Audi
BENTLEY
DUCATI

Brand Group Progressive

Q3 2025

INVESTOR RELATIONS CONFERENCE CALL & WEBCAST

October 31st, 2025

Audi Concept C: the vehicle shown here is a concept vehicle that is not available as a series production vehicle.

Disclaimer

The following presentations as well as remarks/comments and explanations in this context contain forward-looking statements on the business development of the Audi Group. These statements are based on assumptions relating to the development of the economic, political and legal environment in individual countries, economic regions and markets, and in particular for the automotive industry, which we have made on the basis of the information available to us and which we consider to be realistic at the time of going to press. The estimates given entail a degree of risk, and actual developments may differ from those forecast.

All figures are rounded, so minor discrepancies may arise from addition of these amounts.

Any changes in significant parameters relating to our key sales markets, or any significant shifts in exchange rates, energy and other commodities or the supply with parts relevant to the Audi Group will have a corresponding effect on the development of our business. In addition, there may also be departures from our expected business development if the assessments of the factors influencing sustainable value enhancement and of risks and opportunities presented develop in a way other than we are currently expecting, or if additional risks and opportunities or other factors emerge that affect the development of our business.

We do not update forward-looking statements retrospectively. Such statements are valid on the date of publication and can be superseded.

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Brand Group Progressive

Q3 2025

INVESTOR RELATIONS
CONFERENCE CALL & WEBCAST

Marco Schubert – Member of the Board of Management Marketing & Sales

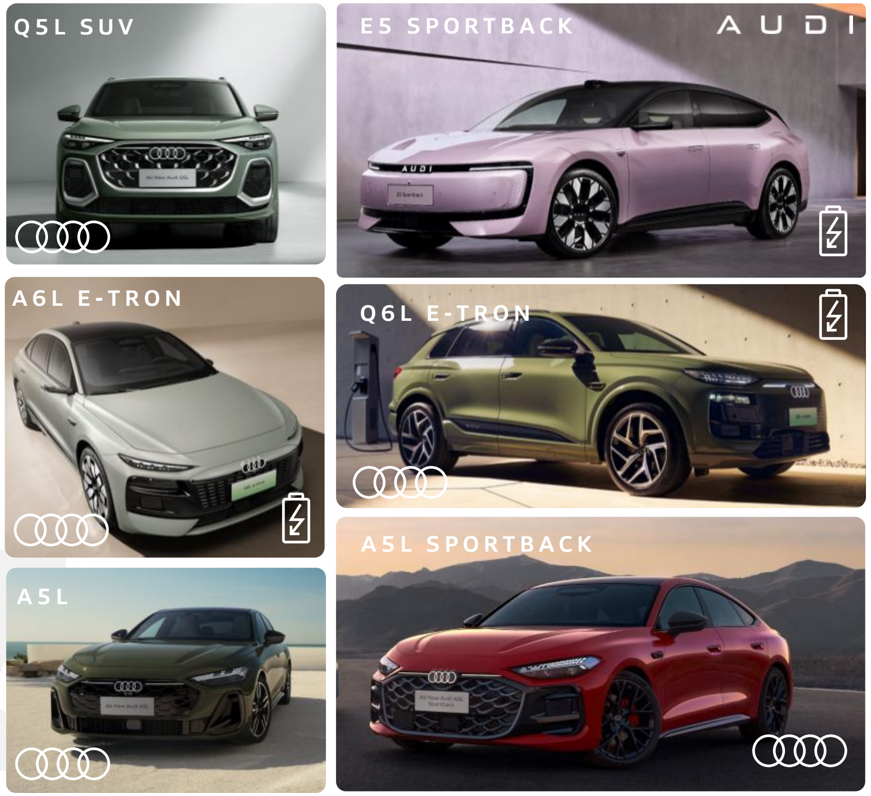
Jürgen Rittersberger – Member of the Board of Management Finance, Legal & IT

Audi Concept C: the vehicle shown here is a concept vehicle that is not available as a series production vehicle.

Product offensive in full swing

GLOBAL MODEL LINES 2024 / 2025

CHINA-SPECIFIC MODELS



Audi Q6 e-tron family: Electric power consumption (combined): 19.7-15.6 kWh/100 km; CO_2 emissions (combined): 0 g/km; CO_2 class: A; **Audi A6 e-tron family**: Electric power consumption (combined): 17.0-14.0 kWh/100 km; CO_2 emissions (combined): 0 g/km; CO_2 class: A; **Audi A5 family**: Fuel consumption (combined): 7.9-4.8 l/100 km; CO_2 emissions (combined): 179-148 g/km; CO_2 class: G-D; **Audi Q5 family**: Fuel consumption (combined): 7.9-5.9l/100 km; CO_2 emissions (combined): 180-148 g/km; CO_2 class: G-D; **Audi Q3 SUV**: Fuel consumption (combined): 9.0–5.3 in l/100 km; CO_2 emissions (combined): 205–137 in g/km; CO_2 classes: G–E; **China-specific models** are only available in China.

2026 portfolio expansion: entry-level BEV and SUVs with combustion engines

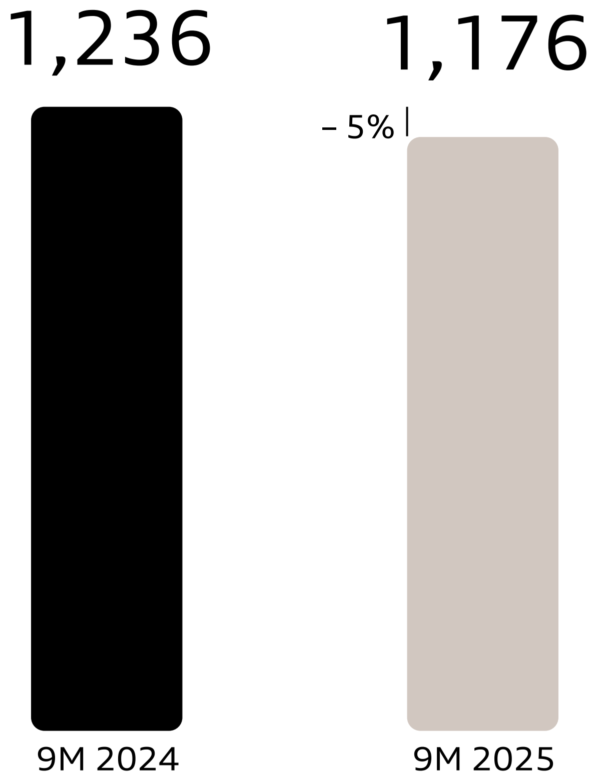
MODELS SCHEDULED
TO PREMIERE
IN 2026

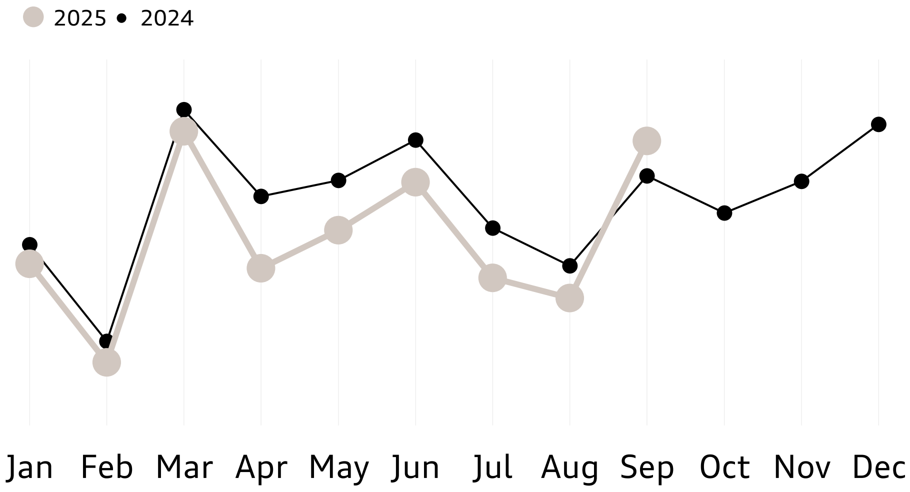
Audi Concept C: manifestation of a new design philosophy

Audi Concept C: the vehicle shown here is a concept vehicle that is not available as a series production vehicle.

Market challenges weigh on deliveries, recovery momentum builds

DELIVERIES TO CUSTOMERS
AUDI BRAND, IN K UNITS[1]

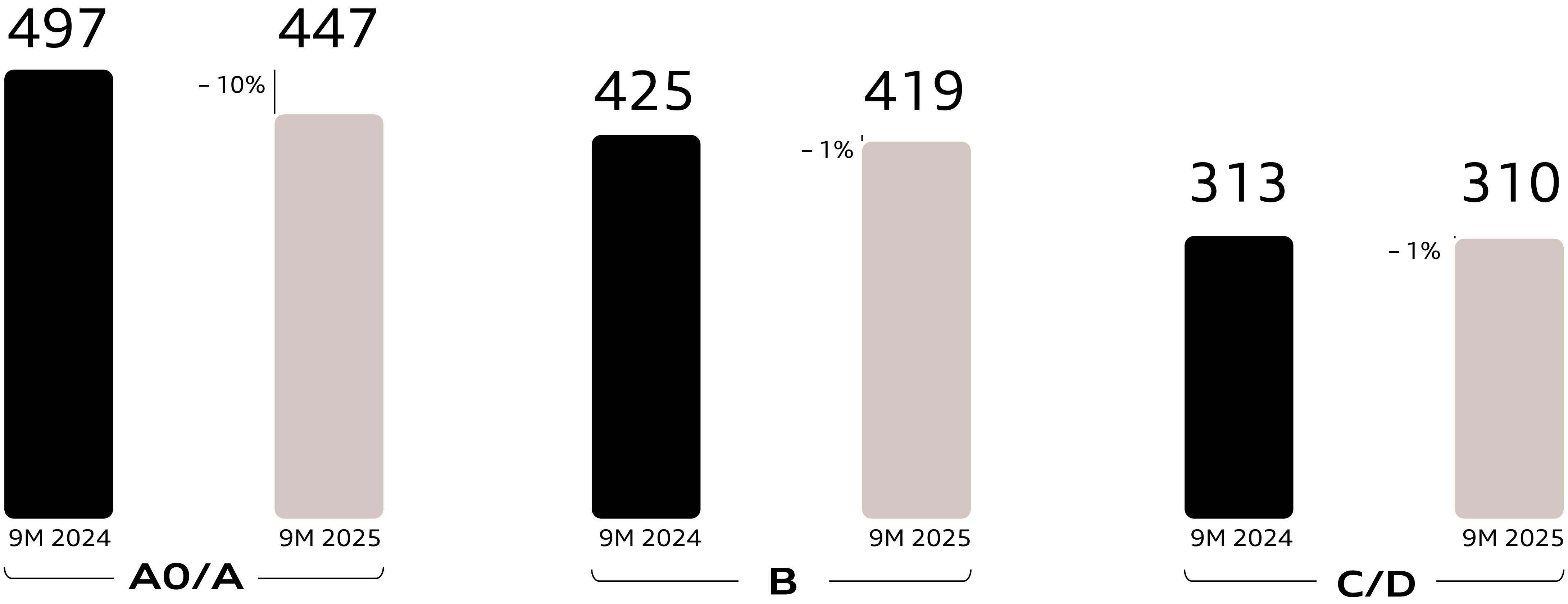




[1] Including vehicles of the AUDI brand only available in China

Entry segment sales reflect impact of model transitions

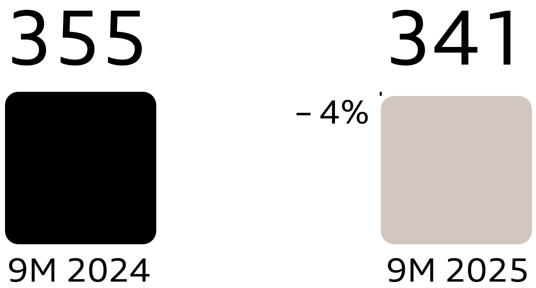
DELIVERIES TO CUSTOMERS BY SEGMENT
AUDI BRAND, IN K UNITS[1]



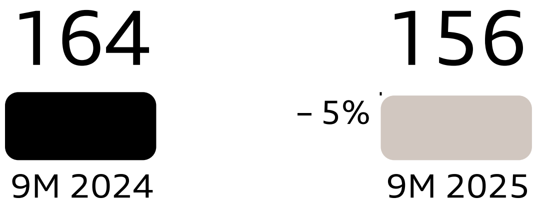
[1] Including vehicles of the AUDI brand only available in China

Global deliveries face pressure, Germany and overseas markets develop positively

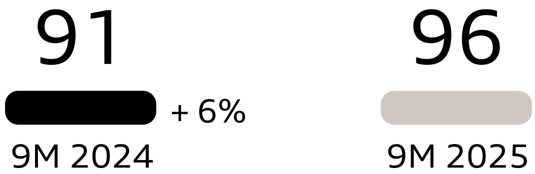
EUROPE EXCL. GERMANY
DELIVERIES TO CUSTOMERS,
AUDI BRAND, IN K UNITS



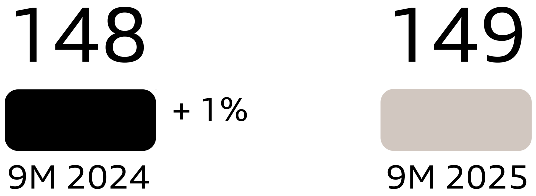
NORTH AMERICA[1]
DELIVERIES TO CUSTOMERS, AUDI BRAND,
EXCL. MEXICO, IN K UNITS



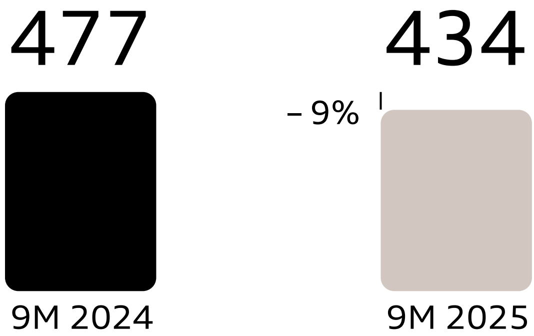
OVERSEAS & EMERGING MARKETS
DELIVERIES TO CUSTOMERS,
AUDI BRAND, IN K UNITS

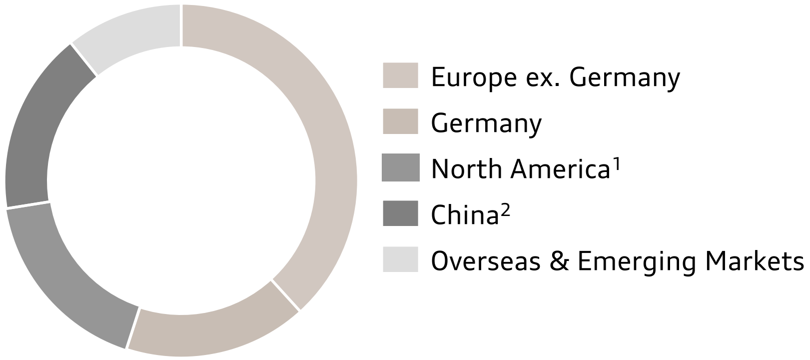


GERMANY
DELIVERIES TO CUSTOMERS,
AUDI BRAND, IN K UNITS



CHINA[2]
DELIVERIES TO CUSTOMERS, AUDI BRAND,
INCL. HONG KONG, IN K UNITS[3]

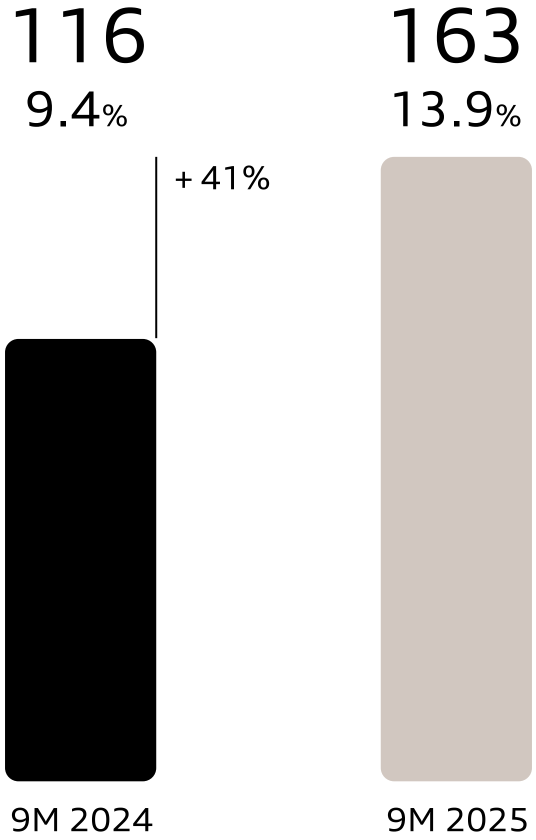




[1] Excluding Mexico; [2] incl. Hong Kong; [3] Including vehicles of the AUDI brand only available in China

BEV growth led by Q6 e-tron and A6 e-tron momentum

BEV DELIVERIES TO CUSTOMERS
IN K UNITS, IN % OF AUDI BRAND DELIVERIES[1]

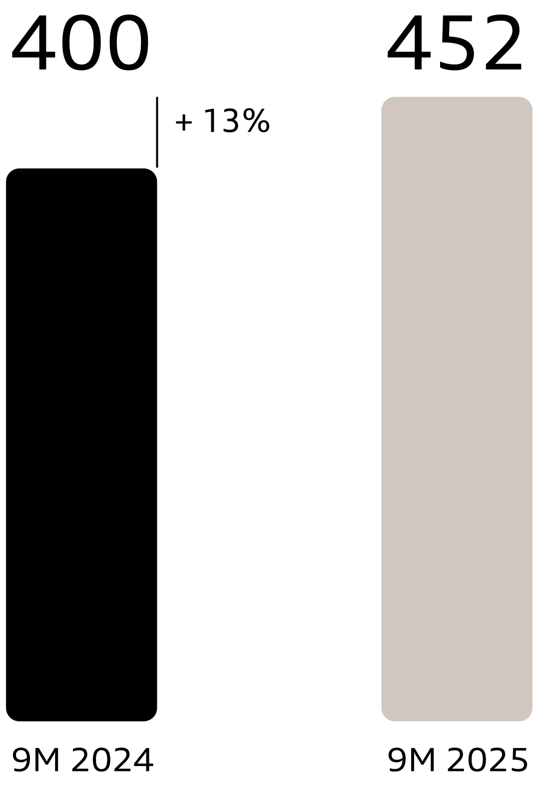


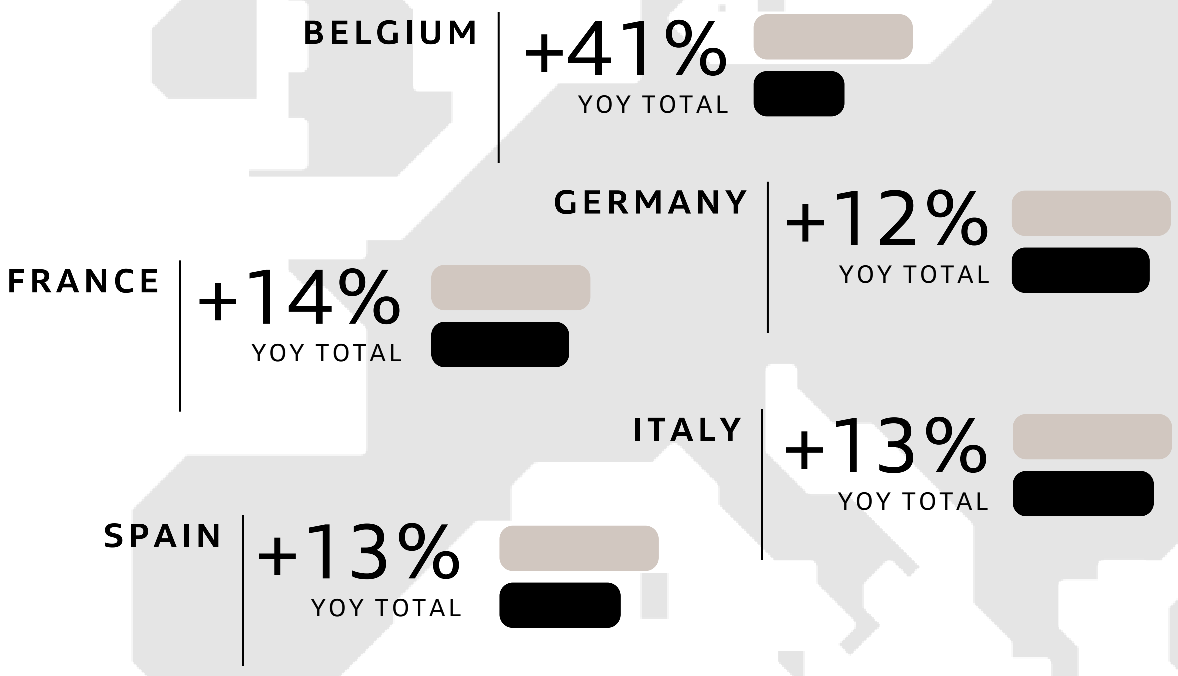
BEV
ORDER INTAKE IN WESTERN EUROPE
+67%
YOY

[1] BEV share of cars segment 13.7% (9.3%); [1] including vehicles of the AUDI brand only available in China

Order intake strengthened by ongoing product initiative

ORDER INTAKE WESTERN EUROPE
AUDI BRAND, IN K UNITS

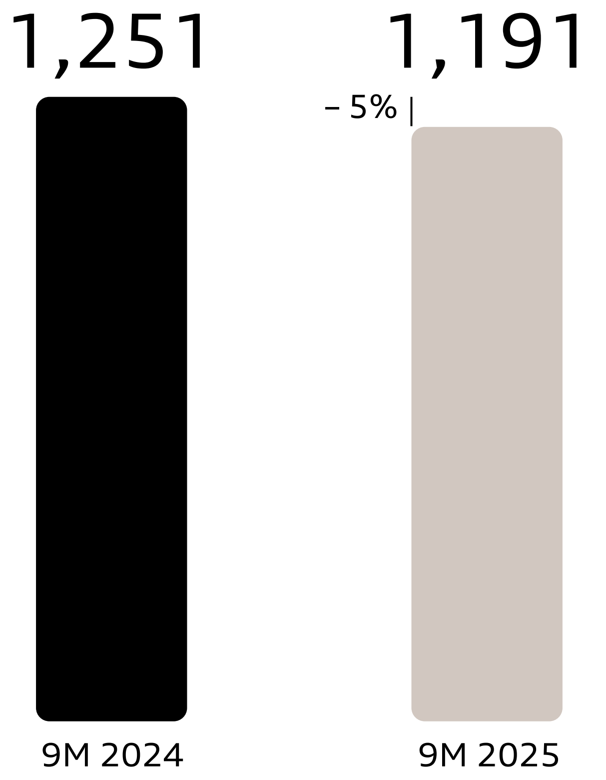




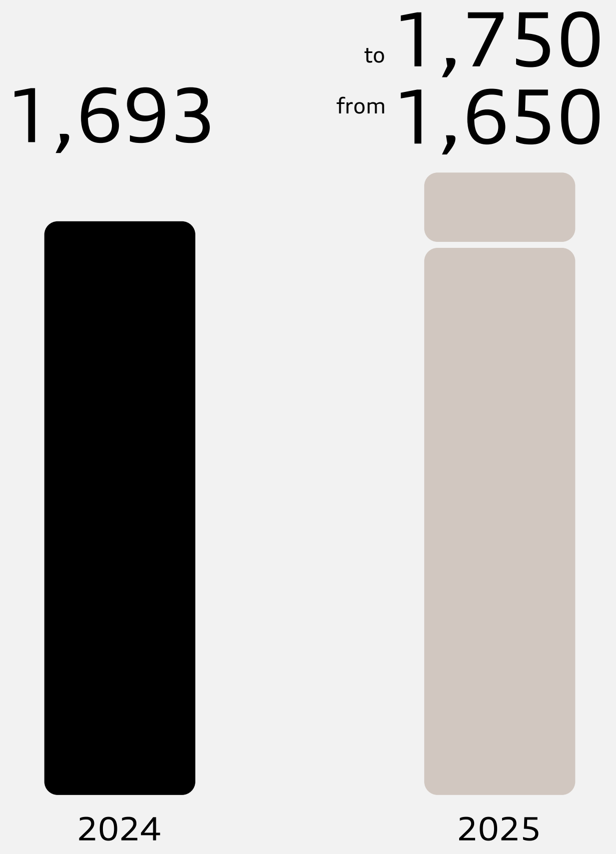
Deliveries to customers outlook stable, strong Q4 performance anticipated

DELIVERIES TO CUSTOMERS

AUDI GROUP, IN K UNITS[1]



2025 OUTLOOK



The forecast for key figures assumes stable availability of semiconductors and related components.

[1] Including vehicles of the AUDI brand only available in China

Model initiative progresses amid market and external pressures

MAJOR PRODUCT INITIATIVE

- Ramp-up and model changeovers
- Availability of new models in the markets

EXTERNAL SHIFTS

- Burdens from US tariffs
- CO_2 compliance provisions
- Competitive market environment

EXTRAORDINARY OPERATIONAL IMPACTS

- Cash outflow for Brussels restructuring
- Restructuring expenses “Agreement for the future”
- Financial impacts of portfolio realignment[1]

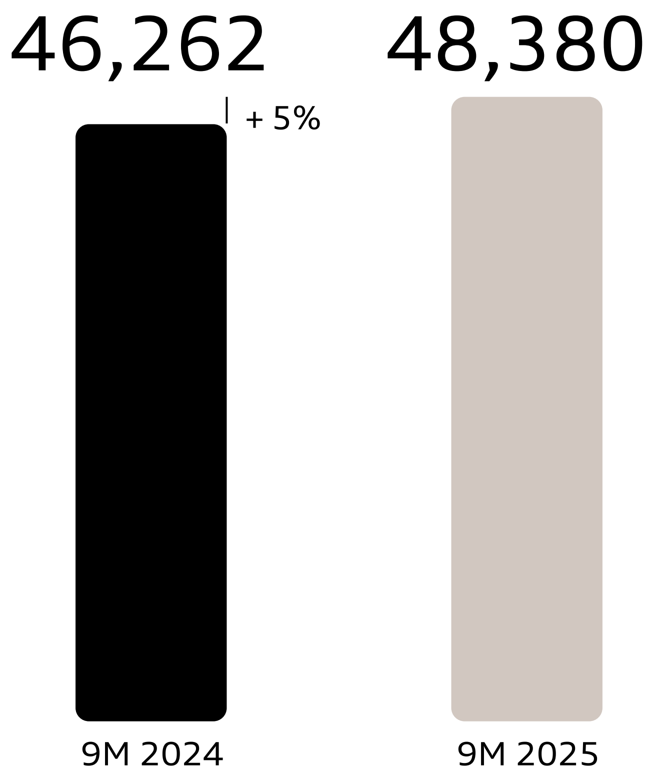
STRATEGIC & OPERATIONAL MEASURES

- Strategic realignment
- Execution of restructuring
- Implementation of cost measures

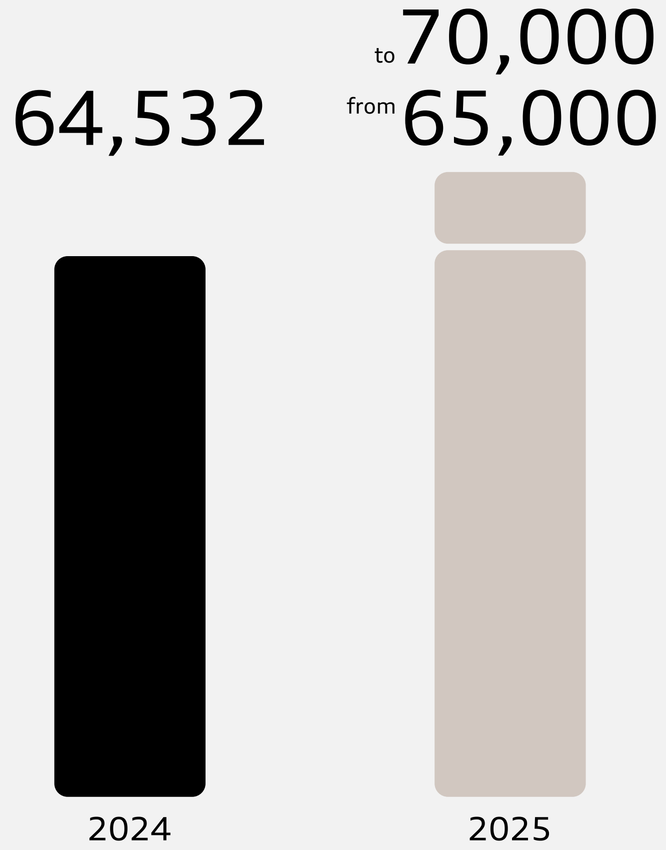
[1] as announced by Volkswagen Group on September 19th 2025

Stronger BEV share boosts revenue

REVENUE
AUDI GROUP, IN €M



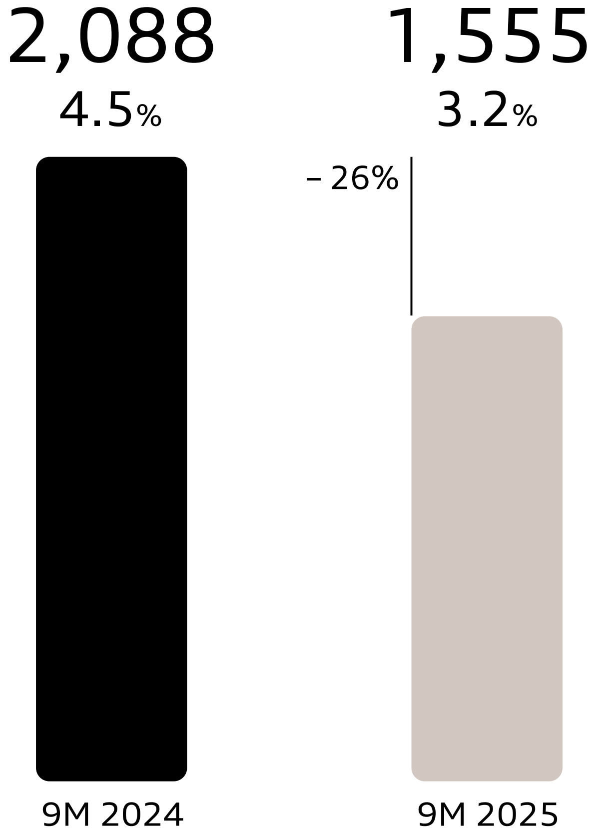
2025 OUTLOOK



The forecast for key figures assumes stable availability of semiconductors and related components.

Extraordinary impacts burdened the operating performance

OPERATING PROFIT
AUDI GROUP, IN €M, IN % OF REVENUE



US Tariffs
– €0.9bn

“Agreement for the Future“
– €0.6bn
+0.3bn related provisions release

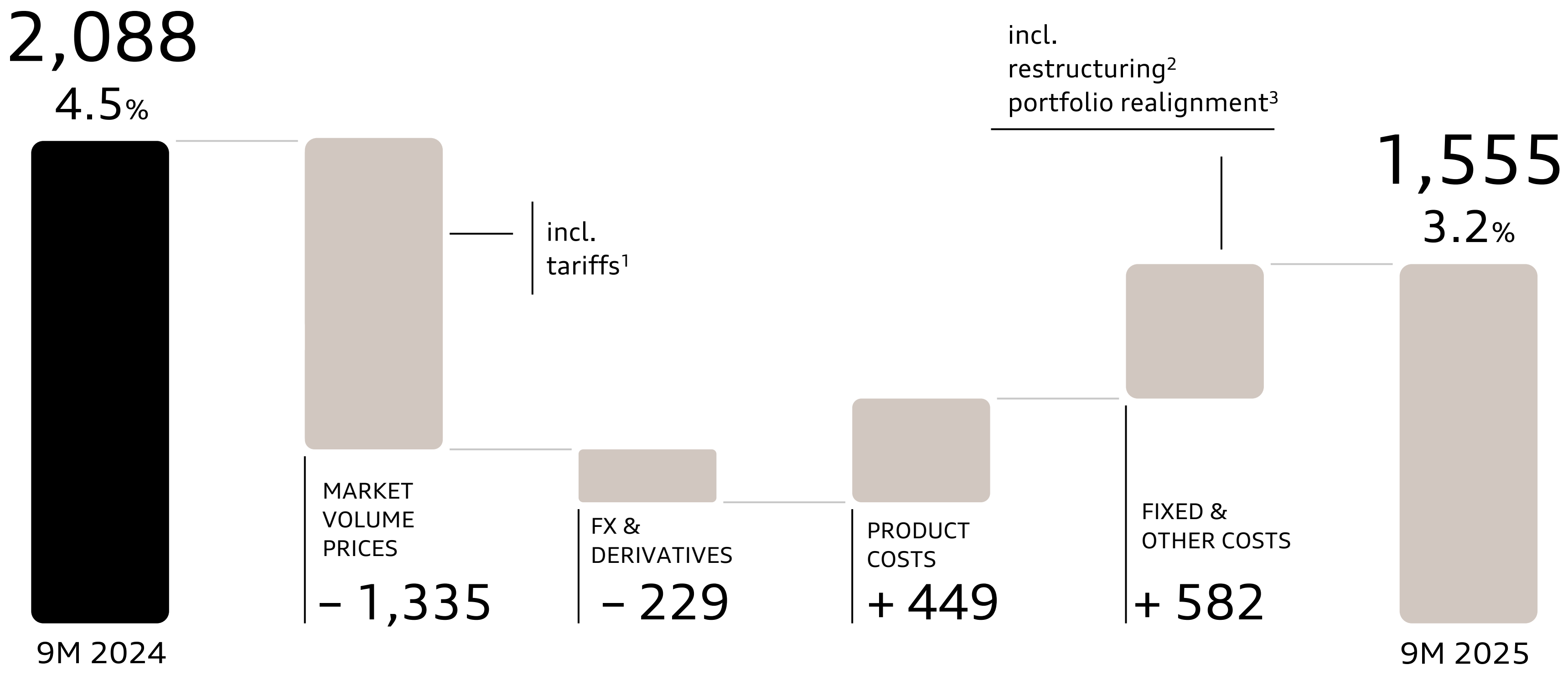
Portfolio realignment[1]
– €0.2bn

[1] as announced by Volkswagen Group on September 19th 2025

Operating profit burdened primarily by challenging market conditions, US tariffs as well as effects of the portfolio realignment

OPERATING PROFIT BRIDGE

AUDI GROUP, IN €M, IN % OF REVENUE



RESULT FROM CHINA BUSINESS[4]

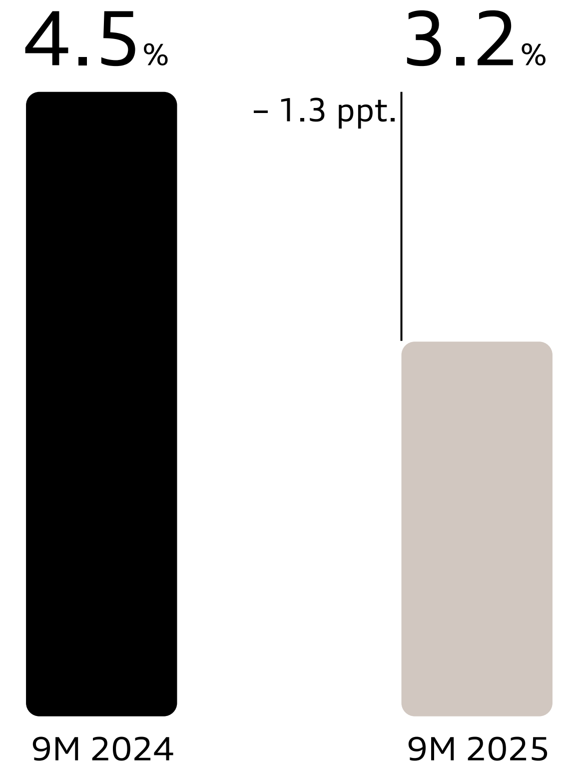
€386m

(€500m)

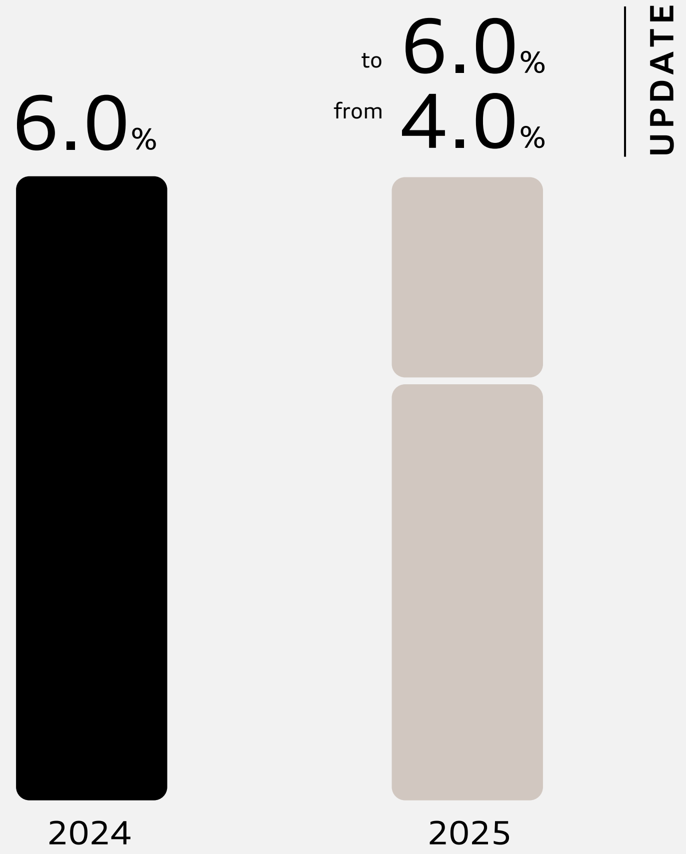
[1] 9m 2025: -€0.9bn; [2] 2024: -€1.2bn due to production stop at the Brussels site; 2025: "Agreement for the future" -€0.3bn net accounting effect; [3] Brand Group Progressive impact of the announcement by Volkswagen Group;
[4] Reported in financial result;

Return on sales guidance revised due to continued tariffs burdens, effect of the portfolio realignment as well as challenging commercial backdrop

OPERATING RETURN ON SALES
AUDI GROUP, IM % OF REVENUE



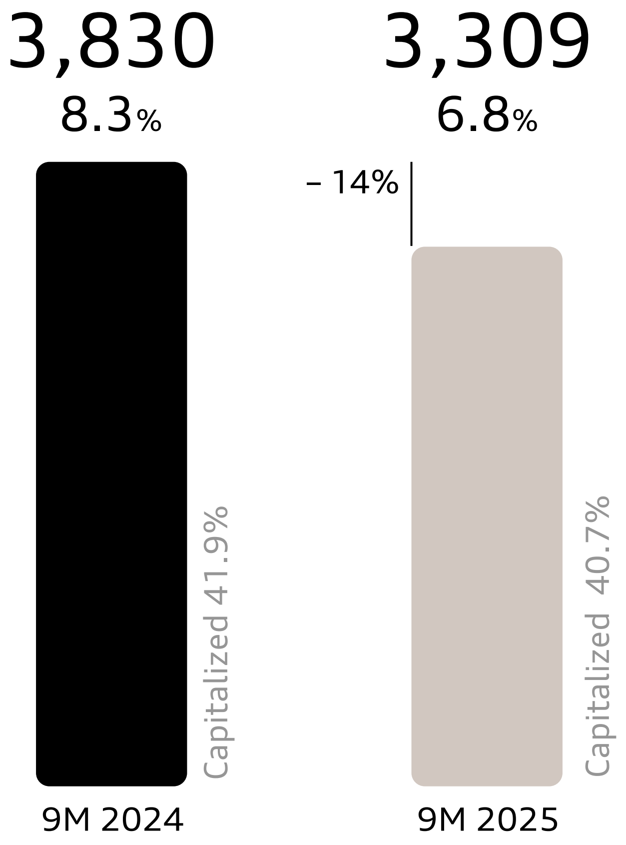
2025 OUTLOOK



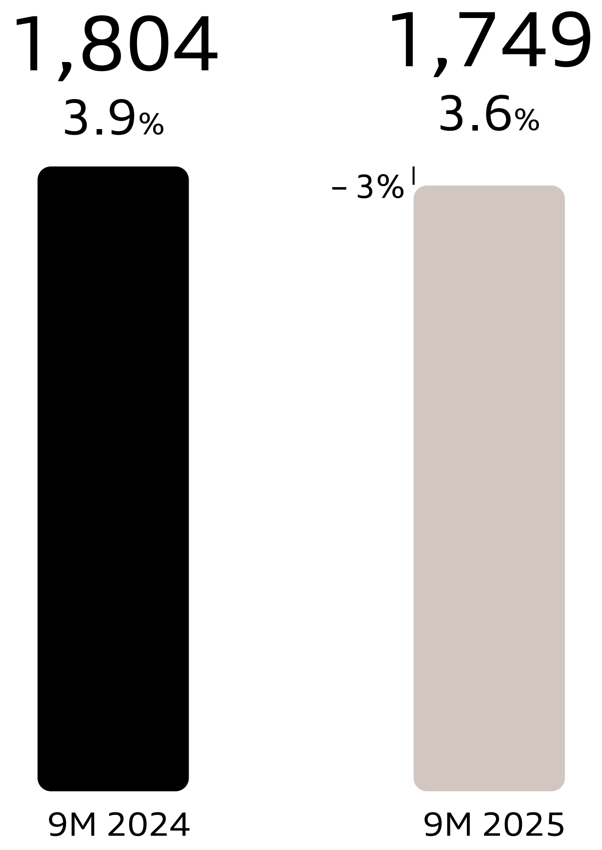
The forecast for key figures assumes stable availability of semiconductors and related components.

Disciplined spending led to lower investment levels

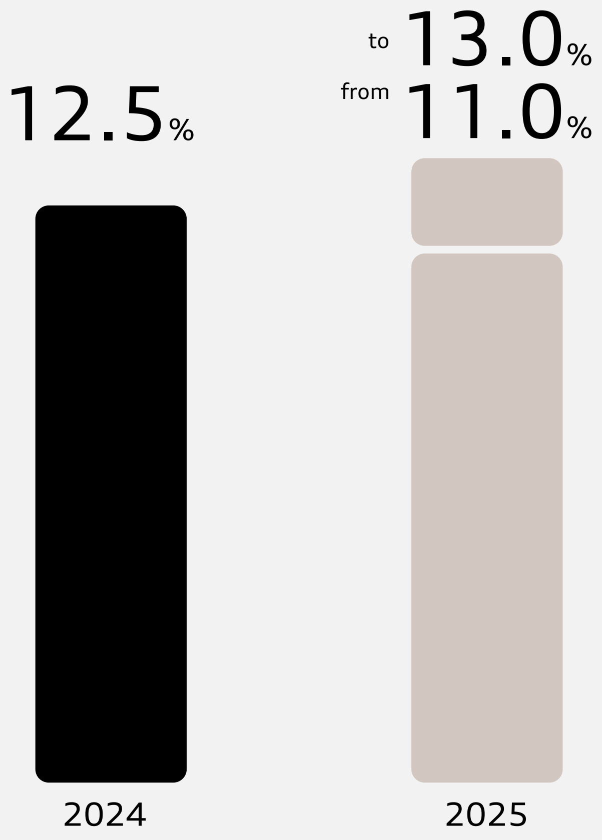
CASH R&D
AUDI GROUP, IN €M, IN % OF REVENUE



CAPITAL EXPENDITURE
AUDI GROUP, IN €M, IN % OF REVENUE



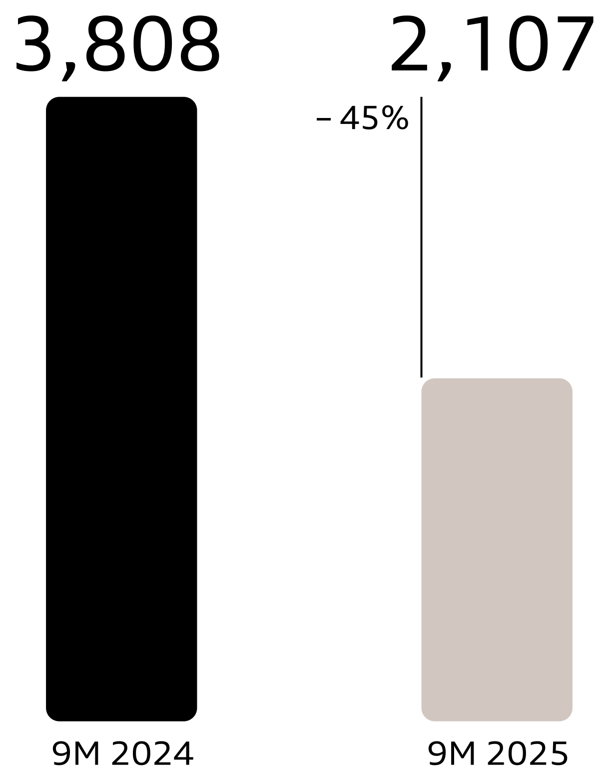
2025 OUTLOOK INVESTMENT RATIO[1]
AUDI GROUP, IN % OF REVENUE



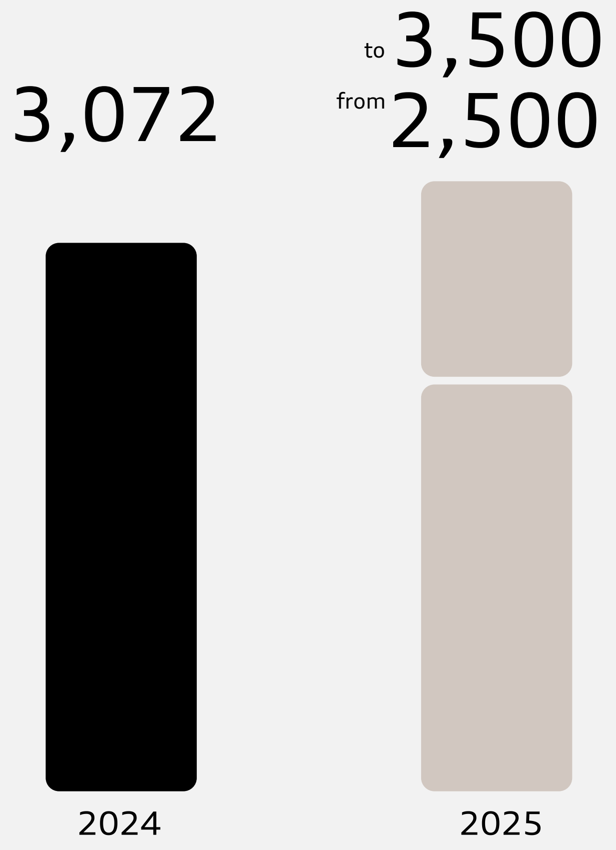
1 Cash R&D and capital expenditure as percentage of revenue; potential tariffs impact not included; The forecast for key figures assumes stable availability of semiconductors and related components.

Cash flow impacted by Brussels restructuring and tariff costs

NET CASH FLOW
AUDI GROUP, IN €M



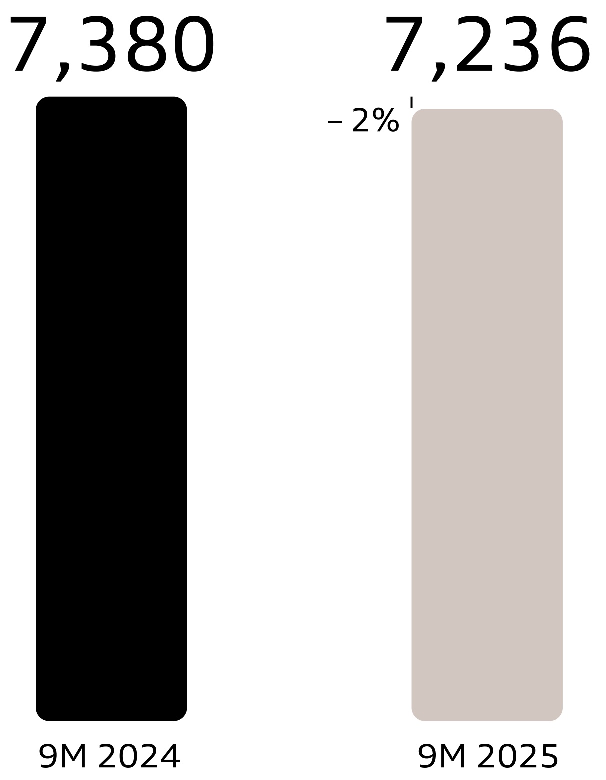
2025 OUTLOOK



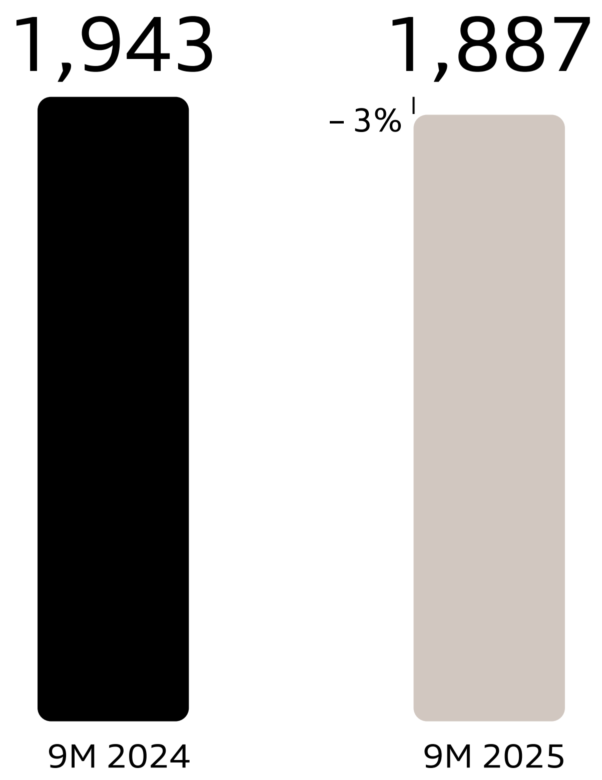
The forecast for key figures assumes stable availability of semiconductors and related components.

Tariffs and market headwinds affect Bentley's performance

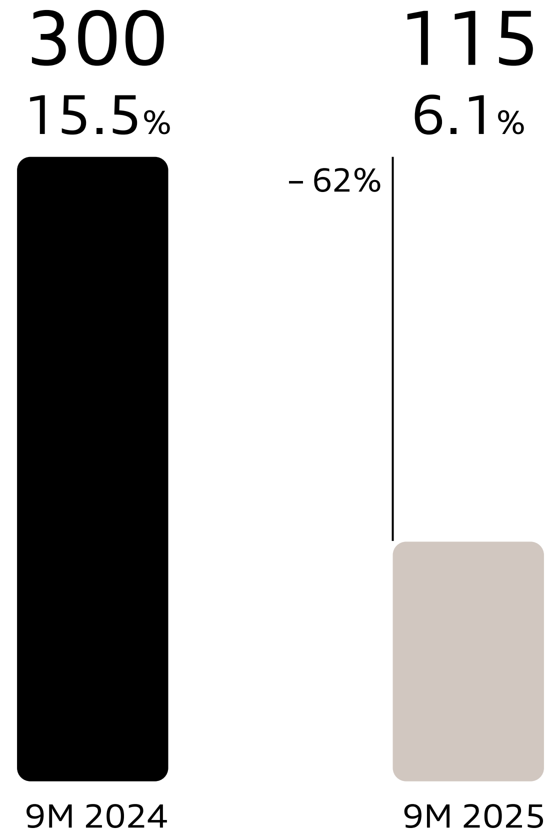
DELIVERIES TO CUSTOMERS
BENTLEY, IN UNITS



REVENUE
BENTLEY, IN €M

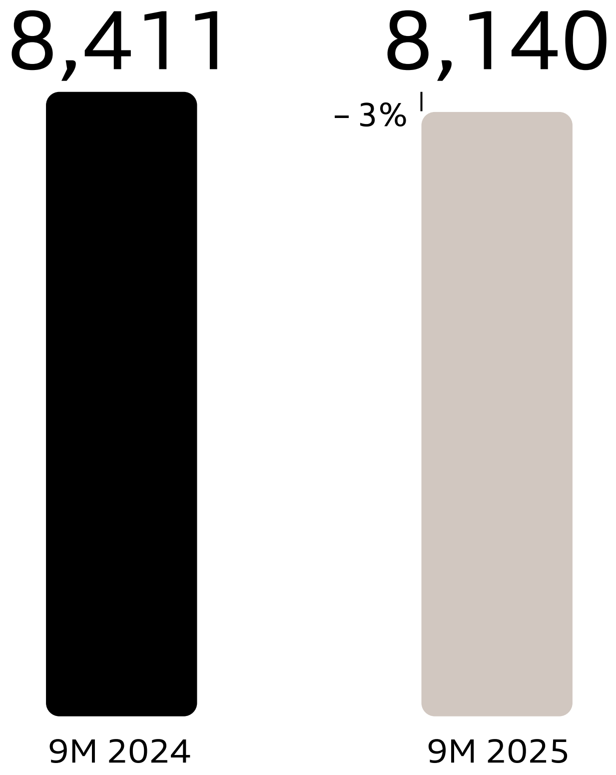


OPERATING PROFIT
BENTLEY, IN €M, IN % OF REVENUE

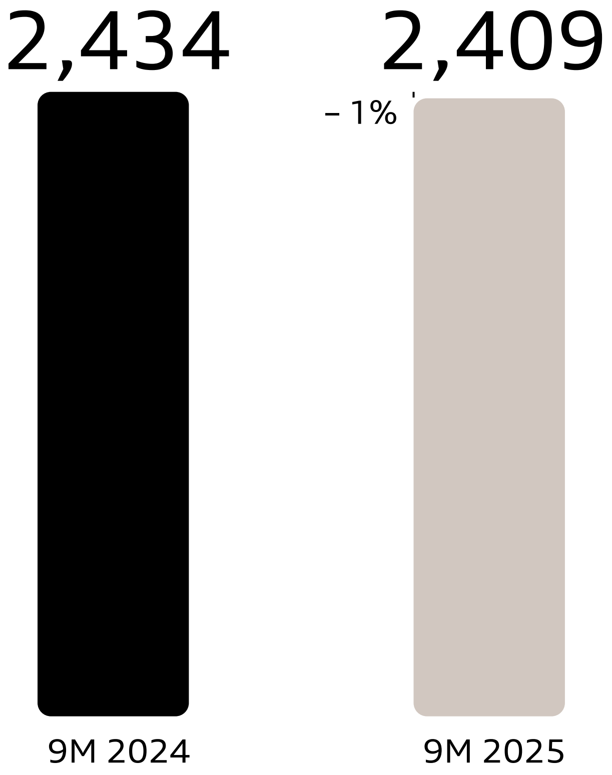


Robust Lamborghini results despite model changeover

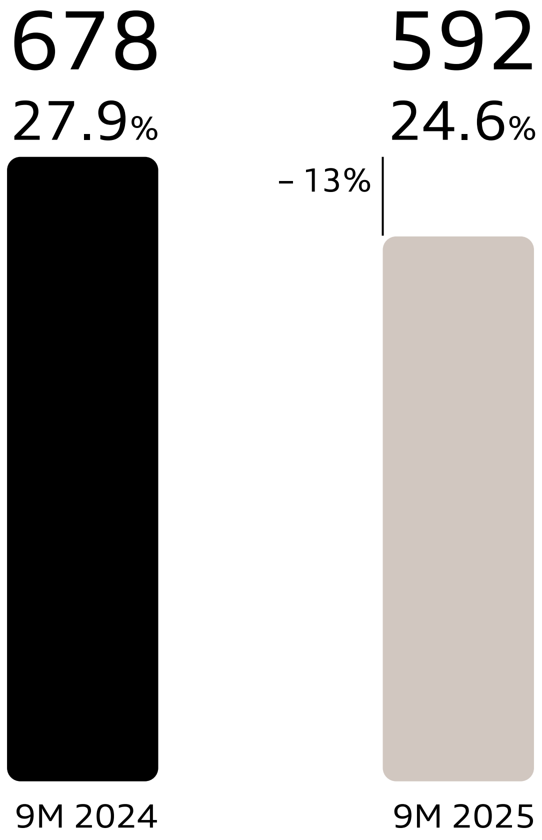
DELIVERIES TO CUSTOMERS
LAMBORGHINI, IN UNITS



REVENUE
LAMBORGHINI, IN €M

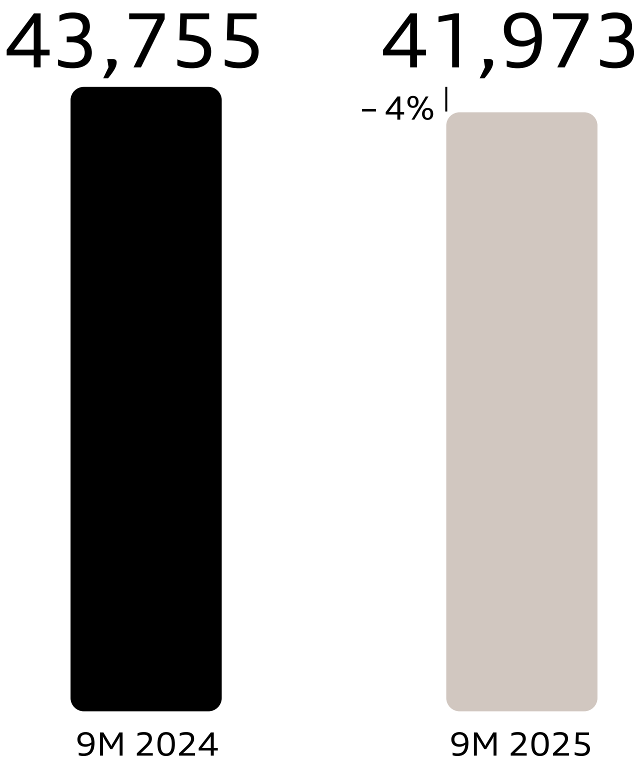


OPERATING PROFIT
LAMBORGHINI, IN €M, IN % OF REVENUE

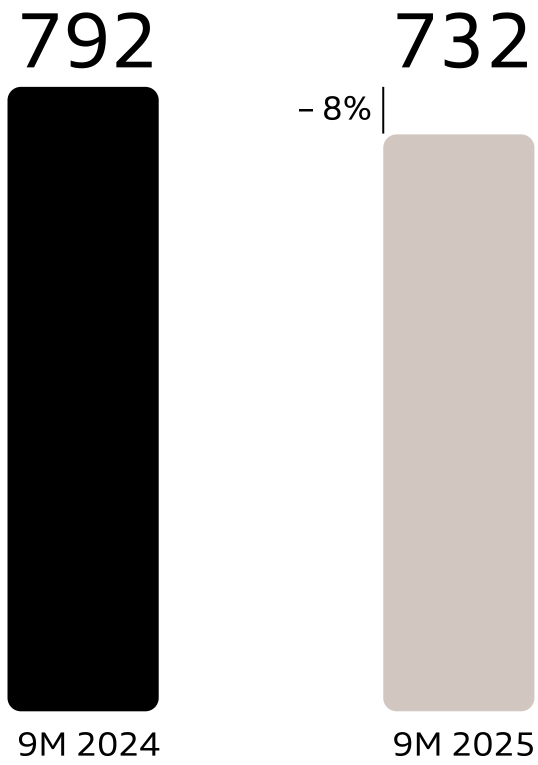


Ducati faces headwinds in a soft motorcycle market

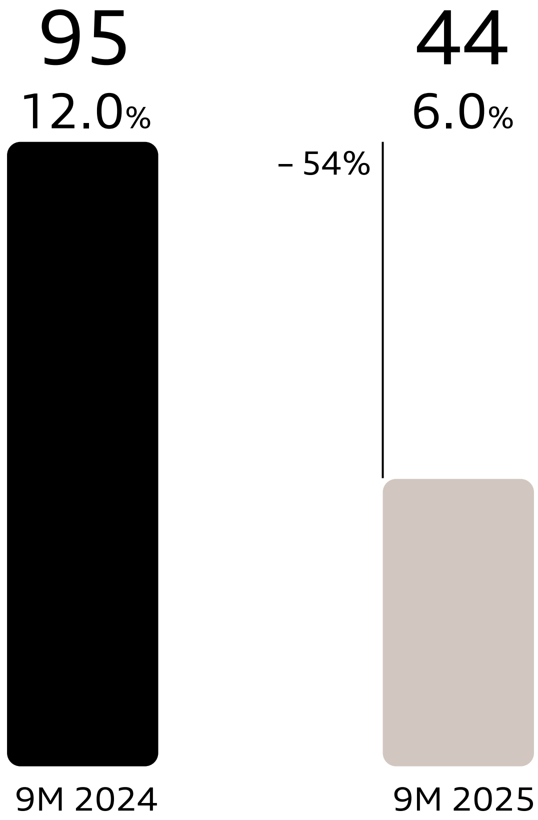
DELIVERIES TO CUSTOMERS
DUCATI, IN UNITS



REVENUE
DUCATI, IN €M



OPERATING PROFIT
DUCATI, IN €M, IN % OF REVENUE



Outlook for 2025 partially revised

	2024	2025 GUIDANCE
DELIVERIES TO CUSTOMERS CARS, IN K UNITS	1,693	between 1.65m and 1.75m
REVENUE IN €BN	64.5	between €65bn and €70bn
OPERATING RETURN IN % OF REVENUE	6.0	between 4.0% and 6.0% UPDATE
INVESTMENT RATIO[1] IN % OF REVENUE	12.5	between 11.0% and 13.0%
NET CASH FLOW IN €BN	3.1	between €2.5bn and €3.5bn

The forecast for key figures assumes stable availability of semiconductors and related components.

[1] Cash R&D and capital expenditure as percentage of revenue

Brand Group Progressive

Audi Concept C:
the vehicle shown here is a concept vehicle that is not available as a series production vehicle.

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Q3/2025

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Fact Pack
Q3/2025

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Report
2024