



## Draft Agenda Comitato Direttivo 12.06.2012

Location: Board meeting room

Time: 10.00 – 13.00

Attendants: S. Winkelmann, F. Foschini, F. Knight, A. Kattendick, R. Niccoli, R. Porro, M. Reggiani, R. Seidl, U. Tossini

Not present: H. Weichhaus

Invitees: R. Barberis (L/V-4) for Sales Report; M.Ortenzi,/M.Gerster (L/F-21) for PR 61: status and next steps; M. Schlapp (L/M-1), S. Brocchetto (L/S) for Introduction of New Lamborghini Badge; C.Scaramelli (L/F), Mr. Nicoletti and Mr. Pizzardi (PWC consultants) for Risk Management 2012; L. Pacini (L/E-22) for LB83x PyDOS Status

Minutes: G. Kahlke (L/C)

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### A. Revision of the meeting minutes of the previous Comitato Direttivo

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All

The minutes of the previous Comitato Direttivo, held on 05.06.2012 have been approved.

### B. Area Reports

#### Production Report

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R.N.

Gallardo: ZP8 target for June 135 +9

The last status has been confirmed.

Aventador: ZP8 target for June 53 (-52 cars compared to PO 4+8)

The production plan for the entire year 2012 has been requested assuming the anticipation of the holidays by one week.

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R.N.

## Sales Report

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F.K.

An evaluation of the current situation since PO 4+8 has been given and acknowledged:

- the European market situation has been getting worse
- the USA market is slowing quickly. China market growth is below plan
- the ESS pace in Q1 is 22.500 versus 31.850 (Budget)

The bidding price for used cars as an indicator for the market situation has been given for different luxury car brands.

The used car prices have dropped significantly during the last months, whereas the offer of used cars has increased.

An outlook on the Gallardo stock situation (PO 5+7) has been given and several simulations based on different scenarios have been presented and acknowledged.

The outlook for the PO 5+7 has been given and acknowledged.

Three alternatives for cutting Gallardo production and their implications on the market situation have been presented.

The proposal to reduce the PO 4+8 numbers (Gallardo) for ZP8, INV and AAK has been released as follows:

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All

	<b>Gallardo PO 4+8</b>	<b>Gallardo PO 5+7 (NEW)</b>	<b>Aventador PO 5+7</b>
<b>ZP8</b>	1319	1265	840
<b>Invoice</b>	1286	1200	796
<b>AAK</b>	1270	1210	820

The AAK and invoice forecast update for June 2012 has been presented and acknowledged.

<i>June 12<sup>th</sup>, 2012</i>	<b>AAK</b>				<b>INVOICE</b>		
	<b>Forecast</b>	<b>PO 4+8</b>	<b>BZA actual plan</b>	<b>BZA Budget</b>	<b>Forecast</b>	<b>PO 4+8</b>	<b>Budget</b>
<b>Gallardo</b>	109	123		111	139	139	97
<b>Aventador</b>	74	100		91	58	100	93
<b>Total</b>	<b>183</b>	<b>223</b>		<b>202</b>	<b>197</b>	<b>239</b>	<b>190</b>

### **Stimmungsbarometer 2012 Results: Overview on Departments**

**I U.T.**

The results of the Stimmungsbarometer 2012 with an overview of the different AL departments have been presented and acknowledged.

The new issue of Focus has been presented.

### **Collective Agreement 2012/2014**

**I U.T.**

The Collective Agreement 2012-2014 with a focus on the labour law highlights has been presented, explained and acknowledged.

### **PR61: status and next steps**

**I R. S./M.Ortenzi/M.Gerster**

An update on the PR61 status has been given and acknowledged.

### **Introduction of New Lamborghini Badge**

**I M.Schlapp/S. Brocchetto**

The Introduction of the new badge for AL employees has been presented and acknowledged.  
The letter informing the employees about the new device is going to be written by HR and Marketing.

**T U.T./F.K.**

### **Risk Management 2012**

**I C.Scaramelli/PWC**

A presentation about risk management with a focus on identified risks in the different areas at AL has been given and acknowledged.

Next steps have been suggested:

1. Submit wave 1 risk assessment matrices to Audi
2. Update of wave 1 assessments with further interviews with AL risk owners = wave 2
3. Presentation of wave 2 outcomes in a CD at the beginning of July 2012

### **III version Audit report on “LB83X development costs”**

**I F.F.**

The third draft of the audit report on “LB83X development costs” has been read in order to discuss an adequate reaction. A written reply by L/M has been decided.

**D / T(12/06) All / F.F.**

## **LB83x PyDOS Status**

**I**

**L.Pacini**

The LB83x PyDOS status has been presented and discussed.

A clear statement from legal department has been requested regarding the statement on the repair manual.

### **C. TOPs for decision**

No TOPs for decision.

### **D. Follow-up of previous CD's**

No Follow-up's of previous CD's.

### **E. TOPs definition**

No TOPs were defined.

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#### **Notes:**

- ❖ All presentations have to be submitted to G. Kahlke **until the Friday preceding the CD**. Thereafter the presentations will be saved on the drive G:\ComitatoDirettivo\2012. The font of the presentations shall not be inferior to 18 pts.
- ❖ During the meeting only the computer of the minutes writer will be permissible.
- ❖ The use of cell phones shall be limited only to urgent and exceptional matters.
- ❖ As deadline for defined tasks the following calendar week is set automatically, if no other date is fixed.
- ❖ After the reports of the areas and the follow-ups the TOPS for decision for the following Comitato Direttivo shall be defined.
- ❖ The meeting minutes will be distributed on the same day of the meeting.
- ❖ The archive of the meeting minutes and presentations can be found on the drive G:\ComitatoDirettivo.
- ❖ I: Information - D: Decision - T: Task
- ❖ F.F.: Federico Foschini (L/M) – F.K.: Fintan Knight (L/V) – A.K.: Andreas Kattendick (L/B) – R.N.: Ranieri Niccoli (L/P)- R.P.: Raffaello Porro (L/C) – M.R.: Maurizio Reggiani (L/E) – R.S.: Rainer Seidl (L/F) – U.T.: Umberto Tossini (L/S)– H.W.: Holger Weichhaus (L/Q) – S.W.: Stephan Winkelmann (G)