



ŠKODA
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PRESS RELEASE

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ŠKODA AUTO's sales revenue, deliveries and operating profit increase once again

- › ŠKODA AUTO achieves best first quarter in company history
- › Sales revenue increases 4.9% year-on-year to 4.5 billion euros
- › Operating profit rises 5.3% to 437 million euros
- › ŠKODA AUTO delivers 316,700 vehicles (+11.7%) in the first three months of 2018
- › ŠKODA AUTO CEO Bernhard Maier: "The quarterly sales revenue, deliveries and operating profit demonstrate that we are growing profitably and sustainably."

Mladá Boleslav, 27 April 2018 – ŠKODA AUTO continues its growth course. Never before has the Czech traditional brand achieved such a strong result in terms of sales revenue, deliveries and operating profit between January and March. The manufacturer delivered 316,700 vehicles worldwide (+ 11.7%). Operating profit increased by 5.3% to 437 million euros in the same period, while sales revenue increased by 4.9% to 4.5 billion euros.

"We have set the right course with Strategy 2025, and the quarterly sales revenue, deliveries and operating profit demonstrate that we are growing profitably and sustainably," says ŠKODA AUTO CEO Bernhard Maier, adding: "Due to the consistently high demand for our vehicles, we are working hard to expand our production capacities."

In the first quarter of 2018, ŠKODA AUTO's sales revenue increased by 4.9% to 4.547 billion euros (first quarter of 2017: 4.334 billion euros). Operating profit increased by 5.3% to 437 million euros (first quarter of 2017: 415 million euros); the return on sales currently stands at 9.6%.

"ŠKODA AUTO achieved another record quarterly result despite the demanding and challenging market environment. Positive volume and mix effects are the basis for the increased profitability," says ŠKODA CFO Klaus-Dieter Schürmann. "Thanks to an attractive model mix, increased demand for our KODIAQ and KAROQ models and optimised product costs, we have been able to seamlessly continue our profitable growth from last year. Consistent cost and efficiency management will continue to be a high priority at ŠKODA AUTO."

In addition to the bestselling ŠKODA OCTAVIA, the SUV models KODIAQ and KAROQ were among the growth drivers. From January to March 2018, the Czech carmaker delivered a total of 105,700 OCTAVIAS to customers worldwide, 2.6% more than in the same period of the previous year. Sales of the large SUV ŠKODA KODIAQ increased by more than 500% to 38,100 units in the first quarter. The ŠKODA KAROQ, which was launched last autumn, is also contributing to the positive sales development. ŠKODA AUTO delivered 17,100 units of the compact SUV between January and March. The second-strongest model after the global bestseller ŠKODA OCTAVIA is the compact ŠKODA FABIA. Its sales figures of 54,600 deliveries in the first quarter remain at the previous year's level.

ŠKODA AUTO is diversifying for the future

In response to the profound changes in the automotive industry, ŠKODA AUTO has formulated Strategy 2025, with which the company intends to actively shape future developments in key areas





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such as electromobility, autonomous driving and connectivity. Other important areas of action include digitising products and processes, entering new markets and expanding the traditional automotive business to include a variety of mobility services. In this way, ŠKODA AUTO plans to expand in two dimensions: in addition to increasing vehicle sales, new business areas will broaden the growth course.

With the current seven car series, ŠKODA AUTO offers the most comprehensive product portfolio in the company's history. Presenting the ŠKODA VISION X study at the Geneva Motor Show, the traditional Czech brand provided an exciting outlook for a third model in the successful SUV family. In addition, the modernised ŠKODA FABIA celebrated its world premiere and, with the ŠKODA KODIAQ LAURIN & KLEMENT, the new top model of the popular SUV series was presented to the public for the first time. At the end of April, ŠKODA AUTO also presented the ŠKODA KAMIQ city SUV – a model developed exclusively for its worldwide strongest single market, China.

ŠKODA AUTO Group – Key figures quarterly comparison – January to March 2018/2017*:

		January – March		2018/2017 change in %
		2018	2017	
Deliveries to customers	cars	316,700	283,500	+11.7
Deliveries to customers excluding China	cars	237,500	216,700	+9.6
Production**	cars	242,800	234,300	+3.6
Sales ***	cars	256,200	252,400	+1.5
Sales revenue	Million EUR	4,547	4,334	+4.9
Operating profit	Million EUR	437	415	+5.3
Return on sales	%	9.6	9.6	-
Investments	Million EUR	109	96	+13.1
Net cash flow	Million EUR	595	573	+3.8

* Percent deviations are calculated from the non-rounded numbers.

** Comprises production of the ŠKODA brand, without production in China, Slovakia, Russia or India, but does include other Group brands, such as SEAT, Audi and VW; Vehicle production without part/complete kits

*** Comprises sales of the ŠKODA brand, including other Group brands such as SEAT, AUDI and VW; Vehicle sales without part / complete kits

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Media images:

ŠKODA AUTO:
Key figures in comparison,
January to March 2018/2017

		JANUARY – MARCH		Change in %
		2017	2018	
SALES REVENUE	Million EUR	4,394	4,547	+4.9
OPERATING PROFIT	Million EUR	415	437	+5.3
RETURN ON SALES	%	9.6	9.6	-
INVESTMENTS	Million EUR	96	109	+13.1

ŠKODA AUTO's sales revenue, deliveries and operating profit increase once again

ŠKODA continues to grow, achieving record results in the first quarter of 2018. From January to March, the manufacturer delivered 11.7% more vehicles than in the same period last year with 316,700 units. Operating profit increased by 5.3% to 437 million euros between January and March 2018, while sales revenue rose by 4.9% to 4.5 billion euros.

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Source: ŠKODA AUTO



ŠKODA AUTO's sales revenue, deliveries and operating profit increase once again

The manufacturer delivered 105,700 (+2,6%) of the bestselling ŠKODA OCTAVIA to customers worldwide between January and March. Other growth drivers include the SUV models KODIAQ and KAROQ (in the picture).

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Source: ŠKODA AUTO

ŠKODA AUTO

- › is one of the longest-established car manufacturers in the world. The company was founded in 1895 – during the pioneering days of the automobile. Today, the company's headquarters remain in Mladá Boleslav.
- › currently offers the following model range: CITIGO, FABIA, RAPID, OCTAVIA, KAROQ, KODIAQ and SUPERB.
- › delivered approx. 1.2 million vehicles to customers worldwide in 2017.
- › has been part of Volkswagen Group since 1991, one of the most successful vehicle manufacturers in the world. ŠKODA, in association with the Group, independently manufactures and develops vehicles as well as components such as engines and gear transmissions.
- › operates at three locations in the Czech Republic; produces in China, Russia, Slovakia, Algeria and India mainly through Group partnerships, as well as in Ukraine and Kazakhstan with local partners.
- › employs over 35,000 people globally and is active in more than 100 markets.

