



We Transport Success, Freedom and Future

UBS EV Flagship Trip

Welcome to VW Commercial Vehicles

Hanover | September 13, 2022

Michael Obrowski | Board Member, Finance and IT at VW CV

Disclaimer

The following presentations as well as remarks/comments and explanations in this context contain forward-looking statements on the business development of the Volkswagen Group. These statements are based on assumptions relating to the development of the economic, political and legal environment in individual countries, economic regions and markets, and in particular for 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 entail a degree of risk, and actual developments may differ from those forecast.

At the time of preparing these presentations, it is not yet possible to conclusively assess the specific effects of the latest developments in the Russia-Ukraine conflict on the Volkswagen Group's business, nor is it possible to predict with sufficient certainty to what extent further escalation of the Russia-Ukraine conflict will impact on the global economy and growth in the industry in fiscal year 2022.

Any changes in significant parameters relating to our key sales markets, or any significant shifts in exchange rates, energy and other commodities or commodities relevant to the Volkswagen Group or the supply with parts, or deviations in the actual effects of the Covid-19 pandemic from the scenario presented will have a corresponding effect on the development of our business. In addition, there may be departures from our expected business development if the assessments of the factors influencing sustainable value enhancement and of risks and opportunities presented develop in a way other than we are currently expecting, or if additional risks and opportunities or other factors emerge that affect the development of our business.

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This information does not constitute an offer to exchange or sell or an offer to exchange or buy any securities.



HIGHLIGHTS AND OUTLOOK 2022



CityVan SOP
March 2022



ID. BUZZ World Premiere
09.03.2022



Amarok World Premiere
07.07.2022



ARGO Test Drive
Munich / Hamburg



Ford Volkswagen
Alliance



Global Risks

DELIVERIES TO CUSTOMER JAN - JUNE 2022 BY MODEL

Caddy

39,100

Δ PY

-21.3%



Crafter

26,600

Δ PY

-25.3%



T-Models

70,200

Δ PY

-26.5%



Amarok

17,700

Δ PY

-27.4%



Rounded to Hundreds
T-Models incl. ID.BUZZ 200 veh.

Worldwide

153,600

Δ PY

-25.1%



Commercial
Vehicles

KEY FIGURES JAN-JUNE 2022



Deliveries to Customers

153.6 k

Compared to
2021

- 25%



Sales Revenue

5.0 € bn

- 5%



Operating Profit

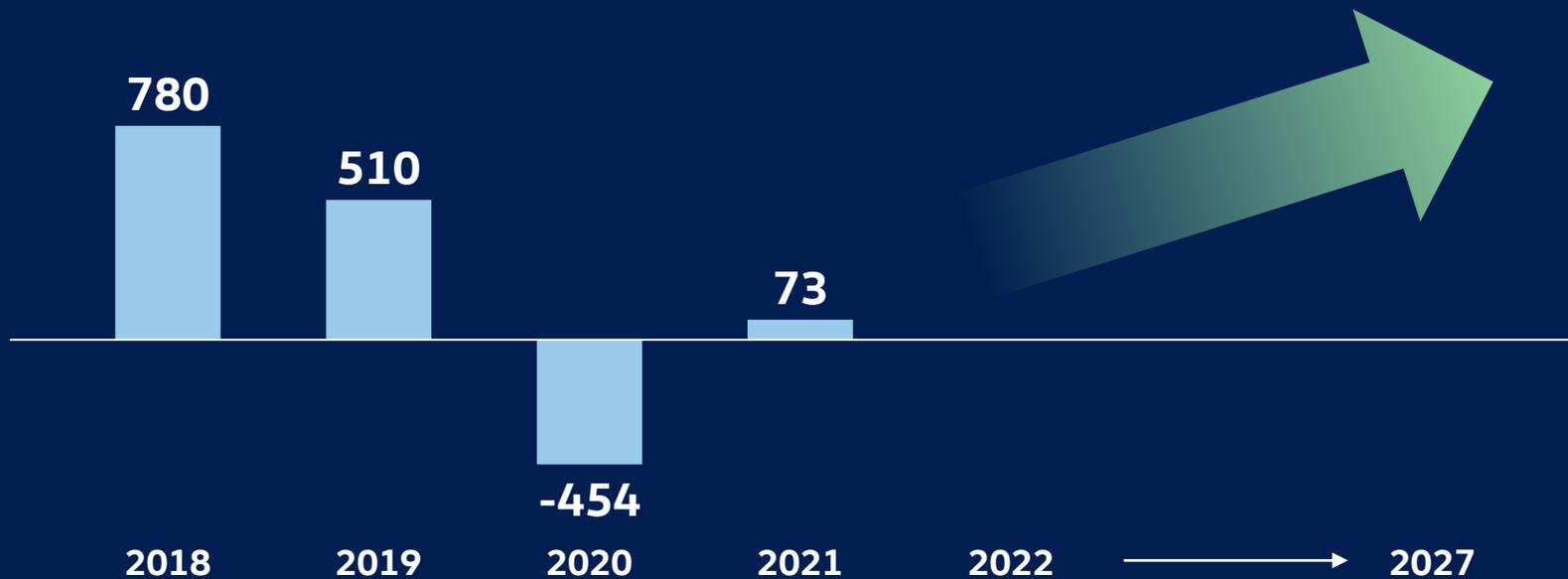
187 € m

+ 115%



TURNAROUND OPERATIVE RESULTS

Operative Result € m



HOW TO ACHIEVE THE TURNAROUND?

- » Sustain high quality Products
- » Portfolio Transformation (greater BEV proportion, Phase-out ICE)
- » Transformation Plant Hannover
- » Ramp-up ID. BUZZ



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Transformation Hanover Plant

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Sites: Germany and Poland

as of August 2022



Hanover



Poznań

Września



Commercial
Vehicles

In total nearly 23,000 employees

Including around 8,500 at Volkswagen Poznań

From more than 50 countries

Sites: Germany and Poland



Hanover



Poznań
Września



Hanover site, Germany

as of August 2022



Approx. 12,700 employees at the site

Plant footprint: 1.1 million square metres (ca. 152 football pitches)

Production of the T model range and ID. BUZZ

In the future: ID. BUZZ and D-SUVs for Audi and Bentley



Commercial
Vehicles

Three car concepts. One production. Plant Hanover.

T6.1



Multivan KÜ 2.0 TDI SCR 110 kW DSG; Diesel; fuel consumption combined: 5,3l/100km and CO₂-Emission combined: 140 g/km 4; Efficiency class: A

New Multivan



Multivan e-Hybrid; fuel consumption in kWh/100 km: combined 1,6-1,5 (WLTP); power consumption in kWh/100km: combined 14,6 - 14,5; CO₂-Emission combined in g/km: 37-34; Efficiency class: A+++

ID. BUZZ



ID. BUZZ Pro; power consumption in kWh/100 km combined 18,9 (WLTP); CO₂-Emission combined in g/km: 0; Efficiency class: A+++



Qualification of employees, modernization of factory



Started 2018 to restructuring the plant to integrate the MEB platform

More than 5,000 employees were qualified

Focus on new technologies and challenges for the future



Commercial
Vehicles

Development of the plant

Press- and body shop strategy implemented with T6.1 phase-out

Press shop

Reducing from 15 to 6 presses

Focus on XL and L segment in implementation

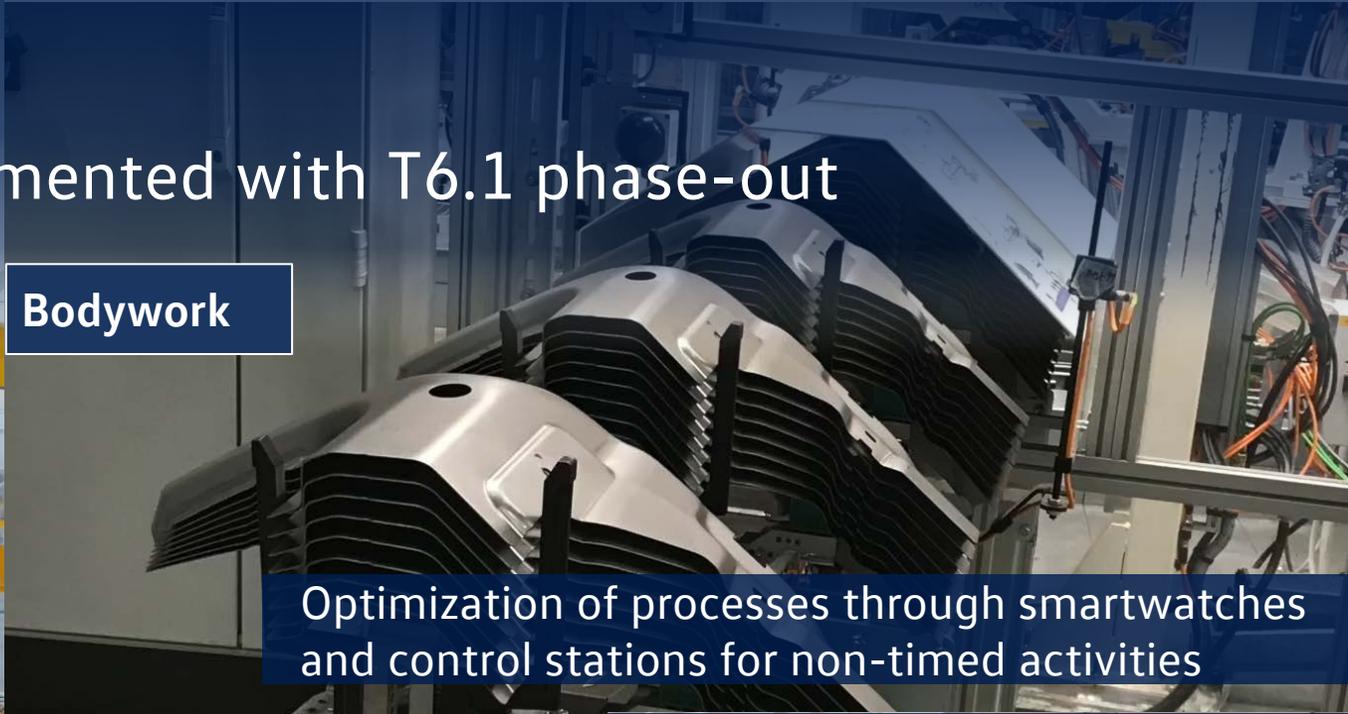
Reduction of cutting systems from 9 to 1

Bodywork

Optimization of processes through smartwatches and control stations for non-timed activities

Body shop T6.1: 250 workers

Body shop ID. BUZZ: 72 workers



Commercial Vehicles

Development of the plant

Cost Center strategies in implementation

Paint shop

Bi-Color system

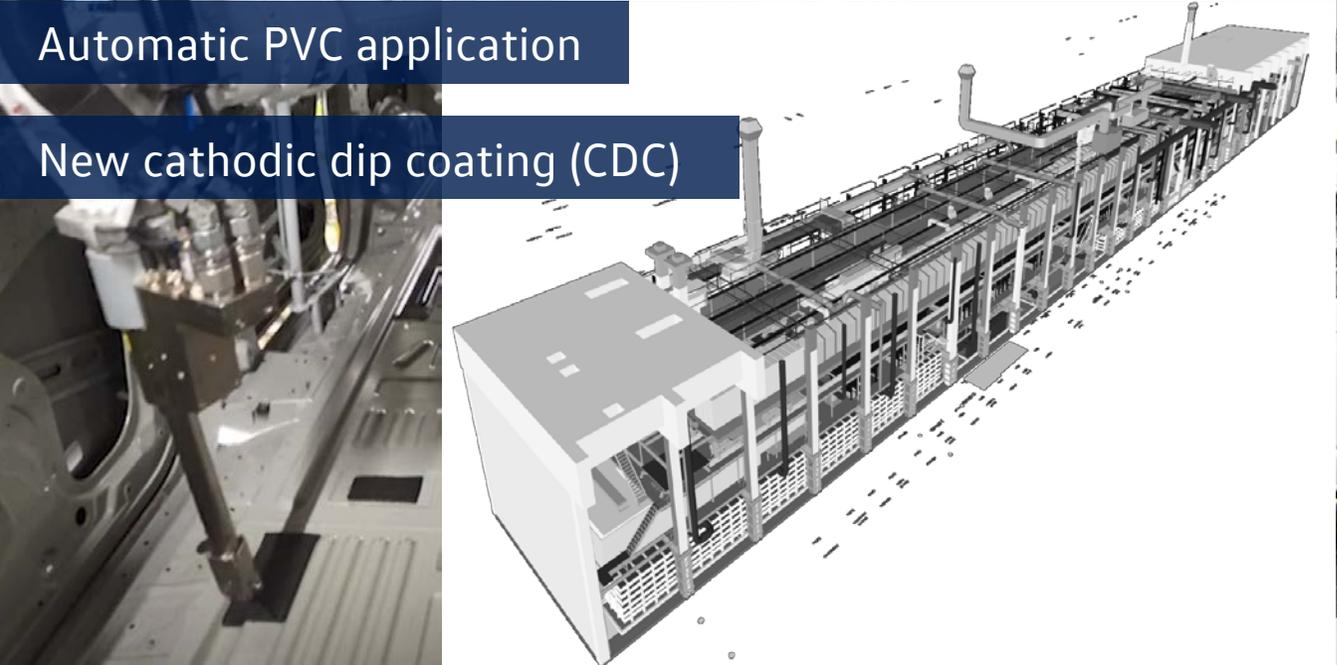
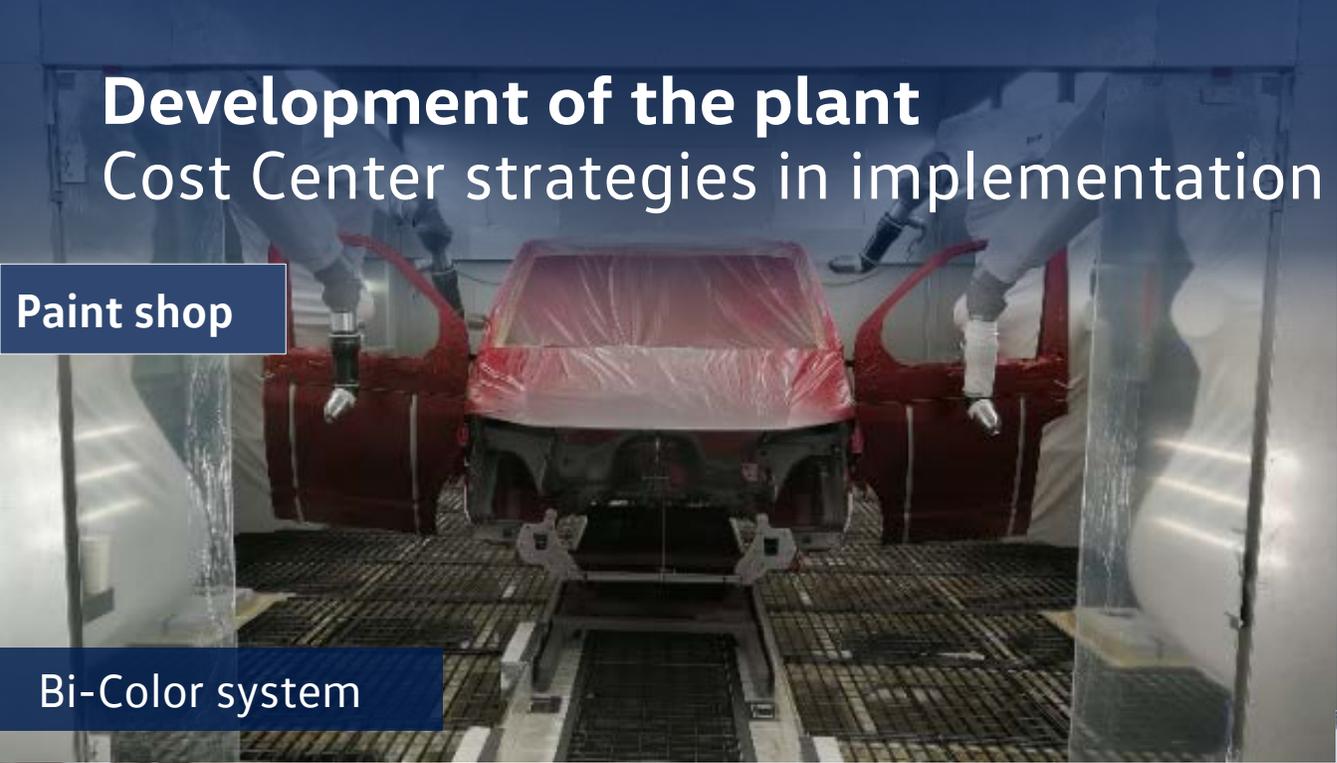
Automatic PVC application

New cathodic dip coating (CDC)

Assembly shop

Installation Mixed Lines

Automation assembly
T6.1: approx. 10%
T7: approx. 20%
ID. BUZZ: approx. 25%



Volkswagen way to
ZERO



Change heat generation from coal to biomass until 2025

Certificate of „Carbone Footprints & Neutrality“ for product ID. BUZZ

Reducing 50 % the effect of production on environment until 2025



Commercial
Vehicles