



Corporate Communications

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Audi closes May with around 151,900 automobiles delivered

- **Growth in Western Europe**
- **Vice President Global Marketing and Sales Martin Sander: “Expect positive momentum in the second half of the year”**
- **Model changeovers have adverse effect on business in United States and China**

Ingolstadt, June 7, 2019 – AUDI AG delivered around 151,900 premium automobiles to customers worldwide in May. As such, deliveries were down 5.4 percent year-on-year. In Western Europe, the company closed the month over last year (+1.5%); the increase in demand in the domestic market Germany (+3.5%) and in France (+12.2%) made a positive contribution. In China (-7.4%) and North America (-5.7%) the model changeovers of important high-volume models continued to have a detrimental effect on deliveries. In the first five months the Four Rings handed over 5.8 percent less than in the same period in 2018.

“In light of the positive feedback to our model initiative, we are confident and expect to see a boost in deliveries particularly in the second half of the year,” says Martin Sander, Vice President Global Marketing and Sales of AUDI AG. “Customers in Europe have recently been able to order the new and even sportier Audi A4 models and the S4, S5, S6 and S7 models with a TDI engine. Orders are now being accepted for the Audi Q5 55 TFSI e* as first car of our plug-in-offensive.”

In **Western Europe**, Audi sold around 68,500 cars in May, coming above the prior-year level (+1.5%). Among the large markets in the region, **Germany** (+3.5% to 26,457 cars) and **France** (+12.2% to 5,347 cars) in particular saw deliveries grow compared with the same month in 2018. Demand fell in the **UK** with 12,641 units delivered (-7.8%).

The interest for the new Audi Q3 continues apace in Western Europe. The new generation of the compact SUV is an important growth driver. Deliveries of the Q3 rose above-average in May in countries such as Germany (+94.8% to 2,967 cars), the UK (+27.1% to 1,391 cars) or France (+160.5% to 1,430 cars). Across all models, the cumulative deliveries in the region after five months were still down 4.4 percent at around 324,200 units. The ongoing generation changeover and knock-on effects of the WLTP transition continued to dampen the deliveries balance.

In the **United States**, 18,892 units delivered represent a decrease of 2.2 percent. Following the discontinuation of the Q3, the brand with the Four Rings does not offer a compact SUV in the



U.S. market at present. The new generation of the sporty off-roader will be available in dealerships in the summer. The new full-size models performed well. Demand increased 26.2 percent for the Audi A6 to 1,427 cars and 75.9 percent for the A7 to 526 cars. In the North America region the company delivered around 23,400 premium automobiles in May, 5.7 percent less than a year ago.

Business in May in **China** continued to be adversely affected by the challenges of the ongoing model changeovers with the important A6 L and Q3 volume models. Since the beginning of 2019 the ongoing tariff dispute also provoked general uncertainty among Chinese customers. Consequently, deliveries since January fell by 1.9 percent to 253,625 automobiles, and by 7.4 percent to 47,927 units in May. Despite the competitive market environment, the long version of the A4 continued to perform well, managing to grow once again (+9.2% to 14,102 units). The A8 L is also extremely popular among customers in the Middle Kingdom and closed May with 736 automobiles sold (+87.3%).

Deliveries AUDI AG	In May			Cumulative		
	2019	2018	Change from 2018	2019	2018	Change from 2018
World	151,900	160,596	-5.4%	739,450	785,230	-5.8%
Europe	72,300	72,147	+0.2%	343,400	360,645	-4.8%
- Germany	26,457	25,574	+3.5%	127,113	129,488	-1.8%
- UK	12,641	13,709	-7.8%	66,956	74,730	-10.4%
- France	5,347	4,764	+12.2%	23,179	22,770	+1.8%
- Italy	6,484	6,381	+1.6%	28,381	28,758	-1.3%
- Spain	5,048	5,241	-3.7%	24,130	25,842	-6.6%
USA	18,892	19,315	-2.2%	82,031	88,471	-7.3%
Mexico	1,021	1,282	-20.4%	4,906	5,755	-14.8%
Brazil	741	864	-14.2%	2,894	3,473	-16.7%
Chinese mainland + Hong Kong	47,927	51,732	-7.4%	253,625	258,413	-1.9%

- End -

***Consumption data:**

Audi Q5 TFSI e

Combined fuel consumption: 2.4 – 2.1 l/100 km; Combined CO₂ emissions: 53 – 46 g/km;

Fuel consumption and CO₂ emissions data as well as the efficiency classes are dependent on the choice of wheels and tyres.

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. Beginning September 1, 2018, the WLTP will gradually replace the New European Driving Cycle (NEDC). Due to the realistic test conditions, the fuel consumption and CO₂ emission values measured are in many cases higher than the values measured according to the NEDC. Vehicle taxation could change accordingly as of September 1, 2018. 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 electrical consumption, CO₂ emissions and performance figures. Fuel consumption and CO₂ emissions figures given in ranges depend on the tires/wheels used and chosen equipment level. 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 (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 2018 fiscal year, AUDI AG achieved total revenue of €59.2 billion and an operating profit before special items of €4.7 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.
