

# Volkswagen Financial Services (UK) Limited

Annual report and financial statements  
For the year ended 31 December 2017

Registered number 2835230

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# Annual report and financial statements for the year ended 31 December 2017

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# Annual report and financial statements for the year ended 31 December 2017

## Directors and Advisors

### Directors

H Hesse  
J Legenbauer  
D Maloney  
M E Reinhart  
A Van Den Bergh  
P Welter

### Registered Office

Brunswick Court  
Yeomans Drive  
Blakelands  
Milton Keynes  
MK14 5LR

### Independent Auditors

PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
Exchange House  
Central Business Exchange  
Midsummer Boulevard  
Central Milton Keynes  
MK9 2DF

### Principal Bankers

HSBC PLC  
8 Canada Square  
London  
E14 5HQ

# Annual report and financial statements for the year ended 31 December 2017

## Strategic Report

### The directors present their strategic report on the group for the year ended 31 December 2017

#### Principal activities

The Volkswagen Financial Services (UK) Limited Annual report and financial statements have been prepared at both company and group level. The Company being Volkswagen Financial Services (UK) Limited (VWFS), and the Group being the Company and the subsidiaries detailed in note 10.

The Company and Group provides financial products and services to retail customers across the entire Volkswagen Group in the United Kingdom. The core business is the financing of Audi, Volkswagen passenger cars, Volkswagen commercial vehicles, SEAT, Skoda and MAN vehicles. Financing is also available for Porsche, Bentley and Lamborghini.

#### Business review

Volkswagen Group UK Limited has continued to perform well in the UK passenger car market with new car registrations year on year increasing by 1.5% to 535,136 units (2016: 527,305 units) with overall market share of new passenger cars in 2017 at 21.1% up from 18.7% in 2016.

Despite a strong start to 2017 the UK new car market declined by 5.7% in the full year when compared to the record levels recorded in 2016. This was the first decline for six years but still the third highest on record with 2,540,617 new registrations. Diesel registrations were down in the year while petrol and alternatively fuelled vehicles recorded increased sales and market share. There continues to be a competitive range of affordable finance to support consumers taking advantage of low interest rates to secure some of the most innovative and high tech vehicles ever produced.

Despite increasing competition in the market, the Company continued to perform strongly in terms of new business written, with 390,650 (2016: 383,317) vehicles being financed with the total value funded during the year of £8,150m (2016: £7,330m). Operating profit was down on 2016 partly due to lower financial margins as a result of rates offered on a number of competitive used car campaigns. In addition there has also been pressure on used car residual values across the market as volumes increase off the back of recent record new business volumes, this is coupled with discounting and attractive financing packages on new cars.

Penetration rate, a measure of the number of new cars funded by the Company as a percentage of total VW Group registrations, decreased marginally in the year to 55.1% (2016: 55.7%) continuing to show strong commitment to our products.

Finance lease receivables, including hire purchase, at the end of the year were at £11,567m (2016: £10,433m) and operating lease assets were £2,488m (2016: £1,954m), again demonstrating the success of 2017. In total the Group's balance sheet assets have increased from £13,064m at 31.12.2016 to £14,847m at 31.12.2017.

Interest rates continued at historically low levels with the only change in the Bank of England base rate being a reversal of the reduction in August 2016, it now stands at 0.50%. In May 2017 the Company renegotiated Driver UK Master S.A (a private asset backed conduit structure) for a further 12 months with additional funding. There were also 2 new issuances of Asset-Backed Security 'ABS' during the year; Driver UK five and Driver UK six (public term deals). Further details on these arrangements are set out in note 16.

In June 2016 the UK voted to leave the European Union. As at 31 December 2017 negotiations of all future political and economic relationships are continuing and there remains a significant amount of uncertainty surrounding the economic impact of any agreement. While the situation is being monitored it is still not possible at this stage to determine the impacts this will have for VWFS, the sector and the UK economy as a whole. The company continues to monitor the risk situation closely so it can take a proactive approach to any developments that may occur including future regulatory relationships and reporting requirements.

#### NOx issue update

On September 18, 2015, the US Environmental Protection Agency (EPA) announced in a "Notice of Violation" that irregularities in relation to nitrogen oxide (NOx) emissions had been discovered in emissions tests on certain vehicles of Volkswagen Group with type EA 189 2.0 l diesel engines in the US (the NOx Issue). In this context, the Volkswagen Group announced that discrepancies between the figures achieved in testing and in actual road use had been identified in around eleven million vehicles worldwide with type EA 189 diesel engines.

Volkswagen AG subsequently engaged with UK and European type approval authorities to design and approve technical measures in respect of the vehicles affected by this issue outside of the US and Canada with the objective that they do not adversely affect CO2 emissions figures, fuel consumption figures, engine output, maximum torque or noise emissions.

For these affected vehicles, technical measures have been approved by the German type approval authority, the Kraftfahrt-Bundesamt (KBA) in respect of Volkswagen and Audi branded vehicles, by the UK type approval authority, the Vehicle Certification Agency (VCA) in respect of SKODA branded vehicles, and by the Ministerio de Industria, Energía y Turismo (MDI) in respect of SEAT branded vehicles. The KBA and VCA have confirmed for all affected vehicles that the implementation of all technical measures does not adversely impact fuel consumption figures, CO2 emissions figures, engine output, maximum torque and noise emissions. The MDI is also content that the technical measures be applied to those SEAT vehicles for which they are the relevant approval authority. As of 24 January 2018, of the 1.2 million vehicles affected by the NOx issue sold in the UK, approximately 840,000 vehicles have had the technical measures implemented.

Registered owners of affected vehicles have been contacted and invited to attend for a voluntary service action. In the UK, the service action is not a mandatory recall and ultimately it is up to the owners of the affected vehicles themselves to decide to have the technical measures implemented.

# Annual report and financial statements for the year ended 31 December 2017

## Strategic Report (continued)

### **NOx issue update (continued)**

Volkswagen Financial Services (UK) Limited ("VWFS") and other Volkswagen Group entities face actual and threatened legal proceedings from a number of firms of solicitors based in the UK acting on behalf of affected owners of which a sub-population of them entered into a financial agreement with VWFS in respect of their vehicles and may pursue claims against VWFS. On 28 October 2016 one of the claimant law firms representing a number of claimants applied to the High Court for a Group Litigation Order (GLO) to enable the court to manage any claims relating to the NOx issue. In January 2017 the application was listed to be heard by the Senior Master of the High Court who decided to adjourn the hearing of the GLO application until early October 2017. Following a civil dispute between the claimant law firm applying for the GLO and another claimant law firm, the former is now debarred from acting on behalf of any of the claimants. Another claimant law firm has now stepped in and is acting for all of these claimants. In light of the dispute between the claimant firms, the GLO application hearing was adjourned to late March 2018.

The application for the GLO was heard by the Senior Master on 27-29 March 2018. At that hearing the Senior Master indicated that she would recommend to the President of the Queen's Bench Division that a GLO be made in the terms of the draft Order which was before her. The GLO will not be made unless and until the President of the Queen's Bench Division gives his consent. That consent has not yet been given and therefore the GLO has not yet been formally made.

VWFS disputes the allegations being made and intends to vigorously defend this litigation and believes that there are good defences to the Claims as it understands them.

We do not believe the Company to be liable for any potential costs associated with the NOx issue.

This is discussed further in note 29.

### **Results and dividends**

The results for the year are set out in the statement of comprehensive income on page 14.

The profit for the year is £182.0m (2016: £234.6m)

The directors do not propose a dividend for 2017 (2016: £nil).

The growth in new business, evidenced by the improvements in the key performance indicators shown later in this Strategic Report, resulted in an increased earning-asset portfolio at the year end. This, coupled with further new asset backed securitisation transactions (see note 16) means the Company is well placed to continue as a lender of choice for Volkswagen vehicles.

### **Strategy**

The long term vision of VWFS globally is "we are the key to mobility"; and to enable the delivery of this vision, 2017 saw VWFS UK collaborate with Volkswagen Group Brands (UK) on the "Leading Together 2025" programme to localise Route 2025.

A number of initiatives were born from this programme including our electric car programme to support the ramp up in volume of Evs sold in the UK from 2019.

A number of strategic activities have been delivered this year including the launch of Buy My Audi, the ability to purchase service plans online and the development of our rental proposition. The company remains committed to its purpose of enabling the sale and provision of VWG products and services profitably in the UK market and delivering shareholder value.

The company seeks to move beyond being the market leader in captive vehicle finances, to leading the market as a provider of services that are the key mobility. To support this ambition in 2017 a Digital & Innovation Unit was established which now consists of c.30 colleagues working on a range of projects for VWFS and Volkswagen Group Brands in the UK.

### **Financial Risk Management**

The Company's operations expose it to a number of financial risks which are described below. The Company has in place risk management policies that seek to limit the adverse effects of the financial performance on the Company. These policies are set by the Board of Directors and implemented by the Company's risk management and operational departments.

#### *Price risk*

The Company has no direct exposure to commodity price risk or equity securities price risk.

#### *Credit risk*

The Company has implemented policies that require appropriate credit checks and credit scoring on potential customers before finance is granted. The Company's risk management and underwriting departments are responsible for continually monitoring the credit risks associated with new and existing business.

# Annual report and financial statements for the year ended 31 December 2017

## Strategic Report (continued)

### Financial Risk Management (continued)

#### *Residual value risk*

A residual value risk exists when the estimated sales value of a vehicle at the time of disposal is less than the expected residual value estimated at the time the contract was written. The Company will be exposed to residual value risk upon the termination of a contract. This exposure can exist on leased assets or on Personal Contract Purchase ("PCP") contracts where the customer has chosen the option to return the vehicle. Risks are quantified regularly by means of evaluations and analyses on a contract by contract basis. The contracted residual values are compared to attainable market values that are generated from both the data of external service providers and the Company's own experience. Please see note 23 for further details.

#### *Liquidity risk*

The main liquidity risk to the company arises from the difference in the nature of the lending undertaken to the customer base and the funds borrowed by the Company to fund that lending. The business mainly funds customers over a medium-term basis, typically for up to three years, whilst it raises liquidity over a medium and short-term basis. In order for the business to meet its on-going funding obligations, and for further expansion, it is necessarily reliant on the continued availability of its funding sources which are described below.

The Company sources liquidity from three main providers. Firstly, medium-term funding, is sourced from inter-company lenders. Secondly, through our ABS programmes. The third source of funds is through short-term bank loans, mainly uncommitted in nature, typically provided over a period of up to one month.

The directors manage the liquidity risk by the following methods. Firstly, the Company works closely with the Treasury department of the parent company Volkswagen Bank GmbH (VWB) to ensure that VWB is aware of the medium-term funding requirements. In connection with this source of funding, the directors ultimately rely on the letter of comfort published by VWB in its financial statements, which confirms that VWB will exert its influence to ensure that obligations to third party creditors are met in the agreed manner. Secondly, the company works, in conjunction with the Treasury departments of the parent and ultimate parent companies, to ensure that, on an on-going basis, there is a sufficient availability of third party bank credit lines.

A secondary liquidity risk recognised by the directors is that the funding currently provided by the revolving ABS Master transactions could be withdrawn at their next renewal date in May 2018. Under this scenario the facilities would amortise monthly to zero. In the case of withdrawal the facilities would fully reduce to zero over time (approx. 2.5 Yrs) and the directors believe that sufficient replacement funds would be available from inter-company sources and unused bank credit lines.

The directors believe that the policies outlined above are sufficient to substantially mitigate against the liquidity risk encountered in the on-going operations of the business particularly given the published support of its sole shareholder.

#### *Interest rate cash flow risk*

The Company has policies and procedures setting out specific guidelines that must be followed to manage the interest rate risk together with circumstances where it would be appropriate to use derivative financial instruments to manage this risk.

The Company has both interest bearing assets and interest bearing liabilities. Interest bearing assets include hire purchase and leasing contracts that mostly earn interest at a fixed rate over the life of each individual contract, which typically averages three years.

The current funding to support this lending, is mainly through a mixture of medium-term inter-group loans, funding from the sale of securitised assets and short-term bank loans.

Inter-company loans are mainly of medium-term duration and are at floating rate. The interest rate risk arising from funding medium-term assets mainly with floating rate loans is managed through the use of derivative financial instruments, specifically interest rate swap contracts. The use of these swaps results in a "floating to fixed" interest rate on loans. As a lending institution, increases in funding costs are applied to new underwritten business where competitive market conditions allow in order to ensure the sustained profitability of the company. Additionally, the directors comply with the parent company requirement that a significant majority of the company's funding be fixed rate, either directly or through the use of allowed derivatives, over a medium-term basis. The interest rate risks borne by the Company and the Group are managed as part of a VW AG group-wide treasury and risk management policy. Although most derivatives are designated in hedge relationships at a VWAG group-wide level, there will be some derivatives which are not designated as being in hedge relationships. As a result the directors have elected not to apply hedge accounting in these financial statements. Consequently all fair value movements of derivative financial instruments are charged or credited to the Statement of Comprehensive Income.

# Annual report and financial statements for the year ended 31 December 2017

## Strategic Report (continued)

### Financial Risk Management (continued)

#### Exchange Rate Risk

The Company operates a branch in the Republic of Ireland. This means the Company has exposure to movements in exchange rates, however the directors do not feel this creates a significant risk due to the relative size of the business in the branch. The frequency of transactions being converted to Sterling is reduced by holding a Euro bank account for all receipts and payments in that currency.

#### Principal risks and uncertainties

##### Operational risk

Processes and procedures are in place which evaluate the operational risks associated with processes, personnel, infrastructure / IT and external risks. The procedures established ensure awareness and determination of assessed operational risks, and the initiation of appropriate counter-measures to avoid such or similar future re-occurrences.

##### Non-financial risk management

The Company's operations also expose it to a number of non-financial risks which are described below. The Company has in place risk management policies that seek to limit the adverse effects of these risks on the Company.

##### Competition risk

The main competition risk is provided by alternative funding providers, typically banks and other finance houses. The directors mitigate competition risk by the following methods. Firstly, the Company works closely with the Volkswagen Group brands to continue to be their supplier of choice for retail financing facilities. Secondly, the Company seeks to create innovative and relevant products and services whilst closely monitoring competitor activity in the market-place.

##### Regulatory risk

The Company operates in a highly regulated industry that is constantly changing. Structures, processes and procedures are in place to monitor and implement changes in regulation and to provide assurance of ongoing regulatory compliance.

The Company was fully authorised and regulated by the Financial Conduct Authority ("FCA") in respect of regulated consumer credit and leasing activities throughout the period. It is also regulated by the FCA in respect of general insurance business as an intermediary. Volkswagen Insurance Service (Great Britain) Limited ("VIS") is an appointed representative of the Company, which entails the Company taking regulatory responsibility for their insurance mediation activities. The Company is supervised by the FCA in respect of compliance with its anti-money laundering obligations.

The Company also has to comply with many laws, the most notable being the Consumer Credit Acts 1974 and 2006, The Consumer Protection from Unfair Trading Regulations 2008, The Data Protection Act 1998, The Financial Services and Markets Act 2000, The Proceeds of Crime Act 2002, Supply of Goods (Implied Terms) Act 1973, the Supply of Goods and Services Act 1982 and the Bribery Act 2010.

##### Personnel risk

In order to attract, develop and retain the best human resources, the Company has developed relevant policies and procedures coupled with appropriate remuneration, training and development opportunities. As per the KPI table below, employee retention figures continue to be consistent with expectation and in line with the broader market view.

#### Key Performance Indicators

The Company monitors certain aspects of its performance through four indicators set out in the table below:

	2017	2016	Definition, method of calculation and analysis
Finance penetration %	55.1%	55.7%	This is the percentage of total Volkswagen Group new vehicle registrations funded by the company.
Finance cases - units	390,650	383,317	This is the total number of new contracts funded in the year.
Advances - £m	8,150	7,330	This is the total value of new contracts funded in the year.
Average Earning Assets - £m	13,901	11,831	This is the average retail and fleet earning assets for the year.
Employee retention %	85.5%	87.0%	This is the number of employees remaining in employment with the Company at the end of the year expressed as a percentage of the employees at the beginning of the year.

Performance against KPIs is discussed within the business review section above.

On behalf of the board

Albert Van der Bergh  
Managing Director

24 April 2018

# Annual report and financial statements for the year ended 31 December 2017

## Directors' report

The directors present their report, and the audited group financial statements, for the year ended 31 December 2017. These have been prepared using International Financial Reporting Standards ("IFRSs") as adopted by the EU.

### Future Developments

The Company will further embed the new 2025 VW global strategy in 2018, further details of which can be found in the Strategy section of the Strategic report on page 5, and also continue with local initiatives surrounding digital and used car finance.

### Dividend

The directors do not propose a dividend for 2017 (2016: £nil).

### Political and charitable donations

The Company has made charitable donations in the year of £233,500 (2016: £302,233), primarily to the UK Motor Industry Benevolent Fund (supporting current and former employees of the motor industry).

The Company made no political donations in the year (2016: £nil).

### Directors and directors' interests

The directors who held office during the year and up to the date of this report were as follows:

H Hesse	(appointed on 2 September 2017)
J Legenbauer	
D Maloney	
M E Reinhart	(appointed on 2 September 2017)
A Van Den Bergh	
P Welter	

None of the directors held beneficial interests in the share capital of the Company as at 31 December 2017 (31 December 2016: none).

### Financial Risk Management

The Company's Strategic Report on pages 3 to 6 contains disclosures and commentary relevant to the financial risk management policies of the Company.

### Employees

The Company has a strong culture that focuses on creating an environment where our people are engaged, want to do their best and reach their potential. We place great emphasis on our values ensuring that our employees first of all, understand them and their importance in guiding the way we do business and then through continuous education and discussion ensure we empower our employees to live these. Through our Employee Forum we share business performance, news and updates. Through these representatives we also consult on business changes, seek input and feedback to ensure that our employees have genuine involvement and an opportunity to contribute to the success of the organisation. We seek to engage with our employees through our weekly digital communication tool 'Headlight' which has been designed to share a broad range of information about our business and the industry, keeping colleagues up to date with the financial and economic factors that affect the performance of the Company, product awareness training courses and regular publication of performance dashboards. Departments regularly have 'team huddles' designed to share, engage and motivate their employees. Employees are recognised through our Thank you scheme 'Living our Spirit' stars which has been designed to recognise colleagues who have gone the extra mile. Our employees are also encouraged to contribute to the Company's performance and are rewarded through a discretionary bonus scheme which forms part of a market competitive total remuneration package. This package includes a heavily supported wellbeing offering.

The Company operates an equal opportunities policy and are committed to offering opportunities to employees or potential employees regardless of their creed, nationality, race or sexuality. The Company welcomes applications from individuals with disabilities and in the event of a member of staff becoming disabled every effort is made to ensure that their employment within the company continues and the appropriate training and support is arranged.

The Company is very proud of the learning and development programmes we provide which encourage individuals to take responsibility for their personal development, develop themselves as well as supporting their on-going career development and the opportunity of internal promotion and career progression within the Company.



# Annual report and financial statements for the year ended 31 December 2017

## Directors' report (continued)

### Talent

The Company has a central aim to create an environment where continuous learning & development can take place and where all employees feel supported and enabled to meet the changing demands and priorities and requirements of their role. Employees discuss their personal training and development with their line managers as part of our annual performance management process. This ensures there is a real focus on personal growth and employees are encouraged to play an active part in identifying their own learning needs, selecting appropriate learning methods and in assessing the outcomes and effectiveness of their learning. This partnership approach to learning ensures development is relevant and adds both personal and business value.

Individuals who join our business are supported through our structured 'Licence2 Start' induction session. As well as helping new employees to understand our business, how we operate and our culture it is a great opportunity for new employees to meet team members across the business and ensure they quickly settle into our organisation and their new role. In addition to our induction session, there is specific departmental and technical training. Annually, the Company reviews development requirements at a departmental level to ensure that the training needs of all employees are documented and managed through a central 'Development Analysis' process. This ensures that line managers are fully supported to develop their people. Once the Development Analysis process has taken place we review all requirements and where appropriate, develop courses through our 'Licence2' framework to meet these needs internally. The Company provides additional training on an annual basis to support individuals with their continued professional and specialist development and ensure where needed, that there is expertise and technical competence.

Our learning management system, The Learning Zone, is a one stop shop which provides employees with easy access to all their annual job assigned eLearning training to demonstrate on-going knowledge and competence as well as new online courses on a wide variety of business topics. This approach supports our philosophy of creating a learning environment and encouraging employees to take responsibility for their personal development. It also ensures that employees have the relevant knowledge, skills and expertise to perform their work to consistently high standards and to achieve their full potential.

The Company strives to make learning and development an integral part of our operations and follow a continuous process of review, appraisal and development. We are passionate about investing in our employees and providing opportunities for them to grow and develop their skills and careers within our business.

### Labour standards and human rights

In 2015 the UK Government published the Modern Slavery Act (MSA) which places a duty on companies to make a public statement on the steps to minimise the possibility that slavery or human trafficking is happening in their own business or in their supply chain, this can be found on the Company's website at [www.vwfs.co.uk](http://www.vwfs.co.uk).

### Financial Instruments

#### *Finance lease receivables*

Finance leased assets include lease purchase, finance leases, personal contract plans ("PCP") and hire purchase contracts. The investment in the lease, net of anticipated credit losses, is recorded in the balance sheet as a lease receivable with the balance being reduced over the lease period by the proportion of rental income received, which is treated as a repayment of the debtor. These contracts are all accounted for within lease receivables as it is not expected that the Company will be subject to vehicle returns and consequently the majority of risks and rewards have been transferred. Vehicle returns could only occur in the event of default on a contract, at the end of a PCP contract when the vehicle can be returned at the customers' option or where a customer exercises their rights under the Consumer credit Act to terminate a leasing contract early. Finance lease receivables are stated after deductions of provisions for bad debts, comprising specific and portfolio provisions made to reflect the assessment of expected losses on existing debts, which are known to exist from experience and any expected residual value losses on vehicle returns.

#### *Loans and receivables*

Loans and receivables are measured at amortised cost and include non derivative financial assets with fixed or determinable payments that are not quoted in an active market. Loans and receivables are loans to employees in connection with the Volkswagen Group UK Limited employee car ownership scheme.

#### *Securitisation*

The Company has securitised certain of its finance lease gross receivables. Receivables may be sold on a monthly basis to Special Purpose Entities ("SPEs"). Under IFRS as adopted by the European Union, if a transferor retains substantially all the risks and rewards associated with the transferred assets, the transaction is accounted for as a financing transaction, notwithstanding that it is a sale transaction from a legal perspective. The Directors have concluded that the Company has retained substantially all the risks and rewards of the pool of auto loan receivables and therefore that Company cannot derecognise the auto loan receivables as assets. Instead, the Company recognises a limited recourse loan from the SPEs which are secured on, and only has recourse to, the cash flows arising from the auto loan receivables.

#### *Cash and cash equivalents*

Cash and cash equivalents comprise cash balances and call deposits. Bank overdrafts that are repayable on demand and form an integral part of the Company's cash management are included as a component of cash and cash equivalents for the purpose of the cash flow statement.

#### *Trade and other payables*

Trade and other payables are recognised initially at fair value. Subsequent to initial recognition they are measured at amortised cost using the effective interest method.

#### *Interest-bearing borrowing*

Interest-bearing borrowings are recognised initially at fair value less attributable transaction costs. Subsequent to initial recognition, interest-bearing borrowings are stated at amortised cost using effective interest method, less any impairment losses.

# Annual report and financial statements for the year ended 31 December 2017

## Directors' report (continued)

### Financial Instruments (continued)

#### *Derivative financial instruments and hedging activities*

In accordance with its treasury policy, the Group only holds derivative financial instruments to manage its exposure to financial risk. The Group does not hold derivative financial instruments for trading or speculative purposes. The primary financial risk arises from interest rate risk on the Group's variable-rate borrowings. The Group manages this risk by holding derivative financial instruments, namely interest rate swaps.

The derivative financial instruments comprise of interest rate swaps transactions and embedded derivatives within finance lease contracts. The current expected value of financial instruments are classified as being held for trading.

All interest rate swaps currently held are considered to be used for hedging purposes when they alter the risk profile of the underlying exposure of the Group in line with the VW AG group's risk management policies and in accordance with established guidelines. At the inception of the hedge relationship the Company documents the relationship between the hedging interest and hedged item, along with its risk management objectives and its strategy for undertaking various hedge transactions. Furthermore, at the inception of the hedge and on an on-going basis, the Company documents whether the hedging instrument that is used in a hedging relationship is highly effective in offsetting changes in fair values or cash flows of the hedged item.

Interest rate swaps are measured at fair value at each reporting date its interest rate exposures and resulting hedging activity are primarily managed at Group level, the Company has not adopted hedge accounting for the purpose of preparing its UK financial statements. Movements in both the effective and ineffective portion of the fair value of the hedging instrument are recognised immediately in the statement of comprehensive income.

#### **Branches outside the UK**

The Company maintains a branch presence in the Republic of Ireland as part of normal business operations.

#### **Directors' indemnities**

As permitted by the Articles of Association, the Directors have the benefit of an indemnity which is a qualifying third party indemnity provision as defined by Section 234 of the Companies Act 2006. The indemnity was in force throughout the last financial year and is currently in force. The Company also purchased and maintained throughout the financial year Directors' and Officers' liability insurance in respect of itself and its Directors.

#### **Disclosure of information to independent auditors**

So far as each director is aware, there is no relevant audit information of which the Company's auditors are unaware.

Each director has taken all the steps that he / she ought to have taken in their duty as a director in order to make him / her self-aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

#### **Auditors' independence**

During the year the external auditors' provided non-audit services. Auditors' objectivity and independence was safeguarded by these activities being subject to tender and the subsequent activity performed by members of auditors' staff not involved in audit activity and conducted with non-finance members of the VWFS workforce.

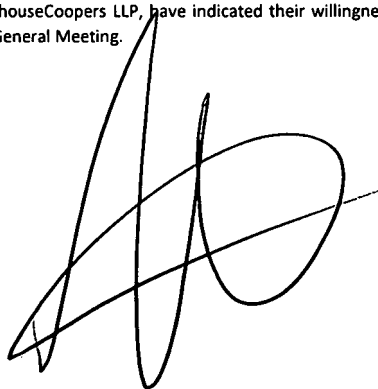
#### **Independent auditors**

The auditors, PricewaterhouseCoopers LLP, have indicated their willingness to continue in office and a resolution concerning their reappointment will be proposed at the Annual General Meeting.

On behalf of the board

Albert Van den Bergh  
Managing Director

24 April 2018



## Annual report and financial statements for the year ended 31 December 2017

### Statement of directors' responsibilities

The directors are responsible for preparing the Strategic Report and the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have prepared the Group and Company financial statements in accordance with International Financial Reporting Standards ("IFRSs") as adopted by the European Union.

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Group and the Company and of the profit or loss of the Group and Company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable IFRSs as adopted by the European Union have been followed for the Group and Company financial statements, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Group and Company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Group and Company's transactions and disclose with reasonable accuracy at any time the financial position of the Group and Company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Group and Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

# Annual report and financial statements for the year ended 31 December 2017

## Independent Auditors' Report to the members of Volkswagen Financial Services (UK) Limited

### Report on the audit of the financial statements

#### Opinion

In our opinion, Volkswagen Financial Services (UK) Limited's group financial statements and company financial statements (the "financial statements"):

- give a true and fair view of the state of the group's and of the company's affairs as at 31 December 2017 and of the group's profit and the group's and the company's cash flows for the year then ended;
- have been properly prepared in accordance with IFRSs as adopted by the European Union and, as regards the company's financial statements, as applied in accordance with the provisions of the Companies Act 2006; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements, included within the Annual Report and financial statements (the "Annual Report"), which comprise: the group and company statements of financial position as at 31 December 2017; the group statement of comprehensive income, the group and parent company statements of cash flows, and the group statement of changes in equity for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities under ISAs (UK) are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Independence

We remained independent of the group in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, which includes the FRC's Ethical Standard, as applicable to listed entities, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

#### Our audit approach

##### Overview

- **Materiality:** Overall group materiality: £18 million based on 0.1% of total assets.
- **Materiality:** Overall company materiality: £18 million based on 0.1% of total assets.
- **Audit Scope:** These consolidated accounts comprise the company and its two quasi subsidiaries Driver UK Master S.A. and Driver UK Multicompartiment S.A. We performed an audit of the complete financial information of the Company. The primary transaction in the quasi subsidiaries is the issue of asset-backed securities on the Luxembourg stock exchange. We perform an audit of the transactions and listings to obtain audit coverage over the subsidiaries.
- **Key audit matters:** Provisioning, including residual value and termination losses (Group and parent).

##### The scope of our audit

As part of designing our audit, we determined materiality and assessed the risks of material misstatement in the financial statements. In particular, we looked at where the directors made subjective judgements, for example in respect of significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain.

As in all of our audits we also addressed the risk of management override of internal controls, including evaluating whether there was evidence of bias by the directors that represented a risk of material misstatement due to fraud.

##### Key audit matters

Key audit matters are those matters that, in the auditors' professional judgement, were of most significance in the audit of the financial statements of the current period and include the most significant assessed risks of material misstatement (whether or not due to fraud) identified by the auditors, including those which had the greatest effect on: the overall audit strategy; the allocation of resources in the audit; and directing the efforts of the engagement team. These matters, and any comments we make on the results of our procedures thereon, were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. This is not a complete list of all risks identified by our audit.

Key audit matter	How our audit addressed the key audit matter
<b>Provisioning, including residual value and termination losses</b> When determining the value of the finance lease receivables, management have to consider the net present value of lease payments taking into account the impact of any voluntary termination and guaranteed residual values. In addition, impairment issues could also arise when the customer is unable to service their debts.  <b>Residual value risk:</b> There is a risk that the provision held to cover the residual value risk could be misstated. The most possible cause would be an error in judgements applied. There are a number of key judgements applied to the model, in particular, the value of the vehicles upon completion of the lease depends on expected market conditions, which are difficult to predict.  <b>Voluntary termination (VT) risk:</b> There is a risk that the provision held to allow for the financial risk arising from VT's may be misstated. The VT provision provides for losses expected to be incurred by the company on disposal of any vehicles that are returned to them part way through a contract when a customer exercises their legal right to voluntarily terminate a lease. This year, the company applied a new model to estimate this provision.	Our audit approach across each of the provisions involved the following procedures:  - Our testing focused on testing the inputs to the models, tracing key data back to the source contract management system to ensure accuracy of the vehicle data; - Data in respect of estimated vehicle sales values was agreed to external industry data sources. In addition, actual sales prices were compared to the historic industry data to assess the accuracy and appropriateness of the data being used; - Data in respect of customer behaviour and expected losses was compared to historic experience to assess its accuracy and appropriateness; - We challenged management on the results and model outputs and assessed their sensitivity to change; - We obtained an understanding of and challenged managements' review process over the models used and the results obtained; and - Where there was a change or update to a provision model, we assessed and where appropriate tested the controls and processes around the model's development.

# Annual report and financial statements for the year ended 31 December 2017

## Independent Auditors' Report to the members of Volkswagen Financial Services (UK) Limited (continued)

**Retail credit risk:** There is a risk that the provision in place for the retail receivable may be misstated. Retail provision provides against the losses incurred by the company once a customer is unable to meet the monthly payment schedule and falls in to arrears. The provision is calculated as the difference between the expected total outstanding on the contract less amounts recovered from repossession and subsequent sale of the vehicle.

Group and parent

### How we tailored the audit scope

We tailored the scope of our audit to ensure that we performed enough work to be able to give an opinion on the financial statements as a whole, taking into account the structure of the group and the company, the accounting processes and controls, and the industry in which they operate. These consolidated accounts comprise the company and its two quasi subsidiaries Driver UK Master S.A. and Driver UK Multicompartment S.A. We performed an audit of the complete financial information of the Company. The primary transaction in the quasi subsidiaries is the issue of asset-backed securities on the Luxembourg stock exchange. We perform an audit of the transactions and listings to obtain audit coverage over the subsidiaries.

### Materiality

The scope of our audit was influenced by our application of materiality. We set certain quantitative thresholds for materiality. These, together with qualitative considerations, helped us to determine the scope of our audit and the nature, timing and extent of our audit procedures on the individual financial statement line items and disclosures and in evaluating the effect of misstatements, both individually and in aggregate on the financial statements as a whole. Based on our professional judgement, we determined materiality for the financial statements as a whole as follows:

	Group financial statements	Company financial statements
Overall materiality	£18 million	£18 million
How we determined it	0.1% of total assets.	0.1% of total assets.
Rationale for benchmark applied	Based on the benchmarks used in the annual report, total assets is the primary measure used by the shareholders in assessing the financial position and performance of the group, and is a generally accepted auditing benchmark.	Based on the benchmarks used in the annual report, total assets is the primary measure used by the shareholders in assessing the financial position and performance of the group, and is a generally accepted auditing benchmark.

For each component in the scope of our group audit, we allocated a materiality that is less than our overall group materiality. The range of materiality allocated across components was £0 million to £18 million.

We agreed with the Audit Committee that we would report to them misstatements identified during our audit above £900,000 (Group audit) and £900,000 (Company audit) as well as misstatements below those amounts that, in our view, warranted reporting for qualitative reasons.

### Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which ISAs (UK) require us to report to you when:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the group's and company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

However, because not all future events or conditions can be predicted, this statement is not a guarantee as to the group's and company's ability to continue as a going concern.

### Reporting on other information

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except to the extent otherwise explicitly stated in this report, any form of assurance thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If we identify an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report based on these responsibilities. With respect to the Strategic Report and Directors' Report, we also considered whether the disclosures required by the UK Companies Act 2006 have been included.

Based on the responsibilities described above and our work undertaken in the course of the audit, ISAs (UK) require us also to report certain opinions and matters as described below.

#### Strategic Report and Directors' Report

In our opinion, based on the work undertaken in the course of the audit, the information given in the Strategic Report and Directors' Report for the year ended 31 December 2017 is consistent with the financial statements and has been prepared in accordance with applicable legal requirements.

In light of the knowledge and understanding of the group and company and their environment obtained in the course of the audit, we did not identify any material misstatements in the Strategic Report and Directors' Report.

# Annual report and financial statements for the year ended 31 December 2017

## Independent Auditors' Report to the members of Volkswagen Financial Services (UK) Limited (continued)

### Responsibilities for the financial statements and the audit

#### *Responsibilities of the directors for the financial statements*

As explained more fully in the Directors' Responsibilities Statement set out on page 10, the directors are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The directors are also responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the group's and the company's ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the group or the company or to cease operations, or have no realistic alternative but to do so.

#### *Auditors' responsibilities for the audit of the financial statements*

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditors' report.

#### *Use of this report*

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

### Other required reporting

#### Companies Act 2006 exception reporting

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- we have not received all the information and explanations we require for our audit; or
- adequate accounting records have not been kept by the company, or returns adequate for our audit have not been received from branches not visited by us; or
- certain disclosures of directors' remuneration specified by law are not made; or
- the company financial statements are not in agreement with the accounting records and returns.

We have no exceptions to report arising from this responsibility.



David Roper (Senior Statutory Auditor)

for and on behalf of PricewaterhouseCoopers LLP

Chartered Accountants and Statutory Auditors

Milton Keynes

24 April 2018

# Annual report and financial statements for the year ended 31 December 2017

## Statement of comprehensive income

### Group statement of comprehensive income for the year ended 31 December 2017

	Note	2017	2016
		£000	£000
Revenue	2	1,922,222	1,516,882
Cost of Sales	3	(1,485,498)	(975,115)
<b>Gross profit</b>		<b>436,724</b>	<b>541,767</b>
Distribution Costs	5	(108,534)	(99,979)
Administration Costs	5	(104,294)	(85,295)
Other Operating Income	5	5,603	9,892
Other Operating Costs	5	(37,731)	(42,861)
<b>Operating profit</b>		<b>191,768</b>	<b>323,524</b>
Finance gain/(loss)	6	30,859	(24,599)
<b>Profit before tax</b>		<b>222,627</b>	<b>298,925</b>
Taxation	9	(40,617)	(64,347)
<b>Profit for the year</b>		<b>182,010</b>	<b>234,578</b>
<b>Other comprehensive income/(expense):</b>			
Items that will not be reclassified to the profit or loss			
Actuarial gain/(loss) on defined benefit pension plans	24	516	(4,173)
Tax on income recognised directly in equity	13	(88)	624
<b>Other comprehensive income/(expense)</b>		<b>428</b>	<b>(3,549)</b>
<b>Total comprehensive income for the year</b>		<b>182,438</b>	<b>231,029</b>

All of the above figures relate to continuing operations.

The company has elected to take the exemption under section 408 of the Companies Act 2006 not to present the parent company profit and loss account.

The profit for the parent company for the year was £156.6m (2016: £227.5m)

The notes on pages 18 to 73 form part of these financial statements

# Annual report and financial statements for the year ended 31 December 2017

## Statements of financial position

### Group & Company statements of financial position as at 31 December 2017

	Note	Group		Company	
		2017	2016	2017	2016
		£000	£000	£000	£000
<b>Non-current assets</b>					
Investments in subsidiaries	10	-	-	-	-
Intangible Assets	11	-	-	-	-
Property, plant and equipment	12	11,961	12,754	11,961	12,754
Leasing and rental assets	12	2,487,984	1,953,690	2,487,984	1,953,690
Finance lease receivables	16	8,516,290	7,591,435	8,516,290	7,591,435
Derivative Financial Instruments	23	36,996	10,883	14,709	1,454
Other Receivables and Financial Assets	17	144,428	143,384	144,428	143,384
Deferred Tax Assets	13	28,719	35,798	28,719	35,798
		<b>11,226,378</b>	<b>9,747,944</b>	<b>11,204,091</b>	<b>9,738,515</b>
<b>Current assets</b>					
Inventories	14	45,207	50,508	45,207	50,508
Trade receivables	25	42,238	59,778	42,238	59,778
Loans and receivables	15	171,736	154,135	171,736	154,135
Finance lease receivables	16	3,051,048	2,687,765	3,051,048	2,687,765
Other Receivables and Financial Assets	17	235,305	267,736	108,223	119,157
Derivative Financial Instruments	23	832	24	832	24
Cash and cash equivalents (excluding bank overdrafts)	18	74,655	95,910	-	-
		<b>3,621,021</b>	<b>3,315,856</b>	<b>3,419,284</b>	<b>3,071,367</b>
<b>Total assets</b>		<b>14,847,399</b>	<b>13,063,800</b>	<b>14,623,375</b>	<b>12,809,882</b>
<b>Current liabilities</b>					
Financial Liabilities	19	4,904,748	4,703,297	4,904,748	4,703,297
Trade Payables		53,176	42,613	53,176	42,613
Other Liabilities	20	46,516	165,167	45,031	159,345
Derivative Financial Instruments	23	7,458	11,372	7,458	11,372
Current income tax liabilities		1,543	39,461	1,543	39,461
Other Provisions	21	9,600	4,865	9,600	4,865
Bank overdraft	18	61,929	79,187	61,929	79,187
		<b>5,084,970</b>	<b>5,045,962</b>	<b>5,083,485</b>	<b>5,040,140</b>
<b>Non-current liabilities</b>					
Financial Liabilities	19	8,185,646	6,752,024	7,983,909	6,507,535
Other Liabilities	20	300,717	152,685	300,717	152,685
Derivative Financial Instruments	23	30,806	50,307	30,412	41,718
		<b>8,517,169</b>	<b>6,955,016</b>	<b>8,315,038</b>	<b>6,701,938</b>
<b>Total liabilities</b>		<b>13,602,139</b>	<b>12,000,978</b>	<b>13,398,523</b>	<b>11,742,078</b>
<b>Net assets</b>		<b>1,245,260</b>	<b>1,062,822</b>	<b>1,224,852</b>	<b>1,067,804</b>
<b>Equity</b>					
Share Capital and Share Premium	22	87,922	87,922	87,922	87,922
Other Reserves	22	97,123	97,123	97,123	97,123
Retained Earnings	22	1,060,215	877,777	1,039,807	882,759
<b>Total equity</b>		<b>1,245,260</b>	<b>1,062,822</b>	<b>1,224,852</b>	<b>1,067,804</b>

The notes on pages 18 to 73 form part of these financial statements

The financial statements on pages 14 to 73 were approved by the Board of Directors on 24 April 2018 and signed on its behalf by

Albert Van den Bergh  
Managing Director

Company registered number: 2835230



# Annual report and financial statements for the year ended 31 December 2017

## Statement of changes in equity

### Group statement of changes in equity for the year ended 31 December 2017

	Share capital and share premium	Other reserves	Retained earnings	Total equity
	£000	£000	£000	£000
Balance as at 1 January 2016	70,000	46,973	646,748	763,721
Profit for the year	-	-	234,578	234,578
Other comprehensive expense for the year	-	-	(3,549)	(3,549)
Total comprehensive income for the year	-	-	231,029	231,029
Share Premium on issue of additional £1 share capital	17,922	-	-	17,922
Increase in equity as a result of a business combination of entities under common control	-	50,150	-	50,150
Total movement in equity during the year	17,922	50,150	231,029	299,101
Balance as at 31 December 2016	87,922	97,123	877,777	1,062,822
Balance as at 1 January 2017	87,922	97,123	877,777	1,062,822
Profit for the year	-	-	182,010	182,010
Other comprehensive income for the year	-	-	428	428
Total comprehensive income for the year and movement in equity during the year	-	-	182,438	182,438
Balance as at 31 December 2017	87,922	97,123	1,060,215	1,245,260

The aggregated current and deferred tax relating to items that were charged to equity during the year is £88,000 (2016: £(624,000)).

The notes on pages 18 to 73 form part of these financial statements

# Annual report and financial statements for the year ended 31 December 2017

## Statements of cash flows

### Group & Company statements of cash flows for the year ended 31 December 2017

Note	Group		Company	
	2017	2016	2017	2016
	£000	£000	£000	£000
<b>Profit before tax</b>	<b>222,627</b>	<b>298,925</b>	<b>222,627</b>	<b>298,925</b>
Depreciation, amortisation and valuation allowances	394,785	287,616	394,785	287,616
Loss on disposal of fixed assets	-	27	-	27
Net assets transferred on business combination under common control	-	69,582	-	69,582
Change in provisions	4,735	54	4,735	54
Change in other non-cash items	92,782	2,367	92,782	2,367
Change in inventories	5,301	(26,193)	5,301	(26,193)
Change in trade receivables	18,995	(29,265)	18,995	(29,265)
Change in leasing and rental assets	(927,462)	(836,941)	(927,462)	(836,941)
Change in finance lease receivables	(1,374,688)	(1,695,679)	(1,374,688)	(1,695,679)
Change in loans and receivables	(17,601)	(66,533)	(17,601)	(66,533)
Change in other assets from operating activities	(48,227)	(206,172)	(48,227)	(206,172)
Change in liabilities to financial institutions	1,871	(21,395)	1,871	(21,395)
Change in other liabilities from operating activities	38,683	93,764	38,683	93,764
Income tax paid	(71,543)	(62,878)	(71,543)	(62,878)
<b>Cash flows used in operating activities</b>	<b>(1,659,742)</b>	<b>(2,192,721)</b>	<b>(1,659,742)</b>	<b>(2,192,721)</b>
Cash outflows from the purchase of property, plant and equipment	(823)	(1)	(823)	(1)
Cash inflows from the purchase of property, plant and equipment	-	56	-	56
<b>Cash flows (used in)/generated from investing activities</b>	<b>(823)</b>	<b>55</b>	<b>(823)</b>	<b>55</b>
Proceeds from the issue of deemed loan / bonds	1,415,400	2,296,600	1,415,400	2,296,600
Repayment of bonds	(1,170,130)	(792,612)	(1,170,130)	(792,612)
Change in cash advanced to SPE's	-	-	21,255	52,601
Cash inflows from securities and loans	21,498	199,832	21,498	199,832
Change in other financial liabilities	1,389,800	391,461	1,389,800	391,461
<b>Cash flows generated from financing activities</b>	<b>1,656,568</b>	<b>2,095,281</b>	<b>1,677,823</b>	<b>2,147,882</b>
<b>Cash and cash equivalents as at the end of the previous year</b>	<b>16,723</b>	<b>114,108</b>	<b>(79,187)</b>	<b>(34,403)</b>
Cash flows used in operating activities	(1,659,742)	(2,192,721)	(1,659,742)	(2,192,721)
Cash flows (used in)/ generated from investing activities	(823)	55	(823)	55
Cash flows generated from financing activities	1,656,568	2,095,281	1,677,823	2,147,882
<b>Cash and cash equivalents as at the end of the year</b>	<b>12,726</b>	<b>16,723</b>	<b>(61,929)</b>	<b>(79,187)</b>

The notes on pages 18 to 73 form part of these financial statements

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements

### 1. Accounting policies

Volkswagen Financial Services (UK) Limited ('the Company') is a wholly owned subsidiary of Volkswagen Bank GmbH.

Volkswagen Financial Services (UK) Limited and its subsidiaries ("the Group") offer financial products and services promoting Audi, Volkswagen passenger cars, Volkswagen commercial vehicles, SEAT, Skoda and MAN vehicle sales in the UK.

The principal trading activities of the Group and Company during the year are described in the strategic report.

The Company is limited by shares domiciled and incorporated in the United Kingdom under the Companies Act 2006.

The address of its registered office is Brunswick Court, Yeomans Drive, Blakelands, Milton Keynes, MK14 5LR, United Kingdom. The registered number of the Company is 2835230.

#### Basis of preparation

The Group and Company's financial statements have been prepared and approved by the directors in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU ("EU Adopted IFRSs") and interpretations issued by the IFRS Interpretations Committee (IFRS IC) and the Companies Act 2006 applicable to companies reporting under IFRS.

Given the special nature of the Group's business, the Group statement of comprehensive income is presented in a revised format with interest payable and similar charges treated as a cost of providing finance to customers, and therefore classified as a cost of sale. In addition cost of sales includes the depreciation of operating lease assets, service and maintenance costs, the cost of assets returned under operating lease agreements and assets returned under purchase products, operating lease commission and vehicle disposal costs. Distribution costs consists of finance commission expenses, salesforce payroll costs and an element of general overheads. Administration costs includes all other payroll costs, general overheads, depreciation and amortisation or other operating costs/income if it remains on the face of the statement of comprehensive income.

The financial statements have been prepared on the historic cost basis except for financial assets and financial liabilities (including derivative instruments) at fair value through profit or loss.

The accounting policies set out below have been applied in respect of the financial year ended 31 December 2017, and have been applied consistently to all periods presented in these financial statements.

Amounts are stated in thousands of pounds (£'000), unless indicated otherwise. All notes in the financial statements refer to the Group and Company unless otherwise stated.

Assets and liabilities are shown in descending order of liquidity in accordance with IAS 1.60.

The notes to the financial statements shows Group and Company values unless otherwise stated.

#### Management estimates and judgements

The presentation of the financial statements in conformity with IFRSs requires management to make judgements, estimates and assumptions. These judgements, estimates and assumptions affect the reported amounts of assets and liabilities as well as income and expenses in the financial statements provided.

The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. The actual outcome is not expected to differ significantly from the estimates and assumptions made.

The estimates' underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised.

Judgements made by management in the application of IFRSs that have significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed below.

Key estimations and uncertainties made are in relation to the valuation of residual values for assets supporting finance and operating lease agreements and amounts due under finance leases, the recoverability of debtor balances, taxation and pension liabilities:

- Residual value provisions - residual values represent the estimated value of the leased asset at the end of the lease period. Residual values are calculated after analysing the market place and the Group's own historical experience in the market. Expected residual values of leased assets are reviewed regularly looking at market data and any expected losses are charged to the income statement in the period in which they arise.

Additionally, in respect of the voluntary early termination of leases estimates are made as to the likely propensity and timing of possible early terminations by make and model of vehicle.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 1. Accounting policies (continued)

#### Management estimates and judgements (continued)

- note 23 contains further information about the assumptions relating to impairment of finance lease agreements.
- Provisions are made relating to the recoverability of receivable balances to reflect unrecoverable amounts due to known defaults, and defaults incurred but not reported at the balance sheet date, which from experience are known to exist. Residual values are also considered when determining the expected recoverability of the debt.
- In the recognition of uncertain income tax items, the expected tax payment is used as the basis for the best estimate. When determining deferred tax assets, there is a need to make assumptions about future taxable income and the timings for any recovery of the deferred tax assets. The measurement of deferred tax assets for tax loss carry forwards is generally based on future taxable income within a planning horizon of five fiscal years.
- The recognition and measurement of pension liabilities is also based on assumptions about the probability that future events will occur and the amounts involved, together with an estimation of the discount rate. Past experience or reports from external experts are used as far as possible. The assumptions underlying the calculation of pension provisions are explained in note 23. Actuarial gains and losses are recognised in other comprehensive income and have no impact on profit or loss.

#### Going concern

The Company's business activities, together with the factors likely to affect its future development, performance and position are set out in the Strategic Report. The financial position of the Company, its cash flows, liquidity position and borrowing facilities are described in the primary statements and notes of these set of financial statements. In addition, note 23 to the financial statements includes the Company's objectives, policies and processes for managing its capital; its financial risk management objectives; details of its financial instruments and hedging activities; and its exposures to credit risk and liquidity risk.

The Company has considerable financial resources together with long-term contracts with a number of customers and suppliers. As a consequence, the directors believe that the Company is well placed to manage its business risks successfully.

The directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the annual report and financial statements.

#### Consolidation

Subsidiaries are all entities (including structured entities) over which the Group has control. The Group controls an entity when the Group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

The Group applies the acquisition method to account for business combinations. The consideration transferred for the acquisition of a subsidiary is the fair value of the assets transferred, the liabilities incurred to the former owners of the acquiree and the equity interests issued by the Group.

Inter-company transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised profit and losses are also eliminated.

The Company does not have an investment in Driver UK Master S.A. or Driver UK Multicompartment S.A. as it holds no interest in either company. However both Driver UK Master S.A. and Driver UK Multicompartment S.A. are considered to meet the Companies Act description of a quasi subsidiary (on the basis of control due to the Company's ability to use power to effect variable returns).

#### Common Control Acquisitions

Acquisitions made by the Company from other companies of the VW AG Group are treated as common control transactions and predecessor accounting is applied. Under predecessor accounting no purchase price allocation is performed. The acquired assets and liabilities are initially recognised in the Company at their book value as recorded in the consolidated VW AG Group financial statements at the date of transfer, the difference being recognised in equity.

All profits and losses of the acquired business are included within the profit and loss account in the year of acquisition from the date the entity became a member of the Group.

#### Foreign currency

Transactions in foreign currencies, which are those other than the functional currency of the entity, are recorded at the exchange rate ruling at the date of the transaction. At the balance sheet date monetary assets and liabilities denominated in foreign currency are translated at the balance sheet rate.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 1. Accounting policies (continued)

#### Functional and presentational currency

Items included in the financial statements are measured using Sterling, the currency of the primary economic environment in which the entity operates being the United Kingdom.

#### Financial risk management

The Group's activities expose it to a variety of financial risks: credit risk, liquidity risk, interest rate risk and residual value risk. The Group's overall risk management programme relating to each of these risks is set out in note 23 of these financial statements.

#### Non-derivative financial instruments

##### *Finance lease receivables*

Lease agreements are classified as finance leases since they transfer substantially all of the risks and rewards of ownership to the Lessee; this includes lease purchase, finance leases, personal contract plans ("PCP") and hire purchase contracts. All other leases are classified as operating leases. When assets are treated as a finance lease, the net present value of the lease payments plus any guaranteed residual value payments, where applicable, is recognised as a receivable. The difference between gross receivable and the present value of the receivable is recognised as unearned finance lease income. Future lease payments are based on the expected cash flows on the leasing contract, these cash flows take into account any expected losses on the residual value of a vehicle as a result of voluntary terminations. The presentation of the gross carrying value of the comparative has been amended to reflect the inclusion of any expected losses from voluntary terminations; in prior periods this was separately disclosed.

##### *Loans and receivables*

Loans and receivables are measured at amortised cost and include non derivative financial assets with fixed or determinable payments that are not quoted in an active market. Loans and receivables are loans to employees in connection with the Volkswagen Group UK Limited employee car ownership scheme. The classification of loans and receivables has been amended in the balance sheet and has no impact on overall results.

##### *Securitisation*

The Company has securitised certain of its hire purchase gross receivables. Receivables may be sold on a monthly basis to Special Purpose Entities ("SPEs"). Under IFRS as adopted by the European Union, if a transferor retains substantially all the risks and rewards associated with the transferred assets, the transaction is accounted for as a financing transaction, notwithstanding that it is a sale transaction from a legal perspective. The Directors have concluded that the Company has retained substantially all the risks and rewards of the pool of auto loan receivables and therefore that Company cannot derecognise the auto loan receivables as assets. Instead, the Company recognises a limited recourse loan from the SPEs which are secured on, and only has recourse to, the cash flows arising from the auto loan receivables.

##### *Cash and cash equivalents*

Cash and cash equivalents comprise cash balances and call deposits. Bank overdrafts that are repayable on demand and form an integral part of the Group's cash management are included as a component of cash and cash equivalents for the purpose of the statement of cash flow.

##### *Trade and other payables*

Trade and other payables are recognised at their carrying value, subsequent to initial recognition they are measured at amortised cost.

##### *Interest-bearing borrowing*

Interest-bearing borrowings are recognised initially at fair value less attributable transaction costs. Subsequent to initial recognition, interest-bearing borrowings are stated at amortised cost using effective interest method, less any impairment losses.

#### Derivative financial instruments and hedging

##### *Derivative financial instruments*

The derivative financial instruments comprise interest rate swaps transactions and embedded derivatives. Only interest rate swaps are used for risk management purposes. All derivatives are stated at fair value and are shown separately under note 23. The fair value is determined using discounted cash flows and market value for similar assets, taking into account credit and debit value adjustments. All changes in fair value of the derivative financial instruments are recognised in profit or loss.

#### Revenue

The statement of comprehensive income is credited with:

- income from finance leases, calculated according to the effective interest rate method;
- income from operating leases recognised on a straight line basis over the period of the lease and comprises an interest and repayment portion;
- income from service and maintenance contracts recognised on a straight line basis over the period of the contract;
- the sales proceeds from the sale of vehicles at the end of operating lease agreements and other returned vehicles.

Income from finance leases takes into account all expected cash flows arising, including potential residual value losses arising on the termination of the leases.

Income from service and maintenance contracts is recorded on a straight-line basis over the term of the contract and is classified as part of revenue. Each month a charge is recorded in the statement of comprehensive income which should in aggregate, over the life of the contract, equal the total costs which will be incurred on that contract. The difference between the charge recognised and the actual costs incurred at any point in the contract is recorded in a maintenance accrual.

These methods of income recognition most fairly reflect the nature of the business.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 1. Accounting policies (continued)

#### Other operating income

Other operating income comprises income from other provisions, post write-off recoveries, servicer fee income, net insurance income and other income.

#### Other operating costs

Other operating costs comprise net movements in provisions for impairment and residual value losses on receivables, recharged overheads, donations and other operating costs.

#### Segment reporting

IFRS 8 requires operating segments to be identified on the basis of internal reports about components of the Company that are regularly reviewed by the chief operating decision maker in order to allocate resources to the segment and to assess its performance. The chief operating decision-maker has been identified as the Executive Board that makes strategic decisions.

Information reported to the Executive Board for the purpose of resource allocation and assessment of segment performance is by strategic (significant) business unit, i.e. on a geographical basis.

Secondary reporting information is also provided to the Executive Board regarding business products. The Company operates in the United Kingdom only and therefore has a single operating segment.

#### Impairment excluding inventories and deferred tax assets

##### *Financial assets (including receivables)*

A financial asset not carried at fair value through profit and loss is assessed at each reporting date to determine whether there is objective evidence that it is impaired. A financial asset is impaired if objective evidence indicates that a loss event has occurred after the initial recognition of the asset, and that the loss event had a negative effect on the estimated future cash flows of that asset that can be estimated reliably.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between its carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate. Interest on the impaired asset continues to be recognised through the unwinding of the discount. When a subsequent event causes the amount of impairment loss to decrease, the decrease in impairment loss is reversed through profit and loss.

##### *Non-financial assets*

The carrying amounts of the Company's non-financial assets, other than inventories and deferred tax assets, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated.

#### Intangible assets

Purchased intangible assets with a finite useful life, mainly software, are capitalised at cost and amortised over their economic life of three years using the straight-line method. Provided the requirements under IAS38 are fulfilled, software developed in-house is capitalised with directly attributable direct costs and overhead. The corresponding assets are like-wise subject to amortisation over a three year period, and the resulting depreciation and amortisation expense is recognised under general administration costs.

#### Property, plant and equipment

Property, plant and equipment is carried at cost less accumulated depreciation and impairment. Costs comprise of the purchase price after discounts plus all directly attributable costs of bringing the asset to working condition for its intended use. Subsequent costs are included in the assets carrying amount or recognised as a separate asset as appropriate if it meets the definition of an asset.

Depreciation is calculated using the straight-line method over their estimated useful life.

Fixtures, fittings and equipment - Straight-line over estimated useful life of asset (3 to 10 years)

Leasehold land and buildings - Straight line over 33 years

Freehold land - Not depreciated

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 1. Accounting policies (continued)

#### **Assets subject to operating leases**

Operating lease assets are shown in the Statement of financial position as a separate item 'Leasing and rental assets' and are measured at cost less straight-line depreciation and amortisation expenses over the term of the lease to the imputed residual value which are reviewed on a monthly basis. Impairments, that are identified when conducting an impairment test in compliance with IAS36 by taking into account the value in use as the recoverable amount, are recognised through write-downs and adjustments of the accumulated depreciation. If the reasons for the write-downs recorded in previous years no longer apply, appropriate write-ups are recognised. Write-downs and write-ups are charged to other operating costs. Leasing income is recognised on a straight-line basis over the term of the lease and comprises an interest and repayment portion.

#### **Inventories**

Inventories consist of used vehicles awaiting resale in respect of terminated or matured lease contracts, and new vehicles acquired in anticipation of lease contracts about to commence. The carrying value is at the lower of net book value and net realisable value (sales proceeds net of any selling costs). The proceeds from the sale of stock is recognised in Sales Revenue with the corresponding carrying value included in Cost of sales.

#### **Employee benefits**

Pension arrangements for staff are operated through the Volkswagen Group Pension Scheme. The assets of the Volkswagen Group Pension Scheme are administered by trustees and kept separate from those of the Company. The defined benefit scheme is closed to new members and therefore some current employees are members of this scheme, whilst others are members of a defined contribution scheme.

With effect from 1 January 2010 no further contributions were made into the defined benefit scheme. All members of the defined benefit scheme then became members of the money purchase scheme and all contributions made from this date, other than to fund already accrued defined benefit obligations, will be directed to that scheme instead.

In addition some former employees of MFS including the liability for the MFS continue to be members of the MAN UK Group defined benefit Pension scheme. This scheme also closed to new members and future contributions from 31 December 2016.

#### *Defined contribution plan*

A defined contribution plan is a pension plan under which the Company pays fixed contributions into a separate entity. The Company has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods. Pension costs in relation to the defined contribution scheme are charged to the profit and loss account in the period they are incurred.

#### *Defined benefit plans*

A defined benefit plan is a pension plan that is not a defined contribution plan. Typically defined benefit plans define an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation.

The regular service cost of providing retirement benefits to employees during the year is charged to operating profit in the year. The full cost of providing amendments to benefits in respect of past service is also charged to operating profit in the year.

A credit representing the expected return on the assets of the scheme during the year is included within other finance income. This is based on the market value of the assets of the scheme at the start of the financial year. A charge representing the expected increase in the liabilities of the scheme during the year is included within other finance expense. This arises from the liabilities of the scheme being one year closer to payment.

Differences between actual and expected returns on assets during the year are recognised in other comprehensive income in the year, together with differences arising from changes in assumptions.

The liability recognised in the balance sheet in respect of defined benefit pension plans is the present value of the defined benefit obligation at the end of the reporting period less the fair value of plan assets.

Independent actuaries prepare funding valuations of this scheme at least every three years and in accordance with their recommendations the Company makes contributions over the expected working lives of the employees. These triennial valuations are updated each year to meet the accounting requirements of IAS19. The valuations are prepared using the internationally accepted projected unit credit method.

The current service cost of the defined benefit plan, recognised in the statement of comprehensive income in Administration and Distribution costs, reflects the increase in the defined benefit obligation resulting from employee service in the current year, benefit changes, curtailments and settlements.

Past-service costs are recognised immediately in Administration and Distribution costs. These costs are calculated by applying the discount rate to the net balance of the defined benefit obligation and the fair value of plan assets.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 1. Accounting policies (continued)

#### *Defined benefit plans (continued)*

Actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are charged or credited to equity in other comprehensive income in the period in which they arise.

#### *Employee bonus*

The Company recognises a liability and an expense for staff bonuses based on the performance of the wider Volkswagen Group and the Company individually. The Company recognises a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

#### **Taxation**

Tax on the profit or loss for the year comprises current and deferred tax. Tax is recognised in the statement of comprehensive income except to the extent that it relates to items recognised directly in equity, in which case it is recognised in equity.

Current tax is the expected tax payable on the taxable income or loss for the year, using tax rates enacted or substantively enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the group financial statements. However, deferred tax liabilities are not recognised if they arise from the initial recognition of goodwill. Deferred income tax is also not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the end of the reporting period and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred tax assets are recognised only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets and liabilities and when the deferred tax balances relate to the same taxation authority. Current tax assets and tax liabilities are offset where the entity has a legally enforceable right to offset and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Current and deferred tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity, respectively.

#### **Operating leases - lessee accounting**

Rental costs under operating leases are charged to the statement of comprehensive income in equal amounts over the period of the leases.

#### **Initial direct costs**

Initial direct costs are those costs incurred by the company in consummating and negotiating a lease transaction, and which would have been avoided had the lease transaction not taken place (previously described as acquisition costs). They include commissions, documentation fees and bonuses paid to procure individual lease contracts; other commission and bonuses paid that arise from volume related arrangements that span a number of separate lease contracts are not considered to be initial direct costs and are expensed as incurred. Initial direct costs are deferred on the balance sheet when incurred and included within Financial Services receivables to the extent that the costs are recoverable from future profits of the lease. The capitalised amount is amortised to the profit and loss account over the lease term, with the amortisation charge being determined on a basis similar to the basis of income recognition of the related lease contract. Initial direct costs are presented within amounts due more than one and less than one year, as appropriate, based on the expected timing of the future amortisation charge.

#### **Deemed Loan to SPEs**

The Directors of the Company have concluded that the sale of the pools of auto receivables to the SPEs being Driver UK Master S.A. and Driver UK Multicompartiment S.A. failed the derecognition criteria under IAS 39 and therefore, the Company has not derecognised the auto loan receivables. Instead the Company has recognised a limited recourse loan (a 'deemed loan') from the SPEs, which is secured on, and only has recourse to, the cash flow arising from the auto loans. The deemed loan is classified within Financial Liabilities.

The deemed loan was originally recognised at the amount corresponding to the consideration received by the Company for the pool of auto loans, less the funding of the reserve funds. The limited recourse loan has subsequently been adjusted of the principle receipts from the underlying auto loans which have been retained by the SPEs and which represent the deemed loan.



## Annual report and financial statements for the year ended 31 December 2017

### Notes to the financial statements (continued)

#### 1. Accounting policies (continued)

##### Effects of new and revised IFRS standards

The Company has applied all financial reporting standards subject to mandatory application from fiscal year 2017.

During the year the following standards became mandatory , the application of these standards does not materially affect the Company's net assets, financial position and results of operations.

Standard/Interpretation		Mandatory application
IAS 12	Income Taxes (amendments)	01.01.2017
IAS 7	Statement of Cash Flows (amendments)	01.01.2017

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 1. Accounting policies (continued)

#### *New and revised IFRS standards not applied (continued)*

#### **New and revised IFRS standards not applied**

Volkswagen Financial Services (UK) Limited has not applied in its 2017 group financial statements the following financial reporting standards that have already been issued by the IASB but were not yet subject to mandatory application in fiscal year 2017.

	Standard/Interpretation	Published by the IASB	Mandatory application	Adopted by the EU	Expected effects
IFRS9	Financial instruments	24.07.2014	01.01.2018	Yes	Revised accounting requirements for changes in the fair value of financial instruments previously designated as available-for-sale, modified procedure for determining impairment calculations, expansion of designation possibilities, simplified effectiveness checks, expansion of the notes. Under IFRS9 the credit risk provisions model will move from incurred loss to an expected loss approach. The expected impact on the financial position of the company at 1 January 2018 is an adjustment to brought forward provisions of £33m. There will be no change to the valuation and accounting treatment of derivatives.
IFRS15	Revenue from Contracts with Customers	28.05.2014	01.01.2018	No	No Impact on revenue recognition
IFRS16	Leases	13.01.2016	01.01.2019	No	For lessors, no significant changes in the accounting treatment of leases compared with IAS 17. Further disclosures will be required in the notes.
IFRS10 and IAS28	Consolidated Financial Statements and Investments in Associates and Joint Ventures: Sale or Contribution of Assets by an investor to its Associated Company or Joint Venture	11.09.2014	Effective date deferred indefinitely	No	None
IFRS2	Share-based Payment (amendments)	20.06.2016	01.01.2018	No	No Impact

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 2. Revenue

Revenue is the aggregate of operating lease income and earnings from finance leases and service and maintenance contracts. Revenue also includes the sales proceeds from the sale of vehicles at the end of operating lease agreements and other returned vehicles. The policy for revenue recognition is set out in note 1.

	<b>Group</b>	
	<b>2017</b>	<b>2016</b>
	<b>£000</b>	<b>£000</b>
Loans and receivables	5,061	4,114
Finance leases	597,267	596,487
Operating leases	511,408	425,113
Vehicle disposals	712,822	398,025
Service and maintenance	93,289	91,341
Other income	2,375	1,802
	<hr/>	<hr/>
	<b>1,922,222</b>	<b>1,516,882</b>
	<hr/>	<hr/>

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 3. Cost of sales

The cost of sales represents interest payable and similar costs, the depreciation of operating lease assets, service and maintenance costs, the cost of assets returned under operating lease agreements and assets returned under purchase products, operating lease commission and vehicle disposal costs.

Amounts recognised within cost of sales in the statement of comprehensive income are set out below:

	2017	2016
	£000	£000
Carrying amount of vehicle disposals	743,609	428,781
Operating lease depreciation	393,169	285,883
Interest payable	166,736	157,568
Service & Maintenance costs	64,008	63,558
Dealer commissions	12,089	11,272
Other leasing expense	105,887	28,053
	<b>1,485,498</b>	<b>975,115</b>

Carrying amount of vehicle disposals:

	2017	2016
	£000	£000
Operating lease disposals	473,761	293,186
Other vehicle disposals	269,848	135,595
	<b>743,609</b>	<b>428,781</b>

Operating lease depreciation:

	2017	2016
	£000	£000
Depreciations on rental assets	371,421	304,592
Operating lease impairment adjustment (note 23)	21,748	(18,709)
	<b>393,169</b>	<b>285,883</b>

Interest payable included within the cost of sales is as follows:

	2017	2016
	£000	£000
On loans from affiliated companies	107,631	94,638
On bank loans and overdrafts	11,314	12,711
On loan notes	47,791	50,219
	<b>166,736</b>	<b>157,568</b>

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 4. Auditors' remuneration

	2017 £000	2016 £000
Amounts receivable by the auditors and their associates in respect of:		
Fees payable to Company's auditors and their associates for the audit of parent company and group financial statements	263	197
Fees payable to the company's auditors for the audit of the Company's subsidiaries	-	23
Fees payable to the Company's auditors and their associates for other services: Other assurance services including SPE services	295	243
	<b>558</b>	<b>463</b>

### 5. Expenses by nature

#### Administration and Distribution costs

	2017 £000	2016 £000
Commission expenses	71,298	69,494
Third party services	31,787	25,525
Payroll and training expenses	49,440	43,101
Other expenses	21,845	15,584
IT Costs	36,842	29,686
Depreciation of intangible and tangible fixed assets	1,616	1,884
	<b>212,828</b>	<b>185,274</b>

#### Other operating income

	2017 £000	2016 £000
Post write-off recoveries	719	2,982
Servicer fee income	3,000	3,000
Net insurance income	1,187	2,230
Gain on foreign exchange	160	390
Other income	537	1,290
	<b>5,603</b>	<b>9,892</b>

#### Other operating costs

	2017 £000	2016 £000
Movements in provisions for impairment and write offs	15,176	23,274
Recharged overheads	3,000	3,250
Donations	234	302
Loss on disposal of fixed assets	-	47
Other operating costs	19,321	15,988
	<b>37,731</b>	<b>42,861</b>

### 6. Finance costs

	2017 £000	2016 £000
Fair value (gain)/loss on financial instruments - Interest rate swaps	(31,287)	24,435
Net interest cost from pension provisions (see note 24)	428	164
	<b>(30,859)</b>	<b>24,599</b>

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 7. Staff numbers and costs

The monthly average number of persons employed by the Company (including directors) during the year, analysed by category, was as follows:

	Number of employees	
	2017	2016
Executive	2	2
Sales	57	64
Administration	870	746
	<hr/>	<hr/>
	929	812
	<hr/>	<hr/>

The aggregate payroll costs of these persons (including executive pay) were as follows:

	2017	2016
	£000	£000
Wages and salaries	44,651	37,635
Social security costs	3,596	3,312
Pension costs - defined contribution plans (note 24)	3,073	2,907
Pension costs - defined benefit plans (note 24)	302	337
	<hr/>	<hr/>
	51,622	44,191
	<hr/>	<hr/>

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 8. Directors' emoluments and key management personnel remuneration

	2017	2016
	£000	£000
Directors' remuneration		
Salaries & other short-term employee benefits	442	782
Company contributions to defined contribution pension schemes	3	14
	<u>445</u>	<u>796</u>

Retirement benefit accrued to two directors (2016: Two) under a money purchase scheme during the period.

The aggregate emoluments of the highest paid director was £0.2m (2016: £0.3m). Company pension contributions of £nil (2016: £nil) were made in relation to the highest paid director.

The statutory directors and members of the Executive Board were considered to be the key management personnel of the Group until 31 July 2016. From 1 August 2016 the statutory directors and the Board of Management were considered to be the key management personnel of the Group. The compensation payable by the Group to the key management personnel is shown below.

	2017	2016
	£000	£000
Key management personnel (including directors) remuneration		
Salaries & other short-term employee benefits	1,189	1,535
Company contributions to defined contribution pension schemes	85	90
Termination benefits	-	-
	<u>1,274</u>	<u>1,625</u>

Pension contributions are included in the emoluments above.

During the year retirement benefits accrued to the following number of key management personnel under:

	2017	2016
Money purchase schemes	<u>6</u>	<u>8</u>

#### Transactions with Key Management Personnel

The Company operates a scheme whereby employees are eligible to loans which can only be used to fund the purchase of a car from the VW UK Group at a discounted retail price. This vehicle is purchased on the basis VW UK Group will buyback the vehicle at the end of an agreed period or when the vehicle has completed between 6,000 and 8,500 miles. The proceeds of the buyback are used to settle the loan and no cash flows for the loan pass through employees.

The details of the transactions are disclosed below and represent the discounted aggregate retail value (loan amount) of the cars acquired during the year.

	2017	2016
	£000	£000
Amounts outstanding at the beginning of the year	461	315
Monies advanced by the Company during the year	1,341	1,231
Amounts repaid during the year	(1,239)	(1,085)
	<u>563</u>	<u>461</u>

The maximum amounts outstanding during the year were £562,802 (2016: £489,568).

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 9. Taxation

#### Recognised in the statement of comprehensive income

	2017 £000	2016 £000
<b>Current tax expense</b>		
Current year	41,938	67,056
Adjustments in respect of prior periods	(8,312)	350
	<b>33,626</b>	<b>67,406</b>
<b>Deferred tax charge/(credit)</b>		
Origination and reversal of temporary differences	533	(6,500)
Effect from the change in tax rate	-	2,618
Adjustments in respect of prior periods	6,458	823
	<b>6,991</b>	<b>(3,059)</b>
<b>Total tax charge in statement of comprehensive income</b>	<b>40,617</b>	<b>64,347</b>

#### Reconciliation of effective tax rate

The standard rate of corporation tax in the UK changed from 20% to 19% with effect from 1 April 2017. Accordingly, the company's profits for this accounting period are taxed at an effective rate of 19.25% (2016: 20%).

The tax charge is lower (2016: higher) than the standard rate of corporation tax in the UK of 19.25% (2016: 20%). The differences are explained below:

	2017 £000	2016 £000
<b>Profit before tax</b>	<b>222,627</b>	<b>298,925</b>
<b>Tax at the UK corporation tax rate of 19.25% (2016: 20%)</b>	<b>42,856</b>	<b>59,785</b>
<b>Effects of:</b>		
Permanent differences	19	15
Adjustments in respect of prior periods	(1,853)	1,173
Difference in rates	(405)	3,374
<b>Total tax in statement of comprehensive income</b>	<b>40,617</b>	<b>64,347</b>

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period when the asset is realised or the liability settled, based on tax rates that have been enacted or substantially enacted at the balance sheet date.

UK deferred tax assets and liabilities have been calculated at a mixture of 19% and 17% depending on when these are expected to reverse.

From 1 April 2017 the UK corporation tax rate reduced from 20% to 19%. Under changes substantively enacted on 6 September 2016 by Finance Act 2016, the UK corporation tax rate will reduce to 17% from 1 April 2020.



## Annual report and financial statements for the year ended 31 December 2017

### Notes to the financial statements (continued)

#### 10. Investments in subsidiaries

The Group and Company has the following investments in subsidiaries:

	2017 £	2016 £
Cost and net book value	1	1

Investments in group undertakings are recorded at cost, which is the fair value of the consideration paid.

	Country of Incorporation	Number and Class of shares held	Ownership	
			2017	2016
MAN Financial Services Limited	UK	1 Ordinary	100%	100%

MAN Financial Services Limited was no longer trading as at 31 December 2016 and did not trade throughout the year ended 31 December 2017, as it was acquired on 31 May 2016 from the immediate parent company VWFS AG. At the date of acquisition the entity was known as MAN Financial Services P.L.C and it subsequently became MAN Financial Services Limited in November 2016. Man Financial Services Limited has share capital and assets of £1.

The registered address of MAN Financial Services Limited is Clearwater House, Clearwater Business Park, Swindon SN5 8YZ.

The Company does not have an investment in Driver UK Master S.A. or Driver UK Multicompartment S.A. as it holds no interest in either company. However both Driver UK Master S.A. and Driver UK Multicompartment S.A. are considered to meet the Companies Act description of a quasi subsidiary (on the basis of control due to the Company's ability to use power to effect variable returns).

The Company maintains a branch presence in the Republic of Ireland as part of normal business operations.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 11. Intangible assets

	Internally generated intangible assets £000	Acquired intangible assets £000	Total £000
<b>Cost</b>			
Balance as at 1 January 2016	2,484	553	3,037
Balance as at 31 December 2016	2,484	553	3,037
<b>Accumulated amortisation and impairment</b>			
Balance as at 1 January 2016	(2,484)	(476)	(2,960)
Charge	-	(77)	(77)
Balance as at 31 December 2016	(2,484)	(553)	(3,037)
<b>Net Book Amount</b>			
At 31 December 2015	-	77	77
At 31 December 2016	-	-	-
	Internally generated intangible assets £000	Acquired intangible assets £000	Total £000
<b>Cost</b>			
Balance as at 1 January 2017	2,484	553	3,037
Balance as at 31 December 2017	2,484	553	3,037
<b>Accumulated amortisation and impairment</b>			
Balance as at 1 January 2017	(2,484)	(553)	(3,037)
Charge	-	-	-
Balance as at 31 December 2017	(2,484)	(553)	(3,037)
<b>Net Book Amount</b>			
As at 31 December 2016	-	-	-
At 31 December 2017	-	-	-

Intangible assets consist solely of costs relating to software.

There are no contractual commitments for the acquisition of intangible assets, nor are any intangible assets pledged as security for liabilities.

Amortisation is charged to administration expenses in the income statement.

VWFS continues to use the internally generated software that has a nil net book value as at 31 December 2016 and 31 December 2017.

Annual report and financial statements for the year ended 31 December 2017  
Notes to the financial statements (continued)

12. Tangible fixed assets

	Leasing and rental assets	Freehold land and buildings	Fixtures, fittings and equipment	Asset work In progress	Total Property, Plant and Equipment £000	Total £000
	£000	£000	£000	£000		
<b>Cost</b>						
Balance as at 1 January 2016	1,859,886	676	15,284	-	15,960	1,875,846
Additions	1,142,971	488	122	-	610	1,143,581
Disposals	(562,878)	(20)	(194)	-	(214)	(563,092)
Balance as at 31 December 2016	2,439,979	1,144	15,212	-	16,356	2,456,335
<b>Accumulated depreciation and impairment</b>						
Balance as at 1 January 2016	(457,255)	(20)	(1,885)	-	(1,905)	(459,160)
Charge	(304,592)	(141)	(1,666)	-	(1,807)	(306,399)
Impairment adjustment (see note 23)	18,709	-	-	-	-	18,709
Disposals	256,849	20	90	-	110	256,959
Balance as at 31 December 2016	(486,289)	(141)	(3,461)	-	(3,602)	(489,891)
<b>Net Book Amount</b>						
At 31 December 2015	1,402,632	656	13,398	-	14,054	1,416,686
At 31 December 2016	1,953,690	1,003	11,751	-	12,754	1,966,444

Annual report and financial statements for the year ended 31 December 2017  
Notes to the financial statements (continued)

12. Tangible fixed assets (continued)

	Leasing and rental assets	Freehold land and buildings	Fixtures, fittings and equipment	Asset work in progress	Total Property, Plant and Equipment	Total
	£000	£000	£000	£000	£000	£000
<b>Cost</b>						
Balance as at 1 January 2017	2,439,979	1,144	15,212	-	16,356	2,456,335
Additions	1,375,507	-	823	-	823	1,376,330
Disposals	(767,273)	-	-	-	-	(767,273)
Balance as at 31 December 2017	3,048,213	1,144	16,035	-	17,179	3,065,392
<b>Accumulated depreciation and impairment</b>						
Balance as at 1 January 2017	(486,289)	(141)	(3,461)	-	(3,602)	(489,891)
Charge	(371,421)	(47)	(1,569)	-	(1,616)	(373,037)
Impairment adjustment	(21,748)	-	-	-	-	(21,748)
Disposals	319,229	-	-	-	-	319,229
Balance as at 31 December 2017	(560,229)	(188)	(5,030)	-	(5,218)	(565,447)
<b>Net Book Amount</b>						
As at 31 December 2016	1,953,690	1,003	11,751	-	12,754	1,966,444
At 31 December 2017	2,487,984	956	11,005	-	11,961	2,499,945

Included within the impairment adjustment is a charge £1.2m relating to a reduction of expected value in use and £20.5m associated with residual values, further information can be found in note 23.

Future minimum lease receipts under non-cancellable operating leases:

	2017	2016
	£000	£000
Not later than one year	515,935	418,372
Later than one year and not later than five years	314,043	240,315
	<b>829,978</b>	<b>658,687</b>

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 13. Deferred tax assets and liabilities

#### Recognised deferred tax assets and liabilities

Deferred tax assets and liabilities are attributable to the following:

	Assets		Liabilities		Net	
	2017	2016	2017	2016	2017	2016
	£000	£000	£000	£000	£000	£000
Operating leases	4,242	10,040	-	-	4,242	10,040
Temporary differences	24,477	25,758	-	-	24,477	25,758
Net tax assets	28,719	35,798	-	-	28,719	35,798

#### Movement in deferred tax during the year

	1 January 2017	Recognised in income	Recognised in equity	31 December 2017
	£000	£000	£000	£000
Operating leases	10,040	(5,798)	-	4,242
Temporary differences	25,758	(1,193)	(88)	24,477
	35,798	(6,991)	(88)	28,719

#### Movement in deferred tax during the prior year

	1 January 2016	Transferred balances	Revised 1 January 2016	Recognised in income	Recognised in equity	31 December 2016
	£000	£000	£000	£000	£000	£000
Operating leases	3,580	3,610	7,190	2,850	-	10,040
Temporary differences	24,798	127	24,925	209	624	25,758
	28,378	3,737	32,115	3,059	624	35,798

Deferred tax relating to timing differences which are expected to reverse is measured at either 19% or less (2016: 19% or less) and reflects the rates at which deferred tax is expected to reverse. Deferred tax has not been discounted.

Management have, in considering recognition of the deferred tax asset, looked at future profit forecasts for the Group. The Group prepares forecasts for a period of 5 years which provides Management with the necessary comfort that sufficient profits will arise in future periods with which to allow full offset of the deferred tax asset.

#### Change in tax rate

A change to the UK corporation tax rate was announced in the Chancellor's Budget on 16 March 2016. The change announced was to reduce the main rate to 17% from 1 April 2020. Changes to reduce the UK corporation tax rate to 19% from 1 April 2017 and to 17% from 1 April 2020 were substantively enacted on 6 September 2016.

Annual report and financial statements for the year ended 31 December 2017  
Notes to the financial statements (continued)

**14. Inventories**

	2017 £000	2016 £000
Vehicles held for remarketing	45,207	50,508

All items included within inventories are expected to be recovered within 12 months.

The cost of inventories recognised as an expense and included in cost of sales and other operating expenses amounted to £801.5m (2016: £489.8m)

The write-down of inventories to fair value less costs to sell recognised as an expense in the year amounted to £5.7m (2016: £7.0m)

Annual report and financial statements for the year ended 31 December 2017  
Notes to the financial statements (continued)

**15. Loans and receivables**

	<b>2017</b>	<b>2016</b>
	<b>£000</b>	<b>£000</b>
Loans to individuals	<b>171,736</b>	<b>154,135</b>

The Company operates a scheme whereby employees of companies within the VW UK group of companies are eligible to loans which can only be used to fund the purchase of a car from the VW UK Group at a discounted retail price. This vehicle is purchased on the basis VW UK Group will buyback the vehicle at the end of an agreed period or when the vehicle has completed between 6,000 and 8,500 miles. The proceeds of the buyback are used to settle the loan and no cash flows for the loan pass through employees.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 16. Financial Lease Receivables

	2017	2016
	£000	£000
Non-current	8,516,290	7,591,435
Current	3,051,048	2,687,765
	<b>11,567,338</b>	<b>10,279,200</b>
Eligible finance lease receivables securitised	<b>6,791,675</b>	<b>7,129,532</b>

The carrying value of gross leasing receivables has been reduced by £170.5m (2016: £85.7m) in respect of the residual value risk on leasing receivables.

#### Asset backed securitisation programmes - the Driver UK Master S.A conduit

In August 2002 the Company entered into a securitisation programme with Dunyard Funding Limited, a special purpose entity (SPE) conduit, involving the sale of hire purchase and personal contract purchase receivables pursuant to the terms of a corporate administration agreement. This initial agreement ended in August 2005. However, a series of rolling agreements have been made on varying terms to continue the programme. In November 2011 in order to align the UK with the corporate programme, this programme was replaced by another named Driver UK Master S.A, the terms of which remain fundamentally the same as the then most recent Dunyard Funding Limited programme, with the introduction of DCF valued receivables performed in November 2013. This transaction was again renewed in June 2016 at an increased size of £4.804bn with an addition tap up taking place in October 2016 bringing the transaction to £4.841bn.

The SPE has been treated as a related party in accordance with IAS24 'Related party disclosures'. The SPE, a company incorporated in Luxembourg, was established for the purpose of purchasing these receivables and is beneficially owned by a foundation. The SPE is deemed to be a subsidiary of the Company as it has no interest in the share capital but does have control by virtue of its servicing of the receivables and its exposure to variable returns.

Under IFRS as adopted by the European Union, if a transferor retains substantially all the risks and rewards associated with the transferred assets, the transaction is accounted for as a financing transaction, notwithstanding that it is a sale transaction from a legal perspective. The Directors have concluded that the Company has retained substantially all the risks and rewards of the pool of auto loan receivables transferred to the SPE and therefore that the Company cannot derecognise these auto loan receivables as assets. Instead, the Company recognises a limited recourse loan from the SPEs which are secured on, and only has recourse to, the cash flows arising from the auto loan receivables. As a result of this, securitised receivables are included within hire purchase receivables with the liability recorded as 'Amounts owed to SPEs' within financial liabilities.

The securitisation programme is primarily funded by asset backed notes which were listed on the Luxembourg Stock Exchange from November 2011. The Company may continue to sell receivables each month to the SPE in order to maintain the balance of funds advanced under the senior facility at a fixed level.

The Company is only obligated to support the losses on the securitised assets to the extent of the over collateralisation within the relevant transaction to which the asset is sold, it is not obliged to support any loss greater than this amount, and does not intend to do so. The SPE has agreed not to seek recourse against any other assets of the Company, apart from the identified portfolio of receivables designated as securitised. There is no provision whatsoever, either in the financing agreement or otherwise, whereby the Company has a right or an obligation either to keep the items on repayment of the finance or, where title has been transferred, to reacquire them at any time.

During 2016, there were three new ABS transactions launched. Firstly in May 2016, Driver UK Master Compartment three in a new compartment within the SPE Driver UK Master S.A. was successfully placed for £500m being a private master deal. Secondly in June 2016, Private Driver UK in a new Compartment within the SPE Driver UK Multicompartment S.A. was successfully placed for £750m being a private term deal. Thirdly in November, Driver UK four in a new Compartment within the SPE Driver UK Multicompartment S.A. was successfully placed for £500m being a public term deal.

The Company retains responsibility for servicing the receivables arising from the programme in line with the terms of a Receivables Purchase Agreement. It receives a monthly service fee which is included in turnover for administering these responsibilities on behalf of the SPE.

The SPE has entered into interest rate swap arrangements for the outstanding amount of note liabilities which hedge the interest rate risk arising over the life of the funding arrangement. The swaps are reset at the same dates on which the underlying note liabilities are renewed.



## Annual report and financial statements for the year ended 31 December 2017

### Notes to the financial statements (continued)

#### 16. Financial Lease Receivables (continued)

Any monthly surplus arising within the SPE accrues to the benefit of VWFS. The surplus will be passed to the Company as deferred purchase consideration at the end of the transaction. Within the Company this amount is included within the deemed loan.

	Finance lease 2017	Finance lease 2016
	£000	£000
<b>Gross investment in the lease</b>		
Not later than one year	3,425,305	3,036,670
Later than one year and not later than five years	9,572,917	8,554,741
Unearned finance income	(1,386,132)	(1,272,996)
Credit loss provision	(44,752)	(39,215)
	<b>11,567,338</b>	<b>10,279,200</b>
<b>Present Value of minimum lease payments receivable</b>		
Not later than one year	3,051,048	2,687,765
Later than one year and not later than five years	8,516,290	7,591,435
	<b>11,567,338</b>	<b>10,279,200</b>

For information on comparisons and ageing refer to note 23.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 17. Other receivables and financial assets

	Group 2017	2016	Company 2017	2016
	£000	£000	£000	£000
<b>Non-current assets</b>				
Prepayments and accrued income	12,879	11,742	12,879	11,742
Trade and other receivables	131,549	131,642	131,549	131,642
	<b>144,428</b>	<b>143,384</b>	<b>144,428</b>	<b>143,384</b>
<b>Current assets</b>				
Restricted cash held by SPEs	127,082	148,579	-	-
Prepayments and accrued income	6,967	7,289	6,967	7,289
Trade and other receivables	101,256	111,868	101,256	111,868
	<b>235,305</b>	<b>267,736</b>	<b>108,223</b>	<b>119,157</b>

The restricted cash held by the SPEs can only be utilised in line with the strict priority of payments as set out in the Driver UK Master S.A & Driver UK Multicompartment S.A. programme documentation. As the cash can only be used to meet certain specific liabilities and not available to be used with discretion, it is therefore viewed as restricted cash.

The Restricted Cash held by the SPEs is treated as a collateral fund and is not readily available to the Group, it may only be used in accordance with terms of the Loan notes issued. The decrease in the 2017 balance was driven by the execution of the clean up call option for the Driver UK two transaction in November 2017, resulting in the release of collateral held for advanced collections in line with the Driver UK Multicompartment S.A. programme documentation.

## Annual report and financial statements for the year ended 31 December 2017

### Notes to the financial statements (continued)

#### 18. Cash and cash equivalents

	Group 2017	2016	Company 2017	2016
	£000	£000	£000	£000
Bank overdraft	(61,929)	(79,187)	(61,929)	(79,187)
Cash and cash equivalents held by SPEs	74,655	95,910	-	-
	<b>12,726</b>	<b>16,723</b>	<b>(61,929)</b>	<b>(79,187)</b>

The Company has undrawn borrowing facilities that are available for future operating activities and the settlement of capital commitments. The Company sources liquidity from three main providers. Firstly, medium-term funding, is sourced from inter-company lenders. Secondly, through our ABS programmes. The third source of funds is through short-term bank loans, mainly uncommitted in nature, typically provided over a period of up to one month. Details of these facilities are set out in the Strategic Report. As at 31 December 2017, the Company had £804m of uncommitted facilities available and of this, £474m was utilised.

The cash held by the SPEs is used for operational activities in accordance with terms of the 'Order of Priority' within the securitisation structures. The decrease in the 2017 balance was driven by the execution of the clean up call option for the Driver UK two transaction in November 2017, resulting in the release of collateral held for advanced collections in line with the Driver UK Multicompartment S.A. programme documentation.

Included within other receivables and financial assets is £127.1m (2016: £148.6m) of restricted cash, further details can be found in note 17. These restricted cash balances have not been included in the year end cash balances for the purpose of the cash flow statement.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 19. Financial Liabilities

	Group		Company	
	2017	2016	2017	2016
	£000	£000	£000	£000
<b>Financial Liabilities current</b>				
Loan amounts due to fellow group affiliates - floating rate	2,031,507	1,752,041	2,031,507	1,752,041
Deemed loan from SPEs	-	-	2,398,786	2,217,017
Loan Notes and Subordinated Debt - floating rate	2,019,015	1,912,998	-	-
Loan Notes and Subordinated Debt - fixed rate	379,771	304,019	-	-
Bank borrowings	474,455	734,239	474,455	734,239
	<b>4,904,748</b>	<b>4,703,297</b>	<b>4,904,748</b>	<b>4,703,297</b>
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
<b>Financial Liabilities non-current</b>				
Loan amounts due to fellow group affiliates - floating rate	2,977,562	1,702,960	2,977,562	1,702,961
Deemed loan from SPEs	-	-	5,006,347	4,804,574
Loan Notes and Subordinated Debt - floating rate	4,447,996	4,115,918	-	-
Loan Notes and Subordinated Debt - fixed rate	760,088	933,146	-	-
	<b>8,185,646</b>	<b>6,752,024</b>	<b>7,983,909</b>	<b>6,507,535</b>

The amounts due to fellow group affiliates consist of loan balances with wholly owned subsidiaries of Volkswagen AG and are interest bearing with rates ranging between 0% and 4.066%. All amounts due to fellow group affiliates are unsecured and set for specific terms.

Further to Note 16 which details the Asset Backed Securitisation (ABS) programme of Driver UK Master S.A. and Driver UK Multicompartment S.A., the programme comprises of senior Loan A Notes, mezzanine Loan B Notes and Subordinated Debt, the issued Loan Notes & Debt have a legal final maturity ranging from 2024 to 2026. As at 31 December 2017 £2,398.8m of the £7,606.9m of outstanding Loan and Subordinated Debt were due for repayment within one year.

The securitisations are financed by both Loan Notes and Subordinated Debt as described above. In the case of Driver UK Master S.A. the Loan Notes and Subordinated Debt will begin to be repaid once the revolving period has expired in May 2018. With regards to Driver UK Multicompartment S.A. acting as Driver UK six the amounts will begin to be repaid once the revolving period has expired in March 2018. With regards to Driver UK Multicompartment S.A. acting as Driver UK three, Driver UK Multicompartment S.A. acting as Driver UK four, Driver UK Multicompartment S.A. acting as Driver UK five and Driver UK Multicompartment S.A. acting as Private Driver UK amounts are already being repaid as the revolving periods have expired. With regards to Driver UK Multicompartment S.A. acting as Driver UK two amounts have been fully repaid due to the execution of the clean up call option in November 2017. During the revolving period principal collections for the securitised receivables will be utilised to purchase further receivables from VWFS UK Ltd, resulting in the Loan notes and Subordinated Debt balances remaining constant. Following the revolving period the Loan Notes and Subordinated Debt will be repaid as the underlying receivables portfolio redeems.

The terms and conditions of the Loan Notes and Subordinated Debt provide that the holders will receive interest and principle only to the extent that sufficient funds are generated from the securitised receivables. The priority and the amount of the claims on the portfolio proceeds are determined in accordance with the strict priority of payments. Loan Note and Subordinated Debt holders have no right to recourse to the Group in any form. The non recourse finance comprises Sterling notes and debt issued at par at a floating rate bearing interest ranging from one month Libor plus 0.45% to 2.90% (2016: 0.42% to 2.95%), except for two of the private deals launched in 2016 being Driver UK Master S.A. acting as Compartment 3 and Driver UK Multicompartment S.A. acting as Private Driver UK that are bearing a fixed rate of 0.94% to 3.82% (2016: 1.29% to 3.82%).

The deemed loan from the SPEs is only repayable to the extent that the principle payments on the securitised loans are received.

Additional information relating to maturity and comparatives can be found in note 23.

Annual report and financial statements for the year ended 31 December 2017  
Notes to the financial statements (continued)

20. Other liabilities

	Group 2017	2016	Company 2017	2016
	£000	£000	£000	£000
<b>Current liabilities</b>				
Accruals and deferred income	37,729	154,631	37,729	154,631
Accruals within the SPEs	1,485	5,822	-	-
Other taxes payable	7,302	4,714	7,302	4,714
	<b>46,516</b>	<b>165,167</b>	<b>45,031</b>	<b>159,345</b>
<b>Non-current liabilities</b>				
Accruals and deferred income	266,461	118,912	266,461	118,912
Other liabilities	32,303	31,211	32,303	31,211
Provisions for Pensions (Note 24)	1,953	2,562	1,953	2,562
	<b>300,717</b>	<b>152,685</b>	<b>300,717</b>	<b>152,685</b>

Included within the Accruals for SPEs are interest accruals relating to both the Loan notes and Subordinated Debt for the period from the most recent payment date of the 25th of the month to the end of the month as described in the transaction documents of both Driver UK Master S.A. and Driver UK Multicompartment S.A.

Annual report and financial statements for the year ended 31 December 2017  
Notes to the financial statements (continued)

**21. Other Provisions**

	2017	2016
	£000	£000
<b>Other Provisions</b>		
Payroll related provisions	5,261	4,752
Customer remediation	4,339	113
	<u>9,600</u>	<u>4,865</u>
	<u><u>9,600</u></u>	<u><u>4,865</u></u>
	<b>Payroll</b>	<b>Other</b>
	<b>£000</b>	<b>£000</b>
At 1 January 2017	4,752	113
Utilised in the year	(4,636)	(153)
Additions in the year - charged to the income statement	5,145	4,379
Unused amounts reversed in the year	-	-
	<u>5,261</u>	<u>4,339</u>
At 31 December 2017	<u><u>5,261</u></u>	<u><u>4,339</u></u>

The payroll provision relates to short term incentive payments that are expected to be paid. The customer remediation provision relates to amounts expected to be repaid to customers.

The balances are classified as current at the reporting date given that management expects these provisions to be utilised within 12 months.

Annual report and financial statements for the year ended 31 December 2017  
Notes to the financial statements (continued)

**22. Capital and reserves**

**Called up share capital**

	2017 £000	2016 £000
<i>Authorised</i>		
100,000,000 (2016: 100,000,000) Ordinary shares of £1 each	100,000	100,000
<i>Allotted called up and fully paid</i>		
70,000,002 (2016: 70,000,002) Ordinary shares of £1 each	70,000	70,000

The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the Company.

**Share Capital and Share Premium**

	Number of shares	Shares £000	Share Premium £000	Total £000
As at 1 January 2016	70,000,001	70,000	-	70,000
New shares issued in year	1	-	17,922	17,922
As at 31 December 2016	70,000,002	70,000	17,922	87,922
	Number of shares	Shares £000	Share Premium £000	Total £000
As at 1 January 2017	70,000,002	70,000	17,922	87,922
New shares issued in year	-	-	-	-
As at 31 December 2017	70,000,002	70,000	17,922	87,922

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 22. Capital and reserves (continued)

#### Group Reserves

	Other Reserves			
	Non-distributable reserve	Other reserves	Retained earnings	Total Reserves
	£000	£000	£000	£000
As at 1 January 2017	26,973	70,150	877,777	974,900
Profit for the year	-	-	182,010	182,010
Other comprehensive income	-	-	428	428
As at 31 December 2017	26,973	70,150	1,060,215	1,157,338

#### Company Reserves

	Other Reserves			
	Non-distributable reserve	Other reserves	Retained earnings	Total Reserves
	£000	£000	£000	£000
As at 1 January 2017	26,973	70,150	882,759	979,882
Profit for the year	-	-	156,620	156,620
Other comprehensive income	-	-	428	428
As at 31 December 2017	26,973	70,150	1,039,807	1,136,930

Other reserves relates to a non-refundable capital contribution of £20.0m gifted from the parent company and actuarial gains and losses on the defined benefit pension scheme net of deferred tax. The capital contribution is treated as distributable.

The Non-distributable reserve represents the retained profits of the company to 31 December 1999 which were credited to the capital reserves of the Company following a special resolution dated 17 February 2000. This resolution made pursuant to Regulation 70 of Table A in the schedule to the Companies (Table A to F) Regulation 2007 as amended can be revoked at any time by an ordinary resolution of the Company which would enable the directors to treat the reserves as distributable.

#### Capital management

The Company's capital management objective is to support the objective of the VWFS Group. The Volkswagen Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in the long term and to provide an adequate return to shareholders.

The Volkswagen Group manages the capital structure and makes adjustments to it in the light of changes in economic conditions and the risk profile of the underlying assets.

The Volkswagen Group manages the structure of debt capital on the basis of a target debt ratio. An important aspect of the selection of financial instruments is the objective to achieve matching maturities for the Group's financing requirements. In order to reduce non-systematic risk, the Volkswagen Group uses a variety of financial instruments available on the worlds' capital markets to achieve optimal diversification.

#### Dividends

The shareholders have not been paid a dividend for 2017 (2016: £nil).



# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 23. Financial instruments

#### Financial income and expense

The Group had no gains and losses on financial instruments recognised directly within equity, finance expenses recognised within cost of sales on financial liabilities measured at amortised cost are shown in the table below. Income on loans and receivables and finance leases is shown in note 2 to the accounts.

#### Finance expenses

	2017 £000	2016 £000
Interest expense on financial liabilities measured at amortised cost:		
Loans from group companies	107,631	94,638
Bank loans and overdrafts	11,314	12,711
On loan notes	47,791	50,219
Total finance expense	166,736	157,568

#### Financial instruments by category

The values shown below are the carrying amounts:

	31 December 2017		Total
	Loans and receivables	Assets at fair value through profit and loss	
	£000	£000	£000
Assets as per statement of financial position:			
Derivative financial instruments (1)	-	37,828	37,828
Finance lease receivables	11,567,338	-	11,567,338
Loans and receivables	171,736	-	171,736
Trade and other receivables (2)	402,126	-	402,126
Cash and cash equivalents	74,655	-	74,655
	12,215,855	37,828	12,253,683

	31 December 2016		Total
	Loans and receivables	Assets at fair value through profit and loss	
	£000	£000	£000
Assets as per statement of financial position:			
Derivative financial instruments (1)	-	10,907	10,907
Finance lease receivables	10,279,200	-	10,279,200
Loans and receivables	154,135	-	154,135
Trade and other receivables (2)	451,867	-	451,867
Cash and cash equivalents	95,910	-	95,910
	10,981,112	10,907	10,992,019

(1) The derivative financial instruments comprise of interest rate swaps transactions

(2) Prepayments, accrued income and pension surplus are excluded from trade and other receivables as the analysis is only required for financial instruments.

Annual report and financial statements for the year ended 31 December 2017  
Notes to the financial statements (continued)

23. Financial instruments (continued)

	31 December 2017		Total
	Other financial liabilities at amortised cost	Liabilities at fair value through profit and loss	
	£000	£000	£000
Liabilities as per statement of financial position:			
Financial liabilities	13,090,394	-	13,090,394
Derivative financial instruments	-	38,264	38,264
Trade and other payables excluding non-financial liabilities (3)	207,623	-	207,623
	<b>13,298,017</b>	<b>38,264</b>	<b>13,336,281</b>
	31 December 2016		Total
	Other financial liabilities at amortised cost	Liabilities at fair value through profit and loss	
	£000	£000	£000
Liabilities as per statement of financial position:			
Financial liabilities	11,455,321	-	11,455,321
Derivative financial instruments	-	61,679	61,679
Trade and other payables excluding non-financial liabilities (3)	185,643	-	185,643
	<b>11,640,964</b>	<b>61,679</b>	<b>11,702,643</b>

(3) Deferred income and other provisions are excluded from trade and other payables as the analysis is only required for financial instruments.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 23. Financial instruments (continued)

#### Fair value estimation

The table below analyses financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

Level 1 - Quoted prices (unadjusted) in active markets for identical assets or liabilities

Level 2 - Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices)

Level 3 - Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs)

The following tables present the Group and Company's financial assets and liabilities that are measured at fair value at 31 December 2017 and 31 December 2016.

	31 December 2017			Total £000
	Level 1 £000	Level 2 £000	Level 3 £000	
<b>Assets</b>				
Financial assets at fair value through profit or loss:				
Derivative financial instruments	-	37,828	-	37,828
<b>Total assets</b>	-	37,828	-	37,828
	31 December 2016			Total £000
	Level 1 £000	Level 2 £000	Level 3 £000	
<b>Assets</b>				
Financial assets at fair value through profit or loss:				
Derivative financial instruments	-	10,907	-	10,907
<b>Total assets</b>	-	10,907	-	10,907

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 23. Financial instruments (continued)

	31 December 2017			Total £000
	Level 1 £000	Level 2 £000	Level 3 £000	
<b>Liabilities</b>				
Financial liabilities at fair value through profit or loss:				
Derivative financial instruments	-	38,264	-	38,264
<b>Total liabilities</b>	-	38,264	-	38,264

	31 December 2016			Total £000
	Level 1 £000	Level 2 £000	Level 3 £000	
<b>Liabilities</b>				
Financial liabilities at fair value through profit or loss:				
Derivative financial instruments	-	61,679	-	61,679
<b>Total liabilities</b>	-	61,679	-	61,679

#### Financial instruments in level 1

The fair value of financial instruments traded in active markets is based on quoted market prices at the balance sheet date. A market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis. The quoted market price used for financial assets in this category is the current bid price. These instruments are included in Level 1.

#### Financial instruments in level 2

The fair value of financial instruments that are not traded in an active market (for example, over-the-counter derivatives) is determined by using valuation techniques. These valuation techniques maximise the use of observable market data where it is available and rely as little as possible on entity specific estimates. If all significant inputs required to fair value an instrument are observable, the instrument is included in level 2.

If one or more of the significant inputs is not based on observable market data, the instrument is included in level 3.

#### Fair values of financial instruments

Detailed below are the assumptions applied in determining the fair value of the financial instruments held by the Group:

#### Receivables and liabilities

In the absence of market prices, the fair values of receivables and liabilities are determined on discounting, taking into account customary market interest rates appropriate for the relevant risk and corresponding to the relevant maturity, i.e. risk-free interest rate curves were adjusted as necessary for the relevant risk factors as well as for equity and administrative costs. For receivables and liabilities with a residual term of less than one year, the notional amount is deemed to reflect fair value.

#### Derivative financial instruments

The fair value of derivative financial instruments is determined on an IT-based measurement method using discounted cash flows, taking into account credit and debit value adjustments. The measurement method was refined during the prior year. This did not have any significant effect on earnings.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 23. Financial instruments (continued)

#### Disclosure of fair-values of financial assets and liabilities

The fair value of all financial assets and liabilities together with the carrying amounts shown in the statement of financial position, are as follows:

	2017		2016	
	Carrying amount £000	Fair value £000	Carrying amount £000	Fair value £000
<b>Financial assets:</b>				
Non-current Finance lease receivables	8,516,290	9,123,550	7,591,435	8,117,406
Current Finance lease receivables	3,051,048	3,051,048	2,687,765	2,687,765
Loans and receivables	171,736	171,736	154,135	154,135
Trade and other receivables	402,126	402,126	451,867	451,867
Non-current derivative financial instruments	36,996	36,996	10,883	10,883
Current derivative financial instruments	832	832	24	24
Cash and cash equivalents	74,655	74,655	95,910	95,910
<b>Total financial assets</b>	<b>12,253,683</b>	<b>12,860,943</b>	<b>10,992,019</b>	<b>11,517,990</b>

	2017		2016	
	Carrying amount £000	Fair value £000	Carrying amount £000	Fair value £000
<b>Financial liabilities:</b>				
<b>Financial liabilities at amortised cost</b>				
Non-current financial liabilities	8,185,646	8,191,019	6,752,024	6,756,499
Current financial liabilities	4,904,748	4,904,748	4,703,297	4,703,297
Current Trade Payables	53,176	53,176	42,613	42,613
Non-current other liabilities	31,835	31,835	30,587	30,587
Current other liabilities	122,612	122,612	112,443	112,443
Non-current derivative financial instruments	30,806	30,806	50,307	50,307
Current derivative financial instruments	7,458	7,458	11,372	11,372
<b>Total financial liabilities</b>	<b>13,336,281</b>	<b>13,341,654</b>	<b>11,702,643</b>	<b>11,707,118</b>

For recognised liabilities that have a floating interest rate, the interest rate level changes on the capital market do not have a significant effect on the fair value of the statement of financial position items. It is deemed that the carrying value is the same as fair value.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 23. Financial instruments (continued)

#### Financial risk management

The Group is exposed in particular to the following risks:

Credit risk  
Liquidity risk  
Interest rate risk  
Residual value risk  
Exchange rate risk

#### Credit risk

Credit risk concerns the risk of loss through defaults in customer transactions, specifically, non-payments by a borrower or lessee. The loss is contingent on the inability or unwillingness of the borrower or lessee to make payments. This includes scenarios where the contracting party makes payments of interest and principal late or not in full.

#### *Exposure to credit risk*

The Group bases its lending decisions on credit assessments of the given borrowers using rating and scoring methods, which provide an objective basis for the Company's decisions on granting loans and leases.

Parameters for developing and maintaining rating systems are described in a working guideline. There is also a rating manual, which governs the application of rating systems as part of the loan approval process. Similarly, the underlying conditions for developing, using and validating scoring procedures in the retail business are described in work instructions.

The models and procedures controlled by Group Risk Management & Methods are regularly validated and monitored, adjusted as necessary and refined on the basis of standardised procedural models for validating and monitoring risk classification processes. This concerns the models and procedures for assessing creditworthiness and estimating the probability of default (such as rating and scoring procedures), loss given default and credit conversion factors.

In principle, lending transactions are secured in ways adequate to the risks concerned. In addition, a group-wide guideline establishes the requirements that collateral as well as assessment procedures and principles must satisfy. Additional local guidelines (collateral guidelines) prescribe concrete valuations as well as regional specificities to follow.

The valuations in the collateral guidelines are based on historical data and many years of expert experience. Automobiles, as a form of collateral, are very important for this approach because the activities of the Group focus on financing customer purchases as well as vehicle leasing. For this reason, the development of vehicles' market values is monitored and analysed. Adjustments of the valuation methods and disposal processes are made in the event of major changes in these market values.

This methodology results in the recognition of impairment losses on individual and groups of assets. If there is objective evidence of impairment, such as overdue balances for consumers, the Group recognises impairment losses on the basis of individual assets. In the event of overdue receivables, impairment losses are recognised individually based on the length of period in arrears. This is known as a specific loss provision. If there is no objective proof of impairment, potential future impairment losses based on past evidence are provided for on financial assets using a portfolio approach based on similar groups of assets. This is known as a portfolio loss provision.

Provision adjustments are based on the incurred loss model pursuant to IAS 39 and are determined using rating and scoring processes.

## Annual report and financial statements for the year ended 31 December 2017

### Notes to the financial statements (continued)

#### 23. Financial instruments (continued)

The ageing of finance lease receivables and operating lease receivables at the reporting date by due status:

	2017 £000	2016 £000
Not past due	13,834,414	11,787,755
Aged 0 - 30 days	99,775	76,721
Aged 31 - 60 days	50,044	32,851
Aged 61 - 90 days	22,096	15,602
Aged 91 - 120 days	12,715	10,950
More than 121 days	30,027	28,708
<b>Total receivable</b>	<b>14,049,070</b>	<b>11,952,588</b>
Less allowance for impairment: Credit risk provision	(44,752)	(43,180)
<b>Total</b>	<b>14,004,318</b>	<b>11,820,659</b>

The total receivable balance is stated net of operating lease residual value provisions. Further analysis of the residual value provision can be found within the Residual value risk section of this note below.

Maturity Analysis of the impairment provision

	2017 £000	2016 £000
Less than one year	14,653	14,378
Greater than one year	30,099	28,802
	<b>44,752</b>	<b>43,180</b>

The bad debt provision can be further analysed as follows:

	2017 £000	2016 £000
<b>Operating lease assets</b>		
Specific loss provision	1,603	2,026
Portfolio loss provision	2,028	1,939
<b>Finance lease receivables</b>		
Specific loss provision	8,700	6,969
Portfolio loss provision	32,421	32,246
<b>Total bad debt provision</b>	<b>44,752</b>	<b>43,180</b>

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 23. Financial instruments (continued)

In respect of finance lease receivables and operating leases the movement in the allowances for impairment during the year was as follows:

	Balance at 1 Jan 2017 £000	Net provision movement £000	Net write-offs £000	Balance at 31 Dec 2017 £000
Specific loss provision	8,995	1,308	-	10,303
Portfolio loss provision	34,185	264	-	34,449
	<b>43,180</b>	<b>1,572</b>	<b>-</b>	<b>44,752</b>
	Balance at 1 Jan 2016 £000	Net provision movement £000	Net write-offs £000	Balance at 31 Dec 2016 £000
Specific loss provision	17,924	(8,864)	(65)	8,995
Portfolio loss provision	20,006	14,179	-	34,185
	<b>37,930</b>	<b>5,315</b>	<b>(65)</b>	<b>43,180</b>

The estimated fair value of collateral held for receivables on which impairment allowances were recognised totalled £9.6 bn in the year (2016: £8.2bn). This related primarily to automotive.

The Group actively manages its credit exposures and when weaknesses in exposure are detected, either in individual exposures or in group exposures, action is taken to mitigate the risks. These include steps to reduce the amounts outstanding either through written or verbal communications with the customer and when appropriate, repossession and sale of the hire purchase or leased assets.

The Group monitors the credit quality of retail assets (finance lease receivables and operating leases) when they are originated, it also monitors these on an on-going basis. The group views all retail assets that are neither past due nor specifically impaired to be good quality.

#### Liquidity risk

Liquidity risk is the risk that the Group is unable to meet its financial obligations as they fall due. To minimise this risk the Group takes the following measures. The Group's day-to-day liquidity is managed in conjunction with VWFS AG Treasury in such a way to ensure that it can meet future payment obligations. In addition the Group performs cash flow forecasting in order to ensure that future requirements can be met.

The Group reports its funding requirements into the VWFS AG Group wide liquidity planning which is the basis for obtaining liquidity in the world's financial markets. To ensure access to liquidity at attractive rates, the VWFS Group is present in all important capital markets to enable a diversification of funding sources including asset backed transactions.



# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 23. Financial instruments (continued)

The following are the contractual maturities of financial liabilities, including estimated interest payments and excluding the effect of netting agreements:

	Carrying amount	2017		
		Contractual cash flows	1 year or less	More than 1 year
	£000	£000	£000	£000
<b>Non-derivative financial liabilities</b>				
Loan amounts due to fellow group affiliates	7,404,778	7,527,709	2,740,706	4,787,004
Loan notes	5,211,158	5,308,235	1,707,846	3,600,389
Bank borrowings	474,455	479,698	479,698	-
Trade and other payables	46,516	46,516	46,516	-
<b>Derivative financial liabilities</b>				
Interest rate swaps	38,264	66,061	25,963	40,098
<b>Total</b>	<b>13,175,171</b>	<b>13,428,219</b>	<b>5,000,729</b>	<b>8,427,491</b>
	Carrying amount	2016		
		Contractual cash flows	1 year or less	More than 1 year
	£000	£000	£000	£000
<b>Non-derivative financial liabilities</b>				
Loan amounts due to fellow group affiliates	5,927,789	6,086,768	2,132,083	3,954,685
Loan notes	4,793,293	4,884,940	1,970,259	2,914,681
Bank borrowings	734,239	734,468	734,468	-
Trade and other payables	165,167	165,167	165,167	-
<b>Derivative financial liabilities</b>				
Interest rate swaps	61,679	60,553	36,673	23,880
<b>Total</b>	<b>11,682,167</b>	<b>11,931,896</b>	<b>5,038,650</b>	<b>6,893,246</b>

#### Interest rate risk

Interest rate risk includes potential losses from changes in market rates. It arises from non-matching fixed-interest periods of a portfolio's assets and liabilities. If interest rates change, this would adversely affect the results of operations.

Interest rate risks are determined as part of the monthly monitoring process using the value-at-risk ("VaR") method based on a 40 day holding period and a confidence level of 99%. This model is based on a historical simulation and calculates potential losses taking 1,000 historical market fluctuations (volatilities) into account.

Treasury is responsible for interest risk management based on the resolutions of the ALM Committee of VWFS AG. Interest rate risk is managed using interest rate derivatives.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 23. Financial instruments (continued)

#### Derivative financial instruments

Interest rate swaps	2017		2016	
	Assets £000	Liabilities £000	Assets £000	Liabilities £000
Current	832	7,458	24	11,372
Non-current	36,996	30,806	10,883	50,307
<b>Total</b>	<b>37,828</b>	<b>38,264</b>	<b>10,907</b>	<b>61,679</b>

All derivative financial instruments are held to maturity, none are held for trading. The full fair value of a hedging derivative is classified as a non-current asset or liability if the remaining maturity of the hedged item is more than 12 months and, as a current asset or liability, if the maturity of the hedged item is less than 12 months.

As previously noted all changes to the fair value of derivatives are recognised within Finance cost in the Statement of Comprehensive Income. This includes income and expenses from the valuation of hedge ineffective derivatives which in the year totalled a gain of £21.9m (2016: loss of £5.4m).

The notional principal amounts of the outstanding interest rate swaps at 31 December 2017 for the purposes of hedging were £9.280bn (2016: £7.045bn).

The SPE referred to in note 16 has entered into interest rate swap arrangements for the outstanding amount of note liabilities which are designed to hedge the interest rate risk arising over the life of the funding arrangement. The swaps are reset at the same dates on which the underlying note liabilities are renewed.

At 31 December 2017, the fixed interest rates vary from 0.29% to 1.91% (2016: 0.26% to 1.91%).

At the balance sheet date the interest rate profile of the Group's interest-bearing financial instruments was:

Fixed rate instruments	2017 £000	2016 £000
Financial assets - Loans and receivables	171,736	154,135
Financial assets - finance lease receivables	11,567,338	10,279,200
Financial liabilities - loans from fellow group affiliates	(1,139,859)	(1,237,165)
<b>Total</b>	<b>10,599,215</b>	<b>9,196,170</b>

## Annual report and financial statements for the year ended 31 December 2017

### Notes to the financial statements (continued)

#### 23. Financial instruments (continued)

Variable rate instruments	2017 £000	2016 £000
Financial liabilities - loans from fellow group affiliates	(6,264,919)	(4,690,624)
Financial liabilities - Loan notes	(5,211,158)	(4,793,293)
Financial Liabilities - Bank Borrowings	(474,455)	(734,239)
	<hr/>	<hr/>
Total	(11,950,532)	(10,218,156)
	<hr/>	<hr/>

The Group has designated that finance lease receivables due from customers, which are all at a fixed rate, constitute the financial asset portion of the fixed rate instruments.

#### Sensitivity analysis

The Group applies a Value-at-Risk ("VaR") approach for internal reporting purposes and to manage interest rate risks. Value-at-Risk is a statistical estimate, based on historic volatility of interest rates, given a certain confidence level over a specified holding time period, of how much a Group can expect to lose on its positions, given a change in interest rates. No prospective view on market developments are used in the calculation of VaR. Within the group, VaR is used to ensure adequate economic capital is maintained on the balance sheet to cover fluctuations in market rates.

The Value-at-Risk was as follows:

	2017	2016
Confidence level	99%	99%
Retention period	40 days	40 days
Value-at-Risk	£19.0m	£21.5m

#### Residual value risk

The profitability of the Company's vehicle operating lease and personal contract purchase contracts is highly dependent on the residual value ("RV") of the vehicle at the end of the agreement, which in the case of a personal contract purchase agreement arises if the customer returns the vehicle to VWFS in full and final settlement of the agreement.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 23. Financial instruments (continued)

#### Residual value risk (continued)

On inception of the lease or personal contract purchase, the Company uses its knowledge and experience of the market and industry to estimate the final RV of the vehicle. This is compared to other providers using competitor surveys such as the Insight report from CAP Derwent. However, future RVs can be difficult to predict due to a number of reasons, including future market trends and customer demands. The Company and the Group is always exposed to the risk that the RV of the vehicle may be less than anticipated at the outset of the contract impacting profitability.

The Company manages this risk through effective and robust by continually monitoring analysis and monitoring of historic, current and forecast the RV performance, RV estimates and exposures within its portfolio, both against industry-wide data such as CAP and Glasses Guides and the Company's own remarketing information on remarketing VW group and non-group vehicles. This ensures that any appropriate early action can be taken to mitigate RV risk.

Since the emergence of the NOx issue VWFS has continued to review the estimates and underlying assumptions in relation to potential changes in RV because of the NOx issue through ongoing analysis of both its own portfolio and by reviewing leading market data and opinion. Used affected vehicles are still being sold and we are continuing to monitor sales of affected vehicles. To date, we have not identified any material decline in the UK of the anticipated RVs of the VWFS portfolio as a result of the NOx emissions issue.

Notwithstanding the NOx issue, both VWFS and leading market data and opinion have observed evidence of a general degradation in RVs in the used car market as a result of the existing economic cycle and in respect of diesel vehicles, irrespective of manufacturer, as anti-diesel political sentiment in the UK has intensified. This is likely to impact the RVs of our portfolio in the short term and beyond. We are continually monitoring the RVs of our portfolio through robust, well established and business as usual monitoring processes. Our asset valuations and risk management processes are robust and in conjunction with the appropriate level of provisioning being maintained, we are confident that the financial impact of a fall in RVs would not materially affect our overall financial soundness.

Further analysis of the residual value provisions at 31 December 2017 and charge to the profit and loss for the year ended 31 December 2017 can be found in the table below.

	2017 £000	2016 £000	Movement £000	Charged to
Expiry of operating leases (adjustment to fixed assets)	86,614	66,112	20,502	Cost of sales
Vehicles held for remarketing (adjustment to inventories)	2,166	3,070	-904	Operating lease income
	<b>88,780</b>	<b>69,182</b>	<b>19,598</b>	

Consumers with hire purchase agreements (including personal contract purchase) and hire agreements regulated under the Consumer Credit Act 1974 ("CCA") have the right to voluntarily terminate their agreements early. Expectations of the timings and volumes of voluntary terminations can have an impact on the expected future cash flows of finance lease receivables where the expected RV of the returned vehicle is lower than the customer future receivables. The carrying value of gross leasing receivables has been reduced by £170.5m (2016: £85.7m) in respect of the residual value risk on leasing receivables.

The calculation of expected decreases in future cash flows as the result of changes in residual values involves using key management estimates, were there to be a 10% decrease in the residual values this would result in an decrease to finance lease receivables of £95.9m.

## Annual report and financial statements for the year ended 31 December 2017

### Notes to the financial statements (continued)

#### 23. Financial instruments (continued)

As a result of the risk management guidelines detailed above, the Group has estimated its future RV exposure on finance lease and operating lease assets:

	2017		2016	
	Contract Purchase Residual Value	Operating Lease Residual Value	Contract Purchase Residual Value	Operating Lease Residual Value
	£000	£000	£000	£000
<b>Residual value exposure:</b>				
Not later than one year	790,190	740,107	602,433	526,036
Later than one year and not later than five years	5,734,330	1,233,706	4,965,975	1,018,603
<b>Total residual value exposure:</b>	<b>6,524,520</b>	<b>1,973,813</b>	<b>5,568,408</b>	<b>1,544,639</b>

#### Sensitivity analysis

The Group regularly performs sensitivity analysis on its exposure to fluctuations in the used car market. At 31 December 2017 a 1% drop in market values would have resulted in a profit and loss impact of £8.8m (2016: £5.4m).

#### Foreign exchange risk

The Group does not have any material exposure to foreign exchange risk due to the small number of financial transactions that take place in a currency other than pounds sterling.

As part of the acquisition of the business of MFS on 30 November 2016, VWFS acquired a branch in Ireland. This means the Company has additional exposure to movements in exchange rates, however due to the relative size of the business in the branch there is not a material exposure.

#### Capital Management

Capital is managed at a Group level by VWAG, the objective of the Group's capital management is to ensure the organisation provides returns for shareholders and benefits for employees and other stakeholders. For the Financial Services Division of the VWAG group management focus on the return on equity, being the measure of earnings before tax to average equity. Average equity calculated from the balance at the beginning and the end of the reporting period. Furthermore the goals of the Financial Services Division are to meet the banking supervisory authorities' regulatory capital requirements, to procure equity for growth planned in the coming fiscal years and to support its external rating by ensuring capital adequacy. VWFS UK works collaboratively with VWAG in order to positively contribute to these objectives.

The return on equity of the VWFS UK Group is shown in the table below:

	2017	2016
	£'000	£'000
Profit before tax	222,627	298,925
Opening equity	1,062,822	763,721
Closing equity	1,245,260	1,062,822
Average equity	1,154,041	913,272
Return on Equity	19.3%	32.7%

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 24. Employee benefits

As part of the transfer of trade from MFS to VWFS on 30 November 2016 VWFS took on the MFS share for the pension liability in the MAN UK Group Pension Scheme. The key liabilities to the Volkswagen Group Pension Scheme and the MAN UK Group Pension Scheme are summarised in the below table.

		2017	2016
		£000	£000
<b>Statement of Financial Position</b>			
Other liabilities	i)	1,953	2,562
<b>Income Statement</b>			
Finance cost	ii)	428	164
<b>Other comprehensive income</b>			
Actuarial gain/(loss) on defined benefit pension plans	iii)	516	(4,173)
<i>i) Provision for pensions</i>			
VWG pension scheme net defined benefit deficit		1,126	1,887
MAN pension scheme net defined benefit deficit		827	675
<b>Total liability for both schemes</b>		<b>1,953</b>	<b>2,562</b>
<i>ii) Net interest cost from pension provision</i>			
VWG pension scheme interest income		409	305
MAN pension scheme interest income/(expense)		19	(141)
<b>Total net interest</b>		<b>428</b>	<b>164</b>
<i>iii) Actuarial gain/(loss) on defined benefit pension plans</i>			
VWG pension scheme net actuarial gains/(losses) in the year		674	(3,732)
MAN pension scheme net actuarial gains/(losses) in the year		(158)	(441)
<b>Total net actuarial gain/(loss)</b>		<b>516</b>	<b>(4,173)</b>

#### Volkswagen Group Pension Scheme

The Company operates a defined contribution arrangement for its employees and directors which are sections of the Volkswagen Group Pension Scheme. The Scheme is funded and is administered by professional pension administrators Capita. The defined benefit section was closed to new entrants on 31 December 2009. Responsibility for the governance of the scheme lies jointly with the member companies, the board of trustees and employee representatives.

The details of the post-employment benefits relevant to key management personnel are set out under note 8.

##### (a) Defined contribution section

The company's contributions to the money purchase section during the year amounted to £3.1m (2016: £2.9m). There were no outstanding or prepaid contributions at the balance sheet date (2016: £nil).

##### (b) Defined benefit section

The defined benefit section is a final salary pension scheme which provides benefits to members in the form of a guaranteed level of pension payable for life. The level of benefits provided depends on members' length of service and their salary in the final years leading up to retirement. The defined benefit section is funded and self-administered. Contributions were charged to the profit and loss account so as to spread the cost of pensions over employees' working lives within the company.

The defined benefit contributions are determined by an independent qualified actuary, Mercer, on the basis of actuarial valuations using the projected unit credit method. The most recent completed triennial actuarial valuation of the scheme was carried out by Hymans Robertson LLP, an independent qualified actuary as at 30 September 2014 published on 27 March 2015. For the purpose of these financial statements an updated valuation as at 31 December 2017, based on data consistent with the 30 September 2014 triennial valuation and updated as appropriate, has been prepared by Mercer, to take account of the requirements of IAS 19.

Contributions expected to be paid in the year commencing 1 January 2018 amount to £0.2m (commencing 1 January 2017: £0.2m).

The Scheme exposes the Company to a number of risks:

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 24. Employee benefits (continued)

#### Investment rate risk

The Scheme holds investments in asset classes, such as equities, which have volatile market values. While assets are expected to provide real returns over the long term, the short term volatility can cause additional funding contributions to be required if a deficit emerges.

#### Interest rate risk

The Scheme's liabilities are assessed using market yields on high quality corporate bonds to discount the liabilities. As the Scheme holds assets such as equities, the value of the assets and liabilities may not move in the same way.

#### Inflation risk

A significant proportion of the benefits under the Scheme are linked to inflation. Although the Scheme's assets are expected to provide a good hedge against inflation over the long term, adverse movements over the short term could lead to deficits emerging.

#### Life expectancy risk

In the event that members live longer than assumed a deficit will emerge in the Scheme.

There were no scheme amendments, curtailments or settlements during the period.

Amounts recognised in the statement of financial position were as follows:

	2017 £000	2016 £000
Fair value of scheme assets	27,951	27,431
Present value of funded obligation	(29,077)	(29,318)
<b>Net defined benefit deficit</b>	<b>(1,126)</b>	<b>(1,887)</b>

Amounts recognised in the statement of other comprehensive income over the year were as follows:

	2017 £000	2016 £000
Interest expense on defined benefit obligation	752	829
Interest income on scheme assets	(705)	(895)
Administration expenses	362	371
<b>Expenses recognised in the statement of comprehensive income</b>	<b>409</b>	<b>305</b>

Measurements over the year recognised in the statement of other comprehensive income were as follows:

	2017 £000	2016 £000
Effect of changes in demographic assumptions	-	-
Effect of changes in financial assumptions	(240)	6,928
Effect of experience adjustments	-	-
Return on scheme asset (excluding interest income)	(434)	(3,196)
<b>Total</b>	<b>(674)</b>	<b>3,732</b>

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 24. Employee benefits (continued)

Changes in the assets over the period were as follows:

	2017 £000	2016 £000
Fair value of scheme assets at 1 January	27,431	23,743
Interest income	705	895
Employer contributions	496	462
Benefits paid	(753)	(494)
Administration expenses	(362)	(371)
Return on scheme assets (excluding interest income)	434	3,196

<b>Fair value of scheme assets at 31 December</b>	<b>27,951</b>	<b>27,431</b>
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Present value of obligation at 1 January:

	2017 £000	2016 £000
Defined benefit obligation at the beginning of the period	(29,318)	(22,055)
Benefits paid	753	494
Interest cost on scheme liabilities	(752)	(829)
Effects of changes in demographic assumptions	-	-
Effects of changes in financial assumptions	240	(6,928)
Effects of experience adjustments	-	-

<b>Defined benefit obligation at the end of the year</b>	<b>(29,077)</b>	<b>(29,318)</b>
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The analysis of the scheme assets at the balance sheet date were as follows:

	Value at 31 December 2017 £000	Value at 31 December 2016 £000
Equities (UK and overseas)	2,296	4,509
Hedge funds	-	2,267
Diversified growth	3,229	2,424
Dynamic LDI	18,003	16,847
Cash/other	4,423	1,384
<b>Fair value of scheme assets</b>	<b>27,951</b>	<b>27,431</b>

Scheme assets do not include any of the company's own equity instruments, any property occupied by the company, or any other assets used by the company.



# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 24. Employee benefits (continued)

The present value of the defined benefit obligation was measured using the projected unit credit method and were as follows:

	2017	2016
Valuation method	Projected unit	Projected unit
Discount rate	2.5%	2.6%
Inflation rate		
- RPI	3.3%	3.4%
- CPI	2.3%	2.4%
Increases to pensions:		
- April 1997 – September 2005 (LPI 5%)	3.1%	3.3%
- post October 2005 (LPI 2.5%)	2.1%	2.3%
Salary increases	-	-

Salary increases in the above table are shown as nil for 2017 due to the scheme being closed in 2011 and so there was no further expectation of any increase to be included (2016: Nil).

#### Mortality rates

The mortality assumptions are in line with the S2NA (Year of Birth) mortality tables with a 100% rating. Future mortality adjustments are assumed to be in line with CMI 2013 projections, with a long term annual rate of improvement of 1.5% for both males and females.

The mortality assumptions used were as follows:

	2017	2016
	Years	Years
Longevity at age 65 current pensioners:		
- Men	23.1	23
- Women	25.3	25.2
Longevity at age 65 for future pensioners		
- Men	25.4	25.3
- Women	27.6	27.5

Given the considerable uncertainty surrounding future rates of mortality, actual life expectancy for scheme members could be materially different from the assumptions adopted.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 24. Employee benefits (continued)

#### Sensitivity of the value placed on liabilities

To prepare the valuation, assumptions are used in a forward looking financial and demographic model to present a single scenario from a wide range of possibilities. The future is uncertain and the Scheme's actual experience will differ from those assumptions; these differences may be significant or material because these results are very sensitive to the assumptions made and, in some cases, to the interaction between the assumptions.

Different assumptions or scenarios within the range of possibilities may also be reasonable and results based on those assumptions would be different. As a result of the uncertainty inherent in a forward looking projection over a very long period of time, no one projection is uniquely 'correct' and many alternative projections of the future could also be regarded as reasonable. A 'sensitivity analysis' shows the degree to which results would be different if you substitute alternative assumptions within the range of possibilities for those utilized in this report.

An indication of the sensitivity of the results to changes in the most material assumptions is detailed below. The methods and assumptions used in preparing the sensitivity analysis have been consistently applied.

#### Impact on defined benefit obligation

		2017	2016
	Change in assumptions	Net increase / decrease	Net increase / decrease
Discount rate	-50bp	(354)	3,301
- Assumed rate			
- Weighted average duration of defined benefit obligation (in years)			
Discount rate	+50bp	(150)	(2,853)
- Assumed rate			
- Weighted average duration of defined benefit obligation (in years)			
Inflation rate	-50bp	(4)	(2,109)
- Assumed rate			
Inflation rate	+50bp	(457)	2,141
- Assumed rate			
Mortality	1 year longer	(248)	717

#### Breakdown of the present value of the 31 December 2017 IAS 19 obligation by the maturity of the underlying payments (allowing for new retirements)

	£000
Less than one year	633
Between two and five years	2,663
Greater than five years	25,781
	<u>29,077</u>

#### Effect of the scheme on the company's future cash flows

An actuarial valuation of the Scheme must be carried out at least once every three years. Following each such valuation, the Company is required to agree a Schedule of Contributions with the Trustees of the Scheme. The next valuation of the Scheme is due no later than 30 June 2018. In the event that this valuation reveals a larger deficit than expected, the Company may be required to increase contributions above those set out in the existing Schedule of Contributions dated 30 June 2015. Conversely, if the position is better than expected contributions may be reduced.

In respect of the Final Salary Section of the Scheme, the Company expects to pay contributions of £156,000 in the year to 31 December 2018.

The weighted average duration of the Defined Benefit Obligation is approximately 20 years.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 24. Employee benefits (continued)

#### MAN UK Group Pension scheme ("MAN GPS")

During the year 2016 the Company acquired the share capital of MAN Financial Services PLC (MFS) from its immediate parent company VWFS AG, MFS was a participating employer in the MAN GPS. Subsequent to this the Company transferred the business of MFS into the Company ('hive up'), this included the MFS share of the scheme. On this date the employees of MFS transferred across to be employed by the VWFS. As at the year end there were 12 employees and former employees who were still members of the MAN GPS.

The disclosures below relate to the Company's share of the scheme. The last full actuarial valuations of MAN GPS was on 5 April 2014, performed by an independent actuary.

Amounts recognised in the statement of financial position were as follows:

	2017	2016
	£000	£000
Fair value of scheme assets	3,448	3,379
Present value of funded obligation	(4,275)	(4,054)
<b>Net defined benefit deficit</b>	<b>(827)</b>	<b>(675)</b>

Amounts recognised in the statement of other comprehensive income over the year were as follows:

	2017	2016
	£000	£000
Interest expense on defined benefit obligation	(107)	(119)
Interest income on scheme assets	88	109
Administration income	-	151
<b>(Expense)/income recognised in the statement of comprehensive income</b>	<b>(19)</b>	<b>141</b>

Measurements over the year recognised in the statement of other comprehensive income were as follows:

	2017	2016
	£000	£000
Effect of changes in demographic assumptions	(64)	724
Effect of changes in financial assumptions	178	-
Return on scheme asset (excluding interest income)	44	(283)
<b>Total</b>	<b>158</b>	<b>441</b>

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 24. Employee benefits (continued)

Changes in assets over the period were as follows:	2017	2016
	£'000	£'000
Fair value of scheme assets at 1 January	3,379	2,737
Interest income	88	109
(Loss)/return on plan assets excluding interest income	(44)	406
Contributions paid by employer	25	127
<b>Fair value of scheme assets at 31 December</b>	<b>3,448</b>	<b>3,379</b>

Present value of obligation at 1 January:	2017	2016
	£'000	£'000
Defined benefit obligation at the beginning of the period	(4,054)	(3,044)
Service cost	-	151
Interest expense	(107)	(119)
Actuarial loss	(114)	(1,042)
<b>Defined benefit obligation at the end of the year</b>	<b>(4,275)</b>	<b>(4,054)</b>

#### Scheme assets

The fair value of the scheme's assets, which are not intended to be realised in the short term and may be subject to significant change before they are realised, and the present value of the scheme's liabilities, which are derived from cash flow projections over long periods and thus inherently uncertain, were:

	Value at 31 December	Value at 31 December
	2017	2016
	£'000	£'000
Equities	685	868
Bonds	787	1,394
Other – Index linked gilts	1,876	1,048
Other – Cash and real estate	100	69
<b>Fair value of scheme assets</b>	<b>3,448</b>	<b>3,379</b>
<b>Present value of funded obligation</b>	<b>(4,275)</b>	<b>(4,054)</b>
<b>Pension scheme liability</b>	<b>(827)</b>	<b>(675)</b>

The major assumptions used in this valuation were:

	2017	2016
Rate of increase in salaries	3.45%	3.55%
Rate of increase in pensions in payment and deferred pensions	2.20%	2.30%
Discount rate applied to scheme liabilities	2.40%	2.65%
Inflation assumptions	3.20%	3.30%

The assumptions used by the actuary are chosen from a range of possible actuarial assumptions which, due to the timescale covered, may not necessarily be borne out in practice.

#### Mortality Assumptions

The post-retirement mortality assumptions used in valuing the liabilities of the scheme were based on the S2PA tables. These were then adjusted for future improvements based on CMI 2016 with 1.25% p.a. minimum improvements. The current life expectancy at 31 December 2017 for a member now aged 65 will be 21.7 years and for a member now aged 45 life expectancy at age 65 will be 23.4 years.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 25. Related parties

The related parties with which the Company traded during the year or with whom there were outstanding assets or liabilities at the year-end are listed below. Each of the related parties is a subsidiary of Volkswagen Aktiengesellschaft (VW AG), the ultimate parent company and controlling party. The number of related parties within the VW AG group is extensive and as a result is too extensive to list here, therefore only those with whom the Company traded during the year are listed. The full list can be found in the Annual Return of the Company.

#### Identity of related parties:

Volkswagen AG Konzernteil, 38436 Wolfsburg, Deutschland  
Porsche Retail Group Limited, Reading, Berkshire, RG31 7SG, UK  
Bentley Motors Ltd., Pym's Lane, Crewe, Cheshire, CW1 3PL, UK  
Volkswagen Group United Kingdom Ltd., Yeomans Drive, Blakelands, Milton Keynes MK14 5AN, UK  
Volkswagen International Luxembourg S.A., 291 Route d'Arlon, 1150 Luxembourg  
Volkswagen Financial Services AG, Gifhorn Straße 57, 38112 Braunschweig, Germany  
Volkswagen Bank GmbH, Gifhorn Straße 57, 38112 Braunschweig, Germany  
Volkswagen International Finance N.V., Paleisstraat 1 1012 RB Amsterdam, Netherlands  
Volkswagen Group Services S.A., Woluwedal 18 Sint-Stev-Woluwe 1932, Belgium  
Volkswagen Financial Services N.V., Saturnus 1 NL-3824 ME Amersfoort, Netherlands  
Volkswagen Insurance Service Ltd., Brunswick Court, Yeomans Drive, Blakelands, Milton Keynes, MK14 5LR, UK  
Porsche Cars (GB) Limited, Bath Road Calcot Reading RG31 7SG, UK  
Porsche Financial Services Limited, Bath Road, Calcot, Reading RG31 7SE, UK  
Volkswagen Bank GmbH (France), Avenue de la Demi-Lune, 95700 Roissy-en-France, France  
Volkswagen Bank GmbH (Netherlands), Saturnus 1, 3824 ME Amersfoort, Netherlands  
Volkswagen Bank GmbH (UK), Brunswick Court, Yeomans Drive, Blakelands, Milton Keynes MK14 5LR, UK  
Volkswagen Bank GmbH Branch Ireland, Block C, Liffey Valley Business Campus, Dublin 22, Ireland D22CF60  
Volkswagen Business Service GmbH, Gifhorn Straße 57 38112 Braunschweig Germany  
Volkswagen Leasing GmbH, Gifhorn Straße 57 38112 Braunschweig Germany  
Driver UK Master S.A. 52-54, Avenue du X Septembre, L-2550 Luxembourg  
Driver UK Multicompartment S.A. 52-54, Avenue du X Septembre, L-2550 Luxembourg  
Seat S.A., Spain, Catalonia, Barcelona, 08027, Autovia A-2, Km. 585, Martorell (E-08760)  
MAN Truck & Bus UK Ltd, Clearwater House, Clear Water Business Park, Frankland Road, Swindon SN5 8YU, UK  
MAN Financial Services Limited, Clearwater House, Clear Water Business Park, Frankland Road, Swindon SN5 8YZ, UK  
Ducati UK Limited, Silverstone Circuit Silverstone NN12 8GX, UK  
MAN Diesel & Turbo UK Ltd, Stockport, Cheshire SK7 5BP, UK  
Scania Finance, Atterbury, Milton Keynes MK10 9RG, UK  
Scania GB Limited, Delaware Drive, Tongwell, Milton Keynes MK15 8HB, UK

The following transactions were carried out with related parties:

#### Group and Company

##### Sales of goods and services

	2017 £000	2016 £000
Sales of goods and services:		
- Parent	-	-
- Other related parties	44,377	44,117
<b>Total</b>	<b>44,377</b>	<b>44,117</b>

##### Purchase of goods and services

	2017 £000	2016 £000
Purchase of goods and services:		
- Ultimate parent	-	-
- Parent	11,416	10,378
- Other related parties	793,843	841,004
<b>Total</b>	<b>805,259</b>	<b>851,382</b>

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 25. Related parties (continued)

#### *Interest payable*

	2017 £000	2016 £000
Interest payable:		
- Parent	11,416	10,378
- Other related parties	81,765	78,090
<b>Total</b>	<b>93,181</b>	<b>88,468</b>

#### *Subsidies due*

	2017 £000	2016 £000
Subsidies due:		
- Other related parties	184,953	223,842
<b>Total</b>	<b>184,953</b>	<b>223,842</b>

#### *Interest receivable*

	2017 £000	2016 £000
Interest receivable:		
- Other related parties	28	2
<b>Total</b>	<b>28</b>	<b>2</b>

Amounts receivable from related parties at the year end, which the Company expects to be settled in cash, were as follows:

#### *Amounts due from fellow group affiliates*

	2017 £000	2016 £000
- Parent	150	637
- Other related parties	42,088	59,051
<b>Total</b>	<b>42,238</b>	<b>59,688</b>

No amounts were due from the ultimate parent.

# Annual report and financial statements for the year ended 31 December 2017

## Notes to the financial statements (continued)

### 25. Related parties (continued)

Amounts payable to related parties at the year end, which the Company expects to be settled in cash were as

#### Trade and other payables

	2017 £000	2016 £000
Trade and other payables	50,677	39,314
Of which:		
Due to the ultimate parent	-	68
Due to the parent	81	-

#### Loan amounts due to fellow group affiliates

	2017 £000	2016 £000
Current liabilities	2,463,568	2,050,606
Non-current liabilities	4,626,876	3,877,183

The amounts due to fellow group affiliates consist of loan balances with wholly owned subsidiaries of Volkswagen AG and are interest bearing with rates ranging between 0% and 4.066%. All amounts due to fellow group affiliates are unsecured. No amounts were due to the parent or ultimate parent.

#### Purchase of business from MAN Financial Services Limited

On 30 November 2016 the Company purchased the net assets of MFS in a 'hive up' agreement. Details of the transaction can be found in note 28. VWFS paid MFS £72m in consideration for the net assets purchased which were equal to the book value of the net assets transferred at that date.

#### Dividends received

The Company received two dividends from its wholly owned subsidiary MAN Financial Services Limited in the year that totalled £72m.

#### Other Related Parties

The Company operates a scheme whereby employees of companies within the VW UK group of companies are eligible to loans which can only be used to fund the purchase of a car from the VW UK Group at a discounted retail price. This vehicle is purchased on the basis VW UK Group will buyback the vehicle at the end of an agreed period or when the vehicle has completed between 6,000 and 8,500 miles. The proceeds of the buyback are used to settle the loan and no cash flows for the loan pass through employees.

The details of the transactions are disclosed below and represent the discounted aggregate retail value (loan amount) of the cars acquired by directors of other companies within the VW UK group of companies during the year, the comparative period relates to the period from which VWFS funded the scheme, 1 October 2015.

	2017 £000	2016 £000
Amounts outstanding at the beginning of the year	1,011	380
Monies advanced by the Company during the year	2,058	2,382
Amounts repaid during the year	(2,215)	(1,751)
	854	1,011

#### Guarantees

During the year, Volkswagen Financial Services AG has provided a guarantee to the landlord of One Delaware Drive for the rent payable over the period of the lease.

#### Key management compensation

Key management includes directors (executive and non-executive) and members of the Executive Board. The transactions with and compensation paid or payable to the key management for employee services is shown in Note 8.

## Annual report and financial statements for the year ended 31 December 2017

### Notes to the financial statements (continued)

#### 26. Operating Lease commitments

As at 31 December 2017 the company had aggregate commitments as a lessee under non-cancellable leases that expire as set out below:

	Buildings		Other	
	2017	2016	2017	2016
	£000	£000	£000	£000
In one year	2,394	2,394	-	30
In the second to fifth years inclusive	9,575	9,575	-	-
Over 5 years	28,126	30,519	-	-
	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>
At 31 December	40,095	42,488	-	30
	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>

Volkswagen Financial Services AG has provided a guarantee to the landlord of One Delaware Drive for the rent payable over the period of the lease.

#### 27. Ultimate parent company and parent company of larger group

During the year there was an overall group restructure resulting in a change to the immediate parent undertaking. On 1 September 2017 the immediate parent undertaking became Volkswagen Bank GmbH (VW Bank GmbH), a company incorporated in Germany. VW Bank GmbH is the parent undertaking of the smallest group to consolidate these financial statements.

The ultimate parent undertaking and ultimate controlling party by virtue of shareholdings remained as Volkswagen AG, a company incorporated in Germany. Volkswagen AG is the parent undertaking of the largest group to consolidate these financial statements. Copies of the ultimate and immediate parent's consolidated financial statements may be obtained from the offices of:

Volkswagen Aktiengesellschaft Finanz  
 Publizität und Statistik  
 D-38436 Wolfsburg  
 Germany

Volkswagen AG, Wolfsburg, is the sole shareholder of VW Bank GmbH. At the year-end Porsche SE held an equity stake of 52.20% (2016: 52.20%) in Volkswagen AG. Porsche Automobil Holding SE, Stuttgart, owned the majority of the voting shares in Volkswagen AG as at the balance sheet date. The extraordinary Annual General Meeting of Volkswagen AG on 3 December 2009 resolved to give the German state of Lower Saxony the right to appoint board members. Hence Porsche SE can no longer appoint the majority of the members of Volkswagen AG's Supervisory Board as long as the state of Lower Saxony is holding at least 15% of the ordinary shares. However, Porsche SE has the opportunity to participate in the Volkswagen Group's corporate decision making.



## Annual report and financial statements for the year ended 31 December 2017

### Notes to the financial statements (continued)

#### 28. Business Combination

On 31 May 2016 the Company acquired the shares of MAN Financial Services P.L.C. (MFS) from VWFS AG. As the immediate parent of the Company and MFS is VWFS AG and the ultimate parent is VW AG the transfer has been accounted for as a transaction of entities under common control. As consideration for the transfer of shares the Company issued 1 Ordinary share to VWFS AG. During November 2016 MAN Financial Services P.L.C. converted to a limited company. On 30 November 2016 the Company acquired the net assets of its subsidiary company MAN Financial Services Limited, a company that provides financial products and services to customers of MAN Truck and Bus UK Limited.

The net assets acquired by the Company on 30 November are shown below, as the transaction was accounted for using predecessor accounting the assets and liabilities were transferred at book value;

	2016 £'000
Cash	1,911
Lease Receivables	368,961
Wholesale Receivables	11,679
Deferred tax asset	2,100
Fixed assets - Leasehold properties	331
Loans to fellow group companies	(291,557)
Trade payables to fellow group Companies	(18,774)
Post-employment benefit obligations	(510)
Other assets	4,252
Other liabilities	(6,378)
Net assets acquired	<u>72,015</u>

Increases in equity relating to MFS between 1 June 2016 and up until the period of the full transfer of trade on 30 November 2016 are as follows;

	2016 £'000
Shares and share premium issued on acquisition of MFS on 31 May 2016	17,922
Recognised in the statement of comprehensive income between 1 June 2016 and 30 November 2016	3,943
Increase shown in Statement of change in equity	<u>50,150</u>
	<u>72,015</u>

## Annual report and financial statements for the year ended 31 December 2017

### Notes to the financial statements (continued)

#### 29. Contingent Liabilities

The following information is provided in respect of civil proceedings formally issued in the High Court of England and Wales against VWFS in respect of the NOx issue.

The civil proceedings in England and Wales are at an early stage. It is not yet known how many potential claimants may bring claims against VWFS in respect of this issue or in totality what causes of action may underlie those claims. Further, it is not clear how long it will take for the proceedings to reach trial and a judgment to be made in respect of those proceedings. It is not apparent what sums will be either claimed and/or ultimately awarded, if any, in the event VWFS are found liable nor what costs are likely to be incurred by VWFS in defending such proceedings. As such, it is not practicable to provide an estimate of the financial effect of any proceedings in respect of the NOx issue.

However, information that is currently known in respect of the existing proceedings against VWFS is set out below:

VWFS, and other Volkswagen Group entities, face actual and threatened legal proceedings from a number of firms of solicitors based in the UK acting on behalf of affected owners of which a sub-population of them entered into a financial agreement with VWFS in respect of their vehicles and may pursue claims against VWFS. On 28 October 2016 one of the claimant law firms representing a number of claimants applied to the High Court for a Group Litigation Order (GLO) to enable the court to manage any claims relating to the NOx issue. In January 2017 the application was listed to be heard by the Senior Master of the High Court who decided to adjourn the hearing of the GLO application until early October 2017. Following a civil dispute between the claimant law firm applying for the GLO and another claimant law firm, the former is now debarred from acting on behalf of any of the claimants. Another claimant law firm has now stepped in and is acting for all of these claimants. In light of the dispute between the claimant firms, the GLO application hearing was adjourned to late March 2018.

The application for the GLO was heard by the Senior Master on 27 to 29 March 2018. At that hearing the Senior Master indicated that she would recommend to the President of the Queen's Bench Division that a GLO be made in the terms of the draft Order which was before her. The GLO will not be made unless and until the President of the Queen's Bench Division gives his consent. That consent has not yet been given and therefore the GLO has not yet been formally made.

As against VWFS, each of the claimants that entered into a financial contract with VWFS alleges that they have a claim under the Consumer Credit Act 1974 (CCA) on the basis that the vehicles under the financial contract were not of satisfactory quality and/or an 'unfair relationship' under the terms of the CCA existed between VWFS as a result of actions and/or omissions alleged against other Volkswagen Group entities. The claimants seek compensatory and exemplary damages for these alleged breaches of the CCA and other relief for the losses they are alleged to have suffered.

VWFS disputes the allegations being made and intends to vigorously defend this litigation and believes that there are good defences to the Claims as it understands them.