

Volkswagen Group Capital Markets Day 2017

Global economy, Car market trends & regions

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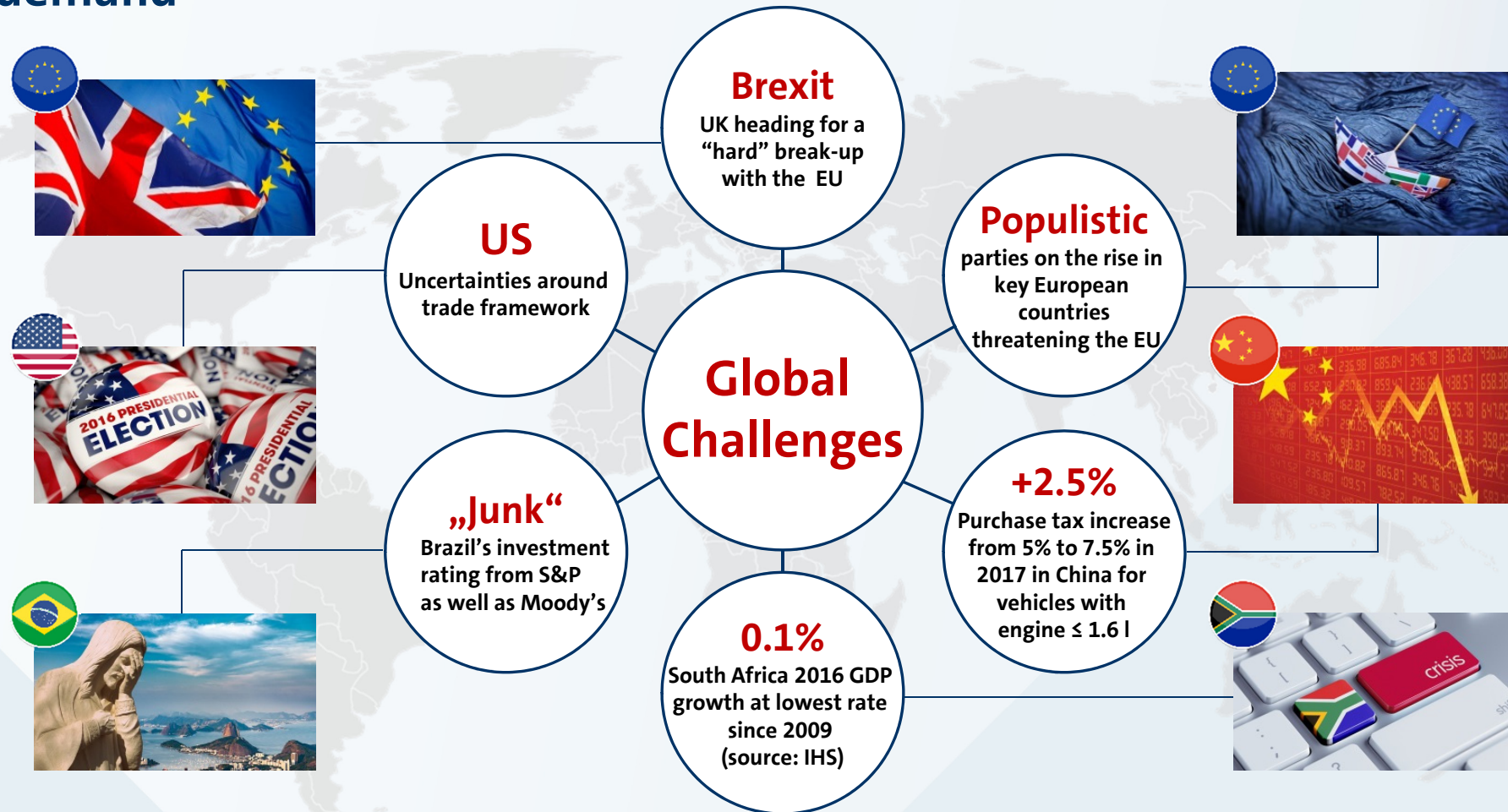
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Expanding political and economic challenges increase risks to the growth of new vehicle demand



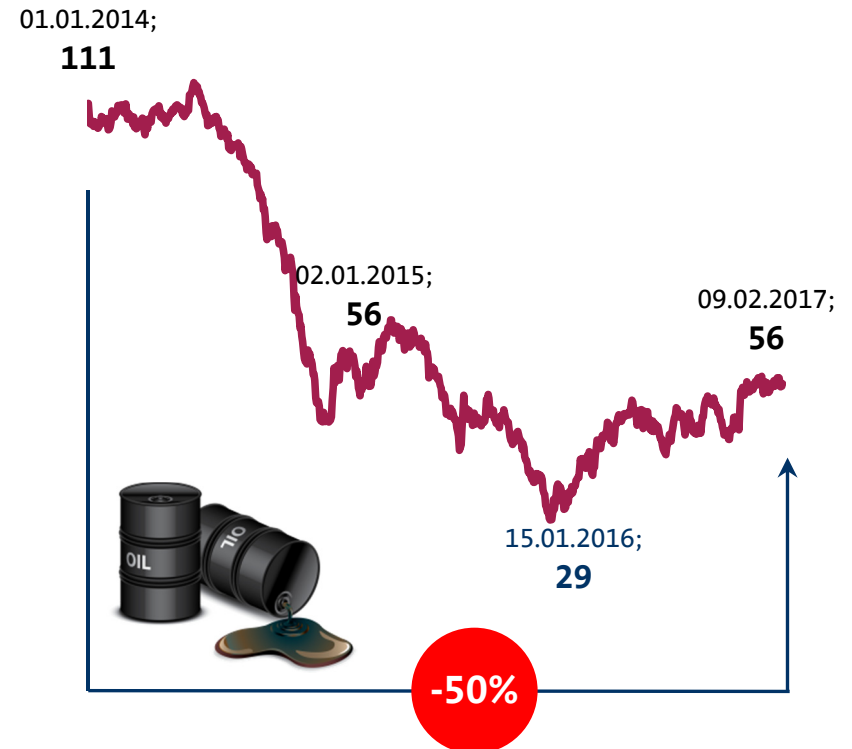
Currency devaluation has weakened consumers' purchasing power in key markets; continued low oil prices have affected Russia

Foreign Exchange

vs. Euro since 01.01.2015		vs. USD since 01.01.2015
-25%	 Turkey (Lira)	-35%
-8%	 United Kingdom (Pound Sterling)	-20%
-1%	 Brazil (Real)	-13%
3%	 South Africa (Rand)	-10%
-27 % vs. Jan 2014 15%	 Russia (Rouble)	-44 % vs. Jan 2014 5%

Source: xe.com (23.02.2017)

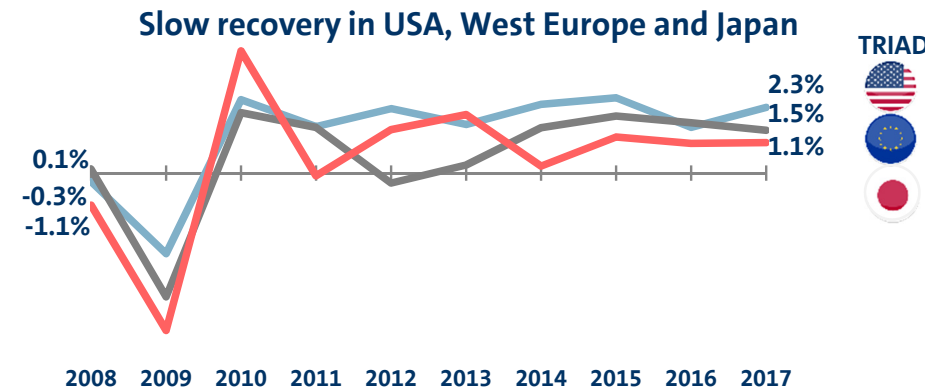
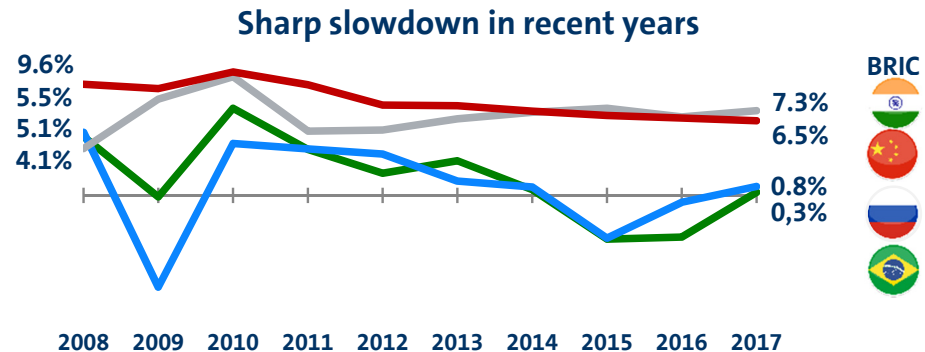
Continued weak oil price (Brent in USD/Barrel)



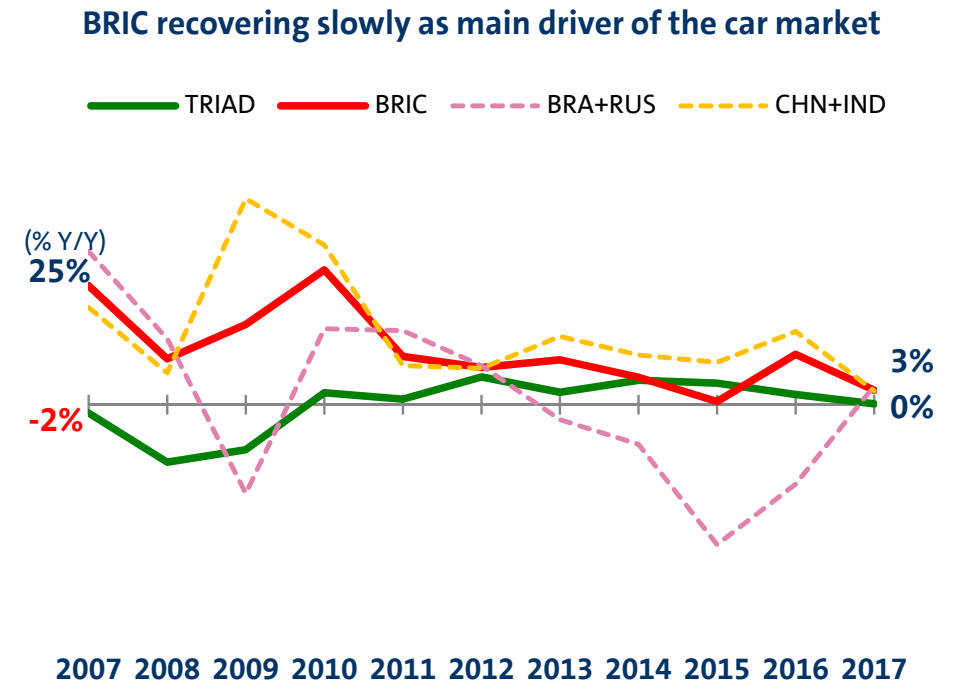
Source: Federal Reserve (09.02.2017)

Outlook 2017: Slight recovery in passenger car demand in BRIC markets contrasts with stagnation in TRIAD

Economic development (GDP: % Y/Y)



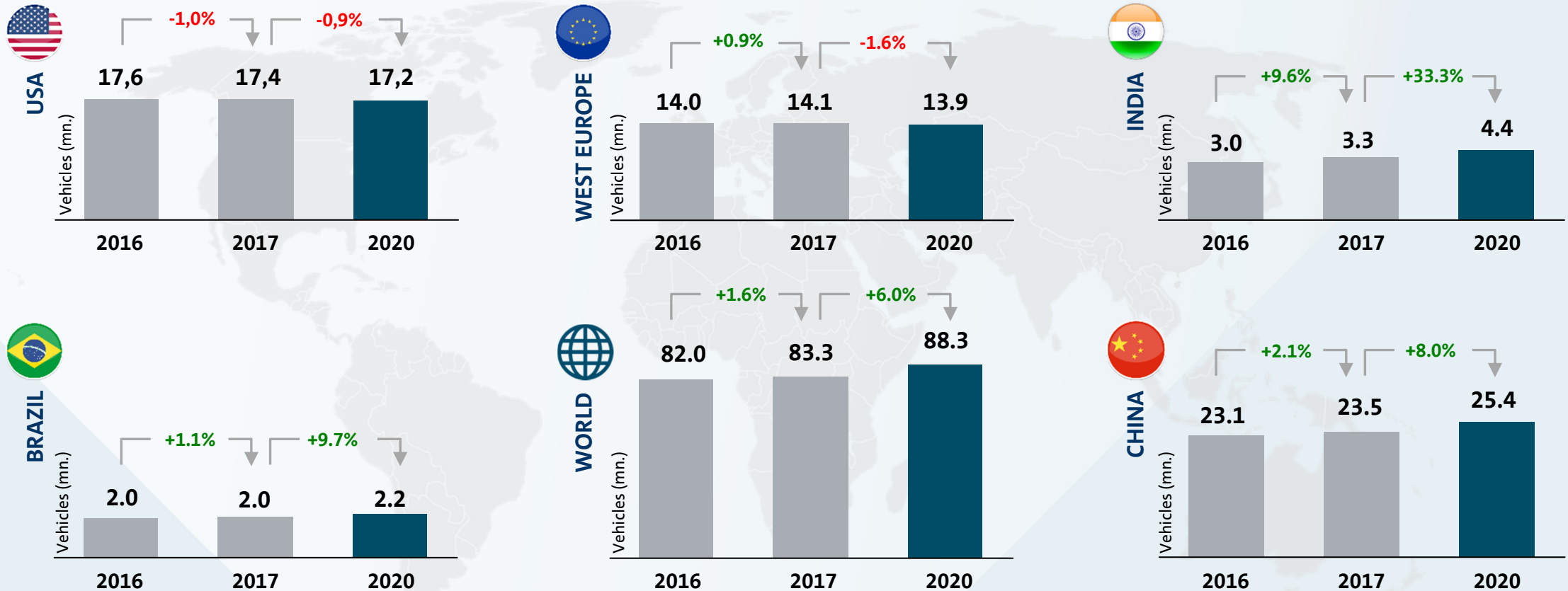
Total market passenger cars – Annual growth rate



IHS Feb 2017 Forecast

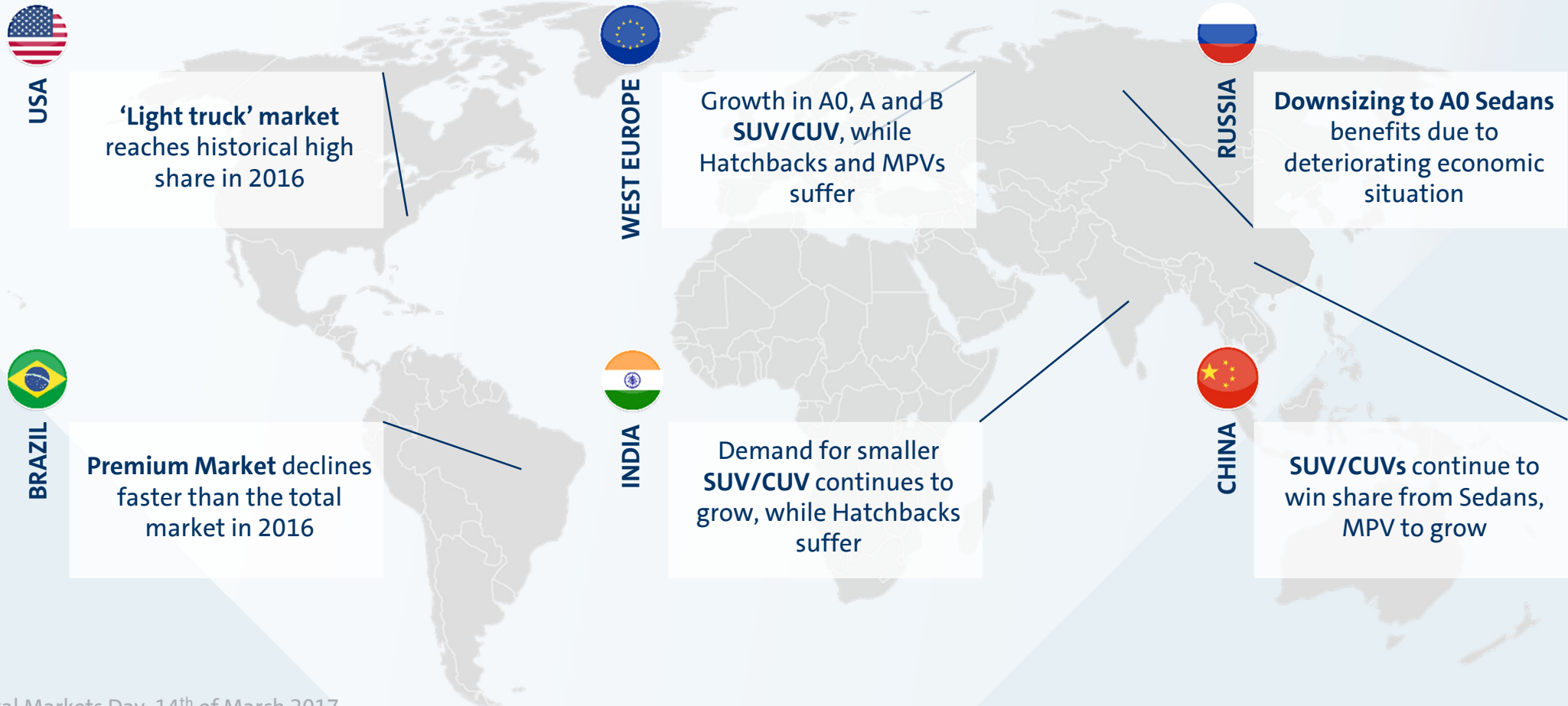
Source: GDP: IHS Jan 2017 | TRIAD = USA + WEU + Japan | Total market for passenger cars in North and South America defined as per 'Light Vehicles' (includes light commercial vehicles)

Car Market Outlook 2020: Stagnation in USA and Europe; recovery in Brazil from a low base; slower growth rates in China; India with solid growth



Source: IHS Global Sales forecast 2017M01; Total market for passenger cars in North and South America defined as per 'Light Vehicles' (includes light commercial vehicles)

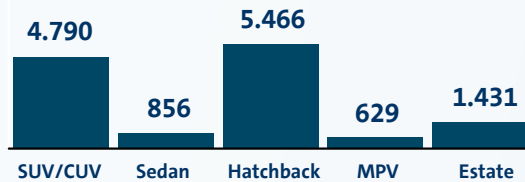
Global segment trends show increasing preference for SUV/CUVs across key markets



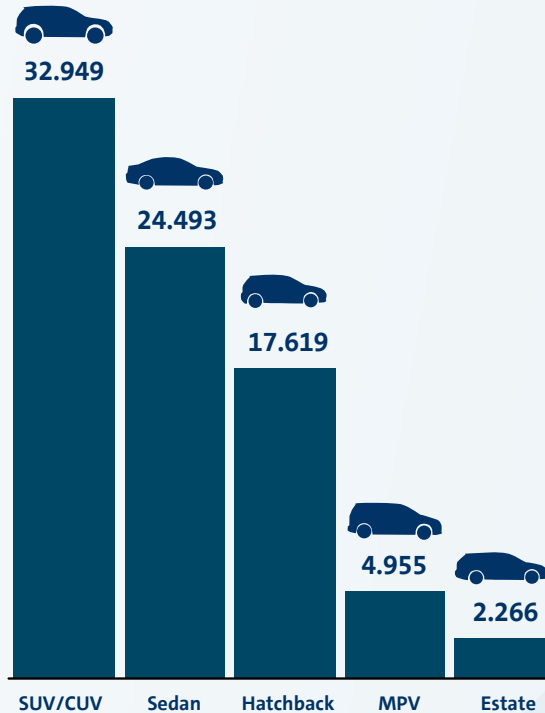
SUV/CUV to be the top selling bodystyle in many markets (Vol. Thd. Ø 2017-25)



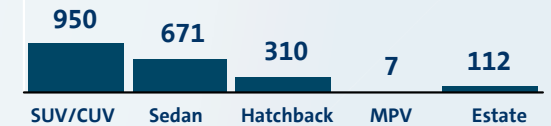
WEST EUROPE



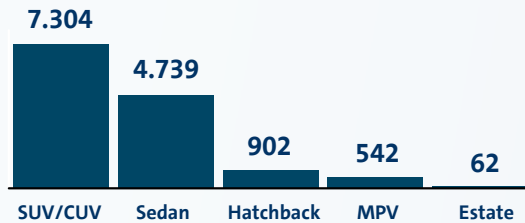
WORLD 1)



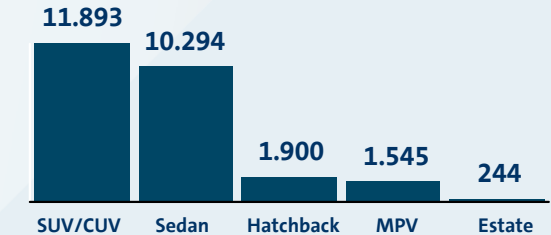
RUSSIA



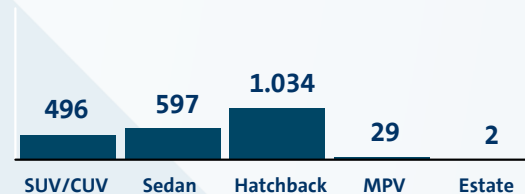
USA 1)



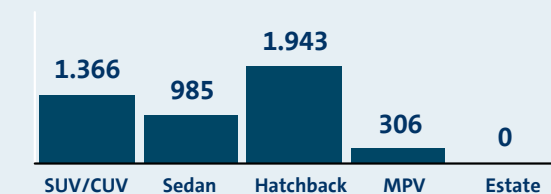
CHINA



BRAZIL 1)

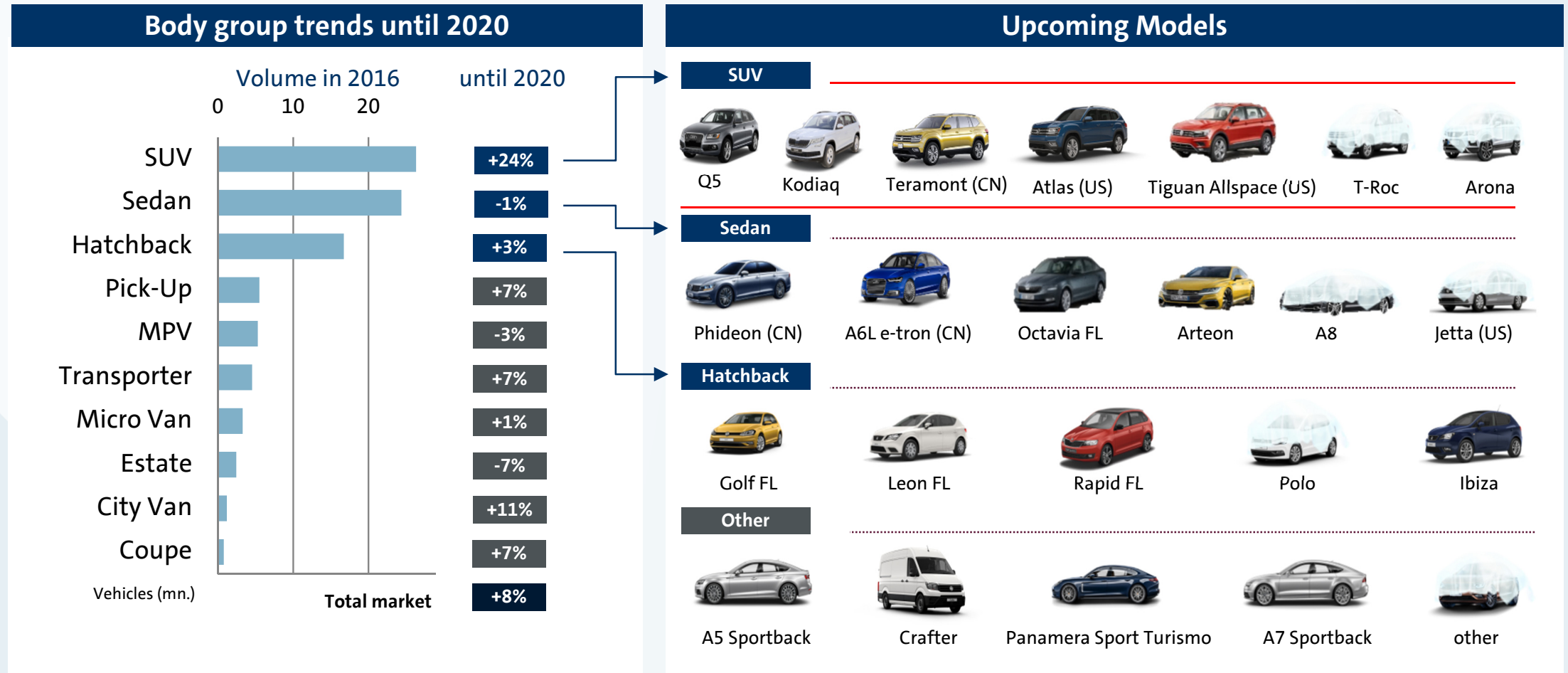


INDIA



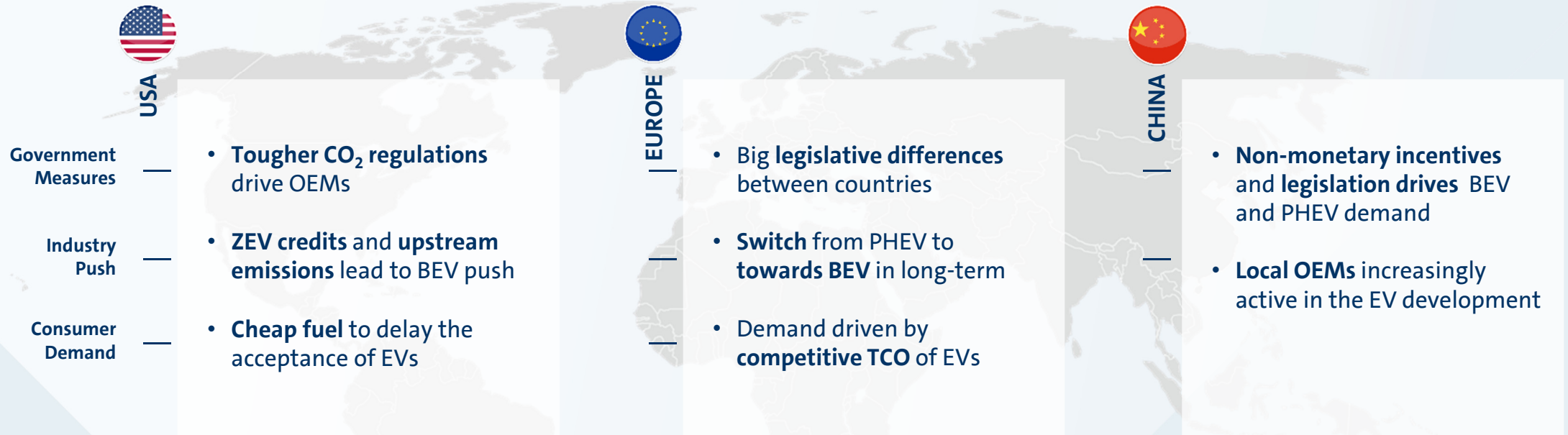
Source: IHS Global Sales forecast 2017M01; 1) Total market for passenger cars in North and South America defined as per 'Light Vehicles' (includes light commercial vehicles)

Volkswagen Group product roadmap aligned with expected future market trends

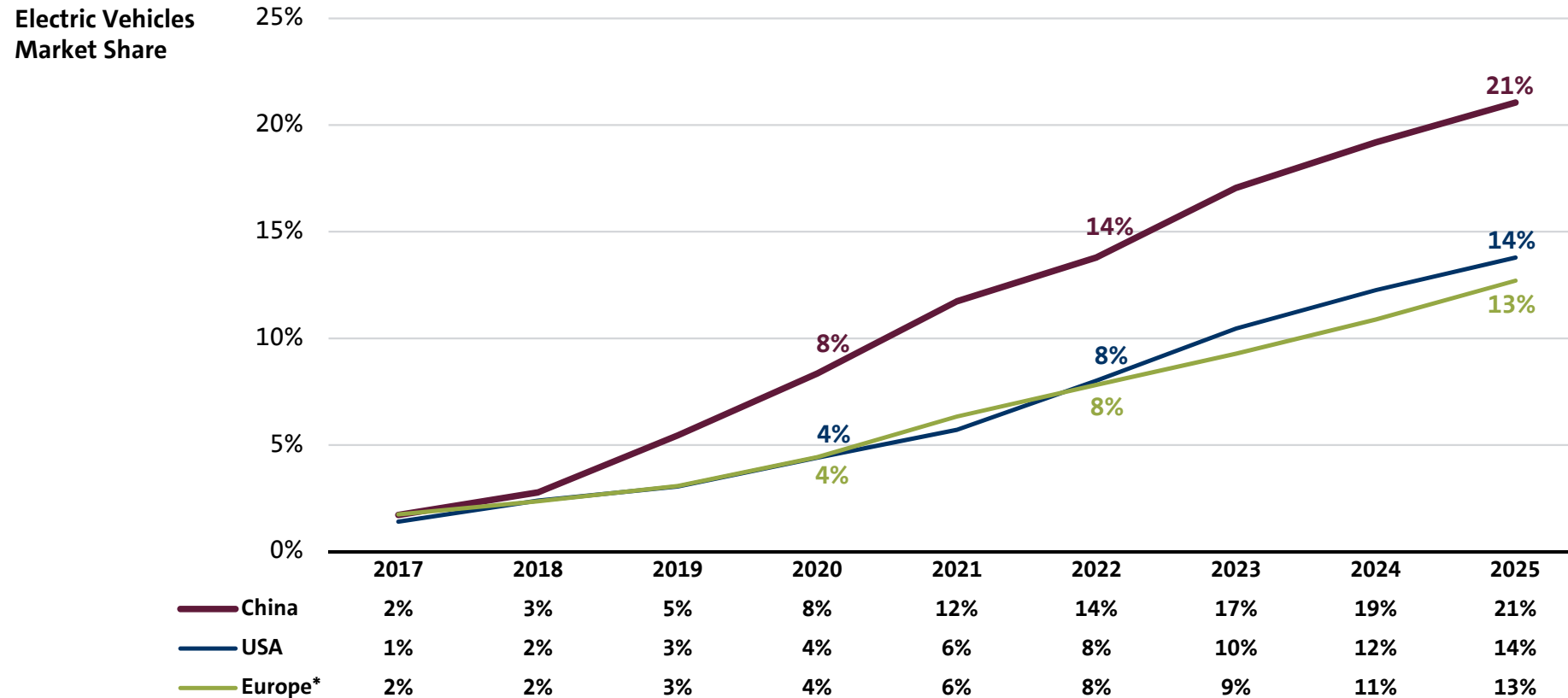


Source: IHS Global Sales forecast 2017M01; Cars + LCVs; all figures rounded

E-Mobility: Global Spotlights



External Forecast for E-Mobility: China is expected to lead the overall demand for Electric Vehicles, while the USA and Europe will lag behind



Source: IHS Markit

*Europe: EU-28

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