

Thomas Sedran

Senior Vice President Group Strategy I General Secretary

The Volkswagen Group:

Our roadmap to become a leading provider of sustainable mobility – Status update

Goldman Sachs Rethinking Mobility Conference Call I Webcast 22 January 2018



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 relating to the development of the economies of individual countries, and in particular of 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 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 of Volkswagen Group members 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.

Consequently, a negative impact relating to ongoing claims or investigations, any 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, 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 relative to the US dollar, sterling, yen, Brazilian real, Chinese renminbi and Czech koruna.

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DNIZIMITAC

Future vehicle concepts

Autonomous | Electrified | Connected







Today's vehicle concepts

SUV/CUV trends | Budget cars







Advanced mobility solutions

Robotaxi | Shuttle I Vans





Sharing & Mobility On Demand

Shared | Conventional drive system





TRADITIONAL

BUSINESS MODEL INNOVATION

REVOLUTIONARY





Our history

The Volkswagen Group has always enriched the lives of millions of people worldwide with fascinating vehicles.







Our aspiration

Moving forward, we strive to continue
this unique success story and play a leading
role in shaping auto-mobility for future generations





Addressing all relevant stakeholders on our journey to become a globally leading provider of sustainable mobility

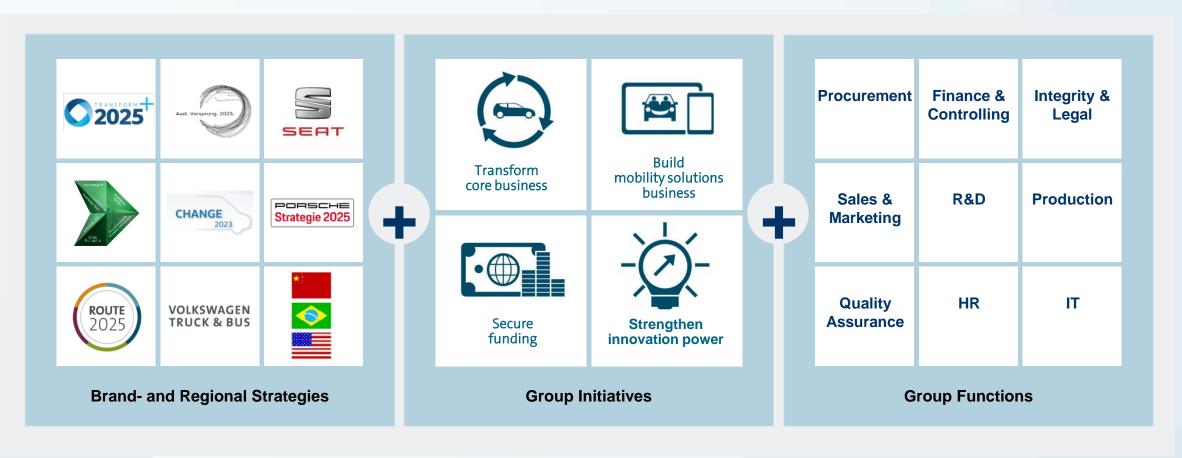








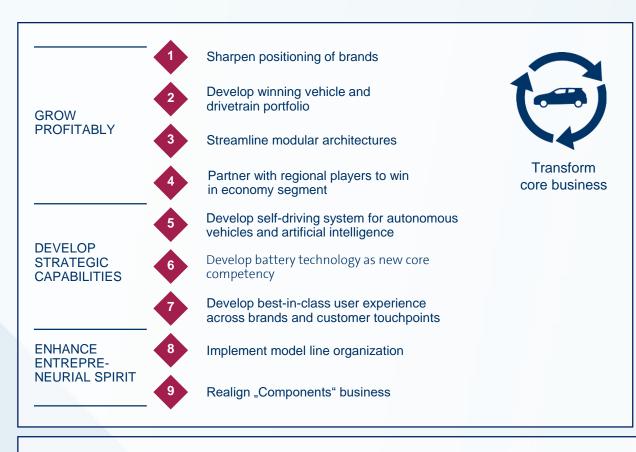
Implementing TOGETHER - Strategy 2025 across brands, regions, functions and group initiatives







16 Group Initiatives have been defined to achieve our strategic goals









Drive digital transformation



Create organization 4.0



Strengthen innovation power

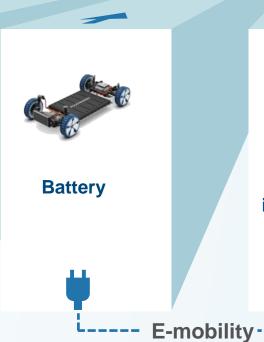


Building blocks to provide sustainable mobility solutions





Efficient conventional combustion engines & alternative powertrains











Efficient combustion engines and alternative powertrains play a major role for the future of sustainable mobility

The **future** is **electric** and **green**.

- Significant improvements in consumption and emissions of gasoline engines
 - All new gasoline engines will be equipped with a particulate filter

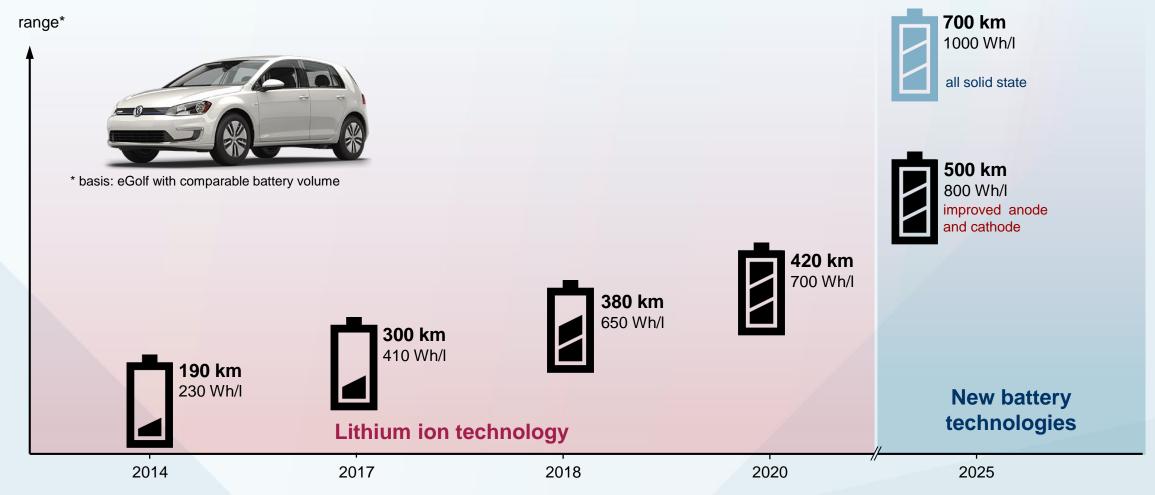


- The latest Euro 6 diesel engines deliver above-average performance in the new WLTP cycle
- Significantly expanding the range of CNG vehicles
- Working on synthetic fuels produced from renewable sources





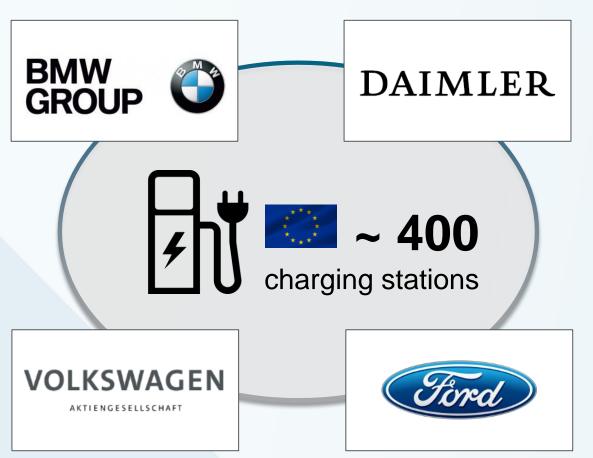
Advances in battery technology will improve range, weight and costs





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

IONITY



- Unprecedented collaboration among automakers
- Open brand-independent network
- Deployed power levels up to 350 kW
- Network based on the Combined Charging System (CCS) international standard
- Build-up started in Q4 2017





Most comprehensive electrification initiative in the automotive industry with Roadmap



- ◆ 50 BEVs + 30 PHEVs
- ◆ 20–25% Group sales intended to be purely battery-powered
- Own e-fleet requirements over 150 GWh of battery capacity



♦ € 50bn procurement volume

2025

2030



♦ 3 BEVs, 8 PHEVs



- ♦ € 20bn Capex to be ramped up
- At least one electrified version for each of the Group's 300 or so models





We have had a successful launch of the MOIA Shuttle at the "TechCrunch" and customers show a high demand for a "Special Purpose Vehicle"



driver mode









Customized interior with high comfort/ connectivity





6 passenger seats with high privacy











Our roadmap to become a leading provider of sustainable mobility

Autonomous Audi TTS "Shelley" climbs Pikes Peak



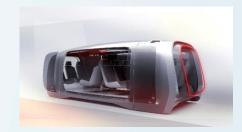
SEDRIC is Volkswagen **Group's first Level 5 vehicle**



Strategic partnership with Aurora

Urban Shuttle/Carrier/Pod

AURORA



2005



2017

2021+

2010

Volkswagen Group >200 AV related patents

Battery Electric Special Purpose Shuttle

2018



Personal Autonomous Vehicles



"Stanley" Winner Darpa **Grand Challenge**



Thomas Sedran I Volkswagen AG







Our Competitive advantage: Cover various use cases

Urban Carrier

Urban Shuttle

Urban Pod

Personal Autonomous Vehicles

Automated Trucks













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