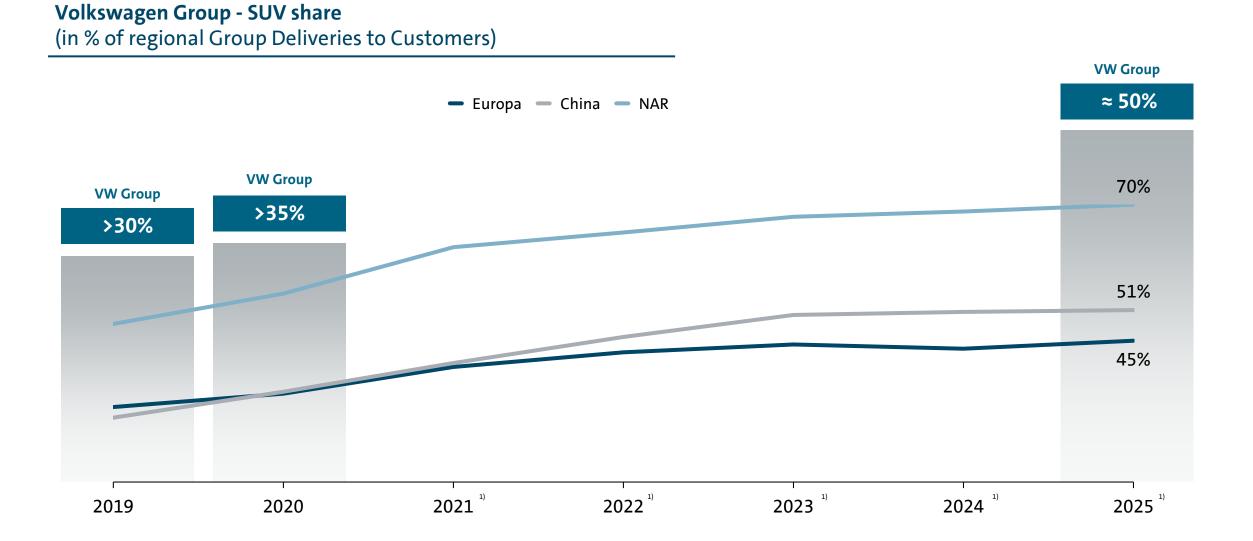
World





¹⁾ South America includes Brazil, Argentina, Chile and Venezuela. Source: IHS Markit Automotive, MarketInsight New Registration data, 11/2020

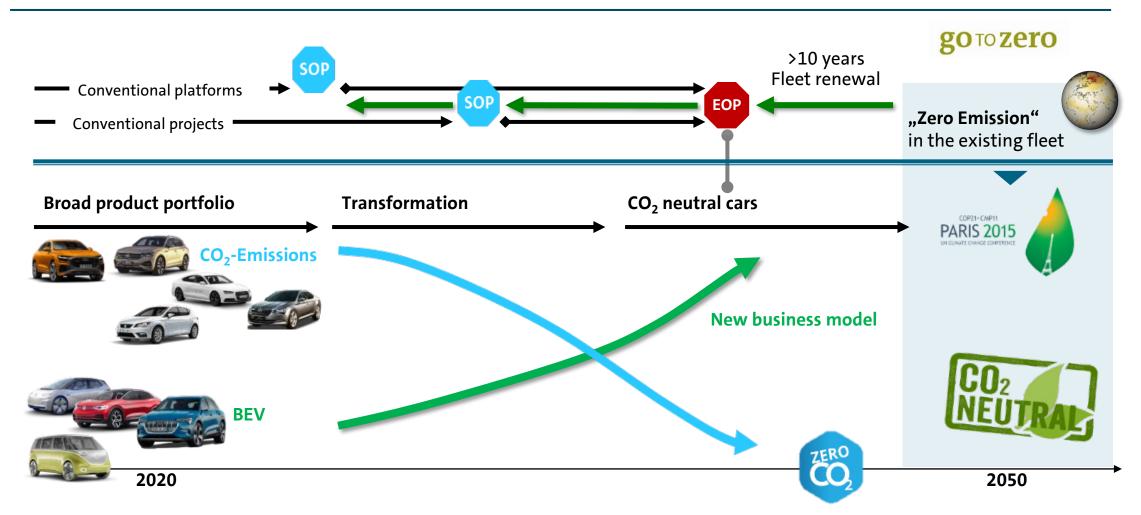
Our worldwide SUV mix is expected to increase strongly



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Strategy – Shaping e-mobility

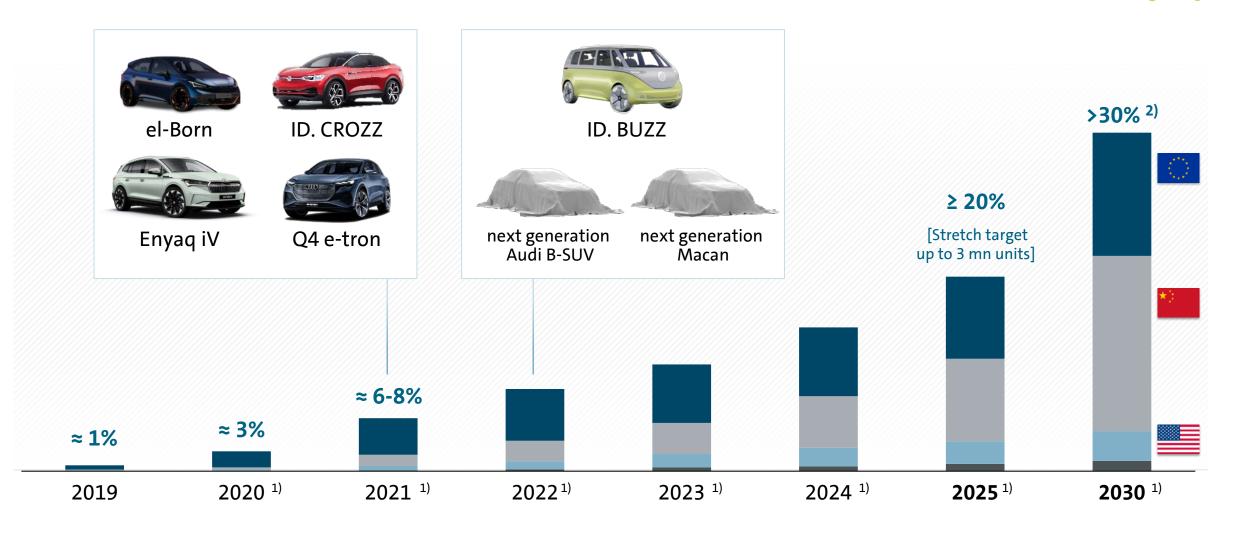
"Go to zero" Transformation of portfolio underway



Paris Implications and Transformations Path

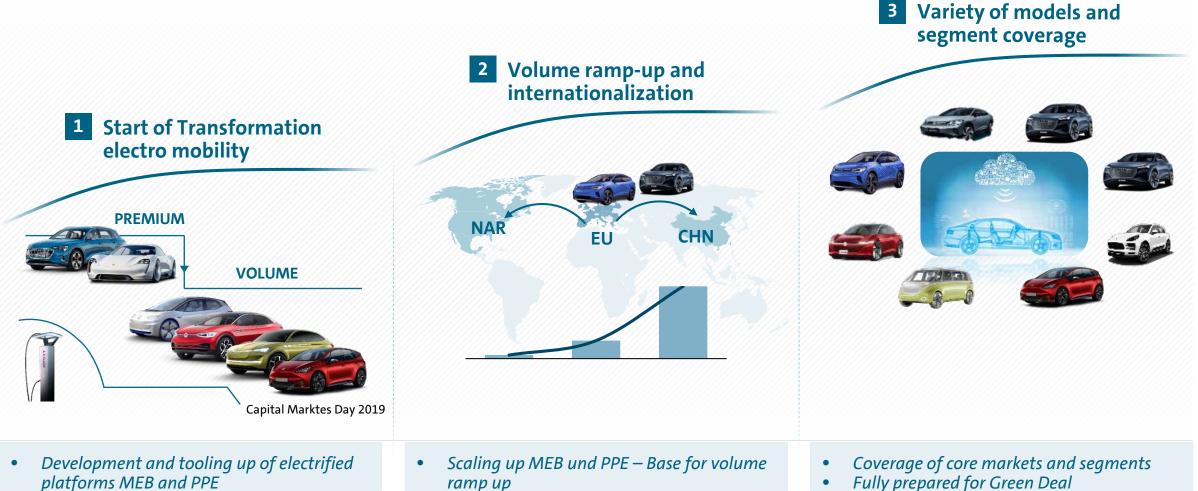
Significant increase in BEV deliveries will support our CO₂ compliance

Volkswagen Group – BEV volume by regions 2019 - 2030 | (BEV share of total Group deliveries in %)



-D-A-BEV

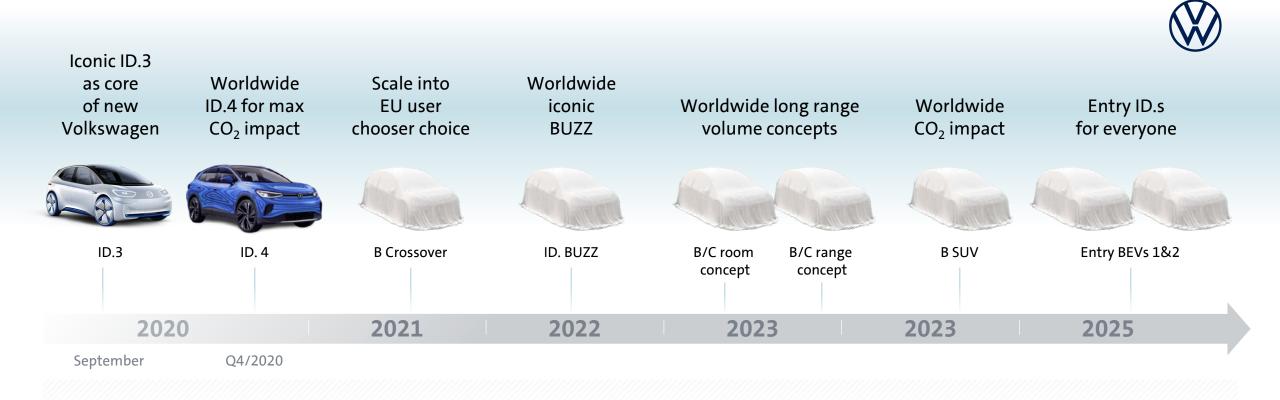
VOLKSWAGEN aktiengesellschaft



Closed cycled start of productions ٠

- ramp up
- Internationalization of BEVs starting with ۲ compact SUVs
- Fully prepared for Green Deal •
- *Connected car fleet* ۲

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.

Starting in Zwickau – the MEB factories scale up world wide











Chattanooga: SOP 2022







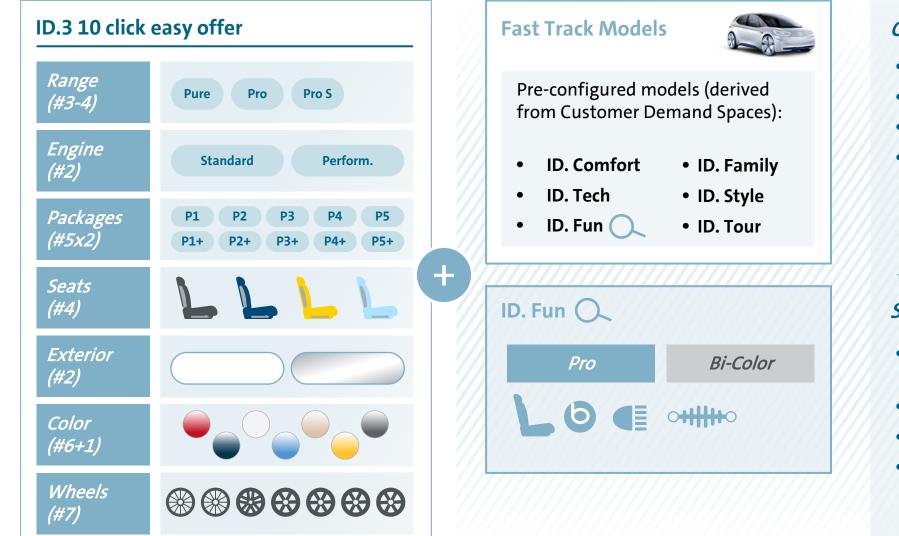
In our MEB portfolio we enlarge our synergy approach "also group-wide..."

Synergy in top hats

Cupra el Born Skoda Enyaq Audi Q4 e-tron Platform VW ID.3 VW ID.4 synergy MEB

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Reduced complexity offering of hardware to enable software lifetime business



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

Holistic Battery-Strategy: Building competencies and further cooperations



- The Group maintains strategic relations with several producers to secure its battery supplies in all world regions: – Europe: LG Chem, Samsung, SKI and CATL
 - China: CATL
 - US: SKI
- In Europe and NAR, Volkswagen expects annual demand of over 150 gigawatt hours from 2025, with demand in Asia at a similar level

Joint ventures

- Joint venture with Northvolt established in 2019
- Initial investment of some €450 mn for joint battery factory
- Large-scale production of lithium-ion batteries in Salzgitter, Germany
- Battery cell production is scheduled to commence in early 2024
- Initial production capacity of 16 gigawatt hours
- Northvolt will also deliver cells for Scania's battery assembly plant in Södertälje, starting production in 2023

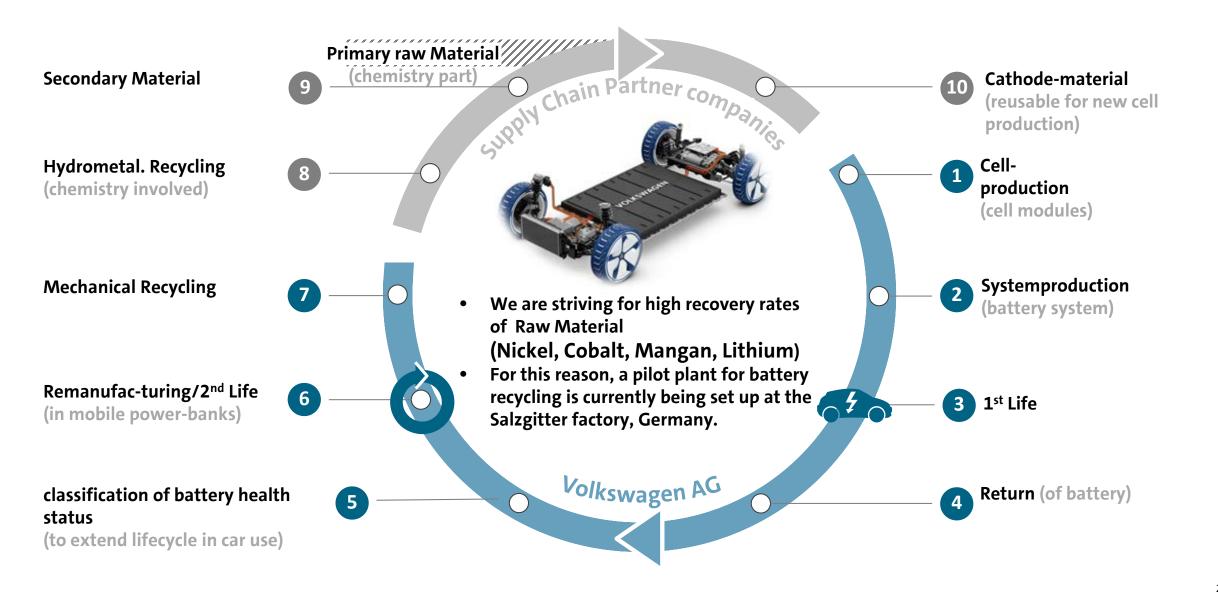


- Volkswagen will acquire a 26% stake of **Gotion High-Tech** for around €1 bn
- Secure future demand for batteries for Chinese e-models
- Non-exclusive relationship with Volkswagen dates back to 2012
- Volkswagen is committed of more than 300 million dollars in funding, and committed of additional dollars to help fund the manufacturing joint venture
- Goal is industrial-level production of solid-state batteries, start of production is targeted in mid 2020's
- Volkswagen has two board seats, Jens Wiese and Dr. Frank Blome



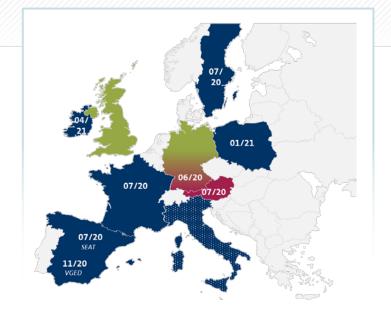


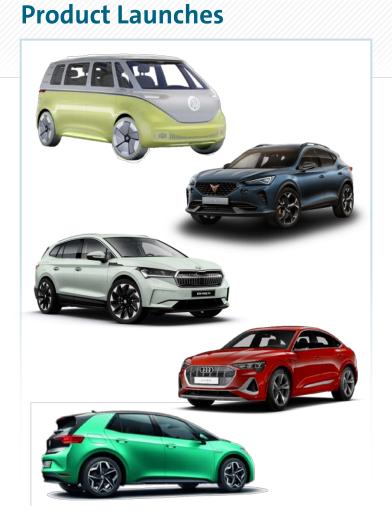
Principle of Closed Loop Battery Materials



With a strong product portfolio, new distribution concepts and a fast start to e-mobility, we are well prepared to bear the challenges of this crisis!

Fleet / MEB Agency





One.Shop



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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
Service and Tire costs ¹	56	61	66	86	63***	56
Total costs ¹	520	632/574**	673/611**	656	592	576
<i>Total costs</i> 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

Volkswagen and Ford: Alliance delivers significant strategic and economic benefits

Collaboration Projects



- Production of up to 8m units of the three commercial vehicles starting around 2022
- Through the cooperation, existing facilities will be much better utilized; e.g. City Van to be build in Poznan (VW plant)

- 600k MEB platforms and associated components delivered by VW
- \$10-20bn deal value

Collaboration with Argo AI aims for industry leading Self-Driving System platform

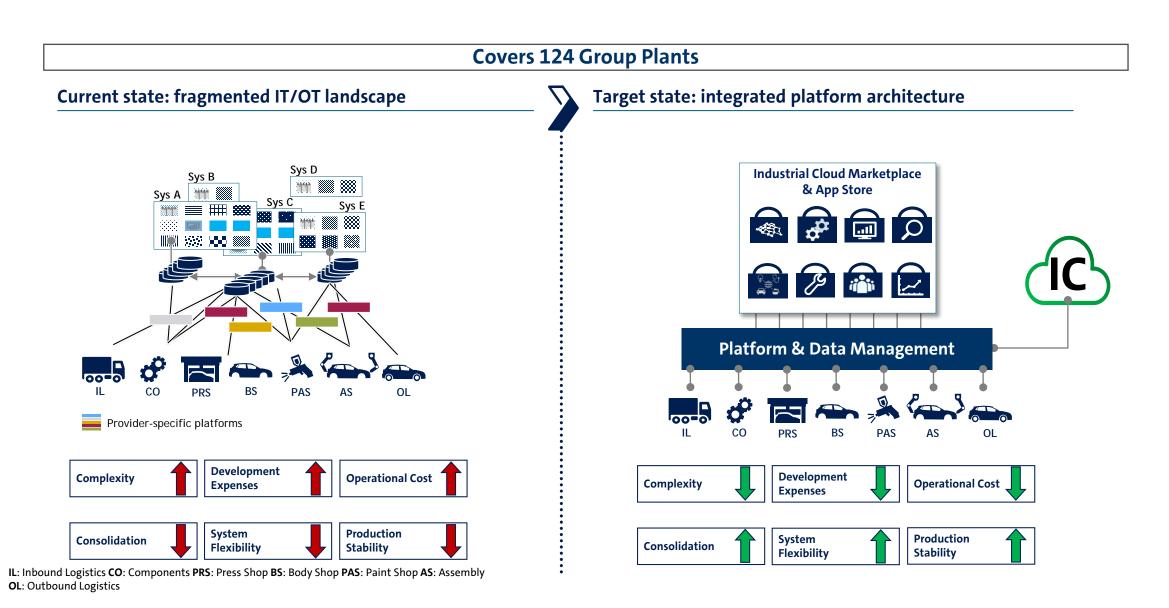


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Strategy – Software-enabled car company

Industrial Cloud: Transforms fragmented IT landscape to integrated platform architecture



Our vw.os and E/E architecture will be evolutionary

PPE

2022

ONE SOFTWARE STACK FOR ALL VEHICLE PLATFORMS IN THE GROUP

MEB

2020

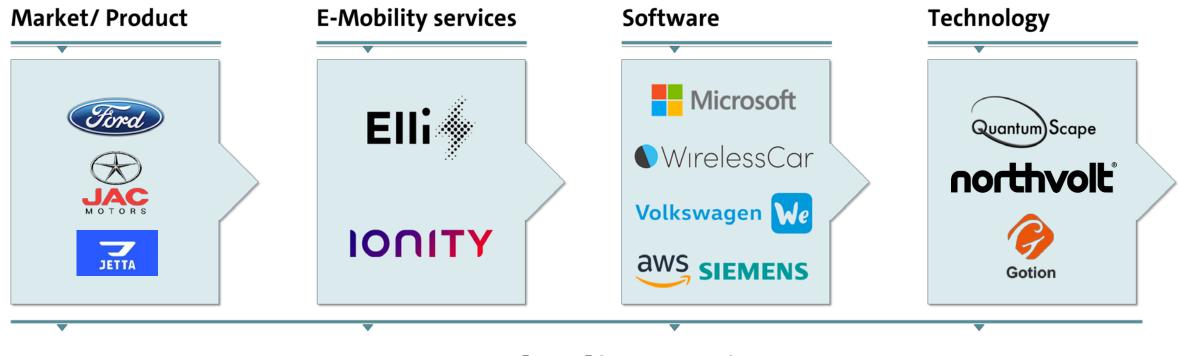
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Rollout on all platforms

Full Stack

2025+

2024



— New Scale dimensions —

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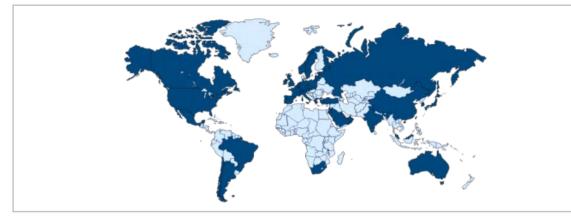
SE

Volkswagen

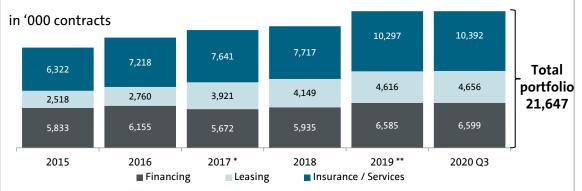
Strong brands & global footprint

Volkswagen Financial Services ¹): global, well diversified and successful

Strong global presence

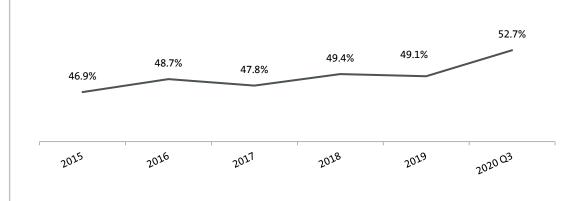


Continuous portfolio expansion

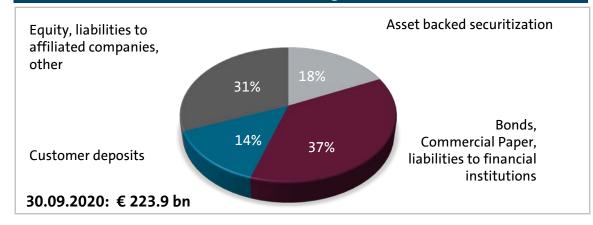


*) Reclassification Finance / Lease contracts **) contracts from international JVs included





Diversified funding structure



Moody's



	Long Term / Short Term	Long Term / Short Term
Volkswagen AG	A3 (N) / P-2	BBB+ (N) / A-2
Volkswagen Financial Services AG	A3 (N) / P-2	BBB+ (N) / A-2
Volkswagen Bank GmbH ²⁾	A1 (N) / P-1	A- (N) / A-2

Volkswagen Brand – Turnaround in the US expected for 2021

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- Focus on efficient local production and logistics
 - > 90% of US sales produced in North America
 - Lower material costs and one-offs due to less complexity
 - First local production on MEB platform from 2022

- Product portfolio based on market demand
 - Significant reduction in incentive spend
 - Improved model mix to higher profitability SUVs that fit the market
- Fix costs improvements

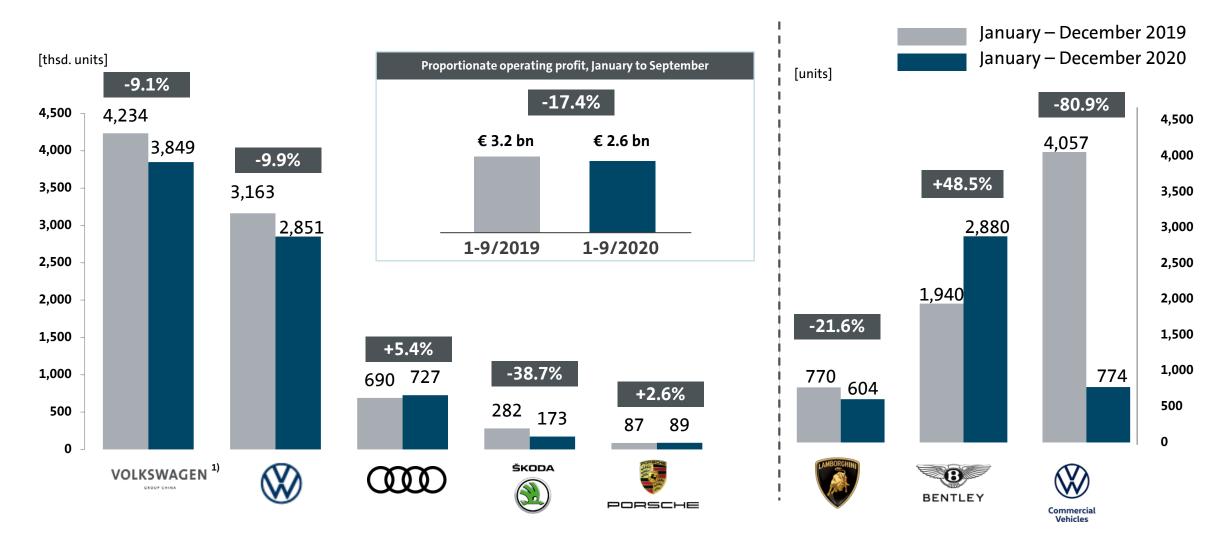




Volkswagen Group China performance (January to December 2020)







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Integrity & Compliance

STRATEGY

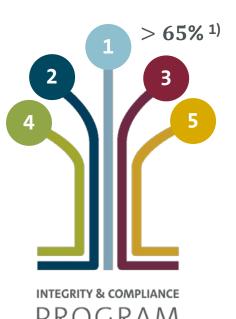
Ethics and compliance is central to business strategy

RISK MANAGEMENT

Ethics and compliance risks are identified, owned, managed and mitigated

SPEAK-UP ENVIRONMENT

The organization encourages, protects and values the reporting of concerns and suspected wrongdoing



PROGRAM TOGETHER FOR INTEGRITY

CULTURE OF INTEGRITY

Leaders at all levels across the organization build and sustain a culture of integrity

RESOLUTE ACCOUNTABILITY

The organization takes action and holds itself accountable when wrongdoing occurs

1) Group entities covered; as of October 2020; Current coverage 71 countries, >55.000 employees reached through T4I dialogue formats



Konzernstrate

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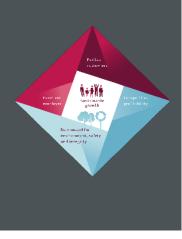
Commitment

We are convinced that we have a strong Investment Proposition





Shaping mobility – for generations to come.



- Strong brands with clear positioning and great products that inspire customers
- A leading position in China with global footprint and value creating growth
- Fully committed to "Go to Zero" and shaping e-mobility
- Transforming to one of the leading automotive software players
- Business portfolio optimisation and rigorous allocation of capital
- Taking complexity out and pushing for industry-leading economies of scale
- Delivering on demanding financial targets and committed to dividend pay out ratio

Unleash value

Integrity as the foundation of a successful business

Investor Relations Team

We are pleased to answer your inquiries regarding Volkswagen shares and other capital market related questions.



Helen Beckermann (Wolfsburg office) Head of Group Investor Relations E-Mail: Helen.Beckermann@volkswagen.de Telephone: +49 5361 9 49015



Alexander Hunger (Wolfsburg office) Investor Relations Manager Equity & ESG E-Mail: Alexander.Hunger@volkswagen.de Telephone: +49 5361 9 47420



Andreas Buchta (Wolfsburg office) **Investor Relations Manager** Equity & Key Contact North America E-Mail: Andreas.Buchta@volkswagen.de Telephone: + 49 5361 9 40765



Ulrich Hauswaldt (Wolfsburg office) **Investor Relations Manager** Equity & Debt E-Mail: Ulrich.Hauswaldt@volkswagen.de Telephone: +49 5361 9 42224



Andreas Kowalczyk (Wolfsburg office) **Investor Relations Manager** Equity E-Mail: Andreas.Kowalczyk@volkswagen.de Telephone: +49 5361 9 23183



Monika Kowalski (Wolfsburg office) E-Mail: Monika.Kowalski@volkswagen.de Telephone: +49 5361 9 31106



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Appendix

The Shareholder Structure, Supervisory and Management Board



¹⁾ Each Board Member is responsible for one or more functions within the Volkswagen Group. The work of the Board of Management of Volkswagen AG is supported by the boards of the brands and regions as well as by the other group business units and holdings.²⁾ On May 12 2020, Porsche SE announced increase in voting rights to 53.3% Exact figure not disclosed.

Diesel issue: Special Items & payments

€ (bn)	Diesel special items		Payments
2015	Legal Other items	7.0 9.2 16.2	-
2016	Mainly legal risks	6.4	~3.0
2017	Buyback/retrofit program Legal	2.2 1.0 3.2	~16.1
2018	Mainly legal risks	3.2	~5.3
2019	Mainly legal risks	2.3	~1.9
as of 9m 2020	Mainly legal risks	0.7	~2.0
Total		32.0	~28.3

