

# VOLKSWAGEN FINANCIAL SERVICES

AKTIENGESELLSCHAFT

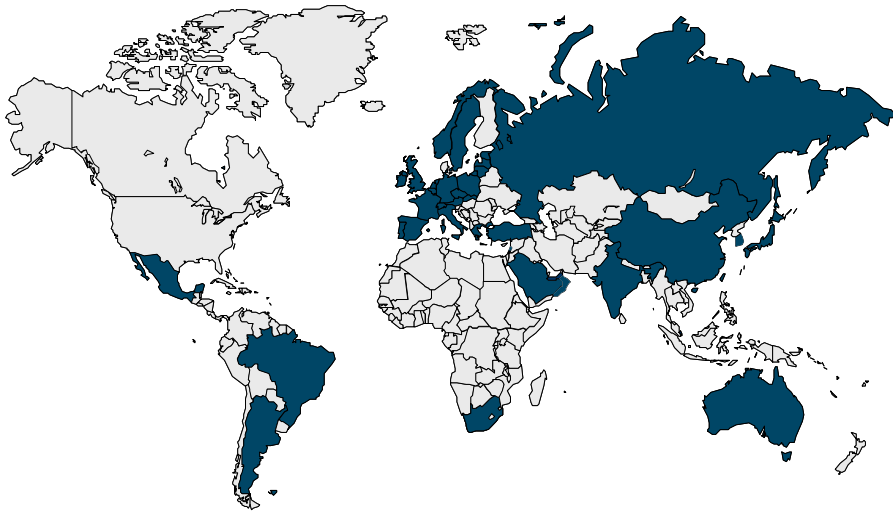


## **Volkswagen Financial Services AG**

Reinhard Fleger, Chief Representative Region China / India / ASEAN,  
Chairman of the Board of Directors, Volkswagen Finance China & Volkswagen New Mobility Services

# Volkswagen Financial Services AG at a glance (06/30/2013)

## Worldwide Presence

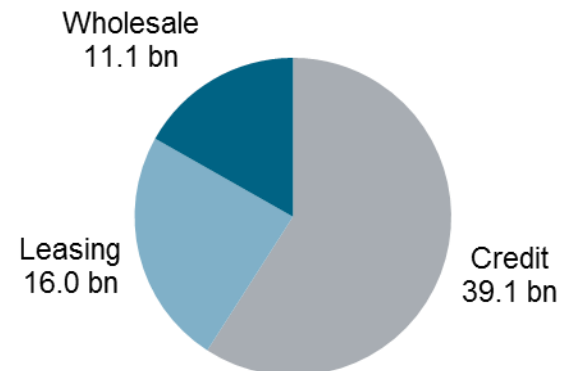


Volkswagen Financial Services AG  
is conducting business in  
**40 countries** worldwide.

## Key Company figures

Total Assets	€ 87.6 bn
Equity	€ 8.5 bn
Customer Deposits	€ 25.6 bn
Operating Profit	€ 484 m
Employees	9,147
Contracts (units)	8.3 m

## Receivables



# A wide product range around the car

## 1. enable „OWNERSHIP“

### Bank

- Retail Finance
- Dealer Finance

### Leasing

- Finance Lease
- Operating Lease

## 2. provide SERVICE

### Insurance

- Automotive
- Warranty
- Payment Protection

### Services

- Fleet Management
- Gas Card
- Tyre
- Wear & Tear

## 3. offer FLEXIBILITY

### New Mobility

- Micro Mobility
- Mobile Online Services
- Short Term Rental

### Direct Banking

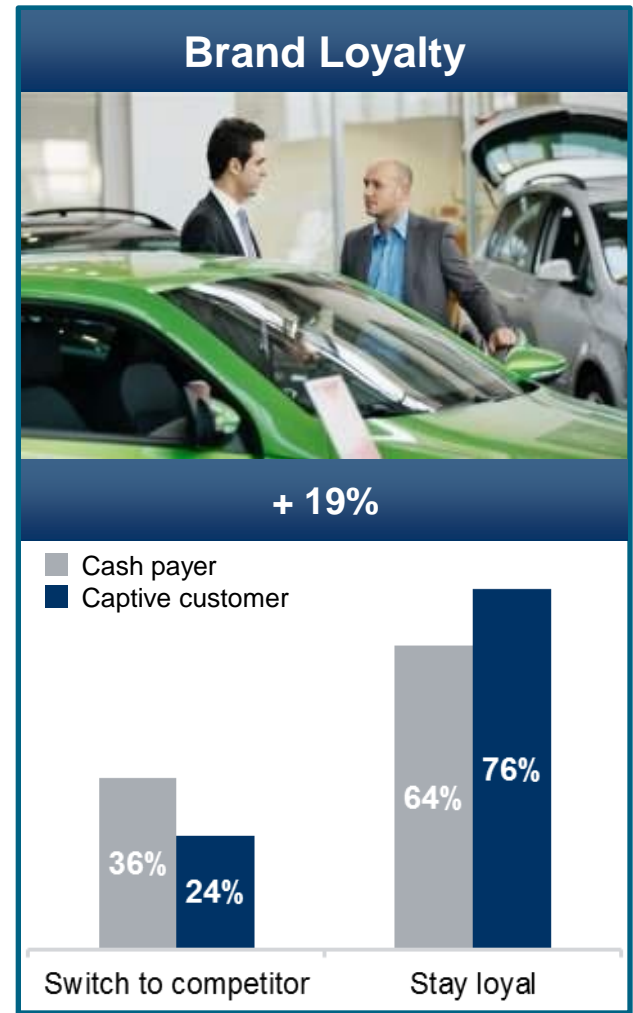
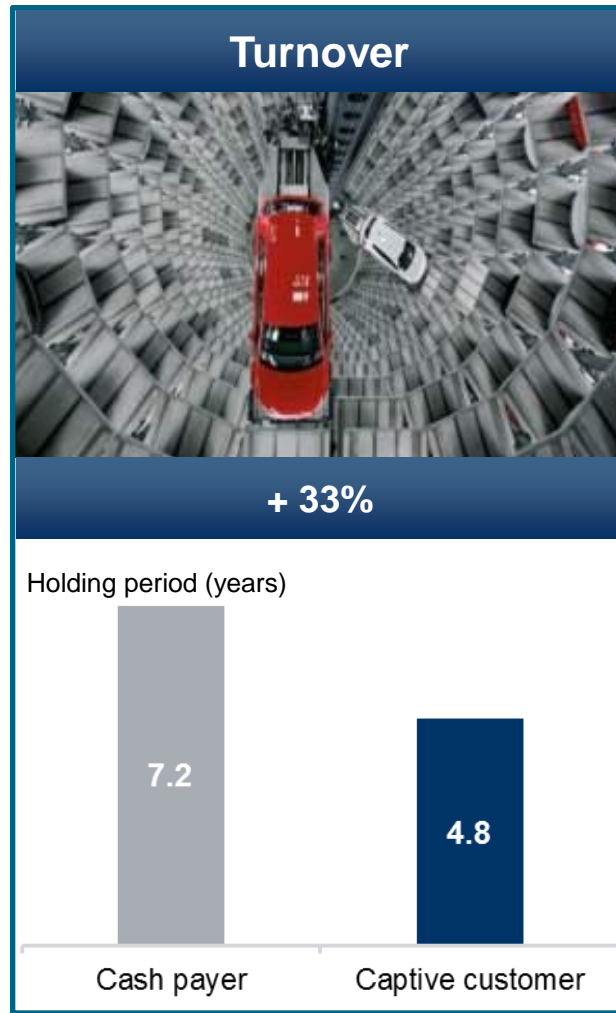
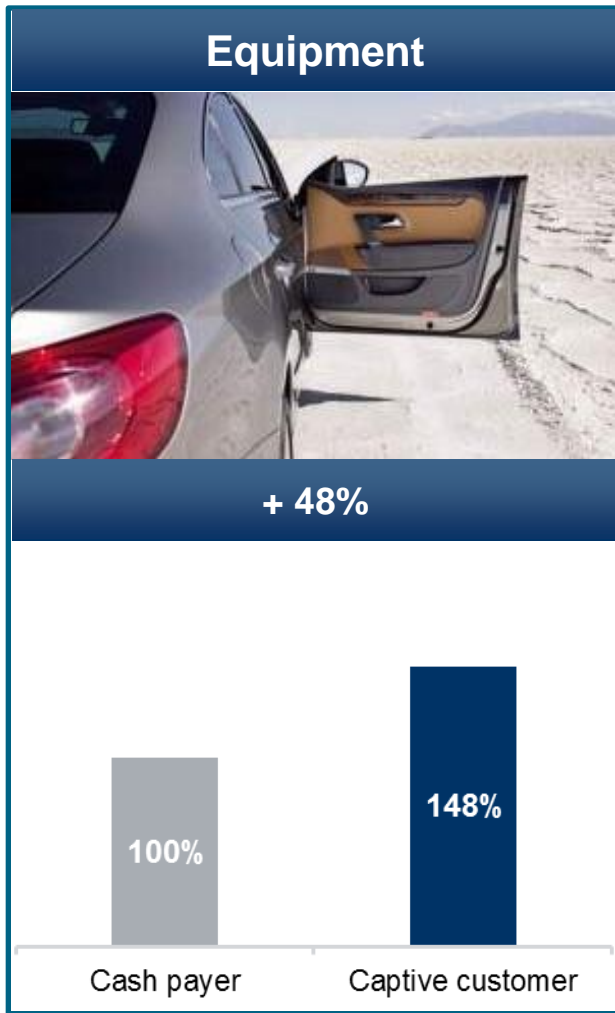
- Deposits
- Instalment Loans
- Brokerage Products

### Das Auto



# Volkswagen Financial Services AG:

## Strong benefit to automotive operations through captive financing

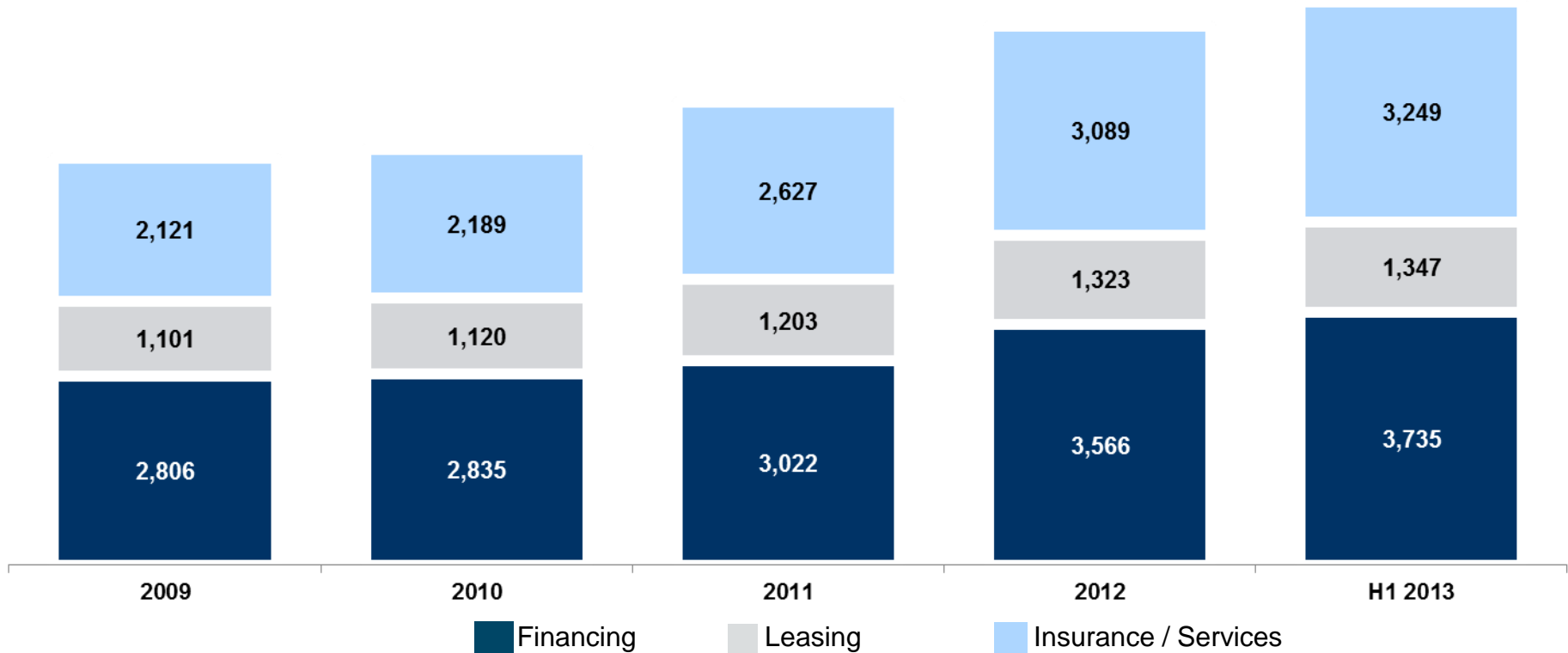


EU-5 markets

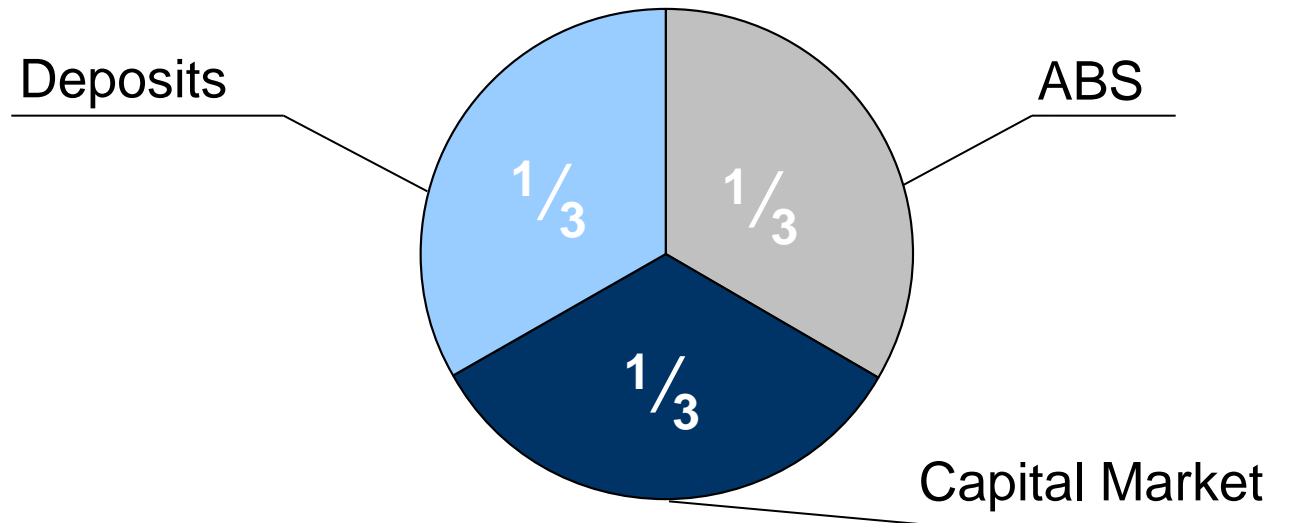
# Volkswagen Financial Services AG:

## Stable portfolio growth

Existing contracts  
( '000)

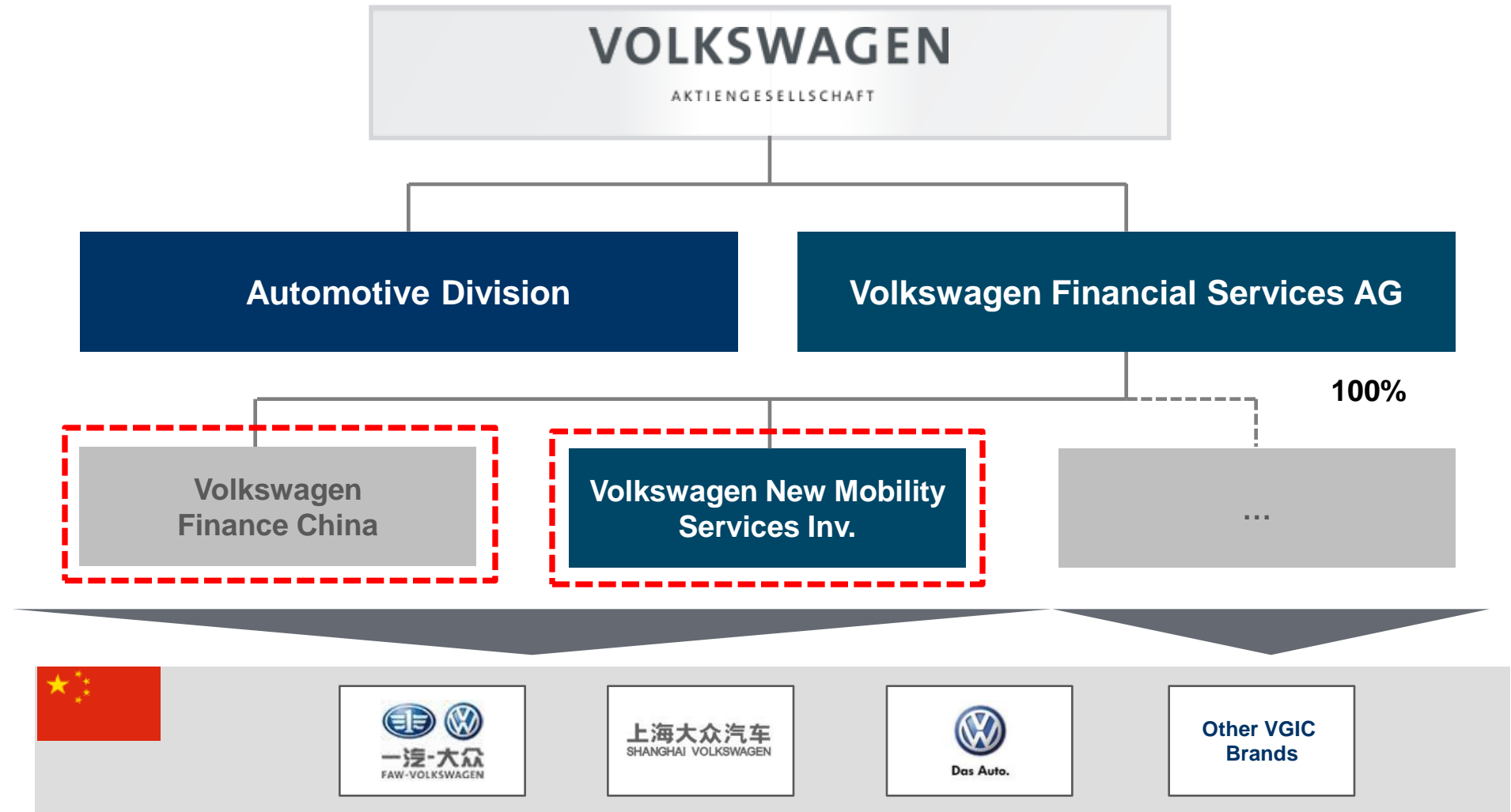


# Refinancing Strategy



Focus on three fundamental funding sources

# Volkswagen Financial Services in China



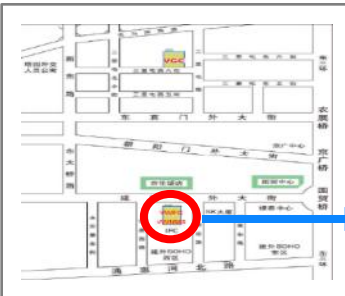
# Volkswagen Finance China Co., Ltd. (VWFC)

## VWFC

China



Beijing



IFC Tower 16<sup>th</sup> - 17<sup>th</sup> Floor



## Key Figures

- Foundation: 2004
- Shareholder: 100% VWFSAG
- VWFC Employees: 530
- Top Employers China 2013; Best Auto Finance Company 2012
- Registered Office: Beijing
- Regulator: China Banking Regulatory Commission (CBRC)
- Board of Directors: R. Fleger, F. Witter, L. Santelmann, Dr. J. Mull, W. Soh
- General Management: J.Kurzrock, H. Mueller, J. Huang



# Volkswagen New Mobility Services Investment Co., Ltd. (VWNMS)

## VWNMS Location

### China



### Beijing



### IFC Tower 29<sup>th</sup> Floor



## VWNMS Fact Sheet

- Foundation: December 2011
- Shareholder: 100% VWFSAG owned investment company
- Employees: 55
- Registered Office: Beijing
- Board of Directors: R. Fleger, F. Witter, L. Santelmann, Dr. J. Mull, W. Soh
- General Management: P. Tempich, R. Yeo

# VWFS in China – true **VOLKSWAGEN** companies

Committed to serve our customers.

## VOLKSWAGEN FINANCE

CHINA COMPANY LIMITED

Retail Finance. Wholesale Finance.

## VOLKSWAGEN NEW MOBILITY SERVICES

INVESTMENT COMPANY LIMITED

Leasing. Insurance Services. After Sales. New Mobility.



## Our Vision

The best automotive financial services group in **China**.

# Strategic Priorities

**Expand Fleet Segment**



**Increase customer Satisfaction & loyalty**



**Push After Sales Business**



**What are our Strategic Priorities?**

**Increase Profit per Customer**



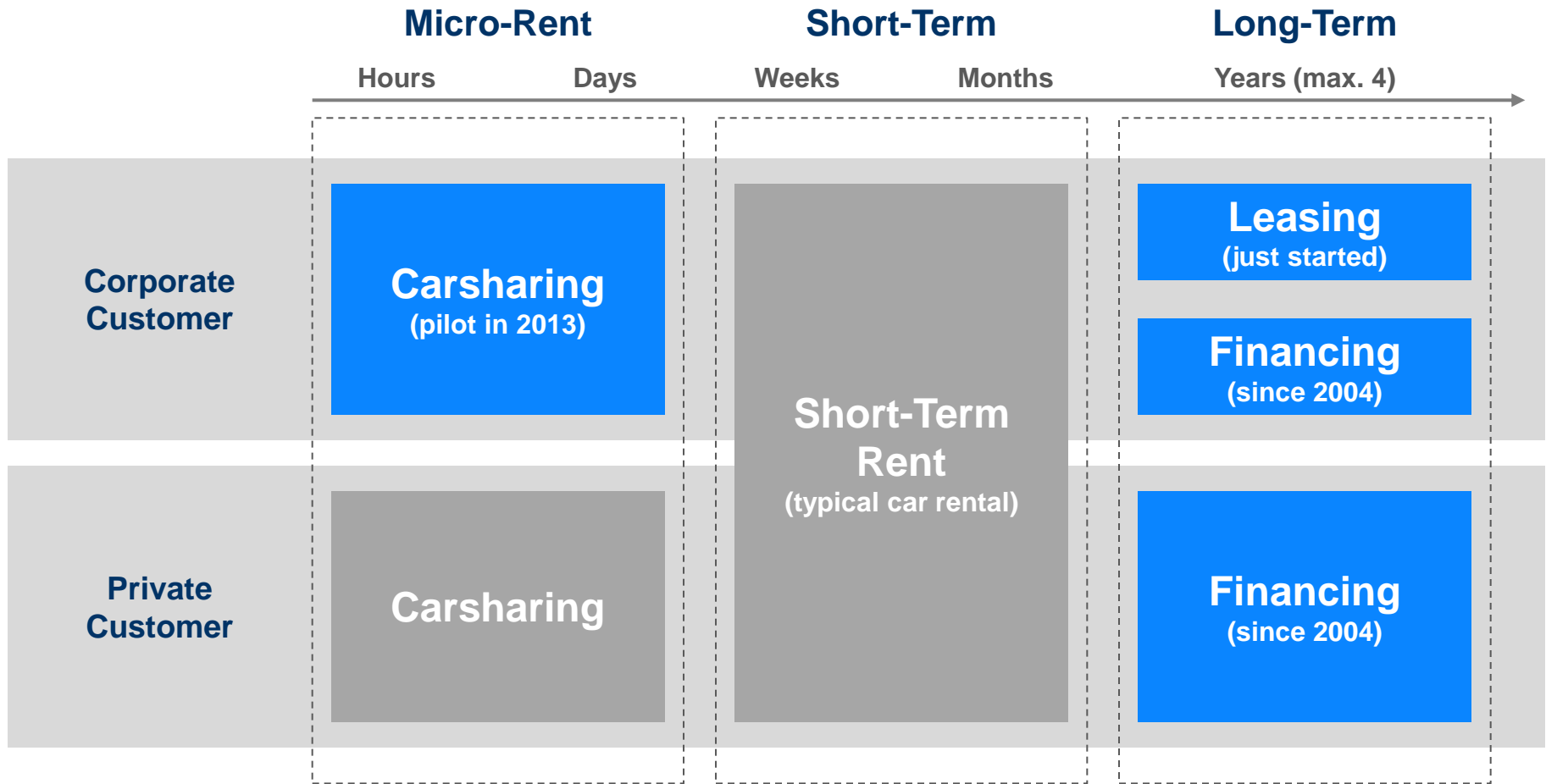
**Add Value to Used Car Strategy**



**Strengthen Dealer ROS**



# Mobility portfolio overview in China




# Retail Business: “Mobility packages” as New Industry Standard


**Das „All-Inclusive-Paket“.  
Endlich wieder buchbar.**

**Das „All-Inclusive-Paket“  
für den Golf:**




- großes Ausstattungspaket
- günstige Finanzierung
- umfassende Kreditabsicherung
- Wartung und Inspektion
- Garantieverlängerung
- Kfz-Versicherung zum Sondertarif




www.volkswagen.de



**Das Auto.**



## Concept to be translated for market China



**One monthly “package price” for mobility  
including finance, insurance, extended warranty, service & maintenance**

**This presentation contains 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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