

Bank of America European Autos & Future Car Virtual Conference 2023

Volkswagen Financial Services | Dr. Christian Dahlheim

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. All figures are rounded, so minor discrepancies may arise from addition of these amounts.

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 2023.

Any changes in significant parameters relating to our key sales markets, or any significant shifts in exchange rates, energy and other commodities or the supply with parts relevant to the Volkswagen Group will have a corresponding effect on the development of our business. In addition, there may also 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.

We do not update forward-looking statements retrospectively. Such statements are valid on the date of publication and can be superseded.

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

Under the brand "Volkswagen Financial Services – the key to mobility" the subsidiaries of Volkswagen Financial Services AG as well as its sister company Volkswagen Bank GmbH render various services under the joint brand "Volkswagen Financial Services". Such services are banking services (through Volkswagen Bank GmbH), leasing services (through Volkswagen Leasing GmbH), insurance services (through Volkswagen Versicherung AG, Volkswagen Autoversicherung AG) as well as mobility services (inter alia through Volkswagen Leasing GmbH). In addition, insurance products of other providers are offered.

Roadmap for mobility platform

- via Volkswagen Group
- via EMG
- via 3rd party

From minutes ...

ONE FLEET¹

... to years



Micro



Hail / Pool



Share



Rent



Subscribe



Lease



Finance



Brands as face to the customer



Integrated mobility platform as backbone for B2B & B2C



ONE FLEET¹ operated by EMG

1. Target picture, including vehicles of competitors, referring to subscription & rental; fleet usage for share & hail/pool

Customers and mobility providers each have two core needs

Customers

“ I would like to get from A to B now / soon.



“ We are looking for our next car (or our next mobility flatrate).



Mobility providers

“ We want to optimize the utilization of our fleet.



“ We need to optimize the vehicle lifetime value.



A mobility platform is not just an app for end customers
– it's much more!



Customer Front-Ends
„Vehicle on Demand“

Mobility
platform



Vehicle lifetime management



Refinancing



Fleet management

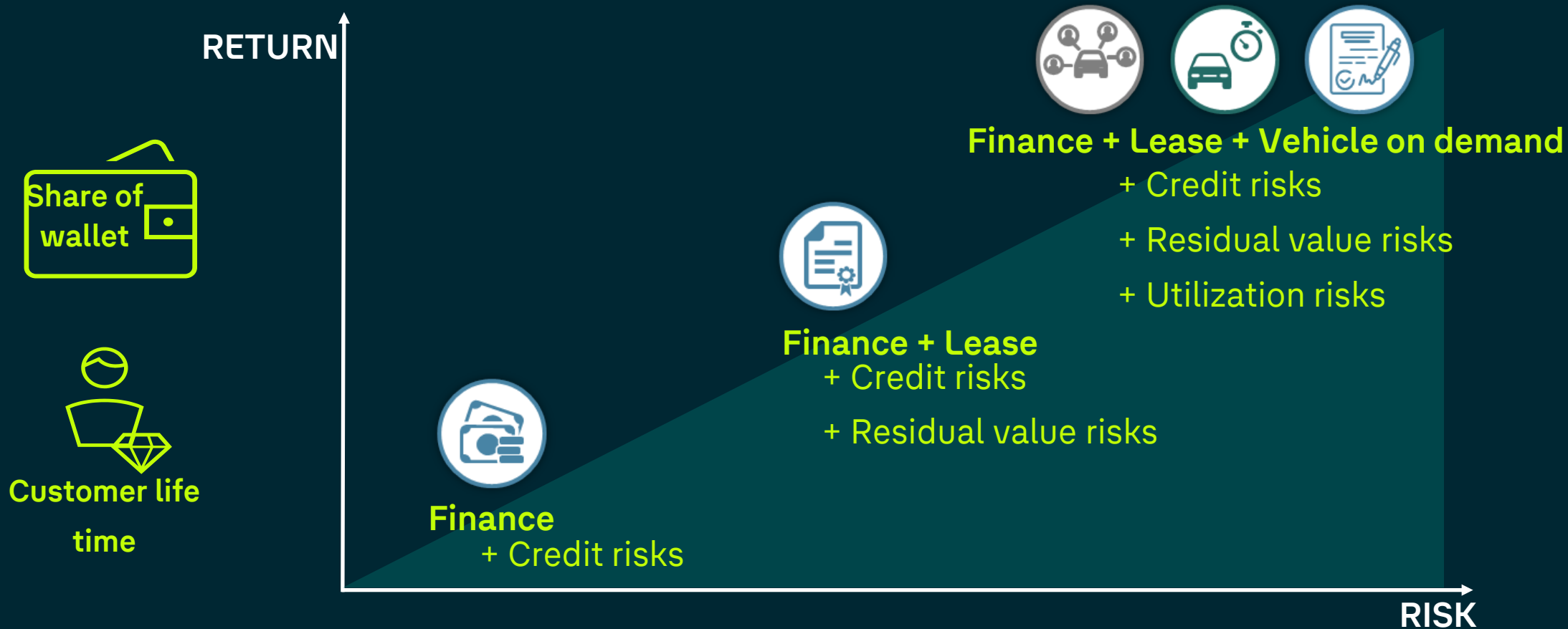


Residual value management & car data
analytics



Remarketing platform

Our mobility platform needs to consider a trade-off between risks and returns



VOLKSWAGEN
FINANCIAL SERVICES
THE KEY TO MOBILITY



together delivering branded solutions on one platform

Target picture for optimized refinancing strategy

Unchanged reporting structure of segment Volkswagen Financial Services

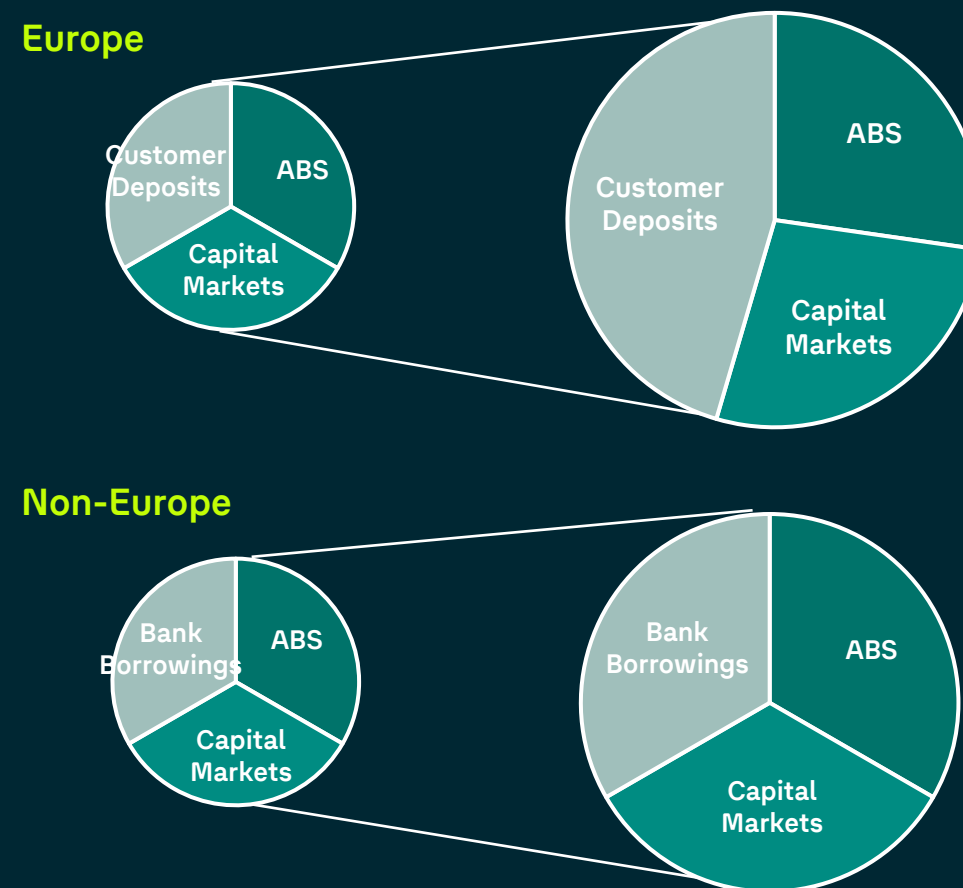
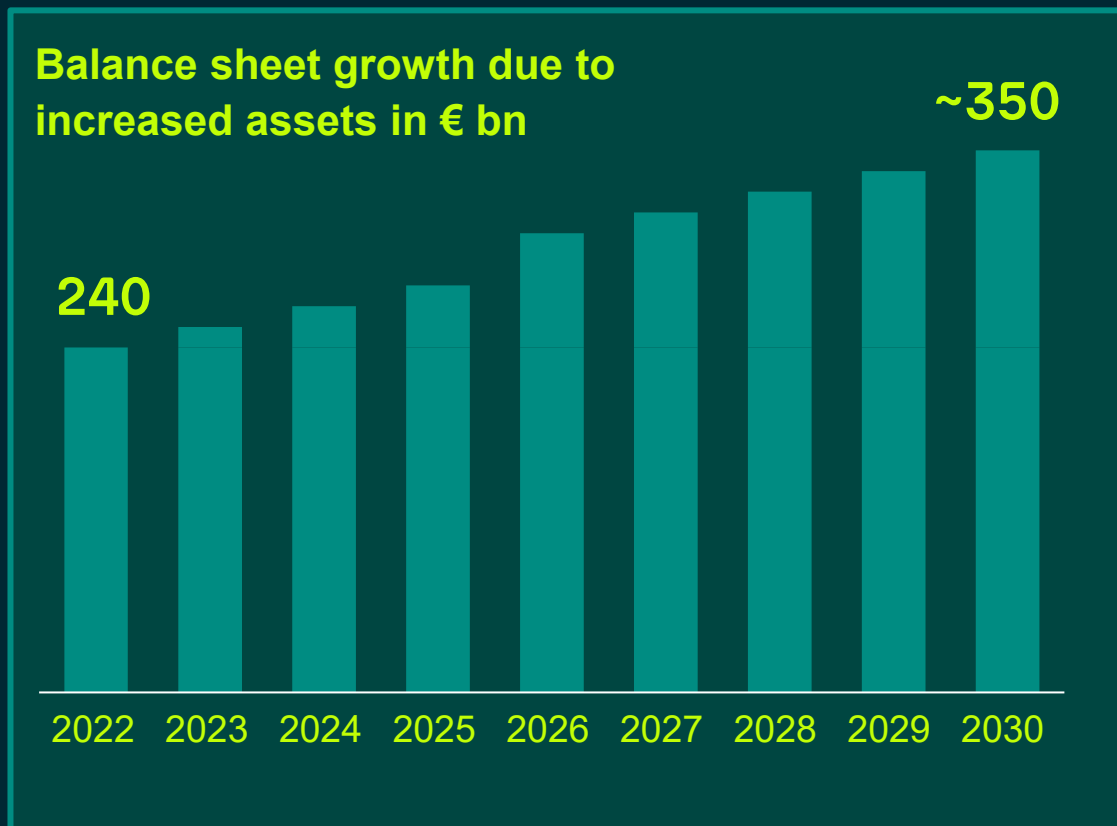


- Usage of VW Bank's customer deposits to fund the planned growth path of the European business
- Sustainable group setup and governance structures, considering the changing regulatory environment
- Equity base of Volkswagen Financial Services sufficient even in the new structure
- Implementation of main steps planned until mid 2024

Strong business growth needs a strong refinancing strategy

Core element is the increase of customer deposits in Europe

Strategic Funding Mix of Volkswagen Financial Services



VW Financial Services Division supporting stability & enabling future profit pools

H1/2023: VW FS Performance

Financial ambition

21.7

Contracts (in #m units)
Jun 2023

0.31%

Credit loss ratio
Jan – Jun 2023

~€4bn

Operating profit
Mid-term

€2.2bn

Operating result¹
Jan – Jun 2023

13.3%

Return on equity²
Jan – Jun 2023

>€5bn

Operating profit
Strategic Target

1. Volkswagen Financial Services Division (including Scania FS and Porsche Holding). | 2. Calculated on basis of normalized 8% equity ratio.