Lamborghini Analyst Day

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Lamborghini Urus: Fuel consumption combined: 12.7 l/100 km; CO₂-emissions combined: 325 g/km (WLTP)
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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 Such statements are valid on the date of publication and can be superseded.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: Successfull 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

AMBITION 2030

3m CARS p.a.

3) Chinese market not included; SOP (Start of production); EOP (End of production);

LAST ICE SOP 2025

ESG consideration increasing

RoS >11%

LAST ICE EOP 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

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**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

- **Technology**: lightweight, testing, infotainment, CARIAD
- **Platform/Drivetrain**: MSS, MLB, SSP
- **Procurement**: sourcing, economies of scale
- **Production**: body shop (BIW), painting
- **Customer/Distribution**: e.g. National Sales Companies (NSC)

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

CAGR +18%

Revenue

CAGR +18%

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

Lamborghini Aventador LP 780-4 Ultimae Roadster: Pending homologation
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)

<table>
<thead>
<tr>
<th>Actual incl. 5-years-history</th>
<th>Forecast</th>
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<tbody>
<tr>
<td>Unit Sales</td>
<td>✓</td>
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<tr>
<td>Revenue</td>
<td>✓</td>
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<tr>
<td>Operating Profit/ RoS</td>
<td>✓</td>
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<tr>
<td>Selected Planning Round figures</td>
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Lamborghini Urus: Fuel consumption: 20.7 – 10.6 l/100km; CO₂-emissions combined: 325 g/km (WLTP);
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.