

A high-angle, rear-quarter view of a dark-colored Audi concept car, the Audi urbansphere, parked on a dark, tiled floor. The car features a sleek, aerodynamic design with a large, curved roofline and a prominent rear spoiler. The rear lights are illuminated in a vibrant red. The Audi logo is visible on the rear of the car. In the top left corner, there are four overlapping white circles of varying sizes.

# Audi meets Capital Group

May 6, 2022 | 13:30 – 14:30 CEST | Jürgen Rittersberger | CFO

Audi urbansphere concept: The vehicle shown here is a concept car that is not available as a production model.

## 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.

At the time of preparing these presentations, it is not yet possible to conclusively assess the specific effects of the latest developments in the Russia-Ukraine conflict on the Audi Group's business, nor is it possible to predict with sufficient certainty to what extent further escalation of the Russia-Ukraine conflict will impact on the global economy and growth in the industry in fiscal year 2022.

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 the supply with parts (especially semiconductors), 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 sustainable 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.

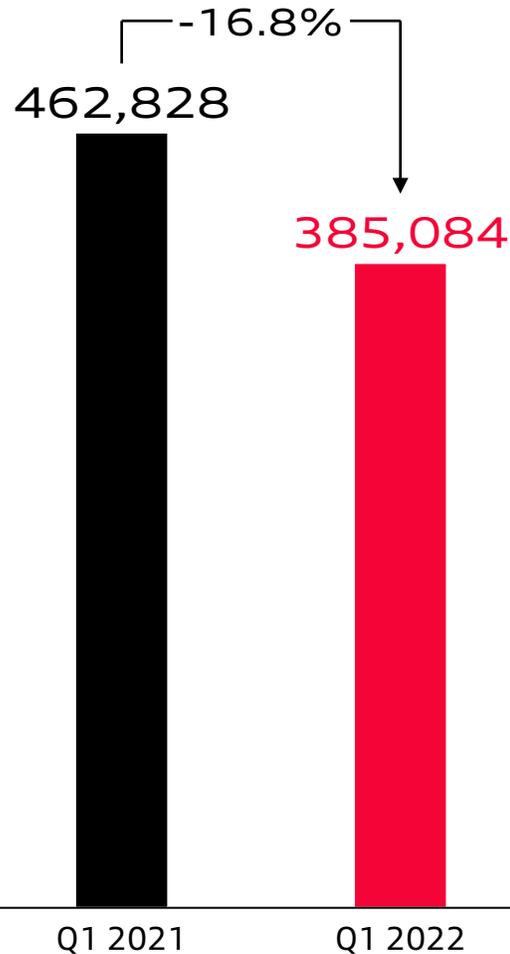
This information does not constitute an offer to exchange or sell or an offer to exchange or buy any securities.

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Even though overall deliveries of the Audi Brand declined on strong prior-year, BEV deliveries continue to grow.

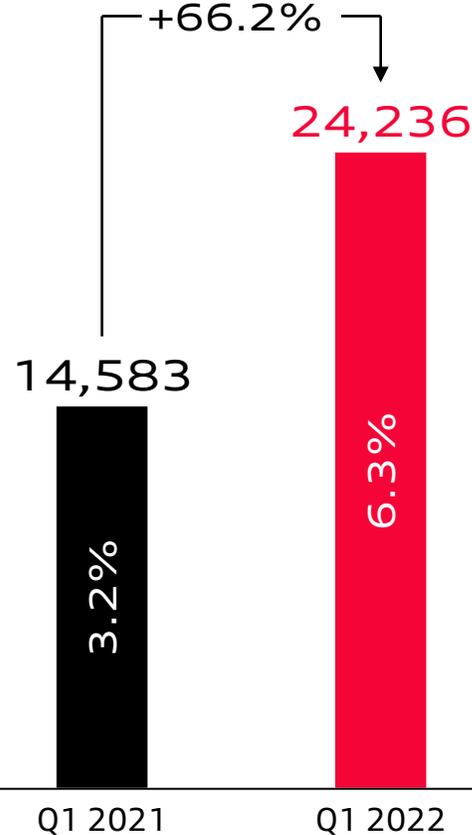
DELIVERIES TO CUSTOMERS

Audi Brand, in k units



BEV DELIVERIES TO CUSTOMERS<sup>1</sup>

Audi Brand, in units



E-TRON  
10,330



Q4 E-TRON  
10,656



E-TRON GT  
2,753

<sup>1</sup> Includes Audi Q2 L e-tron, Q5 e-tron, which are only available in China.

Audi showed a strong underlying performance in Q1 despite challenging environment, cash flow driven by working capital effects.

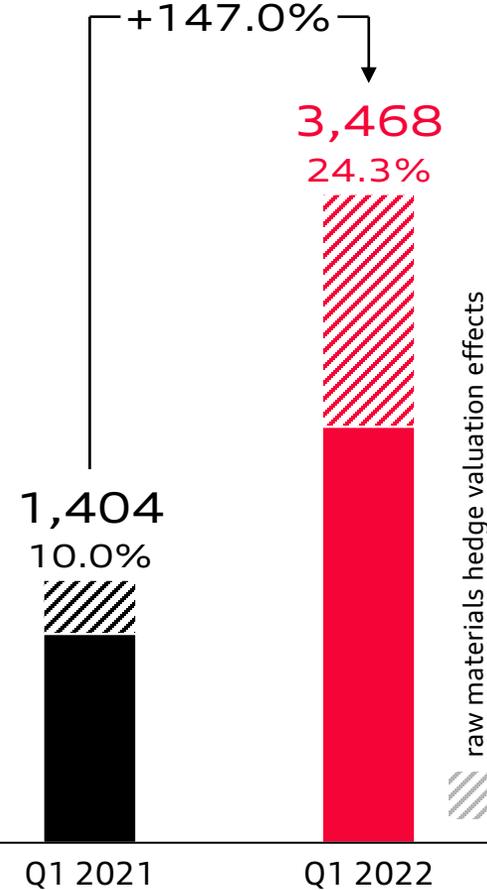
### REVENUE

Audi Group, in €m



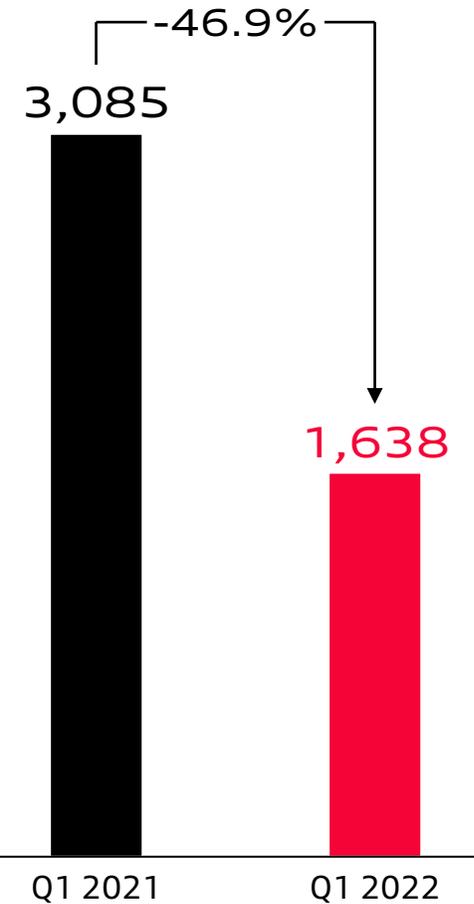
### OPERATING PROFIT

Audi Group, in €m, in % of revenue



### NET CASH FLOW

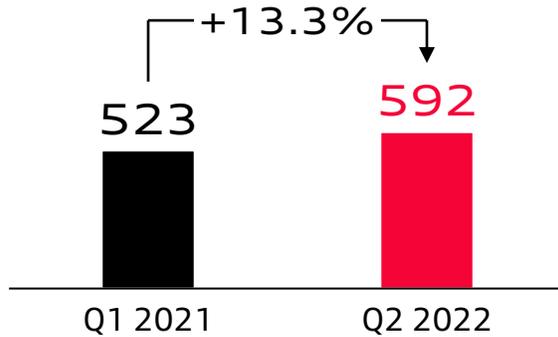
Audi Group, in €m



# The Brand Group premium enables Audi to leverage synergies to push our strategy forward - the Brands show strong performance.

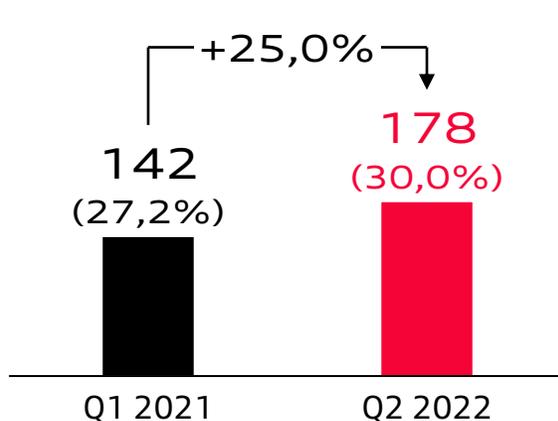
## REVENUE

Lamborghini, in €m



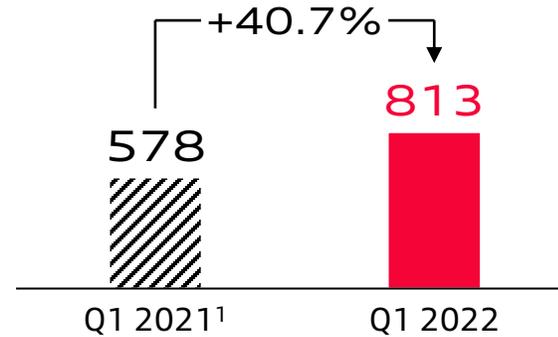
## OPERATING PROFIT

Lamborghini, in €m, in % of revenue



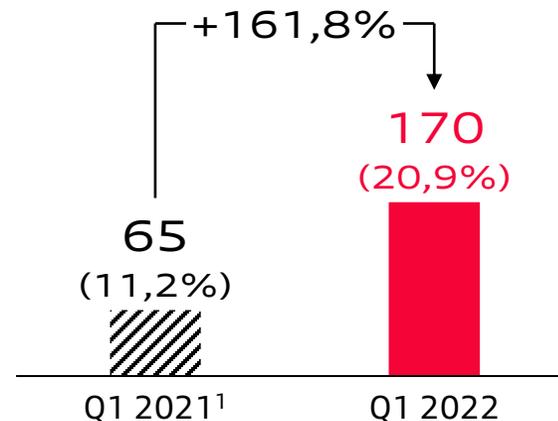
## REVENUE

Bentley, in €m



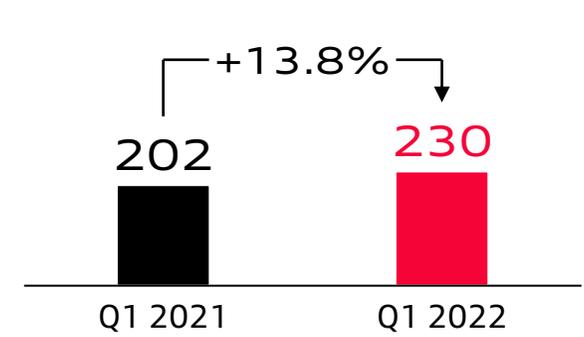
## OPERATING PROFIT

Bentley, in €m, in % of revenue



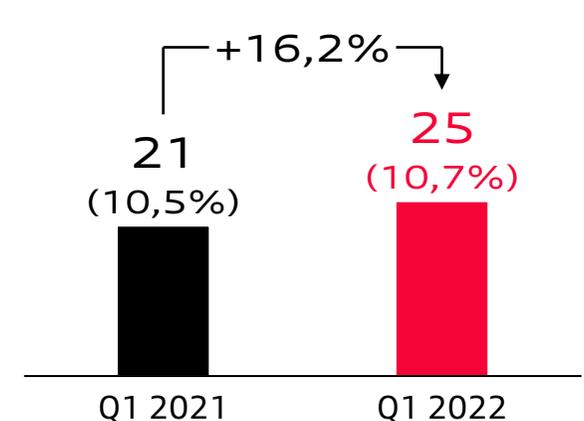
## REVENUE

Ducati, in €m



## OPERATING PROFIT

Ducati, in €m, in % of revenue



<sup>1</sup> Bentley was consolidated January 1, 2022; The prior-year figures not included in the Audi Group.

Ambitious strategic targets defined for each brand. Bentley to reach over 20% operating margin long-term.

RETURN ON SALES TARGETS

2022-2030

FROM 2030



AUDI BRAND

9-11%

>11%



LAMBORGHINI

22-25%

>25%



DUCATI

8-10%

>10%



BENTLEY

12-16% (2022-2026)

16-20% (2027-2030)

>20%

**AUDI GROUP**

9-11%

>11%

Comprehensive action plan in the finance area ensures operational performance and solid financial basis for the future.

## SHORT-TERM 2022/23

### Securing profitability



Margin-oriented volume steering



Operating performance

## MID-/LONG-TERM

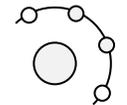
### Sustainable value creation



Portfolio profitability



New business models



Brand group steering

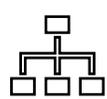


China business



ESG-performance

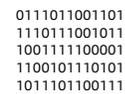
### Team transformation



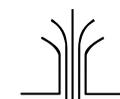
Organisational development



Powerful team



Digitalization boost



Compliance & governance



Audi A6 Avant e-tron concept: The vehicle shown here is a concept car that is not available as a production model.

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 CO<sub>2</sub> 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 CO<sub>2</sub> 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](http://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, CO<sub>2</sub> emissions and performance figures.

Further information on official fuel consumption figures and the official specific CO<sub>2</sub> emissions of new passenger cars can be found in the "Guide on the fuel economy, CO<sub>2</sub> 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](http://www.dat.de).

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