



Corporate Communications

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Audi delivered around 119,800 premium cars in February

- **Number of deliveries below 2018 record-breaking figure (-8.5%)**
- **Brand continues to grow in China**
- **Vice President Global Marketing and Sales Martin Sander: “Systematically continue to expand and electrify our premium portfolio”**

Ingolstadt, March 8, 2019 – The brand with the four rings delivered around 119,800 cars to customers worldwide in February, 8.5 percent less than in the same record-breaking month in 2018. Deliveries increased slightly in China (+1.8%). North America (-14.3%) and Europe (-12.8%) saw deliveries fall. Cumulative deliveries across all markets in the first two months were down 5.5 percent (around 264,500 units). Audi’s new full-size models, such as the Audi A8 (+30.2%), did particularly well worldwide in February.

“The limited availability of model variants due to WLTP and a challenging startup situation could still be felt in February,” said Martin Sander, Vice President Global Marketing and Sales at AUDI AG. “The strong demand for our new models however confirms that we’re on the right track with expanding and electrifying our premium portfolio. Our first all-electric premium SUV, the Audi e-tron*, forms part of this success, as does our new plug-in hybrid fleet.” At the start of the week at the Geneva Motor Show, the company had presented the hybrid variants of the models A8, A7 Sportback, A6 and Q5, a preview of the Audi e-tron Sportback and the Q4 e-tron concept showcar.

In **China**, the brand with the four rings increased deliveries to customers slightly in February despite the public holidays around the Chinese New Year festivities: Deliveries rose to 40,084 cars, up 1.8 percent on the comparative figure from 2018. The local model range proved highly popular, including the Audi A4 L with 10,888 cars sold (+16.7%). 1,337 customers received the keys to the long version of the Audi Q2 produced exclusively for the Chinese market. In the first two months of the year, deliveries in the Middle Kingdom increased by 3.8 percent to 104,084 units, setting a new record-breaking figure.

In the **United States**, Audi delivered 13,560 cars (-12.2%) in February. Besides an overall weak environment, one of the reasons behind the drop in sales is the imminent model changeover of the popular Q3. The new full-size models performed well. Demand increased by 78.9 percent for the Audi A6 to 1,506 cars, by 76.9 percent for the A7 to 474 cars, and 95.2 percent for the A8 to 242 cars. The **North America** region as a whole closed February with around 16,300 cars sold (-14.3%), with cumulative deliveries to customers in the region down 9.9 percent.



In **Europe**, around 54,800 cars represent a decline of 12.8 percent in February. Deliveries to customers fell in the past month in the two largest markets: Germany (-10.5% to 23,237 cars) and the UK (-14.5% to 5,219 cars). The temporarily limited model availability as part of the switch to WLTP continued to affect deliveries on the home continent. To date Audi has homologated 161 engine/transmission variants according to the new test cycle, with all RS models and the Audi R8 recently being launched as models homologated according to WLTP. The Audi RS 5 Sportback is also new and joins the lineup in Europe for the first time.

| Deliveries AUDI AG | In February | | | Cumulative | | |
|---|----------------|---------|------------------------|----------------|---------|------------------------|
| | 2019 | 2018 | Change from 2018 | 2019 | 2018 | Change from 2018 |
| World | 119,800 | 130,924 | -8.5% | 264,500 | 280,016 | -5.5% |
| Europe | 54,800 | 62,815 | -12.8% | 110,100 | 123,224 | -10.7% |
| - Germany | 23,237 | 25,952 | -10.5% | 46,596 | 48,971 | -4.8% |
| - UK | 5,219 | 6,107 | -14.5% | 13,777 | 17,917 | -23.1% |
| - France | 3,776 | 4,118 | -8.3% | 6,972 | 7,512 | -7.2% |
| - Italy | 5,713 | 6,196 | -7.8% | 9,771 | 10,226 | -4.4% |
| - Spain | 4,719 | 5,401 | -12.6% | 8,946 | 10,350 | -13.6% |
| United States | 13,560 | 15,451 | -12.2% | 27,813 | 29,962 | -7.2% |
| Mexico | 989 | 1,144 | -13.5% | 1,805 | 2,347 | -23.1% |
| Brazil | 565 | 635 | -11.0 % | 870 | 1,209 | -28.0% |
| China (mainland) + Hong Kong | 40,084 | 39,364 | +1.8% | 104,084 | 100,239 | +3.8% |

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***Fuel consumption of Audi e-tron:**

Combined electrical consumption in kWh/100 km: 26.2–22.6 (WLTP); 24.6–23.7 (NEDC);
Combined CO₂ emissions in g/km: 0

Fuel consumption and CO₂ emissions figures given in ranges depend on the tires/wheels used and depending on the equipment selected. 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-Schornhausen, Germany (www.dat.de).



The **Audi Group**, with its brands Audi, Ducati and Lamborghini, is one of the most successful manufacturers of automobiles and motorcycles in the premium segment. It is present in more than 100 markets worldwide and produces at 18 locations in 13 countries. 100 percent subsidiaries of AUDI AG include Audi Sport GmbH (Neckarsulm), Automobili Lamborghini S.p.A. (Sant'Agata Bolognese, Italy) and Ducati Motor Holding S.p.A. (Bologna, Italy).

In 2018, the Audi Group delivered to customers about 1.812 million automobiles of the Audi brand, 5,750 sports cars of the Lamborghini brand and 53,004 motorcycles of the Ducati brand. In the 2017 fiscal year, AUDI AG achieved total revenue of €60.1 billion and an operating profit of €5.1 billion. At present, approximately 90,000 people work for the company all over the world, more than 60,000 of them in Germany. Audi focuses on sustainable products and technologies for the future of mobility.
