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.

If any of these or other risks occur, or if the assumptions underlying any of these statements prove incorrect, the actual results may significantly differ from those expressed or implied by such statements.

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 Such statements are valid on the date of publication and can be superseded.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.
Volkswagen Group – Leveraging the strength of the three pillars

<table>
<thead>
<tr>
<th>Automotive Division</th>
<th>Financial Services Division</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passenger Cars</td>
<td>Volkswagen Financial Services</td>
</tr>
<tr>
<td>Commercial Vehicles / Power Engineering</td>
<td>Financial Services USA / Canada / Spain</td>
</tr>
<tr>
<td></td>
<td>Incl. Porsche Financial Services</td>
</tr>
<tr>
<td>Remaining companies</td>
<td>Scania Financial Services</td>
</tr>
<tr>
<td></td>
<td>Porsche Holding Financial Services</td>
</tr>
</tbody>
</table>
Volkswagen Financial Services AG at a Glance (12/31/2016)

<table>
<thead>
<tr>
<th>Worldwide presence</th>
<th>Key company figures</th>
<th>Business Volume* € 105.3 bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volkswagen Financial Services conducts business in 49 countries</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Total assets</th>
<th>€ 130.1 bn</th>
<th>Equity</th>
<th>€ 16.95 bn</th>
<th>Customer deposits</th>
<th>€ 36.1 bn</th>
<th>Operating profit</th>
<th>€ 1.6 bn</th>
<th>Employees</th>
<th>11,819</th>
<th>Contracts (units)</th>
<th>13.2 m</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leasing</td>
<td>€ 36.69 bn</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Credit</td>
<td>€ 53.97 bn</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dealer financing</td>
<td>€ 14.64 bn</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

*Receivables + Leased Assets
Operating Income Volkswagen Financial Services AG
Contract portfolio Volkswagen Financial Services AG

Continuous portfolio expansion

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>6,028</td>
<td>6,852</td>
<td>8,848</td>
<td>12,081</td>
<td>13,244</td>
</tr>
<tr>
<td>Europe (excl. Germany)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Latin America</td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Asia Pacific</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other companies</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Credit</td>
<td>5,045</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Leasing</td>
<td>1,964</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Insurance/Services</td>
<td>6,234</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

13.2 m contracts

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>46%</td>
</tr>
<tr>
<td>Europe (excl. Germany)</td>
<td>33%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>11%</td>
</tr>
<tr>
<td>Latin America</td>
<td>9%</td>
</tr>
<tr>
<td>Other companies</td>
<td>1%</td>
</tr>
<tr>
<td>Other countries</td>
<td>11%</td>
</tr>
</tbody>
</table>
We offer the whole range of services under one roof*

*Displayed portfolio depends on the market; products offered or mediated by different operative subsidiaries.
Strong Benefits for Automotive through Captive Equipment

- **+ 43%**
  - Decision to buy a better equipped car due to the attractive finance offer

- **100%**
  - Cash Payer

- **143%**
  - Captive Customer

Turnover

- **+ 25%**
  - Length of ownership (years)

- **5.9**
  - Cash Payer

- **4.4**
  - Captive Customer

Brand Loyalty

- **+ 37%**
  - Switch to Competitor

- **54%**
  - Cash Payer

- **37%**
  - Captive Customer

- **46%**
  - Stay Loyal

- **63%**

Source: AKA – Automobilbanken 2016, Study of puls Marktforschung GmbH

F | Frank Fiedler | Meeting Citi | 11.05.2017
Penetration Volkswagen Financial Services AG

Rising penetration rates

<table>
<thead>
<tr>
<th>Year</th>
<th>w/o China</th>
<th>with China</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>38.9%</td>
<td>24.3%</td>
</tr>
<tr>
<td>2013</td>
<td>42.7%</td>
<td>25.8%</td>
</tr>
<tr>
<td>2014</td>
<td>42.9%</td>
<td>28.0%</td>
</tr>
<tr>
<td>2015</td>
<td>45.9%</td>
<td>28.3%</td>
</tr>
<tr>
<td>2016</td>
<td>46.1%</td>
<td>30.0%</td>
</tr>
</tbody>
</table>
Creating Value
Integrating Automotive and Financial Services

Improving Customer Loyalty
Maximizing Profit Potential

Automotive Mobility
Research & Development
Procurement
Production
Sales
After Sales

Financial Mobility
Dealer Financing
Credit/Leasing
Insurance
Services

Total Mobility
Funding structure Volkswagen Financial Services AG*

As of 30 September 2015

Total € 114.6 bn

- Customer Deposits: € 29.3 bn (26%)
- Liabilities to affiliated companies: € 10.2 bn (9%)
- Equity: € 13.4 bn (11.7%)
- Asset Backed Securitization: € 15.3 bn (13.4%)
- Bonds issued: € 25.1 bn (21.9%)
- Commercial Paper: € 3.4 bn (3%)
- Others: € 5.9 bn (5.1%)

As of 31 December 2016

Total € 130.1 bn

- Customer Deposits: € 36.1 bn (27.8%)
- Liabilities to affiliated companies: € 9.4 bn (7.3%)
- Equity: € 17 bn (13%)
- Asset Backed Securitization: € 18.8 bn (14.4%)
- Bonds issued: € 19.4 bn (14.9%)
- Commercial Paper: € 4.4 bn (3.4%)
- Others: € 8 bn (6.1%)

* strategic funding allocation

as of 30 September 2015

as of 31 December 2016
Risk management

- **Credit Risk**
  - Risk of loss through defaults in customer transactions
  - Portfolio Structure:
    - Retail 73% / Corporate 27%
  - Assessment of creditworthiness of customers with scoring (in retail business) and rating systems (corporate).

- **Residual Value**
  - Residual values are monitored closely
  - Regular adjustment to the current market situation for new business
  - Completely covered by provisions and equity according to IAS 36.

* Shareholder Risk + Issuer Risk + Counterparty Risk + Liquidity Risk + Risks of MAN FS subsidiaries and lump sum for non-quantified Risk: Strategic Risk, Reputational Risk
Development of residual values in EU5

<table>
<thead>
<tr>
<th>Country</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>Still no significant impact with respect to emissions issue, neither at Volkswagen group nor at other OEMs. Diesel residual value development still in normal range.</td>
</tr>
<tr>
<td>France</td>
<td>No significant residual value impact in UK by emission issue.</td>
</tr>
<tr>
<td>UK</td>
<td>Development of Diesel residual values within the normal range. Market share of Diesel cars is decreasing.</td>
</tr>
<tr>
<td>Italy</td>
<td>Used car market stable, but overall low residual value level in comparison with other European markets. Slightly increasing residual value level in the coming years expected.</td>
</tr>
<tr>
<td>Spain</td>
<td>Diesel residual value development within the normal range.</td>
</tr>
</tbody>
</table>

In 2016, there was no direct impact on residual values of used vehicles from the Diesel Issue in Europe. The markets in Germany, France, UK, Italy and Spain moved within their usual bandwidths.
Volkswagen Financial Services AG – Credit risks

Credit risk remains at low level despite challenging market environment

Total Provision Ratio according to IAS 39 = total provisions in proportion to the total receivables’ volume at reporting date

Dynamic Loss Ratio = drawings on provisions including direct write-offs relative to the average volume of receivables (last four quarters)
Worldwide Capital Market Activities

- **VW FS Japan**
  - JPY 60 bn ECP Program
- **VW Finance (China)**
  - Domestic RMB Bond Issuances
- **VW FS Korea**
  - Domestic KRW Bond Issuances
- **VW FS Group**
  - € 5 bn CP Program
  - € 25 bn Debt Issuance Program
- **VW Bank**
  - € 2.5 bn CP Program
  - € 10 bn Debt Issuance Program
- **VW Bank Polska**
  - PLN 3 bn Debt Instrument Issuance Program
- **VW Bank Russia**
  - Domestic 100bn RUB Bond Program
- **VW FS Australia**
  - AUD 3 bn Debt Issuance Program
- **VW FS Mexico**
  - MXN 20 bn Dual Program*
- **VW Bank Mexico**
  - MXN 7 bn Debt Issuance Program
- **VDF Turkey**
  - Domestic TRY Bond Issuances
- **Banco VW Brazil**
  - Domestic Letra Financeira
- **VW FS India**
  - Domestic INR CP + Bond Issuances
- **VW FS Japan**
  - Domestic 100bn RUB Bond Program
- **VW FS Korea**
  - Domestic KRW Bond Issuances
- **VW FS Australia**
  - AUD 3 bn Debt Issuance Program

*Dual = CP + Debt Issuance
Worldwide ABS Activities

- DFM
  - DFM Master program

- VW FS UK
  - Driver UK Master

- VW Bank France
  - Driver France program

- VW Finance Spain
  - Driver España program

- Banco VW Brazil
  - Driver Brasil program

- VW Bank / VW Leasing
  - Driver-& VCL- program,
    - VCL Master, Driver Master

- VW FS Japan
  - Driver Japan program

- VW Finance China
  - Driver China program

- VW FS Australia
  - Driver Australia program
WE ARE THE KEY TO MOBILITY

CUSTOMERS
- Satisfied Customers

EMPLOYEES
- Top Employer
- Top Employees

OPERATIONAL EXCELLENCE
- Compliance & Governance
- Process Efficiency
- IT-Excellence

PROFITABILITY
- Total Operating Income
- 20% ROE
- 50% CIR

VOLUME
- 30M Contracts
- 50% Extended Penetration
The world keeps turning | Focus on additional topics

- Digitalisation
- Used Car Business
- Operational Excellence
- Growth Market China
Digitalisation: Our target

Until 2020 all relevant products can be sold online and offline
Project Panda | Objectives

- Reduction of regulatory supervision
- Reduce equity requirements
- Agile for new business models
Outlook

Assuming that margins remain stable in the coming year, the operating profit in fiscal year 2017 would be at least at the level achieved in fiscal year 2015.
Thank You.
Volkswagen Financial Services AG
Gifhorner Str. 57
38112 Braunschweig
Germany