

VOLKSWAGEN FINANCIAL SERVICES

THE KEY TO MOBILITY



The Key to Mobility

Creating Value with Financial Services

Kepler Cheuvreux: European Auto Field Trip – November 2015

Frank Fiedler, CFO Volkswagen Financial Services AG

Disclaimer

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.

Consequently, 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.

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 Such statements are valid on the date of publication and can be superseded.

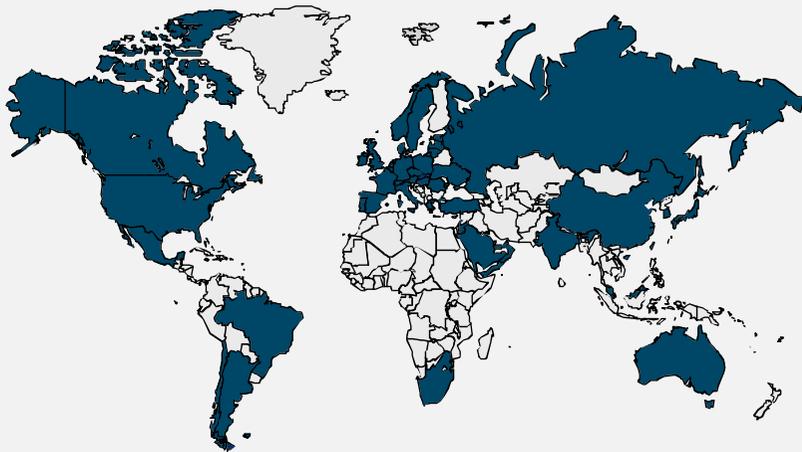
This information does not constitute an offer to exchange or sell or an offer to exchange or buy any securities.

Volkswagen Group – Leveraging the strength of the three pillars

VOLKSWAGEN AKTIENGESELLSCHAFT		
Automotive Division		Financial Services Division
<p>Passenger Cars</p>  <p>Remaining companies</p>	<p>Commercial Vehicles / Power Engineering</p> 	<p>Volkswagen Financial Services</p> <p>VOLKSWAGEN FINANCIAL SERVICES AKTIENGESELLSCHAFT</p> <p>Included: MAN Financial Services</p> <p>Financial Services USA / Canada / Spain / Argentina</p> <p>Scania Financial Services Porsche Holding Financial Services Porsche Financial Services</p>

Volkswagen Financial Services at a Glance (09/30/2015)

Worldwide presence



Volkswagen Financial Services conducts business in **51 countries**

Key company figures

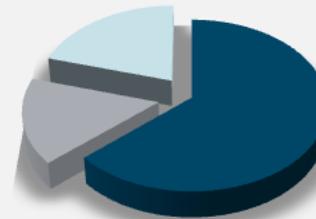
Total assets	€ 148.2 bn
Equity	€ 17.1 bn
Customer deposits	€ 25.3 bn
Operating profit	€ 1.38 bn
Employees	13,321
Contracts (units)	12.8 m

Receivables

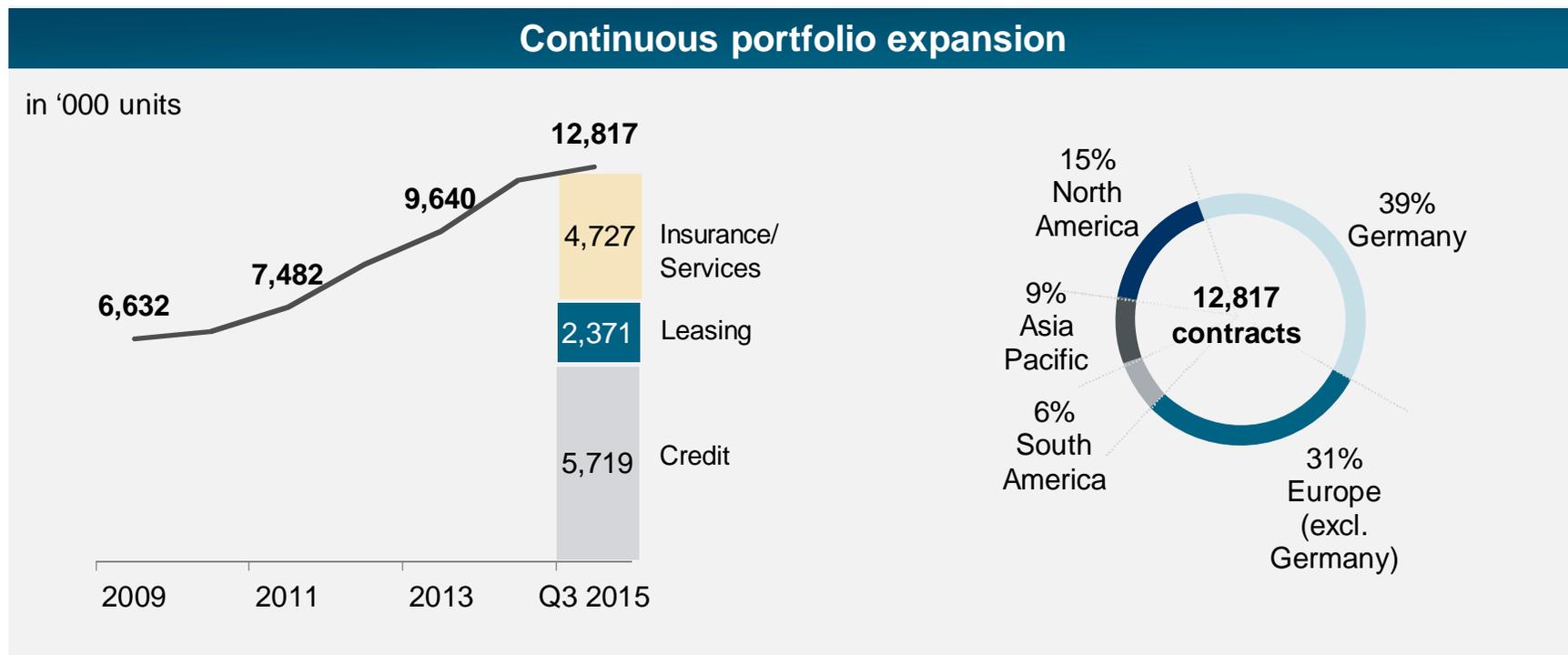
Leasing
20.5 %

Credit
63.4 %

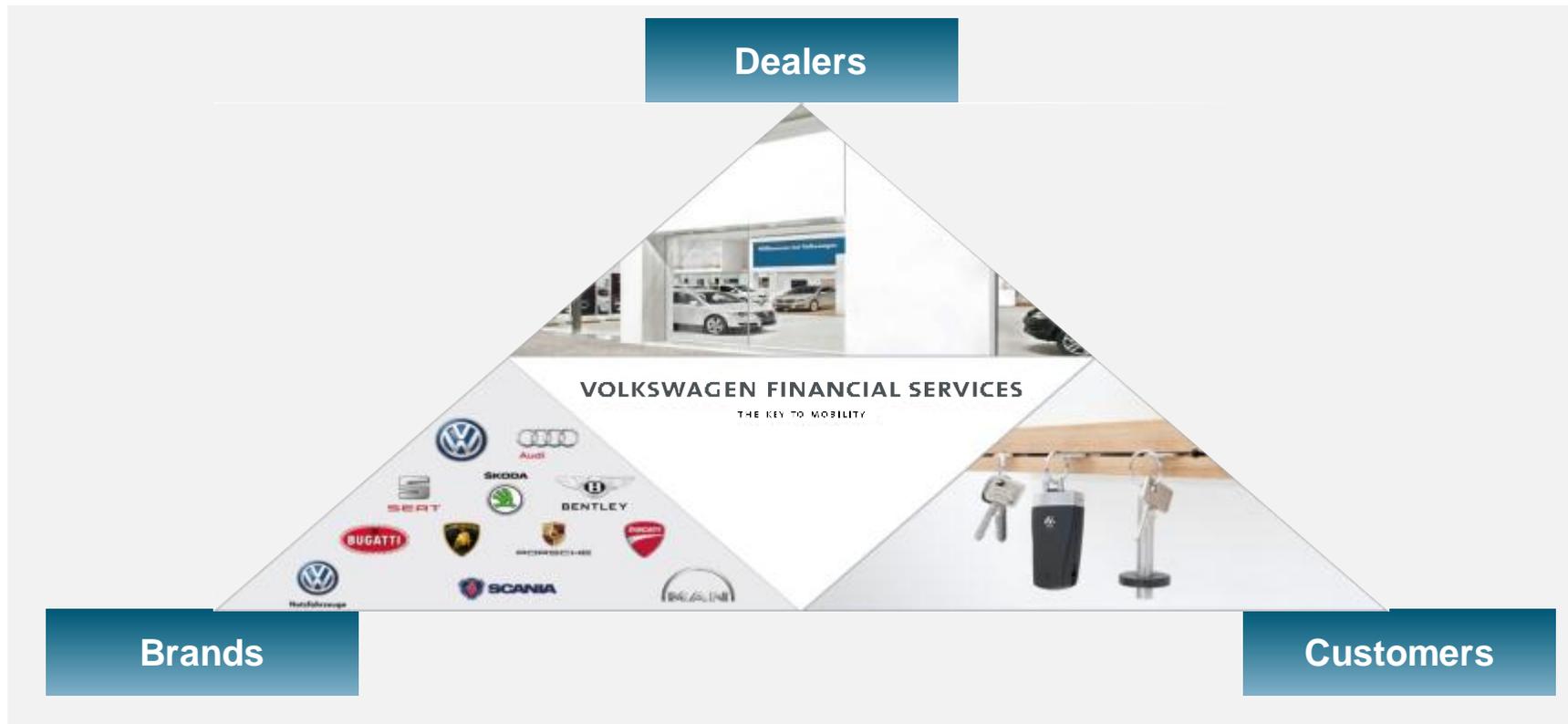
Wholesale
16.1 %



Contract portfolio Volkswagen Financial Services



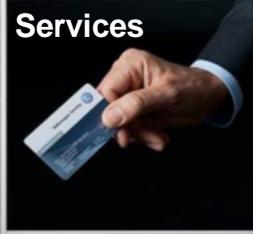
Creating Value



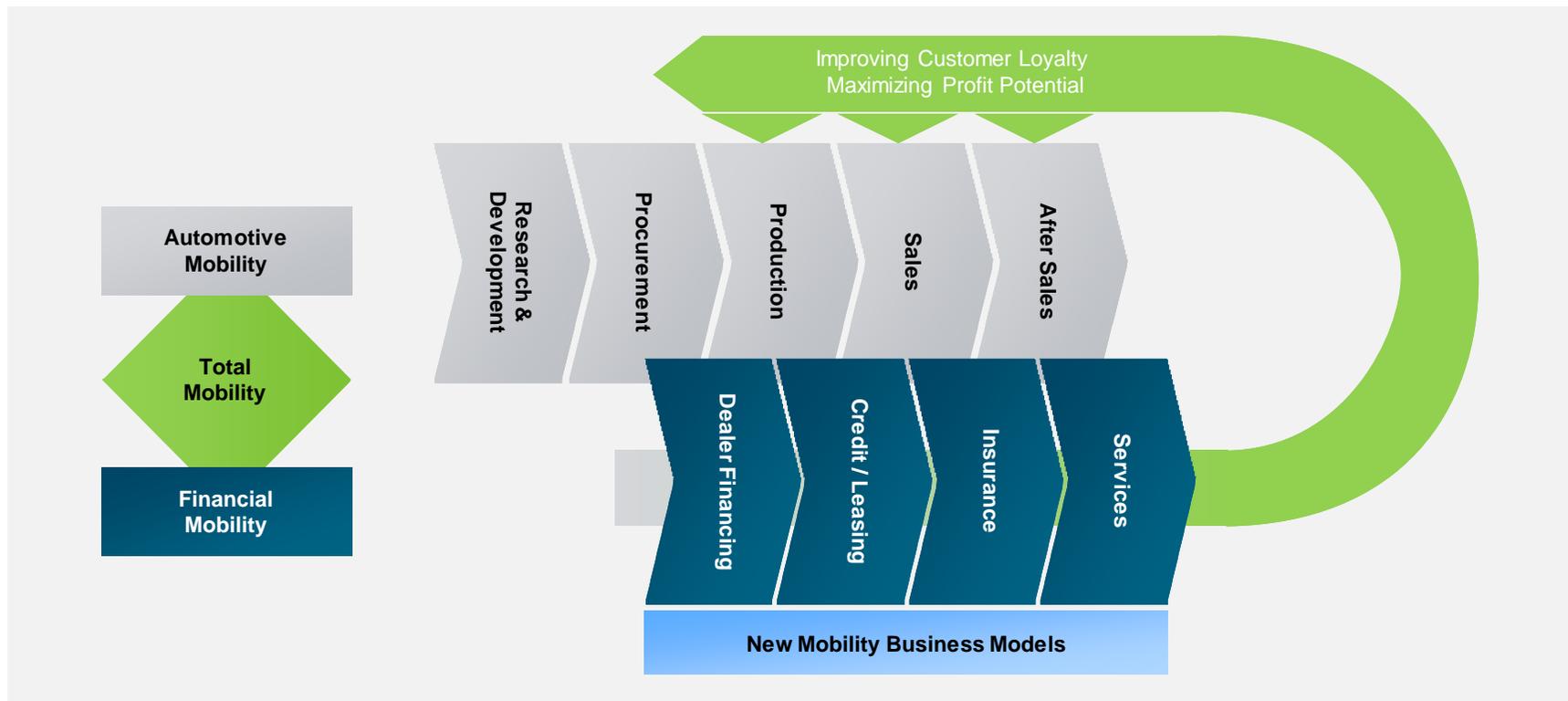
VOLKSWAGEN FINANCIAL SERVICES

THE KEY TO MOBILITY

Volkswagen Financial Services offers the whole range of services under one roof

BANK		LEASING	INSURANCE	MOBILITY	
 <p>Bank</p>	 <p>Direct Bank</p>	 <p>Leasing</p>	 <p>Insurance</p>	 <p>Services</p>	 <p>Rent</p>
<ul style="list-style-type: none">• Retail Finance• Dealer Finance• Factoring	<ul style="list-style-type: none">• Deposits• Instalment Loans• Investment Products	<ul style="list-style-type: none">• Finance Lease• Operating Leasing	<ul style="list-style-type: none">• Automotive• Payment Protection• Industry	<ul style="list-style-type: none">• Fleet Management• Service & Maintenance• Tyres	<ul style="list-style-type: none">• Long-term rent• Short-term rent• Carsharing

Integrating Automotive and Financial Services



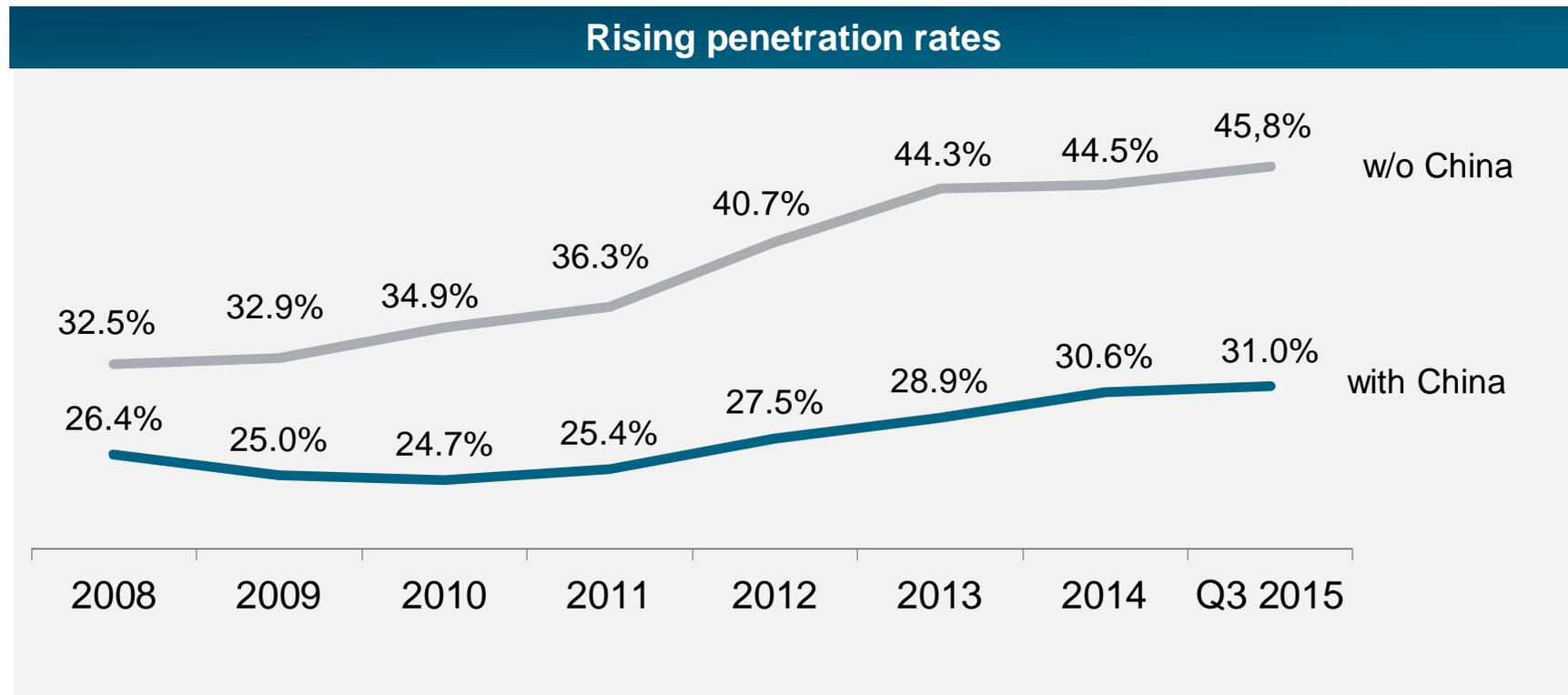
Regain Customer Trust

Audi banks on VWFS

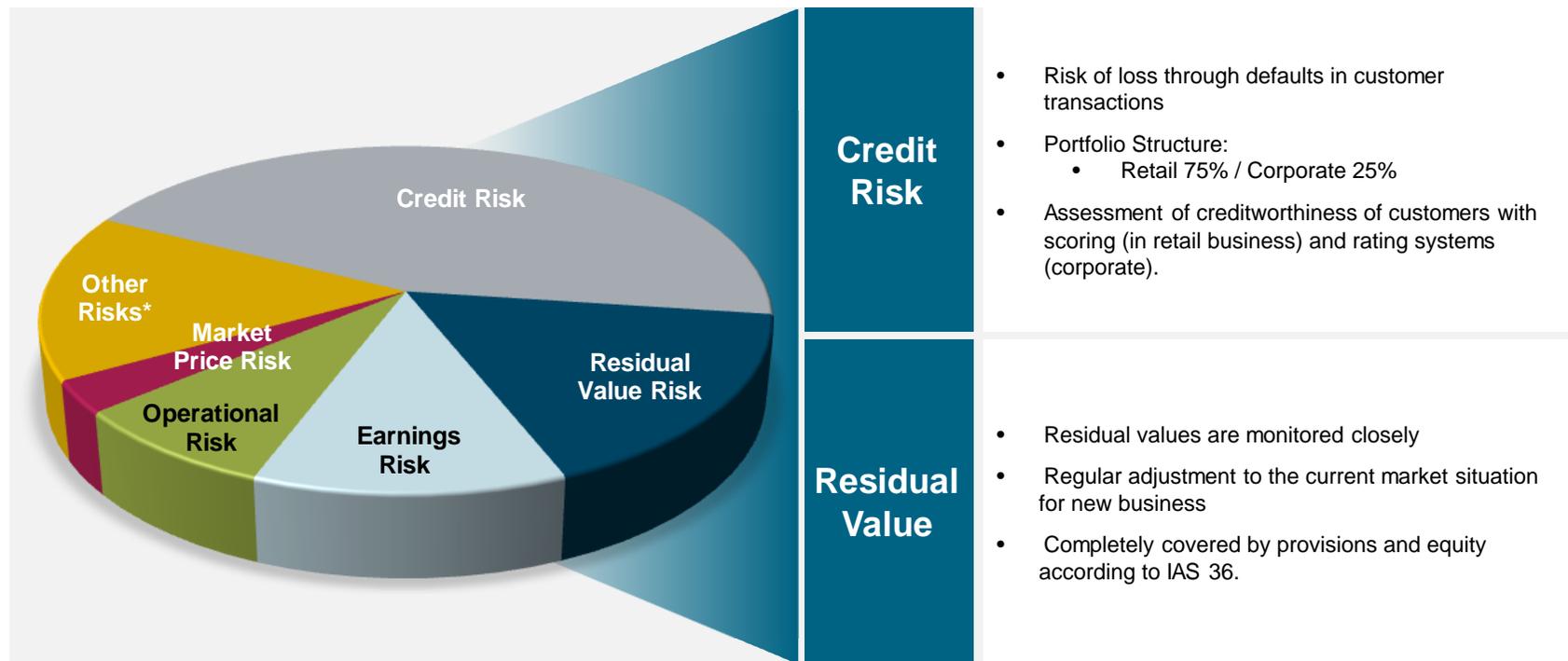
	New Cars			Used Cars Floor Plan
	Private Customers	Small Commercial	Corporate Customers	
Finance / Lease				
Maintenance & Inspection Service				
Service & partial Wear/Tear				
Maintenance & complete Wear/Tear				
Motor Insurance				
Warranty Extension				
Warranty Extension (Brand)				

 Measures can be stepped up when required
 Trust-building measures implemented successfully

Penetration VW FS

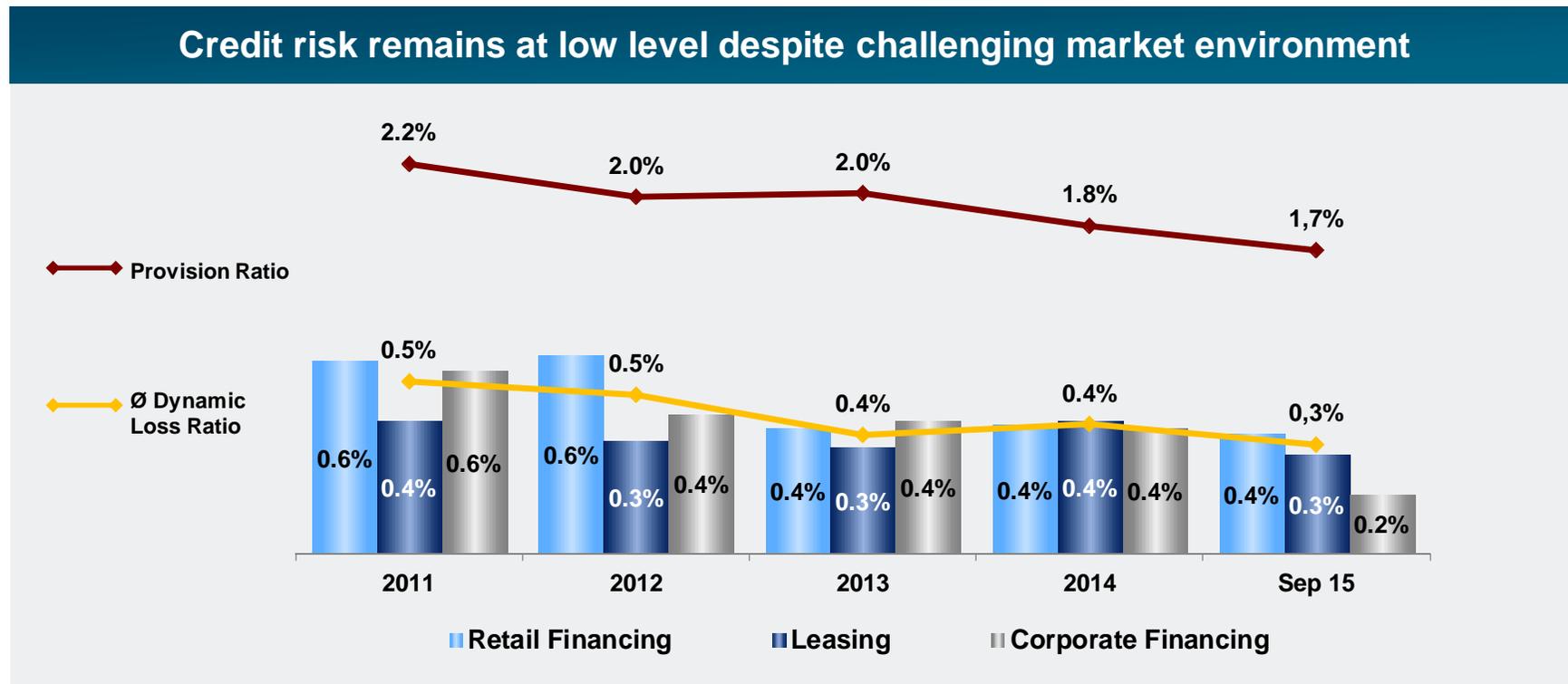


Risk management

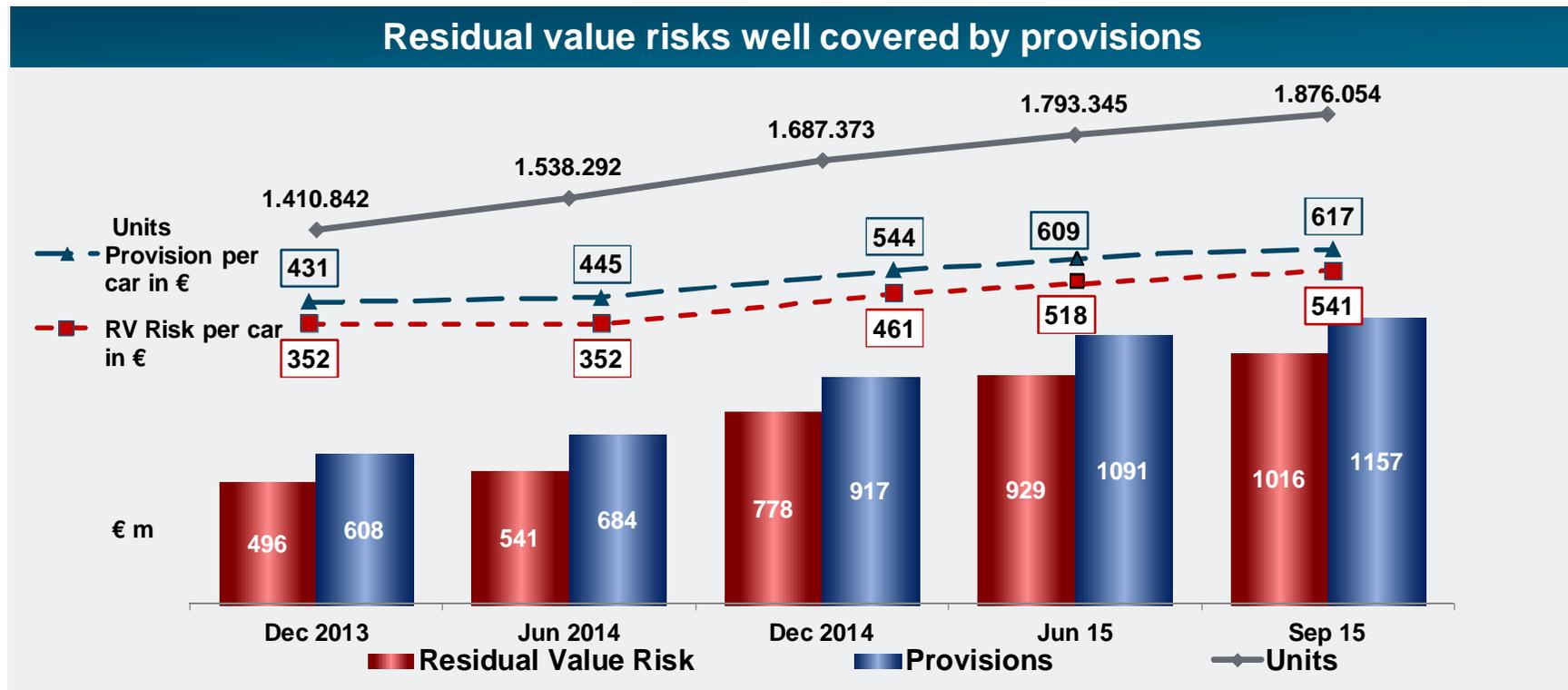


* Shareholder Risk + Issuer Risk + Counterparty Risk + lump sum for non-quantified Risk: Liquidity Risk, Strategic Risk, Reputational Risk

Volkswagen Financial Services – Credit risks

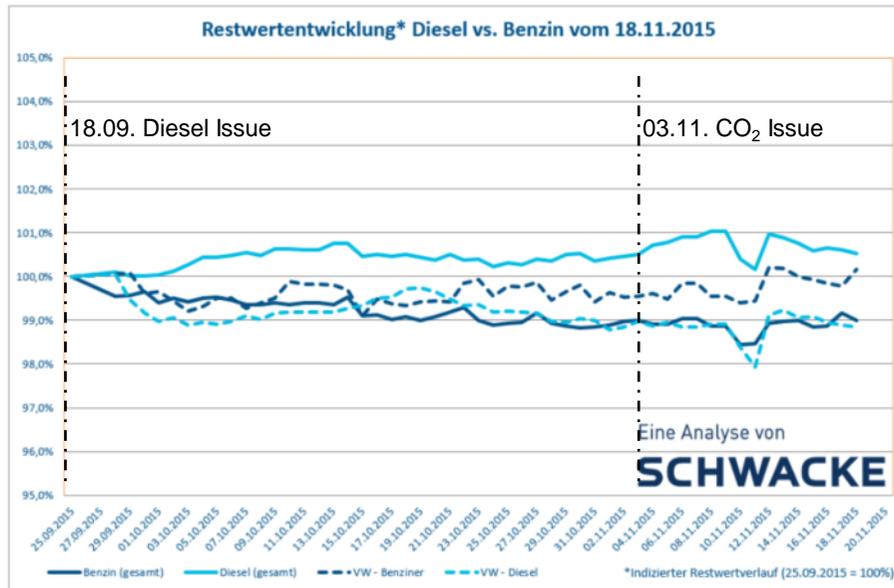


Volkswagen Financial Services – Residual value



Current used car market | Development of used car prices (Germany)

Development of Residual Values - Diesel vs Petrol



Die Grafik zeigt den Index der Restwertentwicklung seit dem 25.09.2015 (in %).

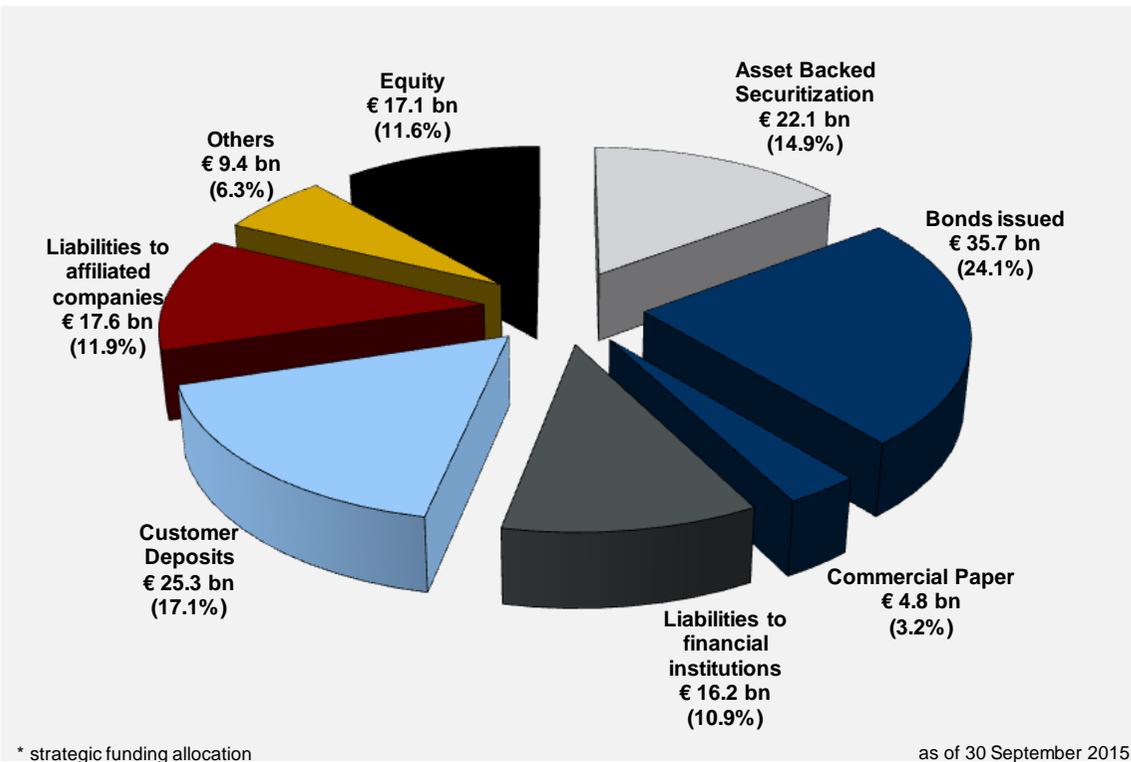
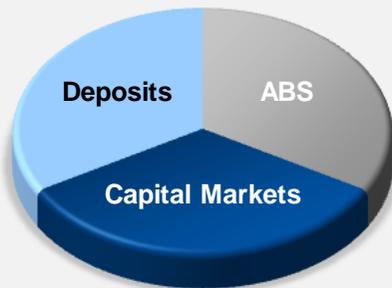
Analysis of current used car market shows no significant impact.

Source: <http://www.schwackepro.de/aktuell> (18th November 2015)

Funding structure Volkswagen Financial Services

Total € 148.2 bn

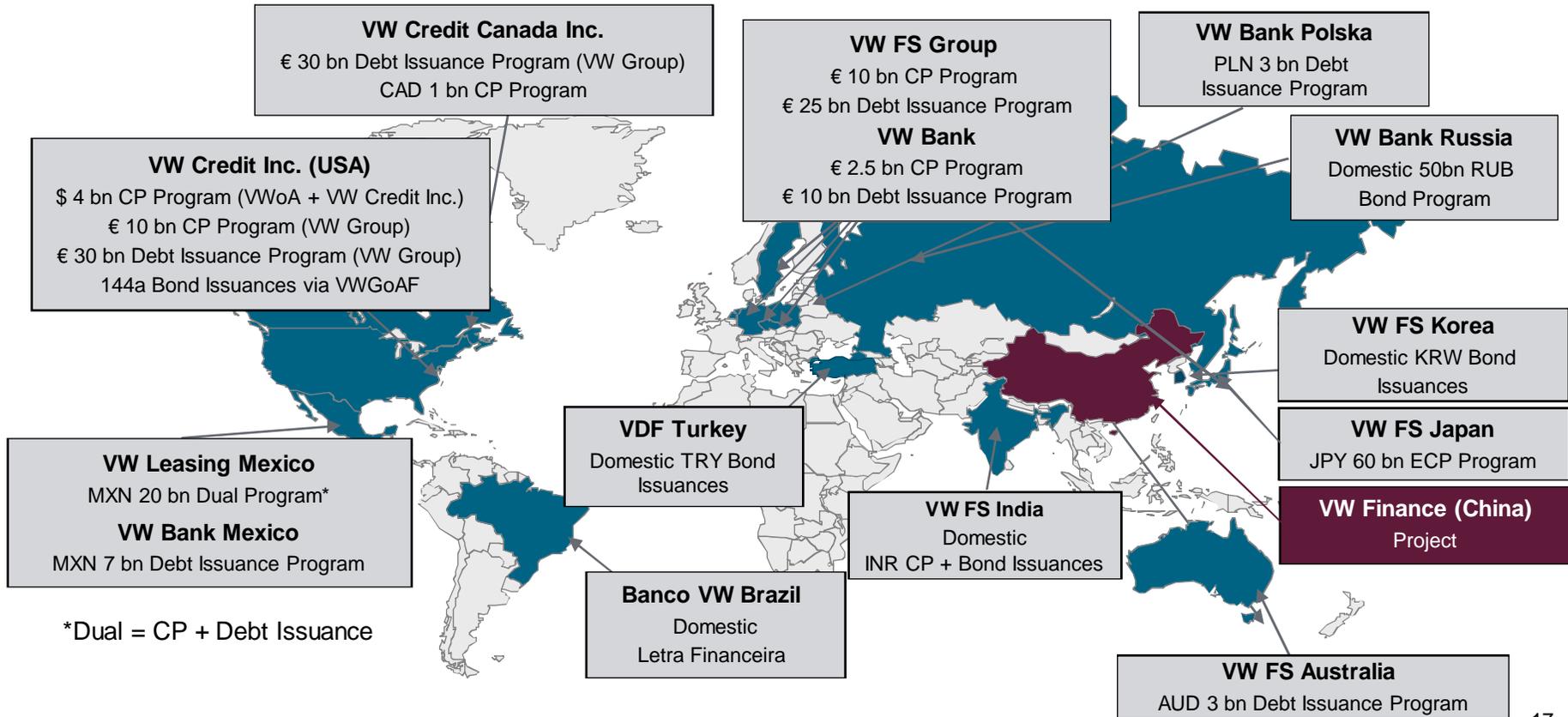
Strategic Funding Sources



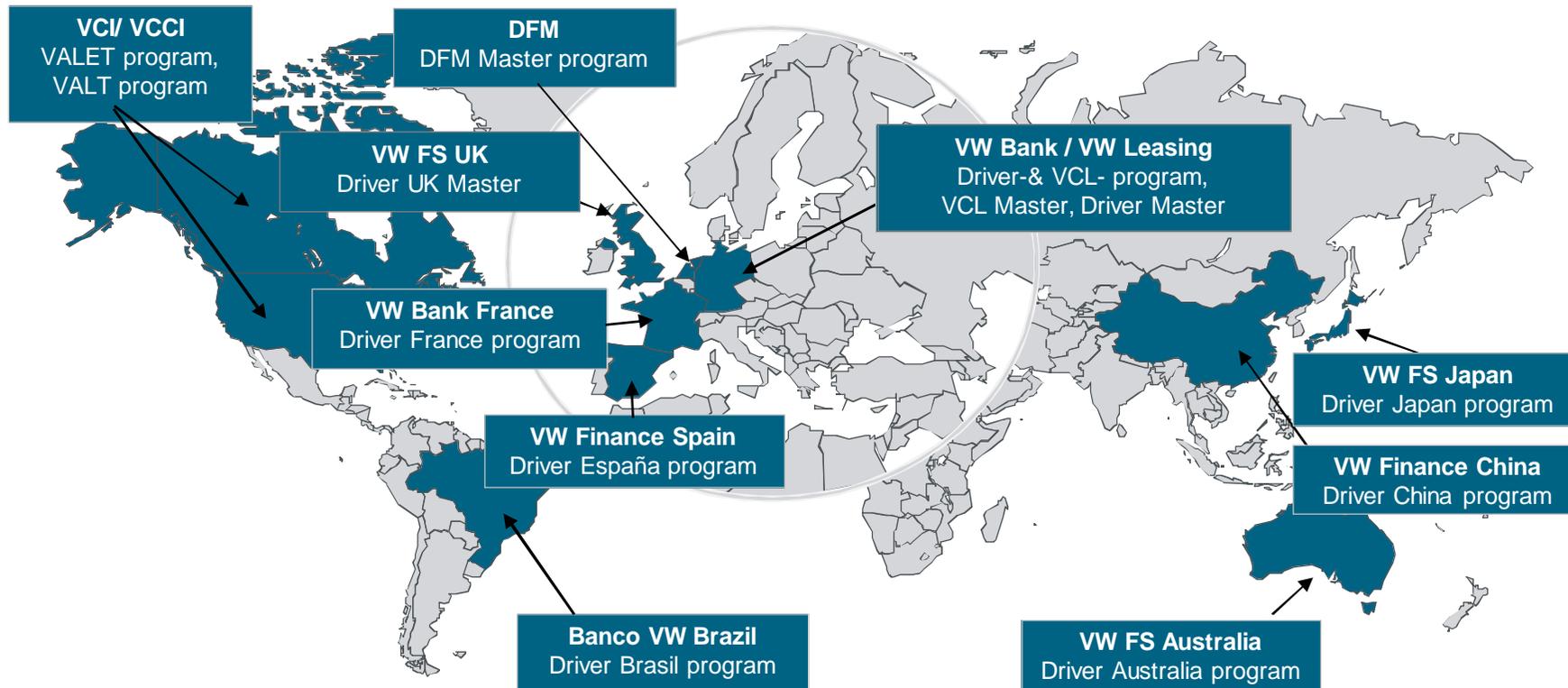
VW FS AG: Development of Customer Deposits in bn Euro



Volkswagen Financial Services' Worldwide Capital Market Activities



VW Financial Services' worldwide ABS activities



Übersicht ABS-Transaktionen

Transaktion	Gesellschaft	Closing-datum	Forderungsvolumen in Mio.	Rating Class A ¹	Rating Class B ¹
Driver UK Master	Volkswagen Financial Services UK Ltd.	25.11.2015	GBP 4.300	AAA/AAA/AAA (S&P/Fitch/DBRS)	A+/A+/A(high) (S&P/Fitch/DBRS)
VCL Master RV C2	Volkswagen Leasing GmbH	25.11.2015	EUR 830	AAA/AAA (S&P/Fitch)	A+/A+ (S&P/Fitch)
Tap-Up Driver Master C1	Volkswagen Bank GmbH	25.11.2015	EUR 381	Aaa/AAA/AAA (Moody's/Fitch/DBRS)	Aa3/A+/A(high) (Moody's/Fitch/DBRS)
Driver Master C6 + C7	Volkswagen Bank GmbH	25.11.2015	EUR 2.100	AAA/AAA (Moody's/DBRS)	Aa3/A(high) (Moody's/DBRS)
VCL 22	Volkswagen Leasing GmbH	25.11.2015	EUR 860	AAA/Aaa/AAA/ AAA/AAA (S&P/Moody's/Fitch/ DBRS/Creditreform)	AA/Aa3/A+/ A(high)/A+ (S&P/Moody's/Fitch/ DBRS/Creditreform)

(1) Structured Finance Ratings

Recent Public DCM and ABS Deals

Capital Market

- VW FS N.V.: 04/2015, GBP 350m, due 04/2020
- VW FS AG: 04/2015, EUR 500m, due 10/2017 & EUR 750m, due 10/2021
- VW FS Korea Limited: 04/2015, KRW 150bn, due 04/2018
- VW Leasing Mexico S.A. de CV: 06/2015, MXN 1,500m, due 06/2019
- VW Leasing GmbH: 08/2015, EUR 750m, due 08/2017 & EUR 750m, due 08/2020
- VW FS Australia Pty. Ltd.: 08/2015, AUD 250m, due 08/2019

Asset-Backed Securities

- Driver 13, Germany: EUR 717m (closing February 2015)
- Driver Japan four: JPY 32bn (closing February 2015)
- Driver Australia two: AUD 463m (closing March 2015)
- VCL 21, Germany: EUR 1,028m (closing May 2015)
- Driver France two: EUR 481m (closing June 2015)
- Driver China two: RMB 1,766m (closing July 2015)
- Driver Master, Germany: EUR 708m (closing July 2015)
- Driver UK three: GBP 453m (closing September 2015)
- Driver España two: EUR 816m (closing September 2015)
- VCL 22, Germany: EUR 857m (closing October 2015)



WE ARE THE KEY TO MOBILITY

VISION

WHAT

HOW

CUSTOMERS

EMPLOYEES

OPERATIONAL EXCELLENCE

PROFITABILITY

VOLUME

STRATEGIC DIMENSIONS

STRATEGIC TARGETS

- Satisfied Customers

- Top Employer
- Top Employees

- Compliance & Governance
- Process Efficiency
- IT-Excellence

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

- 30M Contracts
- 50% Extended Penetration

FS WAY

Corporate Culture

FS Values

Leadership Culture

INTERNATIONAL COLLABORATION

Full Entrepreneurial Autonomy of Countries

Aligned by a Global Approach

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Thank You.

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