

## **Virtual Investors Meeting with UBS**

Wolfsburg | September 15<sup>th</sup> 2020

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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 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.

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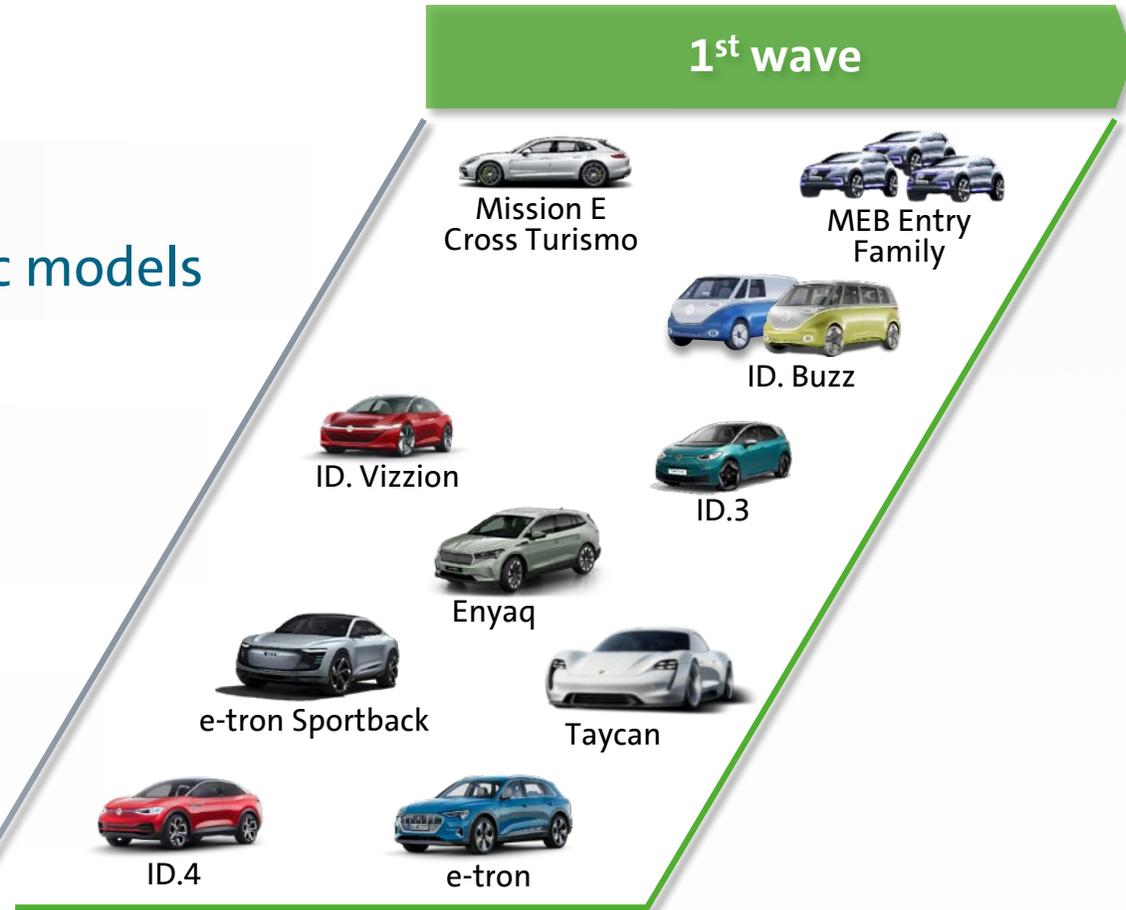
# Volkswagen Group has launched the largest electric offensive in the global automotive industry

## Global Market offer

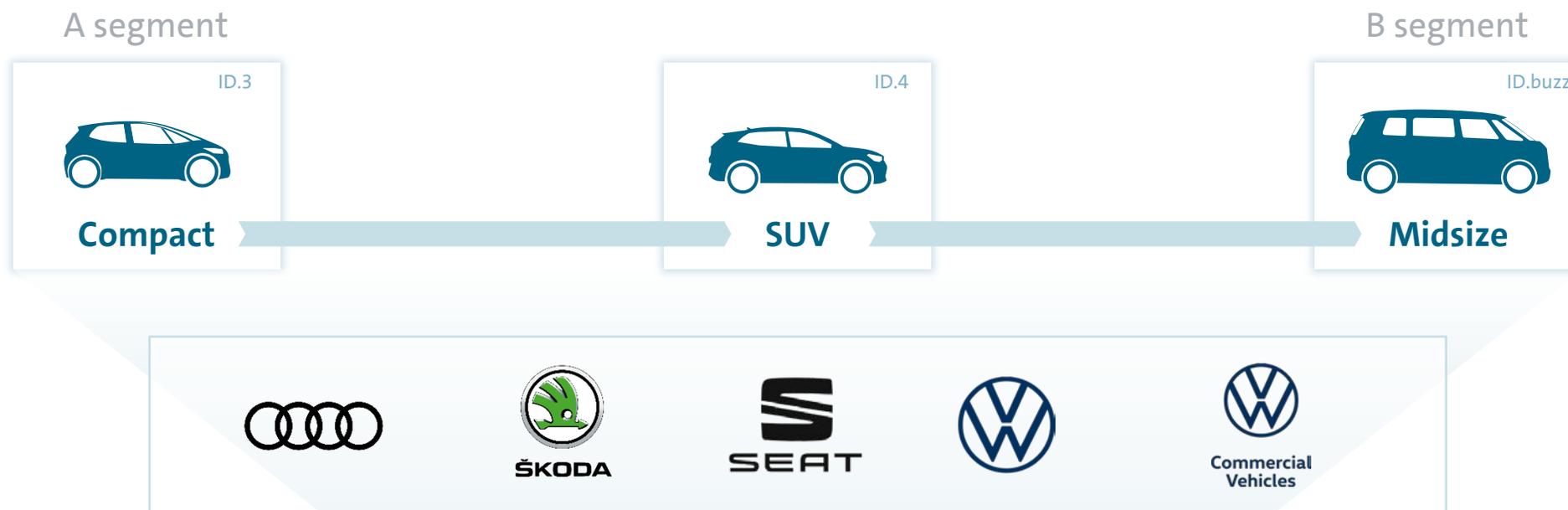
~ 75 New full electric models

~ €333 bn. invest

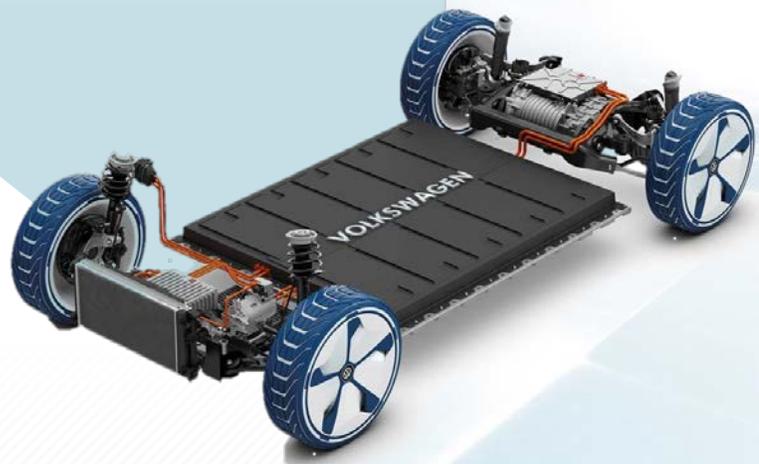
~ 26 m. cars



# The MEB electric platform is the technological and economic backbone of the e-offensive



By **2022**,  
we will be offering  
**pure electric models** in  
all relevant vehicle segments

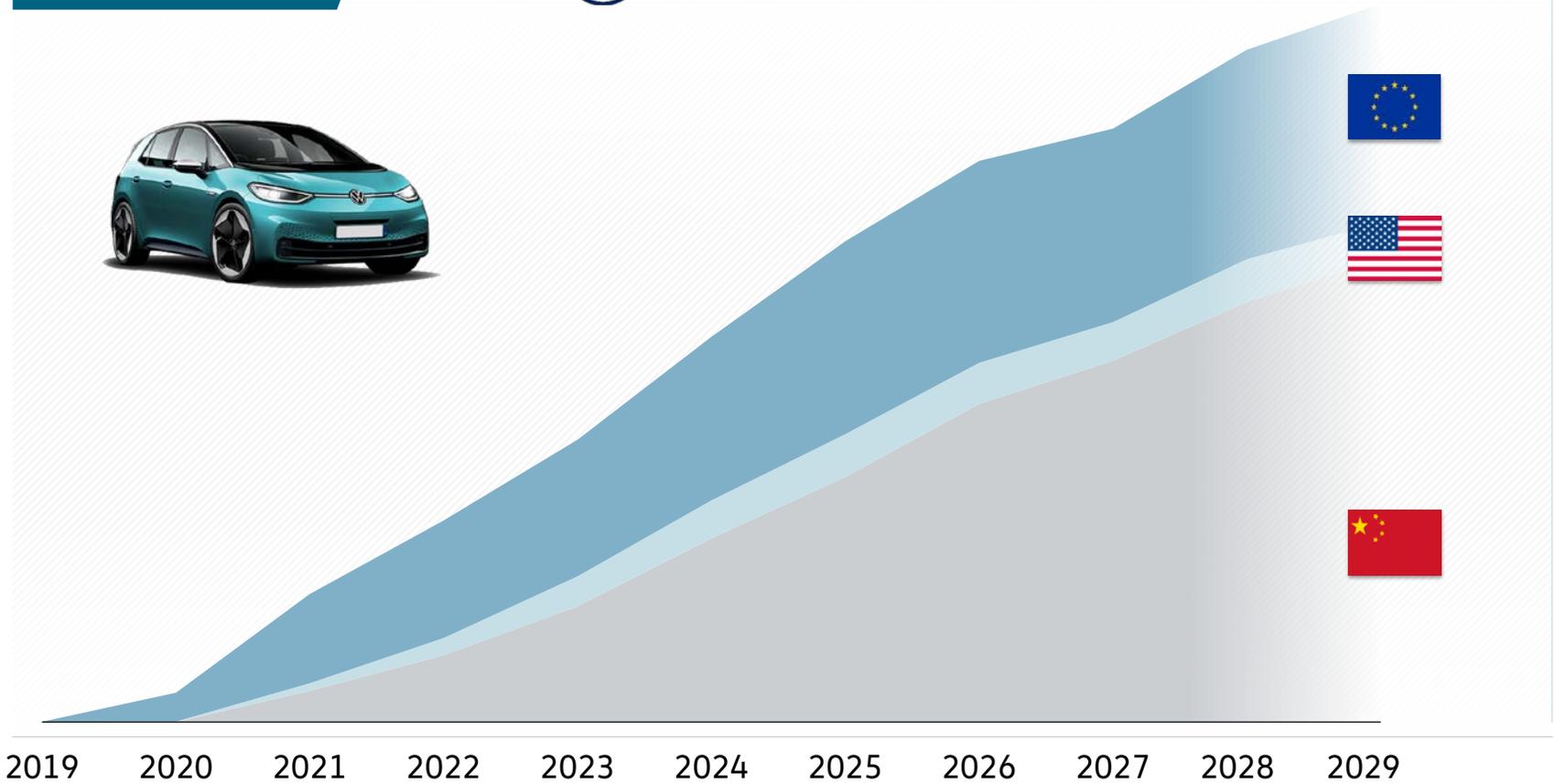




We are planning up to 20 Million MEB-based vehicles in the first wave...

Sales volume

 VW Group



 VW Brand

Fokus 2025

>1.5 Mio.



2025

# We have a successful roadmap 2020

End of 2019



SOP ID.3



Summer



Media Drive ID.3



Summer



VW goes electric



Summer



Market start ID.3



Market start We Ecosystem



2020

Internal test fleet ID.3



Spring

Market start ID.Charger



Spring

Virtual SOP ID.4



Summer

World premiere ID.4



Autumn

Market start ID.4



Autumn

SOPs China

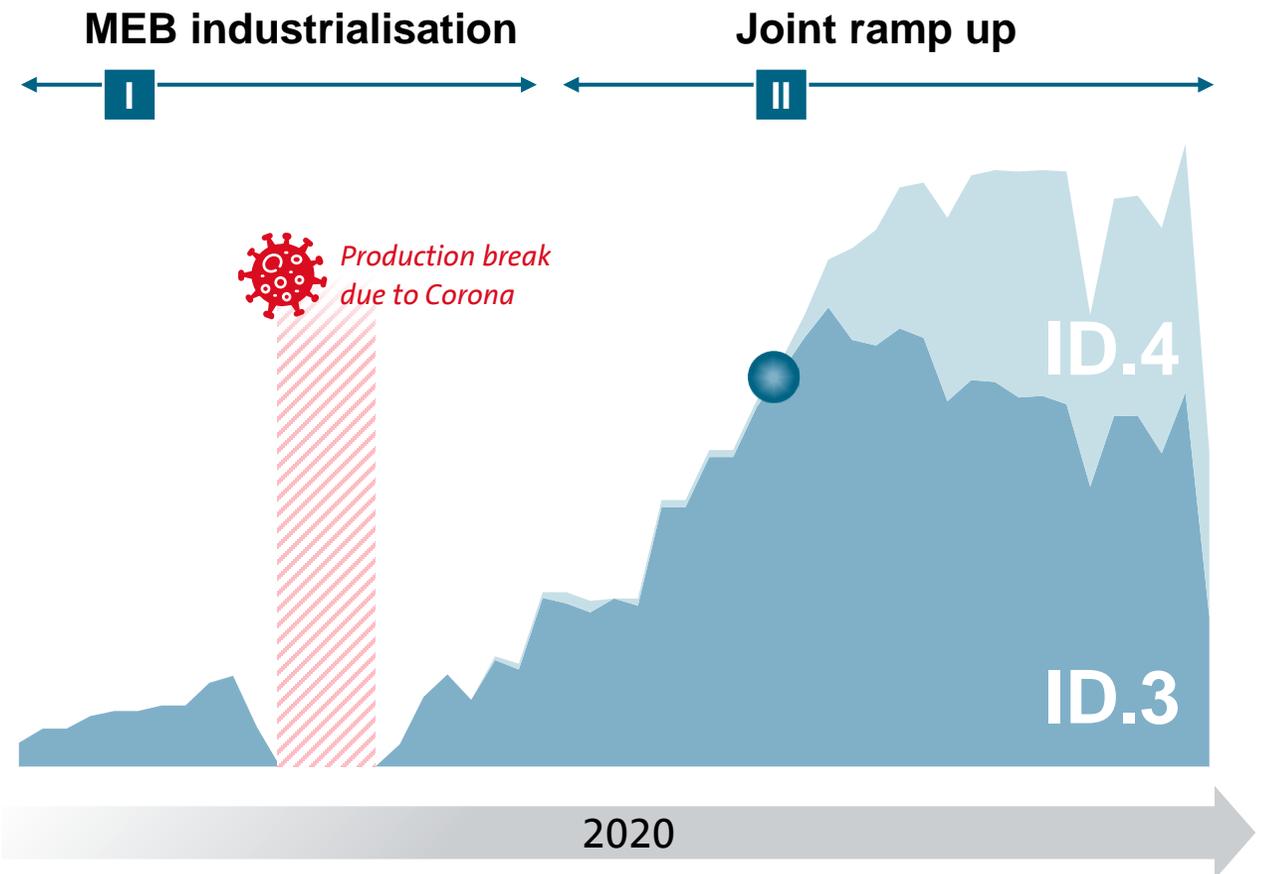


End of 2020

# The production of the ID.-family is ramping up as scheduled



## Production volume



# Starting in Zwickau – the MEB factories scale up world wide



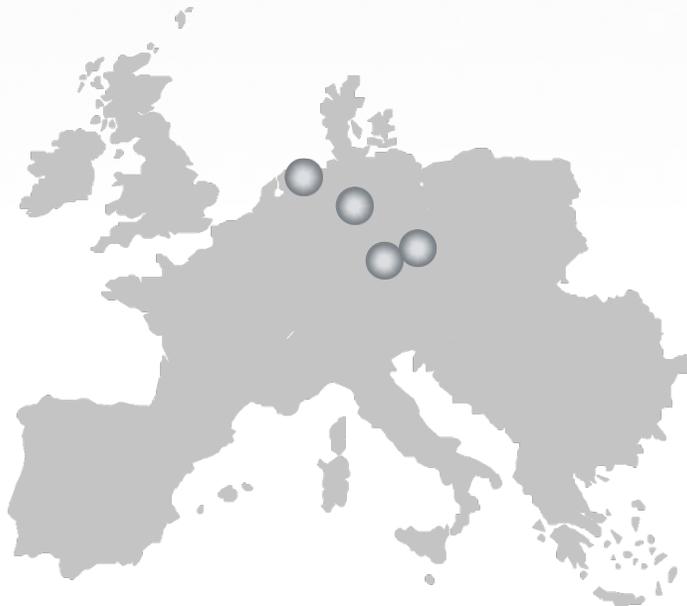
## North America



**Chattanooga:**  
SOP 2022



## Europe



**Zwickau:**  
SOP 2019

**Dresden:**  
SOP 2020

**Emden:**  
SOP 2022

**Hannover:**  
SOP 2022



## China



**Anting:**  
SOP 2020

**Foshan:**  
SOP 2020

SOP = Start of Production

15.09.2020

# In our MEB portfolio we enlarge our synergy approach “inside the brand”

Platform  
synergy



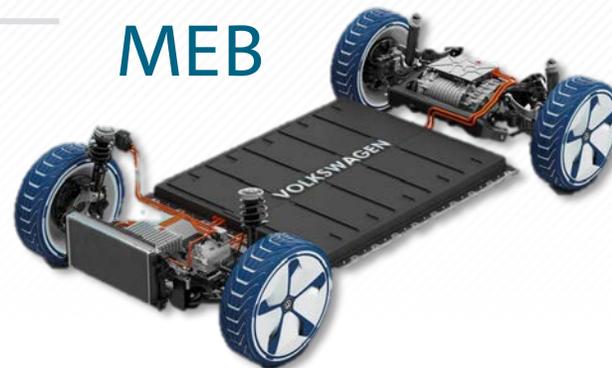
VW ID.3



VW ID.4

*next to come...*

MEB



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

## Synergy in top hats

Platform  
synergy



VW ID.3

*Cupra el Born*

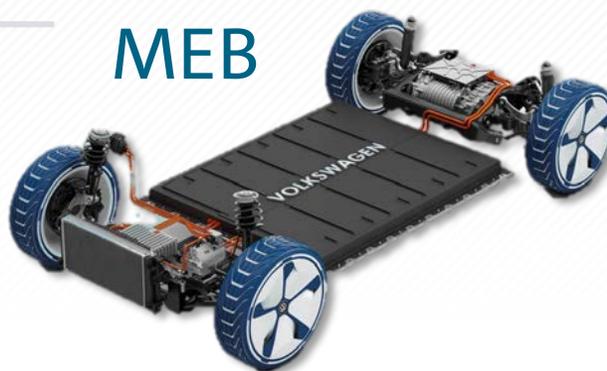


VW ID.4

*Skoda Enyaq Audi Q4 e-tron*



MEB



## Holistic Battery-Strategy: Building competencies and further cooperations

### Supplier



- 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

northvolt®

- 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



Gotion

- Volkswagen will acquire a 26% stake of **Gotion High-Tech** for around €1 bn
- Secure future demand for **batteries for Chinese e-models**
- Planned to complete the deal by the end of 2020



- 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 launched the charging ecosystem in parallel to the ID.3



*Charging @Home*  
**ID. Charger**



*Charging @Public*  
**We Charge**



*Charging @Highway*  
**IONITY**

# The battery will be used in 2<sup>nd</sup> life applications outside the car, relevant parts of the value creation process and recycling are in-house



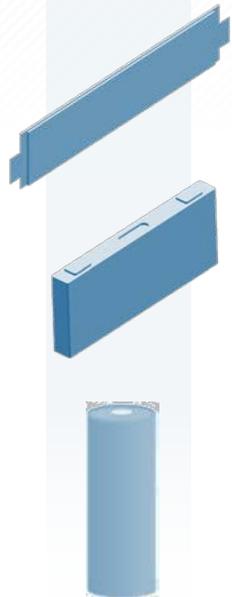
Cell assembly

Battery system

1<sup>st</sup> Life

2<sup>nd</sup> Life

Recycling



Segmentation

Shredder

Dryer

Sifter

Fraction-separation

