



**ŠKODA**  
SIMPLY CLEVER

# PRESS RELEASE

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## ŠKODA AUTO sets new records in deliveries and sales revenue in first three quarters of 2018

- › 939,100 vehicles delivered in the first nine months (+ 7.8%)
- › By the end of September sales revenue had risen by 2.1% compared to same period last year to 12.6 billion euros
- › Operating profit remains high at 1.1 billion euros
- › High expenditures for new models and electromobility as well as exchange rate effects and higher personnel costs influence result

Mladá Boleslav, 31 October 2018 – ŠKODA AUTO continues on the road to success. From January to the end of September, the car manufacturer increased its worldwide deliveries to customers by 7.8% year-on-year to a new record of 939,100 vehicles. ŠKODA AUTO also achieved sales revenue of 12.6 billion euros, an increase of 2.1% and the best result in the company's history. The operating profit of 1.1 billion euros remained high in the first three quarters, but was negatively influenced by high financial expenditures for new models, electromobility and higher personnel costs.

In the first nine months of 2018, the Czech car manufacturer's sales revenue increased by 2.1% year-on-year to 12.6 billion euros (January to September 2017: 12.3 billion euros). ŠKODA AUTO's operating profit declined by 10.2% to 1.1 billion euros (January to September 2017: 1.2 billion euros). ŠKODA AUTO's return on sales stood at 8.6% at the end of September 2018 (January to September 2017: 9.8%).

ŠKODA AUTO Board Member for Finance and IT Klaus-Dieter Schürmann emphasizes: "ŠKODA AUTO is a successful, sustainably profitable company. The key factors for this are our active price and sales management as well as our consistent cost management. However, stricter emissions and CO<sub>2</sub> regulations are posing major challenges for the entire automotive industry. The necessary financial expenditures for new products, electromobility and other future technologies as well as negative exchange rate effects are consequentially reflected in the current result. In addition, the rising personnel costs are due to the new collective agreement, which came into force in April this year. In order to counteract these negative influences, ŠKODA launched an additional result improvement programme in the first half of 2018."



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## ŠKODA AUTO Group – Key figures between January and September 2018\*

	Units	2018	2017	Change in %
Deliveries to customers	Cars	939,100	871,100	7.8
Deliveries to customers excluding China	Cars	688,900	658,500	4.6
Production**	Cars	667,400	648,500	2.9
Sales***	Cars	697,800	699,600	-0.3
Sales revenue	Million EUR	12,598	12,338	2.1
Operating profit	Million EUR	1,083	1,206	-10.2
Return on sales	Percent	8.6	9.8	-
Net cash flow	Million EUR	795	1,690	-53.0

\* Percentage deviations are calculated from non-rounded figures

\*\* Comprises the production of the ŠKODA brand, excluding production in China, Slovakia, Russia and India, but including other Group brands such as SEAT, Audi and VW; vehicle production excluding part/complete kits

\*\*\* Comprises sales of the ŠKODA brand to sales companies and includes other Group brands, such as SEAT, Audi and VW; vehicle sales excluding part/complete kits

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## Media infographic, image and logo:

		JANUARY - SEPTEMBER		Change in %
		2018	2017	
DELIVERIES TO CUSTOMERS	No. of cars	939,100	871,100	+7.8
DELIVERIES TO CUSTOMERS EXCLUDING CHINA	No. of cars	688,900	658,500	+4.6
PRODUCTION**	No. of cars	667,400	648,500	+2.9
SALES***	No. of cars	697,800	699,600	-0.3
SALES REVENUE	Million EUR	12,598	12,338	+2.1
OPERATING PROFIT	Million EUR	1,083	1,206	-10.2
RETURN ON SALES	Percent	8.6	9.8	-
NET CASH FLOW	Million EUR	795	1,690	-53.0

### Infographic: ŠKODA AUTO sets new records in deliveries and sales revenue in first three quarters of 2018

From January to the end of September, the car manufacturer increased its worldwide deliveries to customers by 7.8% year-on-year to a new record of 939,100 vehicles. ŠKODA also achieved sales revenue of 12.6 billion euros, an increase of 2.1% and the best result in the company's history.

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Source: ŠKODA AUTO



### ŠKODA AUTO sets new records in deliveries and sales revenue in first three quarters of 2018

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Source: ŠKODA AUTO



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### ŠKODA AUTO brand logo

Current brand logo of the car manufacturer ŠKODA AUTO since 2016.

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Source: ŠKODA AUTO

### ŠKODA AUTO

- › was founded during the pioneering days of the automobile in 1895, making it one of the longest-established automobile companies in the world.
- › currently offers its customers eight passenger-car series: the CITIGO, FABIA, RAPID, OCTAVIA, KAROQ, KODIAQ, as well as the KAMIQ (in China) and the SUPERB.
- › delivered more than 1.2 million vehicles to customers around the world in 2017.
- › has belonged to Volkswagen Group since 1991. The Volkswagen Group is one of the most successful vehicle manufacturers in the world. In association with the Group, ŠKODA AUTO independently develops and manufactures vehicles, as well as components such as engines and transmissions.
- › operates at three locations in the Czech Republic; manufactures 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.
- › is transforming from being a traditional car manufacturer to a 'Simply Clever Company for Optimal Mobility Solutions' as part of ŠKODA Strategy 2025.

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