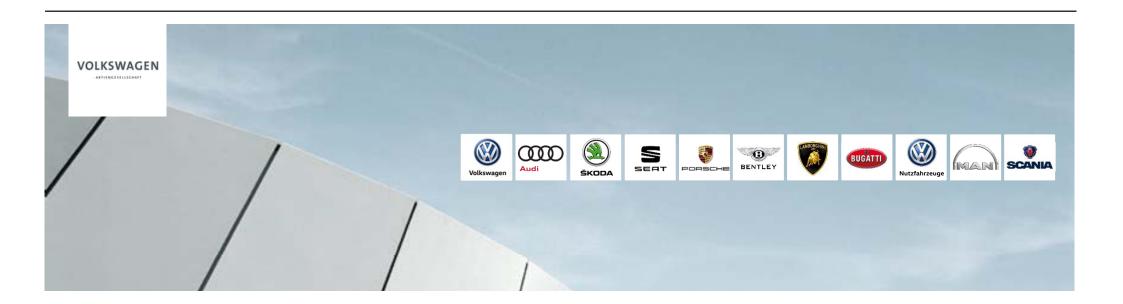
VOLKSWAGEN AKTIENGESELLSCHAFT



E-MobilityUBS Investor Visit

19 March 2018

Konzern Vertriebssteuerung (K-GVS)



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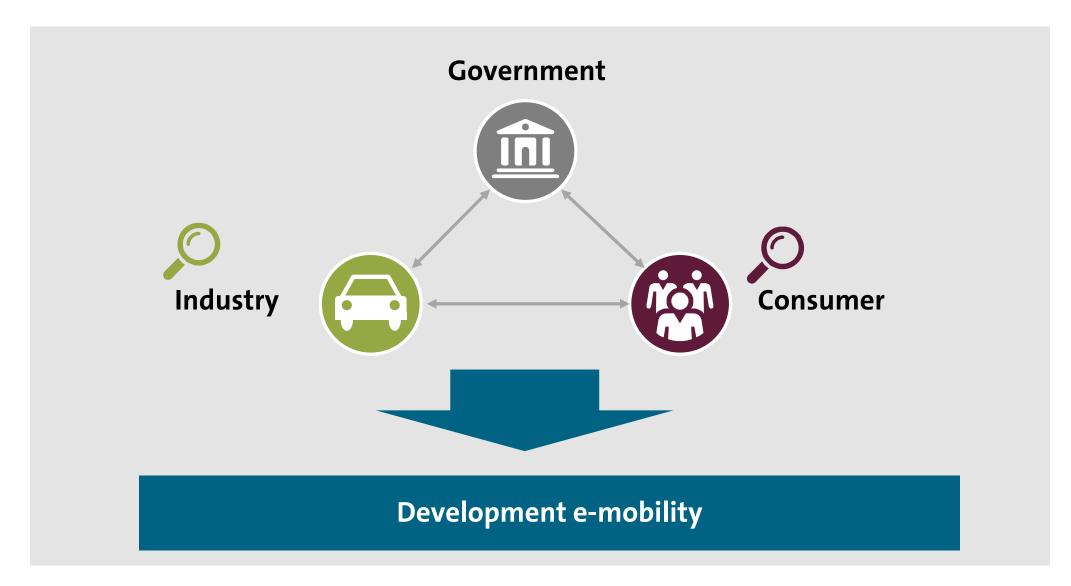
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Worldwide e-mobility development is determined by 3 main factors

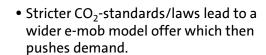




Spotlights PC EV (BEV+PHEV) + HEV

USA, Europe and China are the most important e-mobility markets





- Based on "ZEV credits" and "upstream emissions" OEMs focus more on BEVs and HEVs; PHEVs will play a minor role in the long-run.
- Low crude oil price and a low share of premium segment vehicles delay demand for e-mobility.



- Governmental measures to boost demand for electric vehicles vary highly between markets (e.g. France vs. Italy).
- European OEMs expand their model offer in BEVs in the long-run, but focus on PHEVs in the short-run.
- Increasing range, fast charging and decreasing costs for batteries will increase customer acceptance for electric vehicles in the long-run.



- Implementation of "ZEV credit system" starting in 2019; gradual reduction of financial support until 2020; nonmonetary support and restrictions after 2020, e.g. registration restrictions.
- Local OEMs push development of electric vehicles.
- Different regulation measures between regions lead to varying levels of acceptance.

Consumer demand

Governmental

measures

Industry

push





Strategic Electrification Target 2025 Volkswagen Group

Conventional engines



BEV, PHEV, HEV

Gasoline, Diesel, CNG

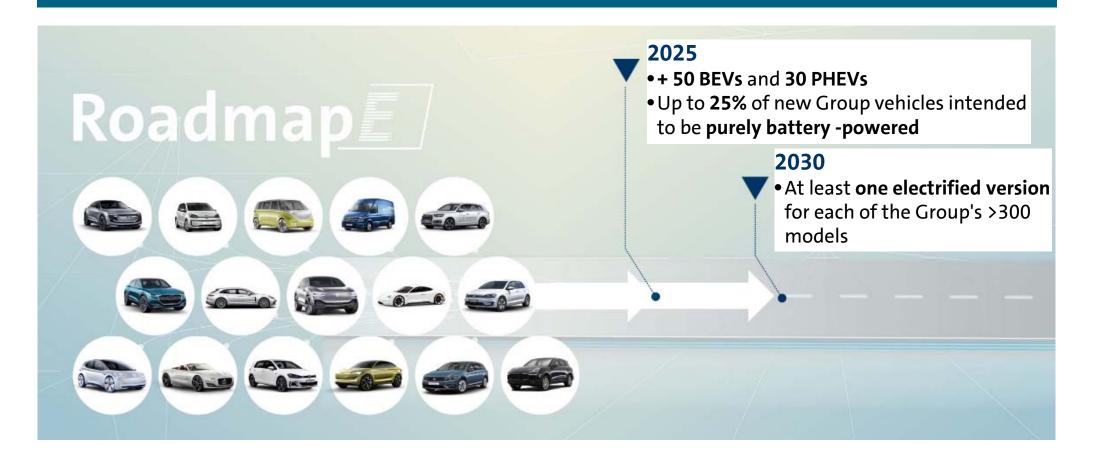


In addition to electric engines, the Volkswagen Group will still develop modern and efficient ICEs.



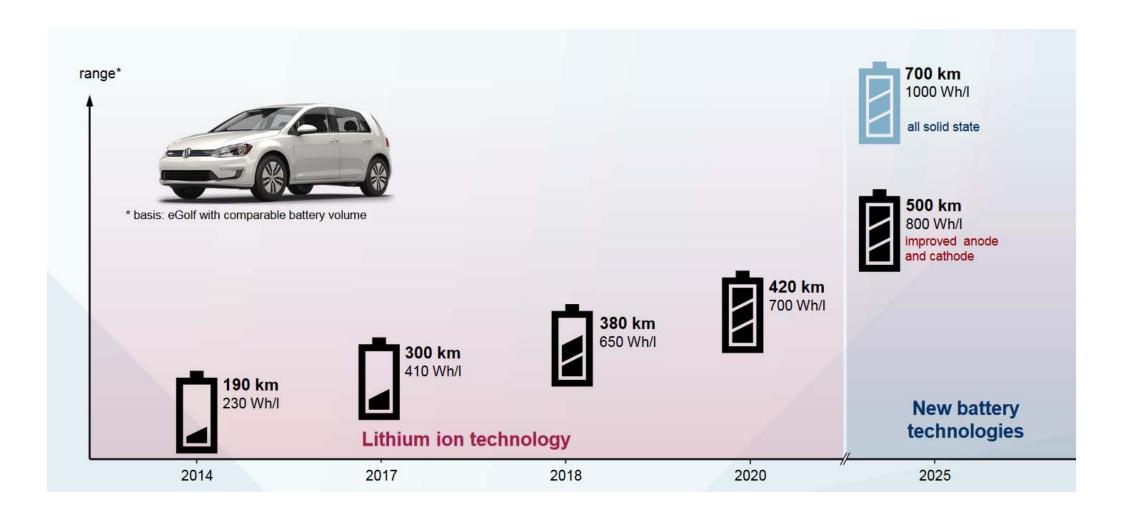
Electrification Initiative "Roadmap E"

- > 16 production facilities for electric vehicles until the end of 2022 (currently 3 production facilities).
- ➤ It is planned to build up to 3 million electric vehicles per year and to launch 80 new electric models until 2025 (currently 8 BEV and PHEV models).





Progress in battery technology will improve range, weight and costs





IONITY: Multi-OEM Joint Venture to deploy a HPC charging network in Europe

