

Audi accelerates transformation with a strong 2021 for fully electric vehicles

- **Consistently following the electric roadmap: deliveries of fully electric models increased by 57.5 percent**
- **Despite a worldwide semiconductor shortage, total volume of the Audi brand approached the previous year's level with 1.68 million vehicles, grew in the US and other key markets**
- **Hildegard Wortmann, Member of the Board of Management for Sales and Marketing: "High demand for electric vehicles is rewarding our courage to make lasting changes"**

Ingolstadt, January 11, 2022 – Despite the worldwide semiconductor shortage, Audi is still setting a fast pace on its path to the sustainable premium mobility of the future. That is evident in fully electric car deliveries in the past year, which increased by 57.5 percent over the previous year. Additionally, Audi more than doubled its product portfolio of fully electric models in the past year. Despite the difficult supply situation, in total, Audi-brand deliveries approached the previous year's volume: in 2021, the company with the four rings delivered 1,680,512 models to customers, 0.7 percent fewer than in 2020. In the US, the previous year's performance was exceeded by 5 percent.

"The year 2021 was challenging, but with our worldwide team's engaged effort, we very successfully overcame them," says Hildegard Wortmann, Member of the Board of Management for Sales and Marketing at AUDI AG. "We're looking to the future with confidence. With 'Vorsprung 2030,' we have defined a clear strategy – our courage to make lasting changes is being rewarded: high demand for electric vehicles from Audi confirms our early decision in favor of zero-emission drive systems. We are taking this momentum with us into 2022 and systematically pressing ahead with our transformation. The large number of incoming orders also shows that we have the right portfolio."

After the first half of 2021, Audi was on track to break records: the 981,681 delivered vehicles were a new best in company history. Then the persistent semiconductor shortage took effect in the second half of the year. As a result, deliveries dropped in the fourth quarter by 34.2 percent over the same period in the previous year.

However, the curve for deliveries of fully electric models continues to go up. In 2021, Audi sold 81,894 fully electric models – an increase of 57.5 percent. By 2025, Audi plans to have more

The equipment, data and prices specified in this document refer to the model range offered in Germany. Subject to change without notice; errors and omissions excepted.

*Information on fuel consumption and CO₂ emissions as well as efficiency classes in ranges depend on the tires/wheels used as well as the selected equipment.

**The collective fuel/electric power consumption values of all models named and available on the German market can be found in the list provided at the end of this MedialInfo.

than 20 fully electric models in its portfolio. Starting in 2026, the brand will exclusively bring new fully electric models to the market.

Audi set a strong example with the presentation of the Audi e-tron GT* and the Audi RS e-tron GT at the start of the year. In particular, the Audi Q4 e-tron and the Audi Q4 Sportback e-tron also play a central role in the electrification strategy of the company with the four rings. With these four new models, Audi has more than doubled its product portfolio of fully electric models in the past year.

The company's clear commitment to electric mobility is also apparent in its capital expenditure planning: based on plans approved at the end of 2021, Audi will spend about €18 billion on electrification and hybridization between 2022 and 2026. With total investments of around €37 billion, that means that almost half will go toward these two forward-looking fields.

Alongside the fully electric models within the overall range of models, the Audi Q3 (+19.2 percent), Audi A5 (+8.3 percent), and Audi A7 (+9.2 percent) in particular saw large increases. The SUV segment was highly sought after: the Audi Q5 (+5.3 percent) and the Audi Q7 (+5.3 percent) also gained. The high performance models from Audi Sport once again exceeded the previous year and set a new record with 39,356 vehicles sold (+34.2 percent)

In **China**, Audi ended 2021 with 701,289 vehicles delivered and a decline of 3.6 percent. After a record-breaking 2020, the fourth quarter was particularly marked by the semiconductor shortage for locally produced vehicles. Imported Audi models (+53 percent) recorded a significant increase in demand. The Audi A5 (+96.7 percent), Audi Q7 (+74.4 percent), and the fully electric Audi e-tron (+68.7 percent) showed particularly positive development. Additionally, sales of Audi Sport models more than doubled (+113.4 percent) over 2020, the previous year.

In the **US**, Audi actually exceeded the previous year: 196,038 vehicles meant an increase of 5.0 percent. Audi recorded a record year for fully electric cars here: with an increase of 52.5 percent over the previous year, Audi sold more fully electric models in the US than ever before, including the Audi e-tron GT, which has been on the market since July 2021. The Audi e-tron also increased significantly with +34.6 percent. The SUV segment had persistently high demand, with the Audi Q3 (+26.5 percent) and the Audi Q5 (+19.6 percent) at the top. With 7,796 delivered models and growth of 60.5 percent, Audi Sport models also set a new record in the US. In Canada, the number of delivered vehicles increased by 11.2 percent.

In **Europe**, AUDI AG approximated the previous year's level with 617,048 delivered vehicles (-0.4 percent). The Audi A3 (+3.6 percent), Audi Q3 (+5.6 percent), Audi Q5 (+18.6 percent), and Audi Q8 (+1.8 percent) recorded growing demand. The company achieved significant growth in France (+10.2 percent), Italy (+9.9 percent), and the United Kingdom (+9.4 percent), among others. It set new records in Denmark and Norway, partly because of the electric models that were

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particularly popular there. Overall, 31 European markets were higher than the previous year. In Germany, the brand with the four rings shipped 180,883 vehicles to customers (-15.6 percent). Along with the semiconductor shortage, the effects of the reduction in the value-added tax in the second half of 2020 were also noticeable here. The Audi e-tron continued to show particularly positive growth in the company's domestic market with an increase of 10.3 percent.

In the other markets worldwide, the company with the four rings increased deliveries by 3.1 percent over the previous year to 137.347 cars. Electric models showed a very positive trend here as well, with an increase of 89.6 percent.

“Although the semiconductor supply will continue to be strained in the coming months, the strong growth in electric model deliveries gives us a tailwind to stick unflinchingly to our roadmap,” says Hildegard Wortmann. “The high volume of incoming orders as well as the highest order backlog ever show that we have the right portfolio.”

| Audi-brand deliveries | Cumulative | | |
|-----------------------------------|------------------|-----------|-----------------|
| | 2021 | 2020 | Change vs. 2020 |
| World | 1,680,512 | 1,692,773 | -0.7% |
| Europe | 617,048 | 619,723 | -0.4% |
| - Germany | 180,883 | 214,427 | -15.6% |
| - United Kingdom | 117,993 | 107,892 | +9.4% |
| - France | 50,383 | 45,728 | +10.2% |
| - Italy | 55,005 | 50,060 | +9.9% |
| - Spain | 34,767 | 37,284 | -6.8% |
| USA | 196,038 | 186,620 | +5.0% |
| Mexico | 9,465 | 9,834 | -3.8% |
| Brazil | 6,244 | 6,680 | -6.5% |
| Mainland China + Hong Kong | 701,289 | 727,358 | -3.6% |

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Notice for the editors: The financial figures for the 2021 business year will be presented at the annual press conference on March 17, 2022.

Corporate Communications

Thomas von Frankenberg
Spokesperson Sales and Marketing
Phone: +49 841 89-42693
Email: thomas.von.frankenberg@audi.de
www.audi-mediacyenter.com

Corporate Communications

Antje Maas
Director Corporate Communications
Phone: +49 841 89-34084
E-Mail: antje.maas@audi.de
www.audi-mediacyenter.com



The Audi Group, with its brands Audi, Ducati, Lamborghini and Bentley 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 21 locations in 13 countries. 100 percent subsidiaries of AUDI AG include Audi Sport GmbH (Neckarsulm, Germany), Automobili Lamborghini S.p.A. (Sant'Agata Bolognese, Italy), and Ducati Motor Holding S.p.A. (Bologna/Italy).

In the 2020 fiscal year, AUDI AG achieved total revenue of €50.0 billion and an operating profit before special items of €2.7 billion. At present, around 87,000 people work for the company all over the world, 60,000 of them in Germany. With new models, innovative mobility offerings and other attractive services, Audi is becoming a provider of sustainable, individual premium mobility.

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Fuel/electric power consumption of the models named above

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Audi RS e-tron GT

Combined electric power consumption in kWh/100 km (62.1 mi)*: 22.5- 20.6 (WLTP); 20.2- 19.3 (NEDC); combined CO₂ emissions in g/km (g/mi): 0 (0)

Audi e-tron GT quattro

Combined electric power consumption in kWh/100 km (62.1 mi)*: 21.8- 19.9 (WLTP); 19.6- 18.8 (NEDC); combined CO₂ emissions in g/km (g/mi): 0 (0)

Audi e-tron

Combined electric power consumption in kWh/100 km (62.1 mi)*: 26.1-21.0 (WLTP); 24.3- 20.9 (NEFZ); combined CO₂ emissions in g/km (g/mi): 0 (0)

Audi Q4 e-tron

Combined electric power consumption in kWh/100 km (62.1 mi)*: 21.3-17.0 (WLTP); 18.2- 15.8 (NEFZ); combined CO₂ emissions in g/km (g/mi): 0 (0)

Audi Q4 Sportback e-tron

Combined electric power consumption in kWh/100 km (62.1 mi)*: 20.9 -16.6* (WLTP); 17.9 - 15.6* (NEFZ); combined CO₂ emissions in g/km (g/mi): 0 (0)

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 (www.dat.de).

*Angaben zu den Kraftstoffverbrauch und CO₂-Emissionen bei Spannungen in Abhängigkeit von der gewählten Reifen- und Federwahl sowie von der gewählten Ausstattung.

*Die angegebenen Verbrauchswerte aller genannten und für den deutschen Markt erhältlichen Modelle entnehmen Sie der Auflistung am Ende dieser Mediant.