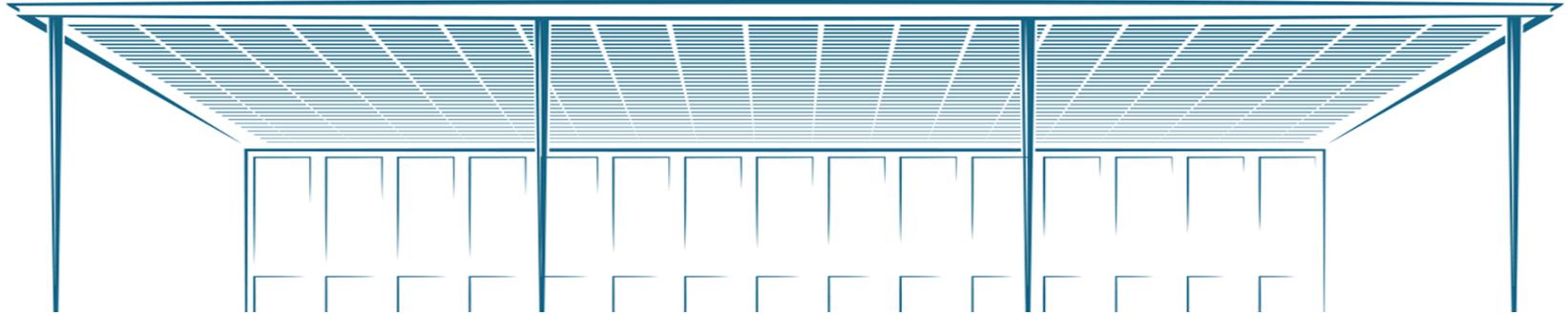


VOLKSWAGEN FINANCE
PRIVATE LIMITED



Investor Update

March 2019

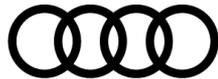
Company History

- Incorporated in January 2009
- Wholly owned subsidiary (directly and indirectly) of Volkswagen AG
- Commenced activities as Corporate Agent of Bajaj Allianz General Insurance Company Limited in March 2009 to distribute insurance products to retail customers of Volkswagen Group Brands
- Captive NBFC – Financing Retail customers and dealers of Volkswagen Group Brands
- Non-Deposit taking NBFC registered with the Reserve Bank of India. Obtained NBFC license in March 2011
- Commenced Retail Financing business from March 2011
- Commenced Wholesale (Dealer Funding) Financing business from January 2012
- Commenced Truck and Bus financing business; MAN Finance from December 2013 and Scania Finance from March 2015
- Product - Operational Lease launched on a pilot basis only for group companies in October 2016
- Added insurance partners Reliance General Insurance Company Limited and United India Insurance Company Ltd in 2017

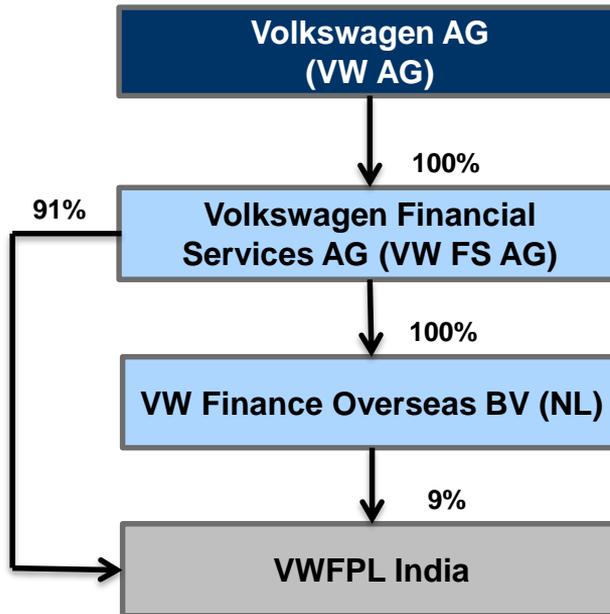
Brand Coverage in India



VOLKSWAGEN FINANCE
PRIVATE LIMITED



Share Holding Structure

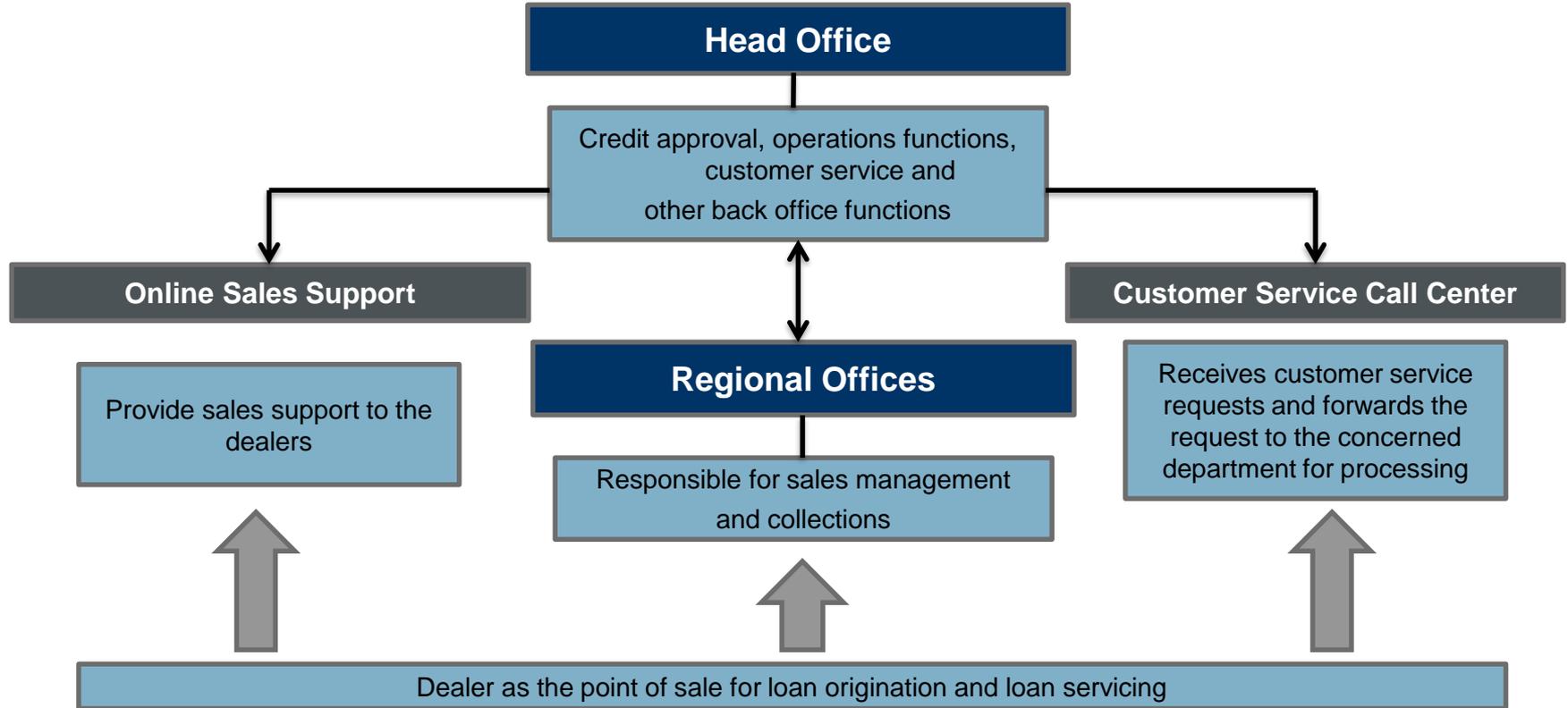


Creating Value

Our business model interfaces Customers, Automotive Brands and Dealers



Company set up in India – Operating Model





Closely Integrated with Parent and Strong Parental Support

Strong Parental Support

➤ 100% Equity Ownership by VW Financial Services AG

➤ Equity infusion commitment of parent to secure Volkswagen Finance Pvt Ltd (VWFPL) adherence to regulations set by RBI

➤ Executive Board members\ Key Management staff from the parent

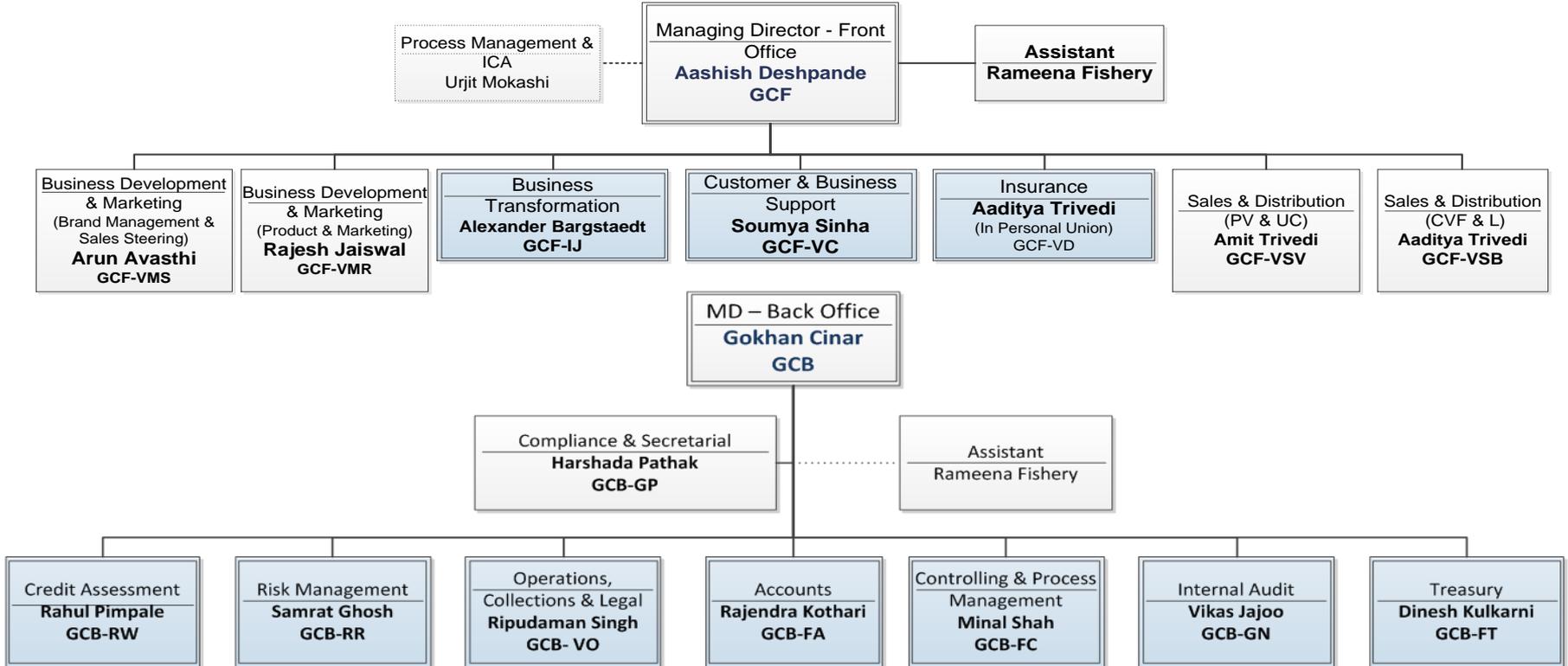
➤ Formulation, implementation and execution of business policy approved by the parent

➤ Tacticals - Interest Subsidy from VW Group Brands to support campaign business

➤ Letter of Comfort / Letter of Support / Letter of Awareness from Volkswagen Financial Services AG (Annual Report 2018)

➤ Unconditional and irrevocable guarantee to VWFPL's banking facilities

Organization Structure



Note : In Personal Union means temporary in charges of Insurance Department.

Board of Directors - Profile

Mr. Ashish Deshpande

Managing Director Front Office & CEO

- More than 2 decades of experience in Marketing, Sales and Business Development operations
- Aged 43 years graduated in Mechanical Engineering and Masters in Business Administration (Marketing Management) from University of Pune, India

Mr. Gokhan Cinar

Managing Director Back Office & CFO

- Over 15 years of experience in Finance and Auditing
- Aged 42 years graduated in Economics and Post graduate in International Finance

Mr. Norbert Dorn

Additional Director

- Over 25 years of experience in controlling and sales within VW Bank/ VWFS AG
- Aged 61 years and has completed Diploma Master of Economics

Ms. Rupa Vora

Non Executive Independent Director

- 30 years of experience in Finance of which more than 10 years in Private Equity and 10 years in Banking
- Aged 57 years holding a Chartered Accountancy degree

Volkswagen Finance vs. Banks

Volkswagen Finance

- ✓ Focus: Customer loyalty for Brand
- ✓ “One-Stop-Shop” philosophy
- ✓ Brand experience VW Group
- ✓ Customer data remain within the Group
- ✓ Wide range of FS products
- ✓ Profit maker & loyalty driver for the VW Group



Banks

- × Focus: Customer loyalty for the bank & up-selling
- × Only Loan.
- × Independent financial institution
- × Drain of data □ Missing CRM synergies
- × Limited product. No subvention scheme possible
- × Vehicle sale is the only added value for the VW Group

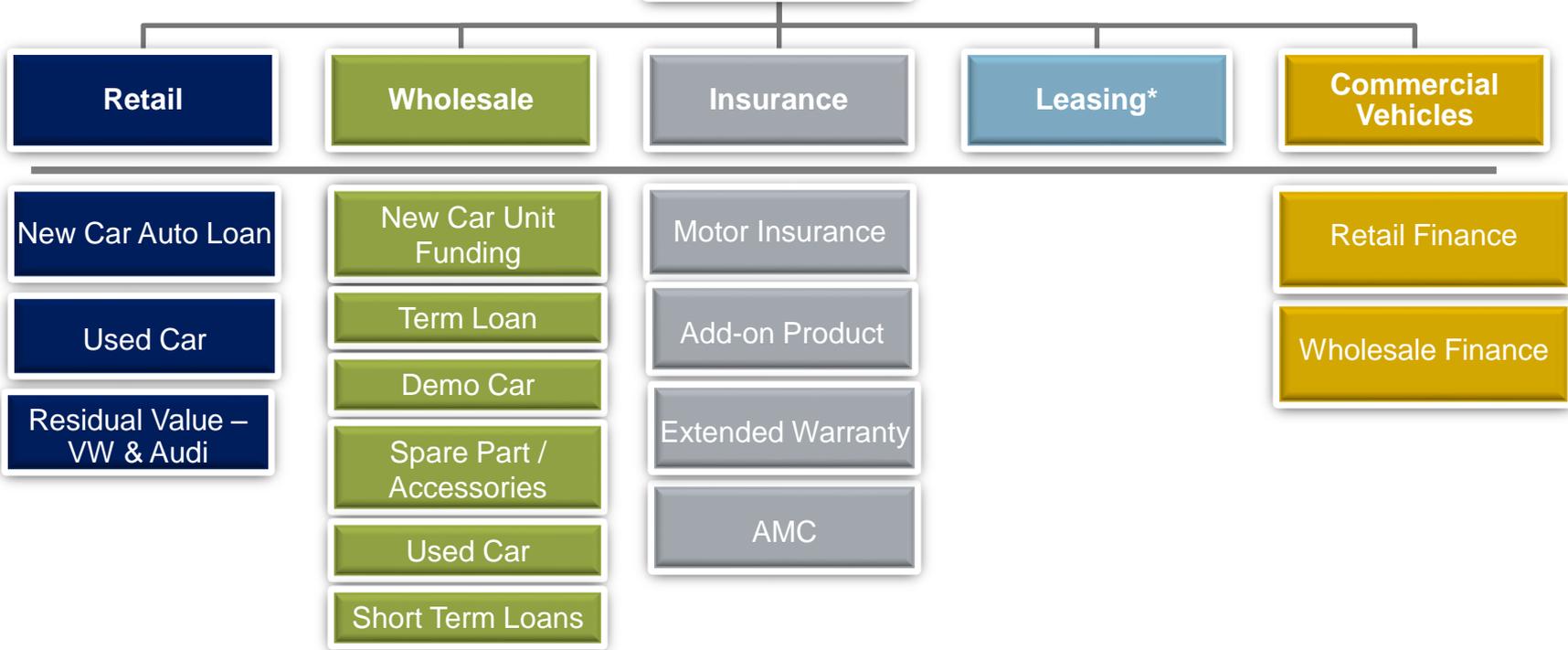


Banks have no loyalty to dealers nor brands

Product Portfolio Overview

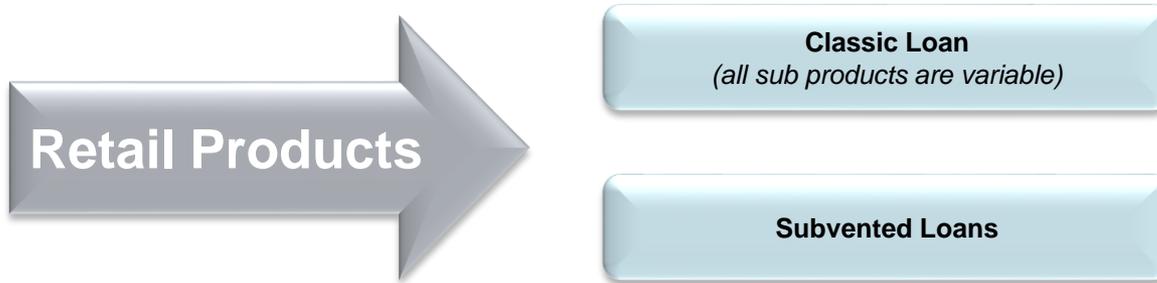
Products & Services by VWFPL in India

Product Portfolio



* Product - Operational Lease launched on a pilot basis only for group companies in October 2016
Volkswagen Finance Private Limited | Investor Update | March 2019

Product Overview - Retail Finance



New Car Auto Loan

- Loan offered for buying new vehicles of Volkswagen Group brands
- Loans offered for tenor ranging from 12 to 84 months with steps of 6 months
- Maximum allowed Loan is 90% of On road car value
- Interest rates will remain fixed for entire tenor of the loan
- Distribution channel for finance contract sourcing is brand authorised dealership network
- Customer groups include salaried customers, self employed, corporate clients
- Allow partial-prepayment and loan foreclosure

Retail Products – Matching the customer profile

RETAIL PRODUCTS SPECTRUM

<u>Standard</u>	<u>NIP (No Income Proof)</u>	<u>CIBIL</u>	<u>Agriculture Income</u>	<u>Used Car</u>	<u>On-Road Funding</u>
Standard rack-rate pricing with different options of periods (12-84) months and up to 100% LTV of Ex-Showroom price	No Income Proof for self-employed individuals with income from alternate sources without standard income documents	Minimal documentation loan approval basis CIBIL score for employees of BSE 500, MNC, etc.	Specific product for agri-business owners basis agri-business documentation	Funding for repurchase of vehicles ageing up to 10 years. Aggressive LTV of Maximum 90% depending on the age of the car	Financing product of up 90% LTV of the On-Road price up to 60 months tenor

Products

Product Structure

<u>Standard Pricing</u>	<u>EMI Holiday</u>	<u>Balloon (End of the Tenor)</u>	<u>Annual Bullet</u>	<u>Step Up/ Down</u>	<u>Residual Value</u>
Standard rack-rate pricing with separate rates for different profile customers as salaried and self employed	Up to 12 months EMI Holiday	Pay lower EMIs during the loan tenure with one large payment due upon maturity potentially at the time of disposal of the vehicle	Pay lower EMIs by paying a larger sum every year over the tenor of the loan.	Pay lower EMI s for the initial period & then subsequently pay higher EMI s after a certain period of time.	Residual Value product with Audi India – Launched

Retail Finance (continued)

Used Car Product

- Financing of group brand as well as non-group brand cars
- Loan Tenure ranging from 12 to 60 months
- Car age: 10 years at the end of the contract for group brand car and 5 years for non-group brand car
- Loan amount will range between INR 75,000 to INR 15,000,000
- Distribution channel used for loan is brand authorised dealership network
- Highly sophisticated evaluation tool to set up precise value and eliminate risk of pricing used cars
- Customer groups include salaried customers, self employed customers and corporate clients
- Sub products – Insurance, Maintenance, Warranty available
- Allow partial-prepayment and loan foreclosure

Dealer Funding (Wholesale) Products



**Inventory
Funding**



Term Loan

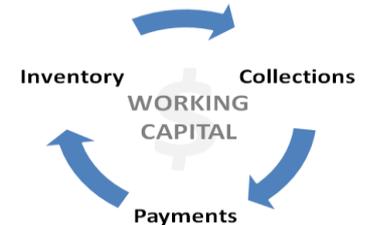


**Demo
Vehicle
Funding**

**Spare Parts &
Accessories
funding**



**Short Term
Working Capital
Loans**



**Used Car Unit
Funding**



Product Overview - Wholesale Finance

New Car Unit Funding (Inventory Funding)

- Credit limit is set for all the dealers.
- Exposure based upon security provided to VWFPL
- Rate of Interest applicable to a dealer depends on the dealer credit rating
- Group brand companies support to this program is extensive, involved and on-going
- Maximum tenor offered under this facility is 365 days
- Dealer will partially decrease the financed value by way of margin billing
- As a process and to ensure transparency, information is shared between VWFPL/ Brand companies/ Dealers
- VIN wise tracking of vehicle with regular audits to ensure effective monitoring
- Special incentives to dealers offering significant retail penetration

Product Overview - Wholesale Finance

Term Loan

- Term loan (tenor over 1 year) are extended to dealers for:
 - Greenfield Projects
 - Existing term loan takeovers
 - Correction of working capital gaps
 - Purchase of new property for dealership business
- VWFPL will finance maximum 70% of the Project Finance
- Maximum tenor offered is 10 years
- Dealer wise different payment options
- Moratorium period up to 12 months is available for few dealers
- Additionally, Short Term Working Capital facility up to 1 year is available



Project Finance



Takeover Term Loans



Working Capital Term Loans



Other Term Loans

Wholesale Finance (continued)

Demo - Demonstration Car Funding

- Demonstration cars are used by brand authorized dealership for demonstration and test drive to potential car buyers
- Funding upto 100% of the invoice value to dealer
- Finance term available upto 12 months
- Financed amount under the program forms a part of the overall credit limit assigned to the dealer

Spare Parts and Accessories Funding

- Spare part and accessories funding limit forms a part of the overall limit setup for the dealer
- Dealers maintains at least 45 days of spare part stock on an on-going basis
- VWFPL will finance up to 100% of the funding requirement
- Maximum tenor of spare parts funding is 6 months
- Dealer will gradually decrease the financed value of each tranche
- Rate of Interest applicable to a dealer depends on the dealer credit rating

Used Car Product

- Used car funding limit forms a part of the overall wholesale credit limit setup for the dealer
- Funding for group brand and non-group brand cars
- Grid amounts decided for Group/ Non Group cars
- VWFPL will finance up to 90% of the grid amounts
- Rate of interest applicable to a dealer depends on the internal dealer credit rating
- Maximum tenor offered is 365 days
- Dealer will partially decrease the financed value by of margin billing

Product Overview - Insurance

Insurance Product

- Partner with Bajaj Allianz General Insurance Company Limited, Reliance General Insurance Company Limited and United India Insurance Company Limited.
- Offer motor insurance product to cover the risk of the group brand vehicles and provide peace of mind to customers
- Add-on product: Enhanced or value added products to support customers by protecting their liability under basic motor insurance
- Dealer package policies: Covers the risk associated to the dealer's property and stock

Annual Maintenance Product

- Fee-based product
- Maintenance product
- AMC financing product
- VWFPL does not bear any risk for pricing of these products

Extended Warranty Product

- Fee based product
- Involves back-to-back arrangements between the customer – brand and brand – insurance company
- Product structured in cooperation with Bajaj Allianz and brands
- Extended Warranty available for 3rd, 4th, 5th, 6th and 7th year since the date of car purchase and any time Warranty

Product Overview – Leasing & Commercial Vehicle Finance

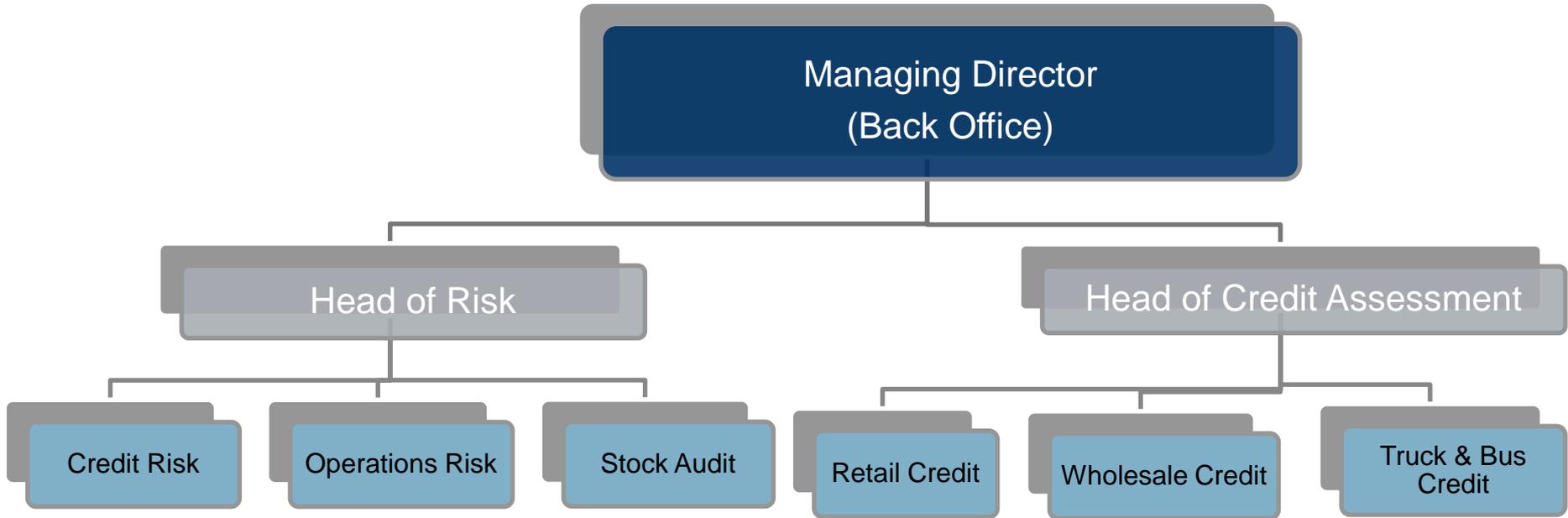
Leasing

- Operational Lease product launched on a pilot basis in October 2016
- Pilot project undertaken only for Volkswagen group companies
- Lease available for Volkswagen group cars upto tenor of 60 months

Commercial Vehicle Finance

- Truck & Bus financing (Retail Finance & Wholesale Finance) for group companies MAN and Scania
- Fleet finance option available for MAN and Scania
- Flexible re-payments options available: Standard repayment product, moratorium product and seasonality / business cycle product

Replicating Global Strong Risk Management System



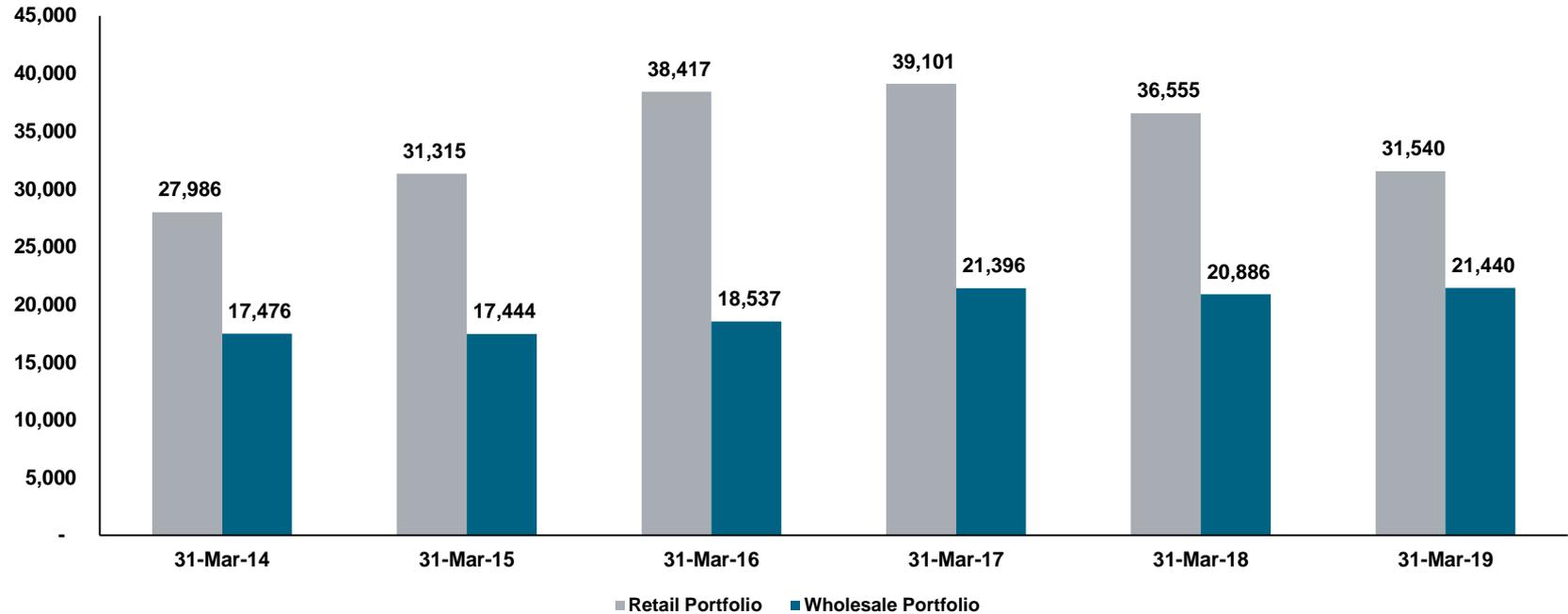
Replicating Global Strong Risk Management System (continued)

Identifying Key Risks:

- Counterparty Risks – Credit Risk
 - Industry Risk
 - Concentration Risk
- Market Risks
 - Interest Rate Risk
- Operational Risks
 - Business Continuity Risk
 - Fraud Risk
- Liquidity Risks
 - Funding Risk
 - Asset Liability Management



Asset Portfolio (INR mn)



Retail Portfolio Snapshot as on March 31, 2019

Particulars		
Active Cases (Count)	54,290	
Retail Portfolio (INR Mn)	31,540.42	
Audi (% volume) / (% value)	11.8%	33.5%
Skoda (% volume) / (% value)	22.3%	20.9%
Volkswagen (% volume) / (% value)	63.1%	39.4%
Porsche (% volume) / (% value)	0.1%	1.2%
Lamborghini (% volume) / (% value)	0.0%	0.2%
MAN (% volume) / (% value)	0.4%	1.1%
Scania (% volume) / (% value)	0.2%	1.8%
Used Car (% volume) / (% value)	1.9%	1.7%
Others (% volume) / (% value)	0.2%	0.3%
NPA cases (count)	2,567	
90 DPD (% of retail portfolio)	5.04%	

Notes :- DPD – Days Past Due

* excludes retail contracts pertaining to financing Demo Car and Non Dealer Corporate

Summary of Loan To Value (LTV)

Brand	Average LTV (percent)
Audi	84.70%
VW	80.38%
Skoda	80.96%
Porsche	88.49%
Lamborghini	72.20%
MAN	91.40%
Scania	86.02%
Used Car	72.32%
Others	81.20%
Portfolio LTV	82.25%

Region-wise Retail Portfolio Contribution

Region	Contribution (%)
East	4%
North	24%
South	44%
West	28%
Total	100%

Wholesale Portfolio Snapshot as on March 31, 2019

Particulars		
Total Corporate Customer (Dealer + Non dealer) (includes non dealer – 23)		165
Dealer Portfolio - Inventory Funding (INR mn)		11,212
Dealer Portfolio - Term Loan (INR mn)		2,893
Dealer Portfolio - Demo Cars (INR mn)		1,503
Non Dealer Corporate (INR mn)		5,832
Total Wholesale Portfolio (INR mn)		21,440
Audi (% covered) / (% value)	12.12%	25.66%
Skoda (% covered) / (% value)	21.21%	12.47%
Volkswagen (% covered) / (% value)	41.21%	24.56%
Porsche (% covered) / (% value)	4.24%	5.63%
Lamborghini (% covered) / (% value)	2.42%	1.63%
Scania (% covered) / (% value)	15.76%	27.54%
NBFC (% covered) / (% value)	2.42%	2.38%
Ducati (% covered) / (% value)	0.61%	0.14%
NPA cases (#) (Dealers - 8 & Non Dealers - 1)		22
90 DPD (% of Corporate portfolio)		14.12%

Notes :- DPD – Days Past Due

Product Reach/Dealership Coverage

Retail and Truck & Bus Product Reach

Brands	Covered Dealer Principals (number)	Covered Dealer Outlets (number)	Coverage (percent)
Volkswagen	70	108	100%
Skoda	47	63	100%
Audi	20	36	100%
Lamborghini	3	3	100%
Porsche	5	5	100%
MAN	NA	NA	NA
Scania	NA	NA	NA
Total	145	215	100%

* Based on Retail performance data available with VWFS till June 2019

Wholesale Product Reach

Brands	Covered Dealers Principal (number Active including NDC)	Coverage (percent)
Volkswagen	60	86%
Skoda	27	57%
Audi	15	75%
Lamborghini	3	100%
Porsche	5	100%
MAN	0	NA
Scania	18	NA
Other	2	NA
Total	130	

* Based on inputs received from Risk (data till March 2019, considering standard dealers)

ALM Snapshot as on March 31, 2019

ALM Statement of Structural Liquidity

Time Bucket	Cumulative Mismatch (INR Mn)	Mismatch %
Upto 14 days	1,181	39
Upto 1 month	43	0.54
Upto 2 month	889	7.71
Upto 3 month	(1,209)	(8.21)
Upto 6 month	(4,518)	(20.96)
Upto 1 year	(1,170)	(4.61)
Upto 3 year	4,414	11.98
Upto 5 year	10,793	29.29
Over 5 year	-	-

Credit Ratings

- Rating from India Ratings & Research Private Limited (India Ratings) - wholly owned subsidiary of the Fitch Ratings
- Short term ratings from ICRA Limited - subsidiary of Moody's Investors Service

Long Term Issuer Rating	IND AAA; Outlook Stable
Short Term Issuer Rating	IND A1+
INR 32bn Long Term Bank Loan	IND AAA
INR 25bn Secured Redeemable Non-Convertible Debentures	IND AAA
INR 15bn Short Term Bank Loan	IND A1+
INR 30bn Commercial Paper Program	IND A1+ & ICRA A1+

Key Financial Performance Metrics

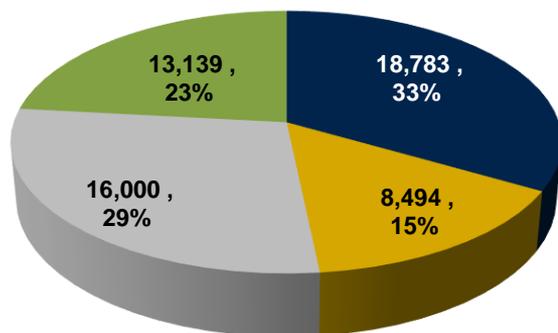
Metrics (INR mn)	FY2018-19	FY 2017-18	FY 2016-17	FY 2015-16	FY 2014-15	FY 2013-14
Paid up Capital / Equity	11,688	11,688	11,688	11,688	11,688	11,688
Networth	13,412	13,662	13,139	12,589	11,763	11,129
Retail Portfolio	31,540	36,555	39,101	38,417	31,315	27,986
Wholesale Portfolio	21,440	20,886	21,396	18,537	17,444	17,476
Total Portfolio	52,980	57,441	60,497	56,954	48,759	45,462
Revenue	5,926	6,342	6,493	6,186	5,639	4,766
Expense	6,510	5,486	5,619	5,051	4,700	5,290
Profit Before Tax	(584)	856	875	1,214	939	(524)
Tax Expense	(203)	333	325	387	305	(172)
Profit After Tax	(381)	523	549	827	634	(352)
Return on Assets (%)	(0.46)	0.88	0.88	1.41	1.26	(0.75)

Key Financial Performance Metrics (contd...)

Metrics (INR mn)	FY2018-19	FY 2017-18	FY 2016-17	FY 2015-16	FY 2014-15	FY 2013-14
Gross NPA (%)	8.72	3.70	2.71	2.31	4.14	7.13
Net NPA (%)	3.48	1.84	1.27	1.07	2.41	4.20
NPA Provisioning Coverage (%)	62.99	51.12	53.78	54.23	42.93	42.96
Net Interest Income	2,376	2,882	2,671	2,578	2,270	2,225
Net Interest Income (%)	4.49	5.01	4.41	4.52	4.65	4.88
CRAR (%)	23.48	22.56	20.76	21.07	22.93	23.43
Debt-Equity Ratio	2.64	2.99	3.35	3.29	2.89	2.76

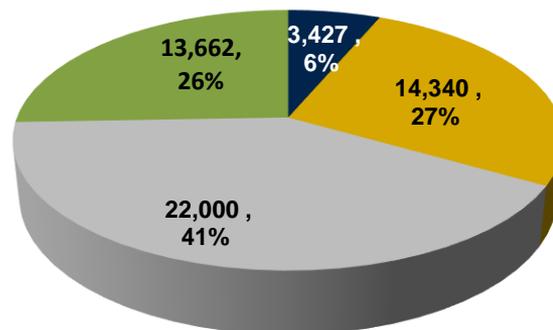
Funding Mix (INR mn)

March 31, 2017



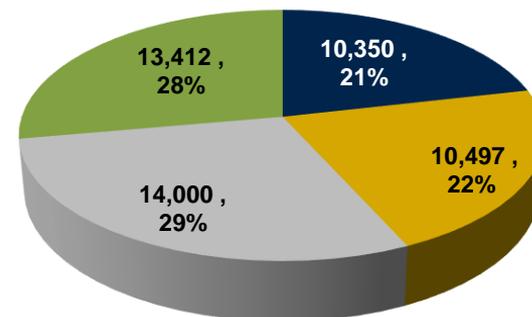
Total = INR 56,416

March 31, 2018



Total = INR 53,429

March 31, 2019



Total = INR 48,259

■ CP ■ Bank Lines ■ Bonds ■ Net Worth

Available Funding Sources as on March 31, 2019

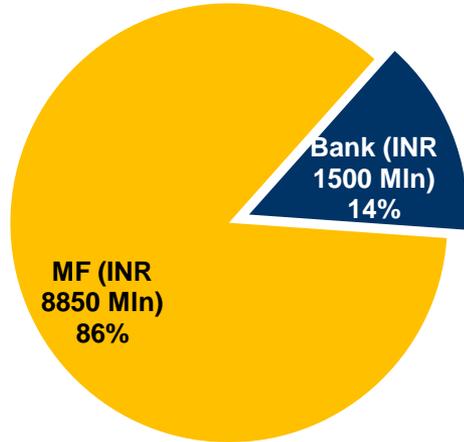
Instrument	Sanctioned / Rated Amount (INR Mn)	Available Amount (INR Mn)
Short Term Funding Sources		
Credit Facilities with banks (overdraft + working capital demand loan)	39,640	29,143*
Money Market – Commercial Paper	30,000	19,650
Sub Total	69,640	48,793
Long Term Funding Sources		
Secured Non Convertible Debentures (private placement basis)	14,000	0
Sub Total	14,000	0
Total Funding Lines	83,640	48,793

*Net amount available after drawdown of bank loans & investment by banks in Commercial Paper / Bonds

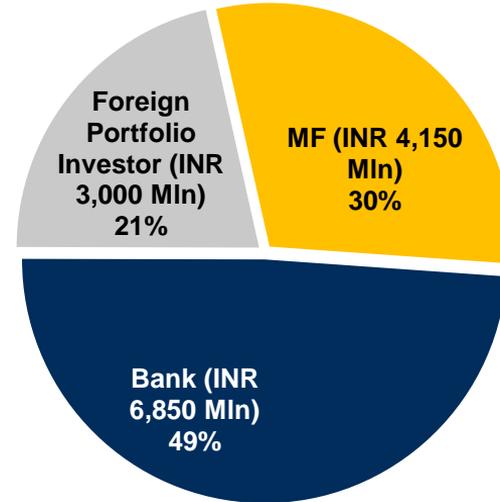
Capital Market Program

Investor Category Composition as on March 31, 2019

Commercial Paper Program



Non Convertible Debenture Program



Diversified Investor Base for Capital Market Program

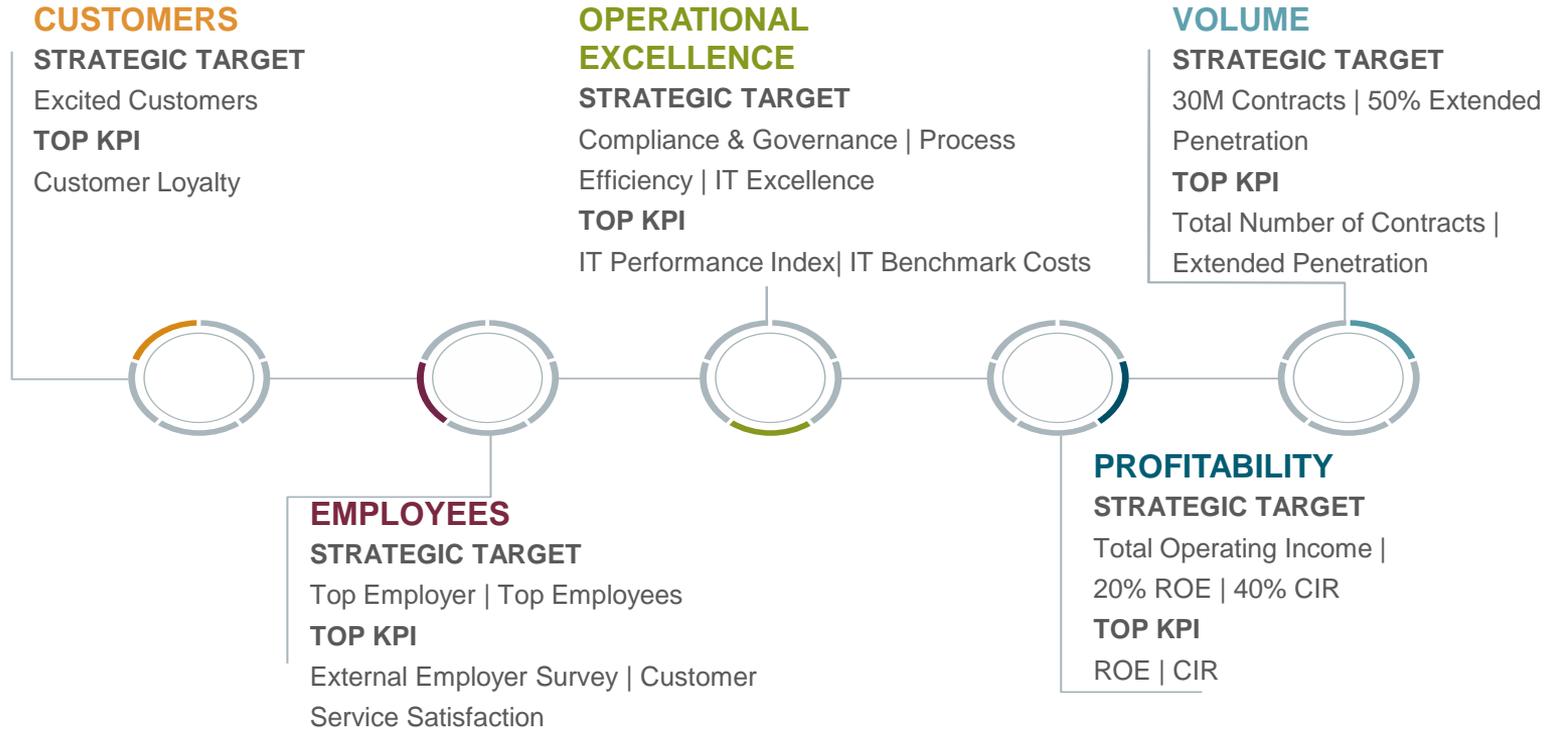
Mutual Funds	Banks	FPIs	Corporates	Pension Funds	Total
24	18	8	3	1	54

Bank Facilities as on March 31, 2019

Sr No	Bank	Nature of Credit Lines	Facility Amount INR mn
1	Citibank	Working Capital Facility / Overdraft Facility	5,000
2	JP Morgan Chase Bank	Working Capital Facility / Overdraft Facility	5,000
3	State Bank of India	Working Capital Facility / Overdraft	7,000
4	Bank of America Merrill Lynch	Working Capital Facility / Overdraft Facility	1,590
5	DBS Bank Limited	Working Capital Facility	3,000
6	IndusInd Bank	Working Capital Facility / Overdraft	5,000
7	Bank of Tokyo MUFJ	Working Capital Facility / Overdraft Facility	2,000
9	Standard Chartered Bank	Working Capital Facility / Overdraft Facility	1,800
9	BNP Paribas Bank	Working Capital Facility / Overdraft Facility	1,690
10	Scotiabank	Working Capital Facility / Overdraft	1,440
11	Societe Generale	Working Capital Facility	1,350
12	ANZ Banking Group	Working Capital Facility	500
13	Credit Agricole	Working Capital Facility	1,970
14	Barclays Bank	Working Capital Facility	2,000
15	Qatar National Bank	Working Capital Facility	300
		Total	39,640

Note: All the above credit facilities are backed or will be backed by corporate guarantee from Volkswagen Financial Services AG.

Strategic Dimensions, Strategic Targets and Top KPI



Our Company Values

“What do we stand for and believe in?”



FS WAY

Corporate Culture

FS Values

Leadership Culture

Integrity

Values



A living commitment to our customers



Responsibility



Trust and Confidence



Courage



Enthusiasm

INTERNATIONAL COLLABORATION

Full Entrepreneurial Autonomy of Countries

Aligned by a Global Approach

Contact

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Head - Treasury

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Thank You