



Audi ends 2020 with the most successful quarter in the company's history

- **Over 500,000 cars delivered between October and December**
- **A total of 1.69 million delivered worldwide in a challenging year**
- **New best figures in China: 727,358 cars (+5,4%)**
- **Hildegard Wortmann, Board Member for Sales and Marketing: "We aim for further growth in 2021"**

Ingolstadt, 12 January 2021 – AUDI AG ended 2020 with the most successful quarter-year in the company's history for cars delivered: between October and December the company supplied 505,583 cars to its customers – more than half a million in a quarter for the first time ever. In a challenging year, marked globally by restrictions due to the coronavirus pandemic, Audi delivered a total of 1,692,773 models, a fall of 8.3 percent compared with the previous year. In China, however, the company nevertheless attained new best figures with a total of 727,358 vehicles supplied (+5.4 percent).

"Thanks to an extremely strong performance internationally by our team, around the middle of last year we emerged from the first wave of corona. Following a strong third quarter, this made a major contribution to the successful final push in 2020," says Hildegard Wortmann, Board Member for Sales and Marketing at AUDI AG. "The global situation continues to be challenging at present. Nevertheless, for 2021 we have set ourselves ambitious targets, aim to achieve continued growth, and view the future with optimism."

Through the expansion of digital sales and service offerings, for example Audi Live consultation, the Four Rings brand has reacted flexibly and successfully to the challenges of the corona pandemic. Ongoing digitalization of sales and experience gained during the first wave of coronavirus in spring have contributed strongly to Audi ending 2020 with the most successful quarter-year in the company's history.

AUDI AG is continuing its transformation into a provider of sustainable premium mobility and is by some distance the biggest maker of electric vehicles among the three German premium brands. The successful Audi e-tron model (including the Audi e-tron Sportback*) registered a significant increase in demand last year, with growth of 79.5 percent (47,324 cars) compared with the previous year. The Audi e-tron is the global top seller among electric vehicles made by German premium manufacturers. In Norway it is even the best-selling of all models. In Germany the Audi e-tron (including the Audi e-tron Sportback*) was able to more than double its sales volume in the final quarter in comparison with the previous year.



In respect of other models in the range, Audi increased deliveries especially for the Audi Q3 (+18.1% in comparison to the previous year) and the Audi A6 (+11.8%). The high-performance models from Audi Sport were also extremely popular with customers: More than 29,300 cars delivered in 2020 marks a new best, and a clear increase of 16.1 percent compared with the previous year.

In **China** Audi supplied more cars to customers last year than ever before. A total of 727,358 automobiles represents a rise of 5.4 percent. The fourth quarter, too, was more successful than any previous period, with 214,467 cars supplied (+7.7%). In the largest market for the Four Rings, rapid economic recovery and high demand for individual mobility led to new record figures. The development was especially positive for the Audi Q2 (+33.8%), the Audi A6 (+41.1%), the Audi A7 (+142.1%), and the Audi A8 (+13.8%).

In the **USA** 186,620 deliveries of new cars represented a fall of -16.7 percent year on year. Strong consumer demand and the upward trend towards the close of the year demonstrate that the outlook for 2021 is favorable, however. Rising demand can be seen in the SUV segment above all: the share of SUVs in 2020 was 66 percent, and in the fourth quarter it rose to as much as 74 percent. Significant impulses came in the year as a whole from the Audi Q3 (+83.9%) and the Audi e-tron (+10%). In the final quarter the sales performance of the Audi Q5 (+15%) and the Audi Q8 (+11%) was particularly strong.

In **Europe**, car deliveries declined in 2020 by 19.5 percent to 619,723 units. Nevertheless, the trend was positive for the Audi e-tron (+80.6%, including the Audi e-tron Sportback*) and the Audi Q7 (+6.3%). In the fourth quarter an upwards trend was already evident again, despite increasing restrictions resulting from the coronavirus pandemic: the delivery of 178,891 cars between October and December was a rise of 2.5 percent compared to the previous year. In **Germany** the company supplied 214,427 cars to customers (-21.1%). In Audi's home market, demand rose clearly again in the fourth quarter: 61,231 vehicles delivered represented a rise of 9.2 percent.



Vehicles delivered by AUDI AG	Total		
	2020	2019	change vs 2019
World	1,692,773	1,845,573	-8.3%
Europe	619,723	769,585	-19.5%
- Germany	214,427	271,613	-21.1%
- United Kingdom	107,892	139,026	-22.4%
- France	45,728	58,241	-21.5%
- Italy	50,060	64,056	-21.8%
- Spain	37,284	50,904	-26.8%
USA	186,620	224,111	-16.7%
Mexico	9,834	12,458	-21.1%
Brazil	6,680	8,269	-19.2%
Chinese Mainland + Hong Kong	727,358	690,083	+5.4%

Note for media editors: the financial results for the 2020 business year will be presented at the digital annual press conference on 18 March 2021.

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Fuel consumption Audi e-tron Sportback

Combined electric power consumption in kWh/100 km (62.1 mi): 23.9 - 20.6 (NEFZ); Combined CO₂ emissions in g/km: 0

Information on fuel/electricity consumption and CO₂ emissions in ranges depending on the tires and alloy wheel rims used and on the equipment and accessories of the car.

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 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.

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).