



Lamborghini Analyst Day

Jürgen Rittersberger | Member of the Board of Management of AUDI AG Finance and Legal Affairs

Lamborghini Urus: Fuel consumption combined: 12.7 l/100 km; CO₂-emissions combined: 325 g/km (WLTP)

Disclaimer

The following presentations as well as remarks/comments and explanations in this context contain forward-looking statements on the business development of the Audi Group. These statements are based on assumptions relating to the development of the economic, political and legal environment in individual countries, economic regions and markets, and in particular for the automotive industry, which we have made on the basis of the information available to us and which we consider to be realistic at the time of going to press. The estimates given entail a degree of risk, and actual developments may differ from those forecast. Any changes in significant parameters relating to our key sales markets, or any significant shifts in exchange rates or commodities relevant to the Audi Group or deviations in the actual effects of the Covid-19 pandemic from the scenario presented will have a corresponding effect on the development of our business. In addition, there may be departures from our expected business development if the assessments of the factors influencing value enhancement and of risks and opportunities presented develop in a way other than we are currently expecting, or if additional risks and opportunities or other factors emerge that affect the development of our business.

We do not update forward-looking statements retrospectively. Such statements are valid on the date of publication and can be superseded. This information does not constitute an offer to exchange or sell or an offer to exchange or buy any securities

Audi Group:
Successful
H1/2021

DELIVERIES
TO CUSTOMERS
Audi Brand

982k

OPERATING PROFIT

€3.1bn

OPERATING RETURN

10.7%

NET CASH FLOW

€5.5bn

Audi RS e-tron GT: Combined electric power consumption in kWh/100 km: 20.2–19.3 (NEDC); Combined CO₂ emissions in g/km: 0;
Information on electric power consumption and CO₂ emissions in ranges depend on the tires/wheels used as well as the selected equipment.

Vorsprung 2030

AMBITION



3m

CARS

p.a.

increasing

ESG

consideration



SUSTAINABLE
GROWTH



RoS

>11%



LAST ICE SOP¹⁾

2025



LAST ICE EOP¹⁾

2033

Comprehensive action plan in Audi's finance area will ensure operational performance and solid financial basis for the future.

SHORT-TERM 2021/22

Securing profitability



Margin-oriented volume steering



Operating performance

MID-/LONG-TERM

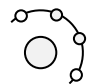
Sustainable value creation



Portfolio profitability



New business models



Brand group steering



China business



ESG-performance

Team transformation



Organisational development



Powerful team



Digitalization boost



Compliance & governance

Within the Volkswagen Group Audi is responsible for the Brand Group Premium, ensuring a good use of synergies, transfer of technologies and financial steering.



Lamborghini benefits greatly from synergies within the Audi Premium Brand Group: “Cherry picking” creates the scope for superior vehicle designs and characteristics.

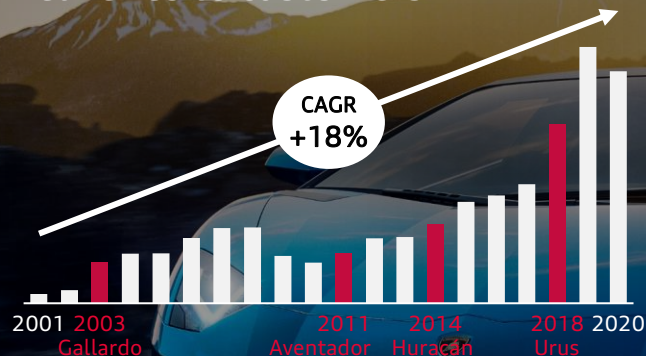
Selected examples



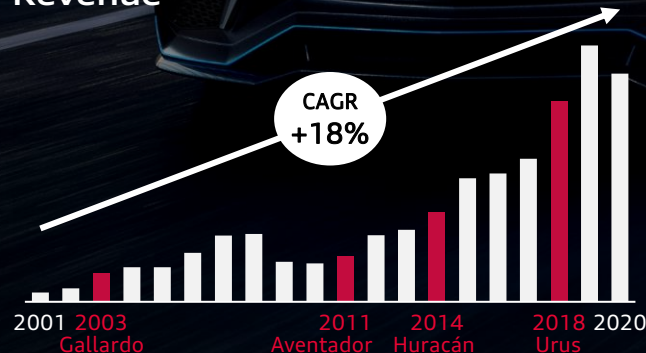
Lamborghini Huracán Evo RWD Spyder: Combined fuel consumption in l/100 km: 13.9; Combined CO₂-emissions in g/km: 335 (WLTP)
 Audi R8 Coupé V10 performance RWD: Combined fuel consumption in l/100 km: 12.9; Combined CO₂-emissions in g/km: 295 – 294
 Information on fuel/power consumption and CO₂ emissions in ranges depending on the chosen equipment level of the car.

Impressive turnaround: In the last two decades Lamborghini developed into an unparalleled success story.

Deliveries to customers



Revenue



RoS ambition:
towards **20% (2021)**
(vs. clearly negative in 2001)

Every good story deserves an audience: The Audi Group will expand its financial reporting and IR activities with selected Lamborghini KPI.

From FY 2021 on (quarterly)



Actual
incl. 5-years-history

Forecast

Unit Sales



Revenue



**Operating Profit/
RoS**



Strategic
Corridor

**Selected Planning
Round figures**



Strategic
Targets





Lamborghini Urus: Fuel consumption combined: 12.7 l/100 km; CO₂-emissions combined: 325 g/km (WLTP)

* The indicated consumption and emissions values were determined according to the legally specified measuring methods. Since September 1, 2017, type approval for certain new vehicles has been performed in accordance with the Worldwide Harmonized Light Vehicles Test Procedure (WLTP), a more realistic test procedure for measuring fuel consumption and CO₂ emissions. Since September 1, 2018, the WLTP has gradually replaced the New European Driving Cycle (NEDC). Due to the more realistic test conditions, the consumption and CO₂ emission values measured are in many cases higher than the values measured according to the NEDC. Additional information about the differences between WLTP and NEDC is available at www.audi.de/wltp.

At the moment, it is still mandatory to communicate the NEDC values. In the case of new vehicles for which type approval was performed using WLTP, the NEDC values are derived from the WLTP values. WLTP values can be provided voluntarily until their use becomes mandatory. If NEDC values are indicated as a range, they do not refer to one, specific vehicle and are not an integral element of the offer. They are provided only for the purpose of comparison between the various vehicle types. Additional equipment and accessories (attachment parts, tire size, etc.) can change relevant vehicle parameters, such as weight, rolling resistance and aerodynamics and, like weather and traffic conditions as well as individual driving style, influence a vehicle's electric power consumption, CO₂ emissions and performance figures.

Further information on official fuel consumption figures and the official specific CO₂ emissions of new passenger cars can be found in the "Guide on the fuel economy, CO₂ emissions and power consumption of all new passenger car models," which is available free of charge at all sales dealerships and from DAT Deutsche Automobil Treuhand GmbH, Hellmuth-Hirth-Str. 1, 73760 Ostfildern-Scharnhausen, Germany or at www.dat.de.