

## BEV Strategy in China

16.03.2021 | Investor Conference

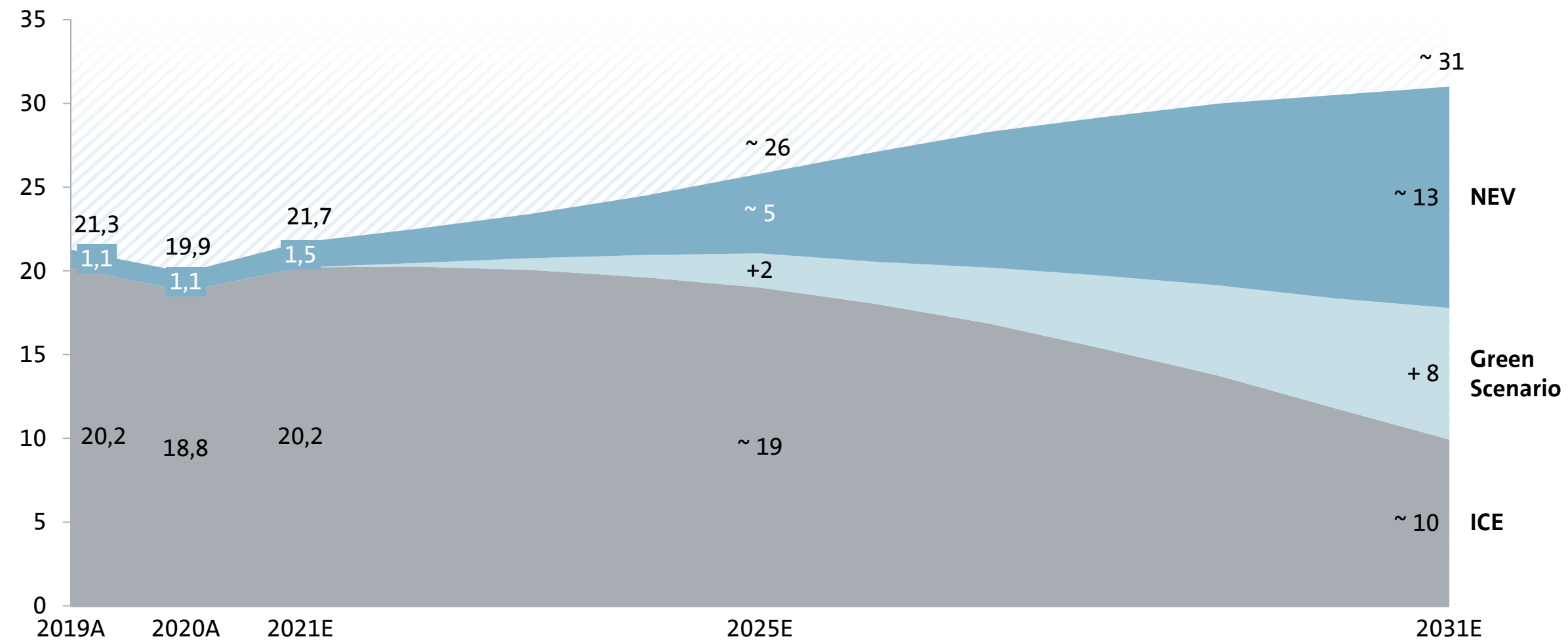
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# China NEV market is expected to grow exponentially in the next decade

Volume [in mn]








Source: VGC database

# Expand NEV footprint in China across all entities using all platforms

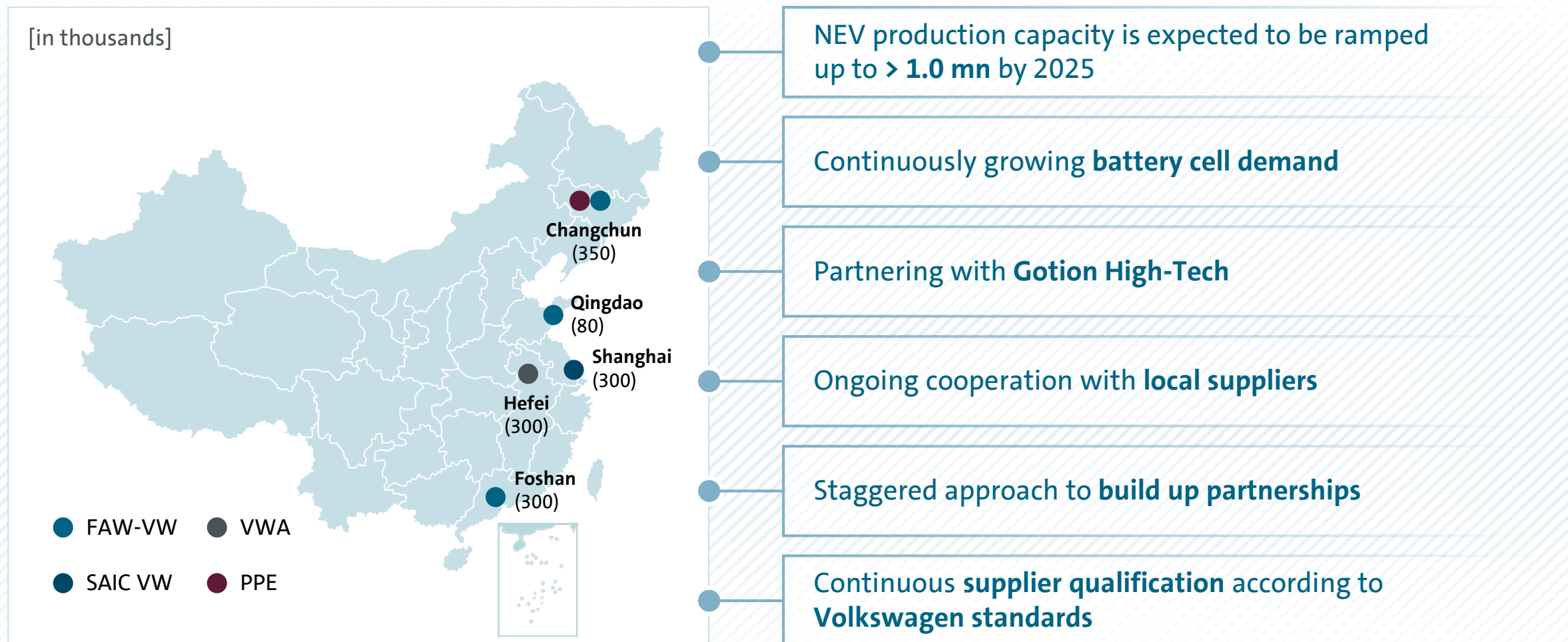
	一汽-大众 FAW-VOLKSWAGEN	上汽大众 SAIC VOLKSWAGEN	大众安徽 VOLKSWAGEN ANHUI	Audi FAW NEV Co., Ltd.
<div>MQB</div> <div></div>	<div>Bora BEV Golf BEV Tayron PHEV Magotan PHEV</div> <div></div>	<div>Tharu BEV E-Lavida Tiguan PHEV Passat PHEV</div> <div></div>		
<div>MLB</div> <div></div>	<div>A6L PHEV e-tron ...</div> <div></div>			
<div>MEB Capa. 900 Tsd.</div> <div></div>	<div>ID. Family ...</div> <div></div>	<div>ID. Family ...</div> <div></div>	<div>(SOP 2023)</div> <div></div>	
<div>PPE Capa. 300 Tsd.</div> <div></div>			<div>(SOP 2024)</div> <div></div>	

# Our NEV portfolio is expected to grow to 30+ locally-produced models\* until 2030

	2021	2025 (est.)	2030 (est.)
 <b>Total CN market</b>	21.7 mn	25+ mn	30+ mn
 <b>CN NEV market share</b>	>5%	>25%	>50%
 <b>VW China NEV models</b>	10+	20+	30+
<b>Details by brands</b>		10	19
		3	9
	<i>Other brands</i>	--	5
	<b>VOLKSWAGEN</b> GROUP CHINA	13	32

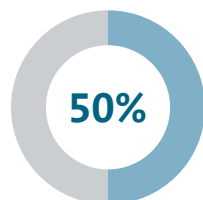


# Enable NEV growth plan with ambitious ramp-up of battery and production capacity

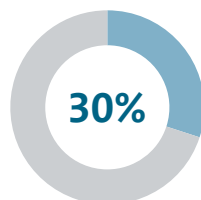




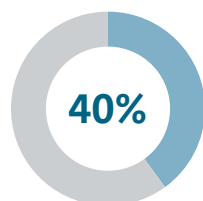
# Actively tackle customer concerns around charging



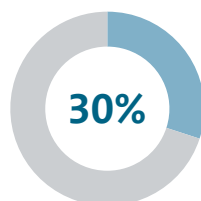
of customers feel charging is **inconvenient**



of NEV parking places **blocked** by ICE



of customers **cannot** install private charging



of charging poles are **defective** due to lack of maintenance



- **CAMS** (“Charging as Mobile Service”) founded with 3 partners:



**FAW Group, StarCharge and JAC**

- Aims to provide **first-class, convenient** charging services
- Provides both **public charging stations** and home-based **wall-boxes**

Company founded



2019.05

1<sup>st</sup> **flagship station** launched in Beijing



2020.09

**190+ stations** and around **700 poles** installed in **8 key cities**



2020.12

Expansion to **11+ cities** and **8,000+ charging poles** until **2025**



2021 onwards

**With NEV development running alongside trend towards an ICV\*, we are strengthening our R&D capabilities within our R&D network...**

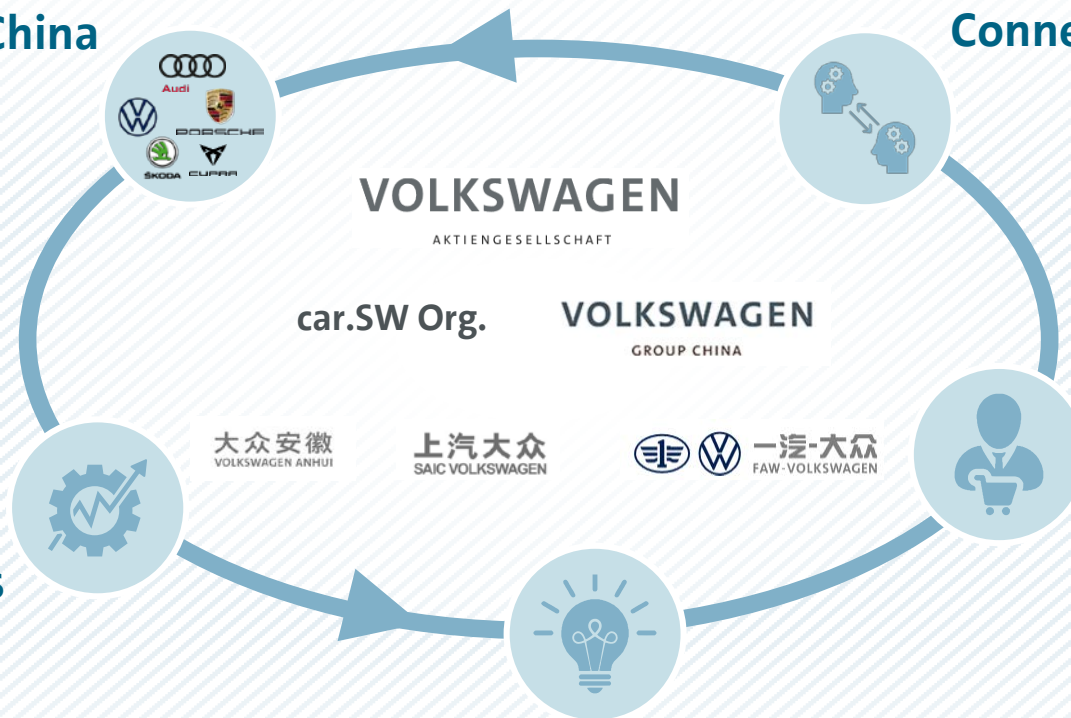
**Strengthen brands in China**

**Connect development partners**

**Realize synergies**

**Respond to local requirements**

**Deploy local solutions on demand**

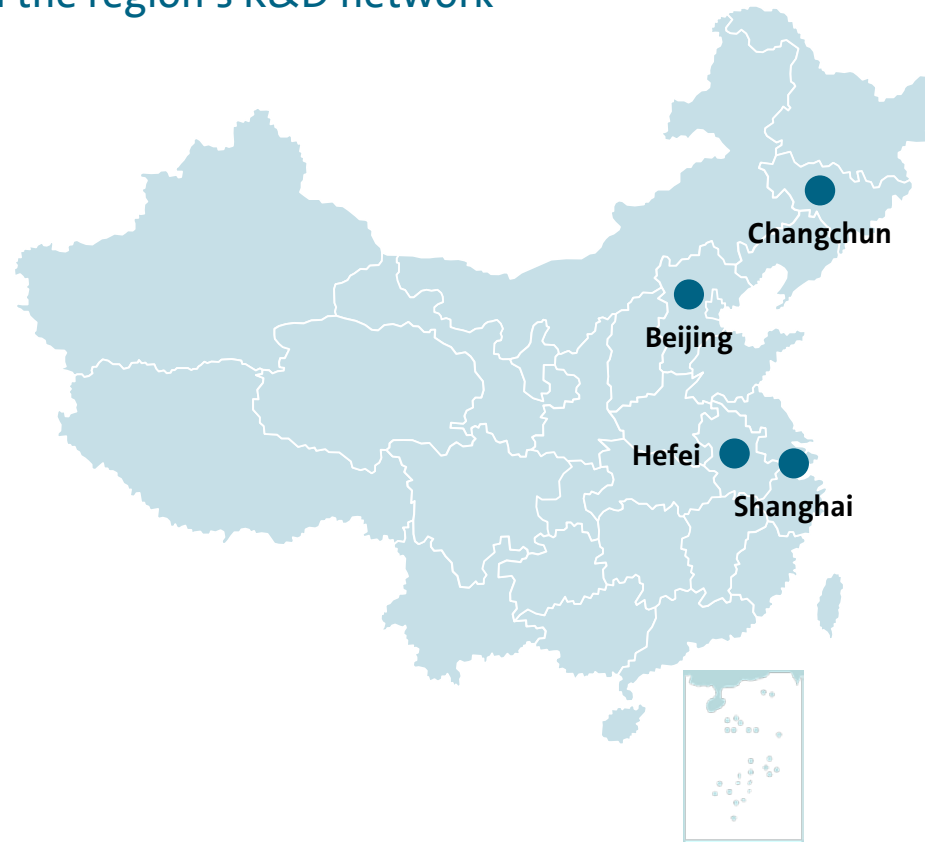


\*Intelligent connected vehicle



... and working with strong technology partners In China, For China.

## Cooperation in the region's R&D network



## Competencies in new technology areas



# Volkswagen Group is pursuing a holistic strategy that enables a successful transformation towards intelligent, connected e-mobility

We invest in

**Today**



**Pure-electric companies**

- VW Anhui
- Audi FAW NEV Co., Ltd.



**Battery production**

- Gotion High-Tech



**Charging infrastructure**

- CAMS



**R&D capabilities**

to ensure

**By 2030**



**>2 mn units**  
sales annually



**~12 mn**  
pure-electric car parc  
from Volkswagen  
Group China