



Commercial
Vehicles

Annual Press Conference 2023

Hannover | March 2023



Top ratings 2022



ID. Buzz Pro: Combined power consumption in kWh/100 km: 21.8–20.6; combined CO₂ emissions in g/km: 0. Only consumption and emission values in accordance with WLTP and not in accordance with NEDC are available for the vehicle. Information on power consumption and CO₂ emissions, shown in ranges, depends on the selected vehicle equipment.

Multivan eHybrid: OPF 110 kW 6-speed DSG – Combined power consumption in kWh/100 km: 17.2–16.9; combined fuel consumption in l/100 km: 1.8–1.7; combined CO₂ emissions in g/km: 40–38. Only consumption and emission values in accordance with WLTP and not in accordance with NEDC are available for the vehicle. Information on power consumption and CO₂ emissions, shown in ranges, depends on the selected vehicle equipment.



Commercial
Vehicles



Highlights

2022



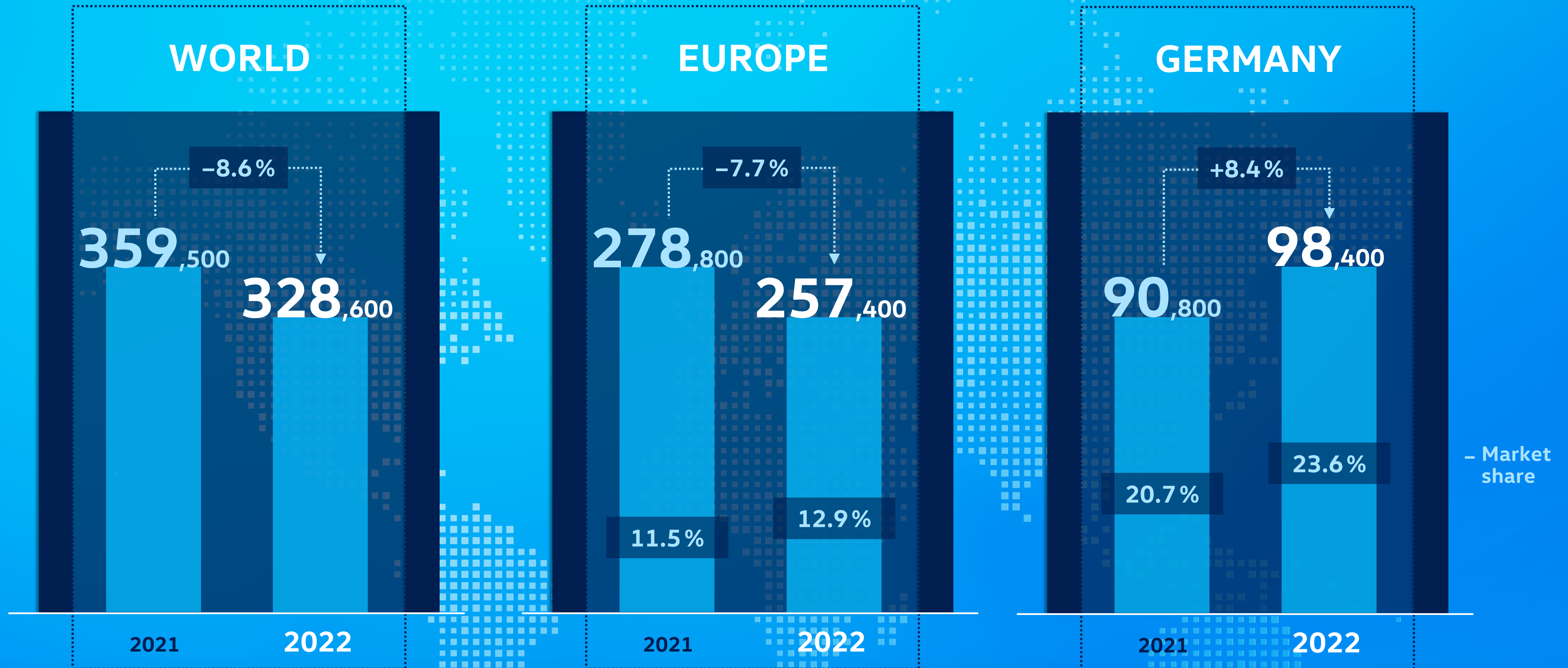
11.5 € bn
Sales
revenue



529 € m
Operating
profit



Deliveries to customers and market share



Deliveries to customers by model 2022

Overall

328,600

-8.6%
to previous year

80,700

-5.2%
to previous year

Caddy



142,600

-14.3%
to previous year

T-models



6,000

-
to previous year

ID. Buzz



59,400

-4.6%
to previous year

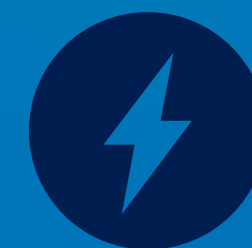
Crafter



39,800

-12.2%
to previous year

Amarok



BEV
models:

7,500

+109.0%
to previous year

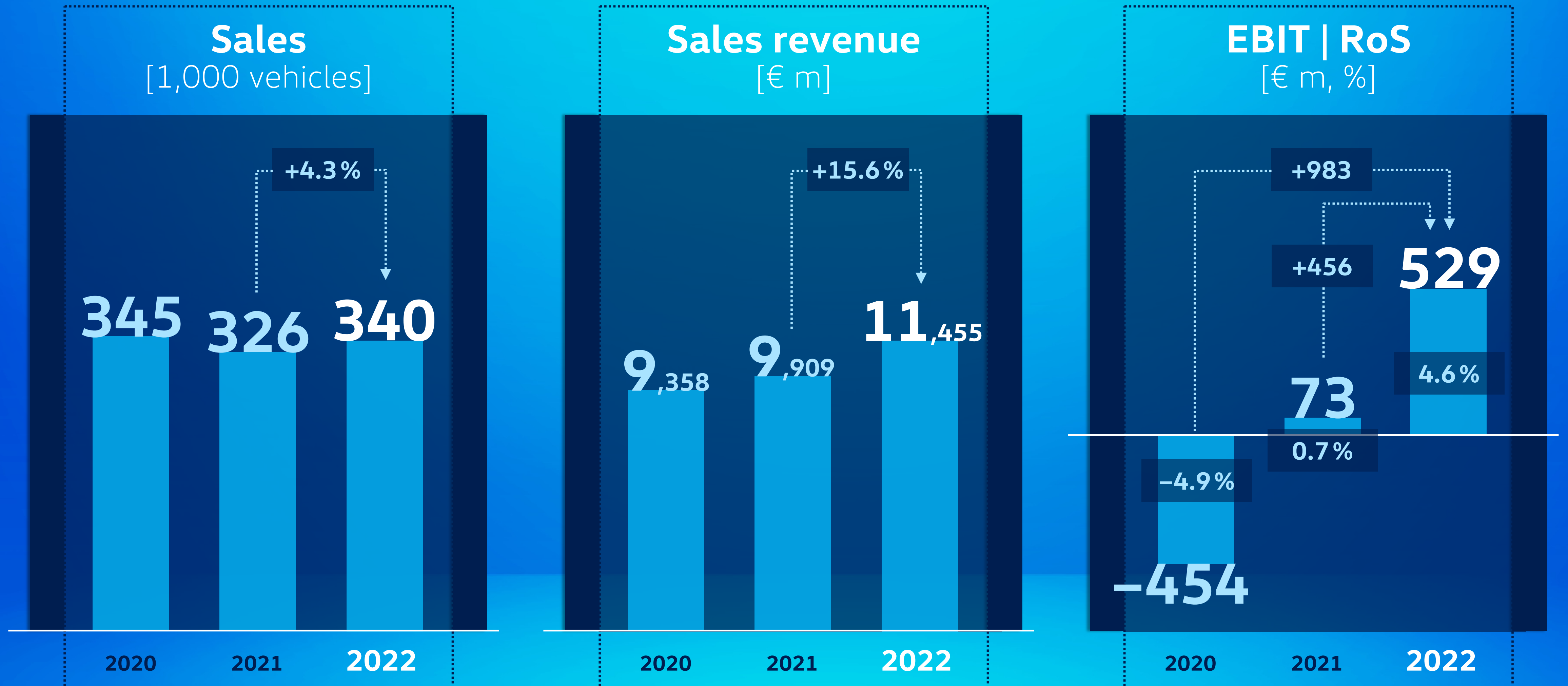
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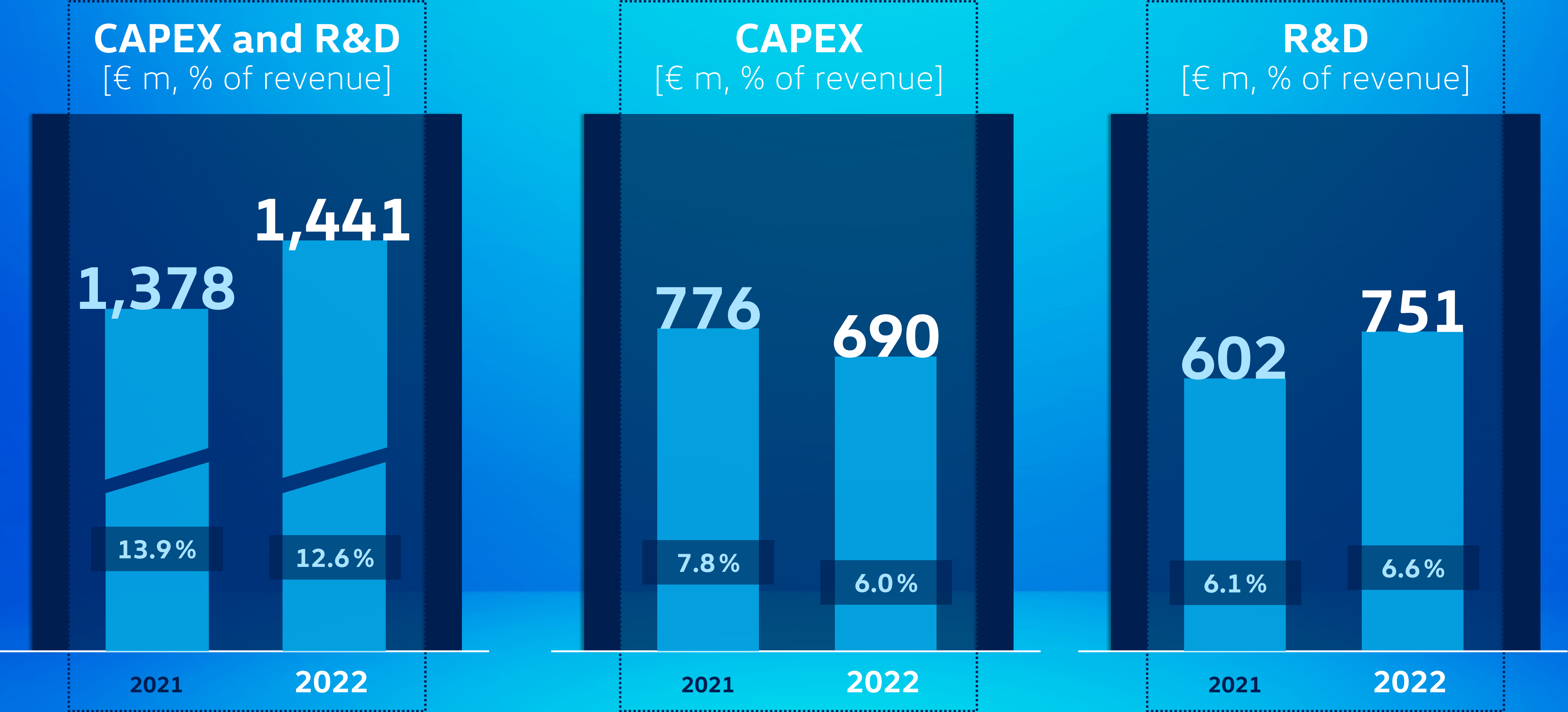


Commercial
Vehicles

Key financial figures



CAPEX and R&D



4.6 %
Return
on Sales

529 €m
Operating
profit

Review
2022

Attractive
product lineup

Outlook
2023

500 €m
Net
Cashflow

> 5.0 %
Return
on Sales

Model range will trigger
further profitable growth



Strong
customer
demand



Commercial
Vehicles

We transport



SUCCESS for Businesses



Expanding our position
as premium partner

Leveraging synergies
via cooperation



FREEDOM for Families and Leisure



Growing fast in highly
profitable leisure market

Iconic and premium
positioning



FUTURE for Future Mobility



Transforming mobility
for people and goods

Capitalizing of
new profit pools



Commercial
Vehicles

Top 10 program 2023

1 **AMBITIOUS OPERATING RESULT**

2 **CUSTOMER CENTRICITY &
PREMIUM STATUS**

3 **BEV TRANSFORMATION**

4 **REALIZATION OF AD-STRATEGY**

5 **PRODUCTION PLANNING**

6 **FORD VOLKSWAGEN ALLIANCE**

7 **INTERNATIONALIZATION**

8 **CALIFORNIA UNIVERSE**

9 **PEOPLE &
TRANSFORMATION**

10 **SUSTAINABILITY &
DECARBONIZATION**



Customer focus and premium status



Volkswagen Commercial Vehicles and Ford

CITY VAN

Lead: Volkswagen
Commercial Vehicles

Caddy



Tourneo Connect



MIDSIZE PICKUP

Lead: Ford

Amarok



Ranger



1-TON TRANSPORTER

Lead: Ford

Transporter



Transit



Commercial
Vehicles

People and transformation



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VW Bus Festival 2023

Come to the big Bulli family reunion.



Top
10
program

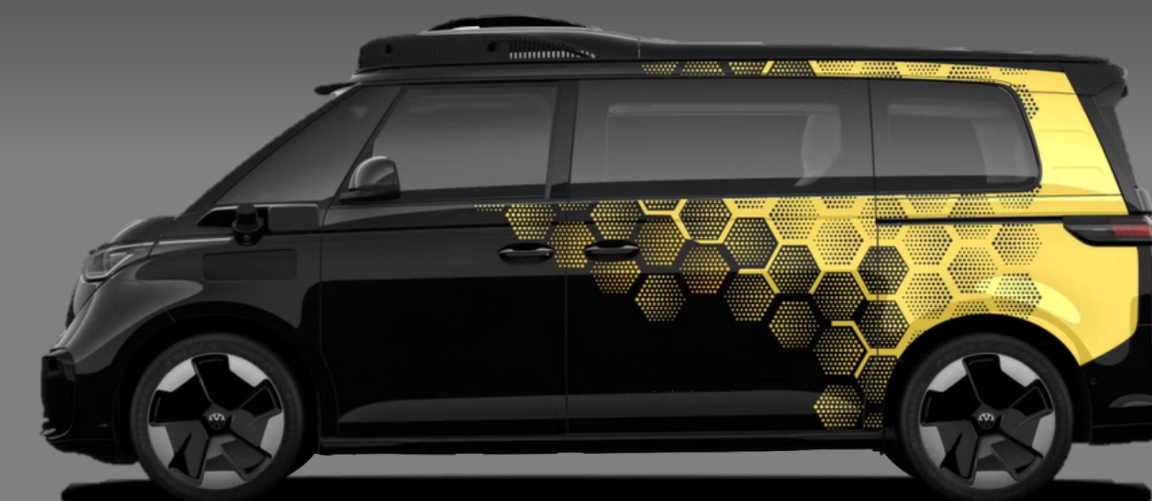
SUCCESS



FREEDOM



FUTURE



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Vehicles



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Thank you

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