Audi is premium market leader in a global growth market

Audi in China, Deliveries (including Hong Kong)

vehicles

<table>
<thead>
<tr>
<th>Year</th>
<th>Deliveries</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>102,000</td>
</tr>
<tr>
<td>2008</td>
<td>119,600</td>
</tr>
<tr>
<td>2009</td>
<td>158,900</td>
</tr>
<tr>
<td>2010</td>
<td>227,900</td>
</tr>
<tr>
<td>2011</td>
<td>313,000</td>
</tr>
<tr>
<td>2012</td>
<td>405,800</td>
</tr>
<tr>
<td>Jan.-April</td>
<td>141,520 +14%</td>
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<td>FC 2013</td>
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</tbody>
</table>

Jan.-April 2013: 141,520 vehicles, +14%
Audi in China
Two companies, three locations

FAW-Volkswagen (FAW-VW)
Production and Audi Sales Division

FAW-VW Foshan Plant
(Production start: end of 2013)
**Audi keeps expanding in the Chinese market**

New plant in Foshan, expansion of Changchun plant

- Flexible increase to up to 700,000 units annual production capacity in China (Changchun & Foshan)

- New plant in Foshan: local production of a member of the Audi A3 family (plant construction to be finished by the end of 2013)

- Audi Q3, produced in Changchun, entered the market in April 2013
Success Factor: Vorsprung durch Technik
Audi has always introduced the newest technology to China

<table>
<thead>
<tr>
<th>Products</th>
<th>Technology</th>
</tr>
</thead>
<tbody>
<tr>
<td>▶ 1st long-wheel-base models for China: Audi A6 L</td>
<td>▶ 1st premium manufacturer to locally produce advanced engine technology</td>
</tr>
<tr>
<td>▶ 1st locally build premium B-Limousine: Audi A4 L</td>
<td>▶ 1st lightweight (ultra) production in China: new Audi A6 L</td>
</tr>
<tr>
<td>▶ 1st locally build premium SUV: Audi Q5</td>
<td>▶ 1st to equip ALL local models with Start-Stop and recuperation: Audi A6 L, Audi A4 L, Audi Q5, Audi Q3</td>
</tr>
</tbody>
</table>
Audi is the most fuel efficient premium brand in China

► In 2012 Audi has over-fulfilled its weight-based targets of the Chinese fuel consumption regulations by a bigger margin than any other premium brand.

► With the market introduction of the Audi Q3 and the new generation of the Audi Q5, Audi is the first manufacturer to equip every locally built model in China, with:
  - efficient start-stop technology
  - brake energy recovery (recuperation)

► In 2013, Audi achieves a reduction of the average fuel consumption of our locally built models of around 20 percent, compared to the start of our efficiency program with our local partner FAW-Volkswagen in 2011.
Private customers drive the deliveries
Diversification of model line-up

Almost the whole model range of Audi is available in China today
Over 90% of Audi deliveries in China are to private customers
About 1/3 of Audi deliveries are SUVs, Coupes, Convertibles and Roadsters
Verified Service Excellence
J.D. Power Ranking 2012 China

**IQS**
(Initial Quality Study)

**SSI**
(Sales Satisfaction Index)

**CSI**
(Customer Service Index)
Audi most successful brand in “Best Cars 2013” in China
Annual award of the Chinese edition of “auto, motor und sport”

- Audi wins ten categories – more than any other manufacturer
- Top places for Audi A8 L, Audi A6 L and Audi Q5
- The four rings triumphant in “Environment-Friendly Cars” category
Expansion of sales network
This year Audi opens about one new dealership in China every week
Thank You!