

# The Imperial Vantage



## Volkswagen AG Presentation

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# Prioritisation

e-Mobility

Driverless  
Technology

MEB  
Platform

Navistar  
Acquisition

Strategy,  
Structure &  
Cost  
Optimisation

# e-Mobility

**VOLUNTARY PARTIAL  
RECALL**

**COMPENSATION**

**VOLUNTARY  
UNIVERSAL RECALL**

**We recommend voluntary universal Recall**

# Driverless Technology

**Invest 9%  
Cash in  
Argo ??**



- **Experienced Founders**
- **Positive Financials-  
80% Turnover Increase**



**Invest in Argo**  
  
**Create new competencies**  
  
**Capitalise on Opportunities**

**FOCUS ON CUSTOMER  
PERCEPTION!!!!!!!**

# MEB Platform

BYD approached VW AG to build a shared platform and realise positive synergies

NPV = 128 billion Euros, Accept Proposal

Equally as important: Qualitative Factors

# Navistar Acquisition

- VW AG through Traton SE has signalled further interest to increase control in Navistar from 18.6% to wholly-owned (100%)
- Such is to realise synergies between both parties to challenge other car manufactures such as Daimler AG and Volvo AG
- Furthermore to increase market share in North America and China
- However, previous strategic alliances between the two have come to an end
- Future strategic alliances may be challenging as a result

A Proposal have been put forth to Navistar Shareholders:

## **Share-for-share exchange**

- Synergies of 9 billion Euros expected to be realised
- A 6 for 1 exchange of VW AG/Traton to Navistar shares
- 15.8% gain to Navistar Shareholder
- 15.8% gain to VW AG/Traton SE owners
- 4.1 extra value per share to VW AG/Traton SE owners
- 4.6 Extra value per share to Navistar Shareholders

# Strategy, Structure & Cost Optimisation

## Change Management

- **Change Agent**
- **Identify resistance to change**
- **Respond**
- **Communication is key**
- **Suitable HR Plan**

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Thank You!!!

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