

ŠKODA



WINFRIED KRAUSE

BOARD MEMBER FOR COMMERCIAL AFFAIRS



Financial Highlights 2015

Deliveries to customers and **turnover increased** once again and at record levels

Despite partly challenging environment **operating profit** also at record level

Successful launch of the new models **Fabia** and **Superb**

Financial strength further **improved: net cash flow** at record level



Key Figures

€ million

'000 units

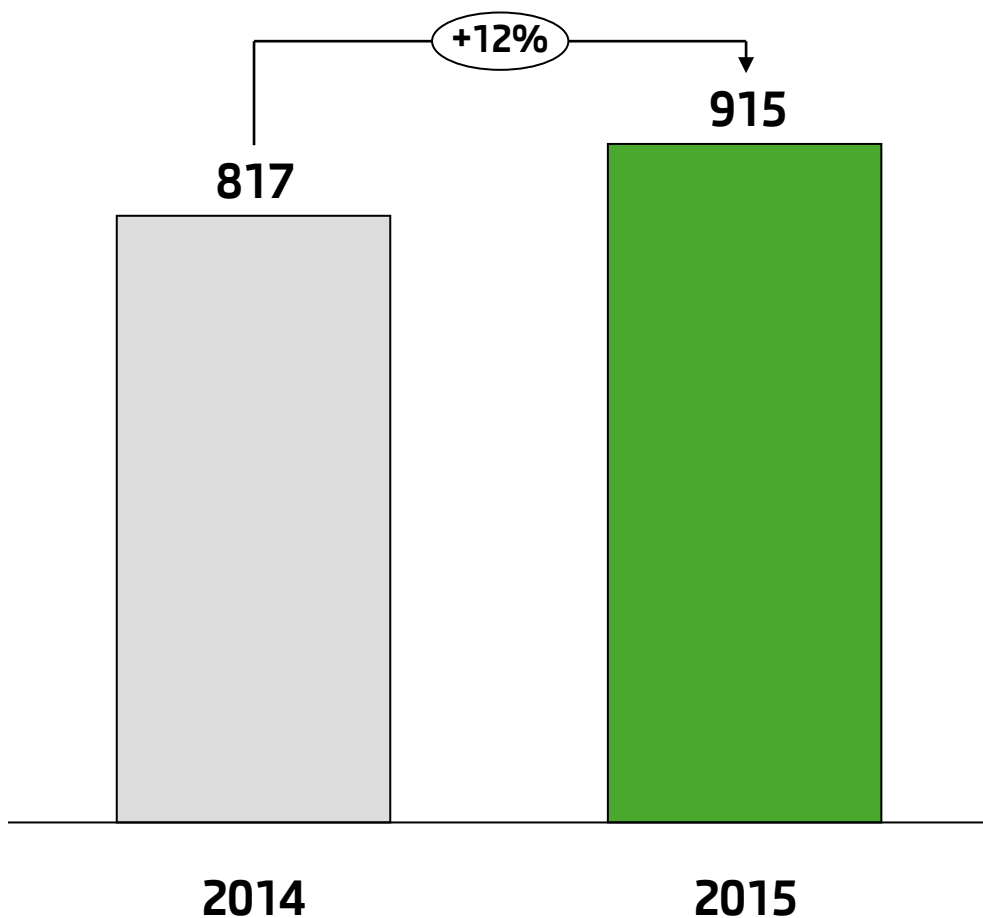
	2014	2015	Change in %
Deliveries to customers (incl. China)	1,037	1,056	+1.8
Deliveries to customers (excl. China)	756	774	+2.4
Sales revenue	11,758	12,486	+6.2
Operating profit	817	915	+12.0
Profit before tax	775	846	+9.2
ROI (in %)	18.3	20.1	+1.8*

* NOTE: Change in % corresponds to percentage points



Operating Profit

€ million



Positive effects from:

- › Higher volume
- › Better mixes (Octavia, Superb)
- › Improved product costs
- › Exchange rates

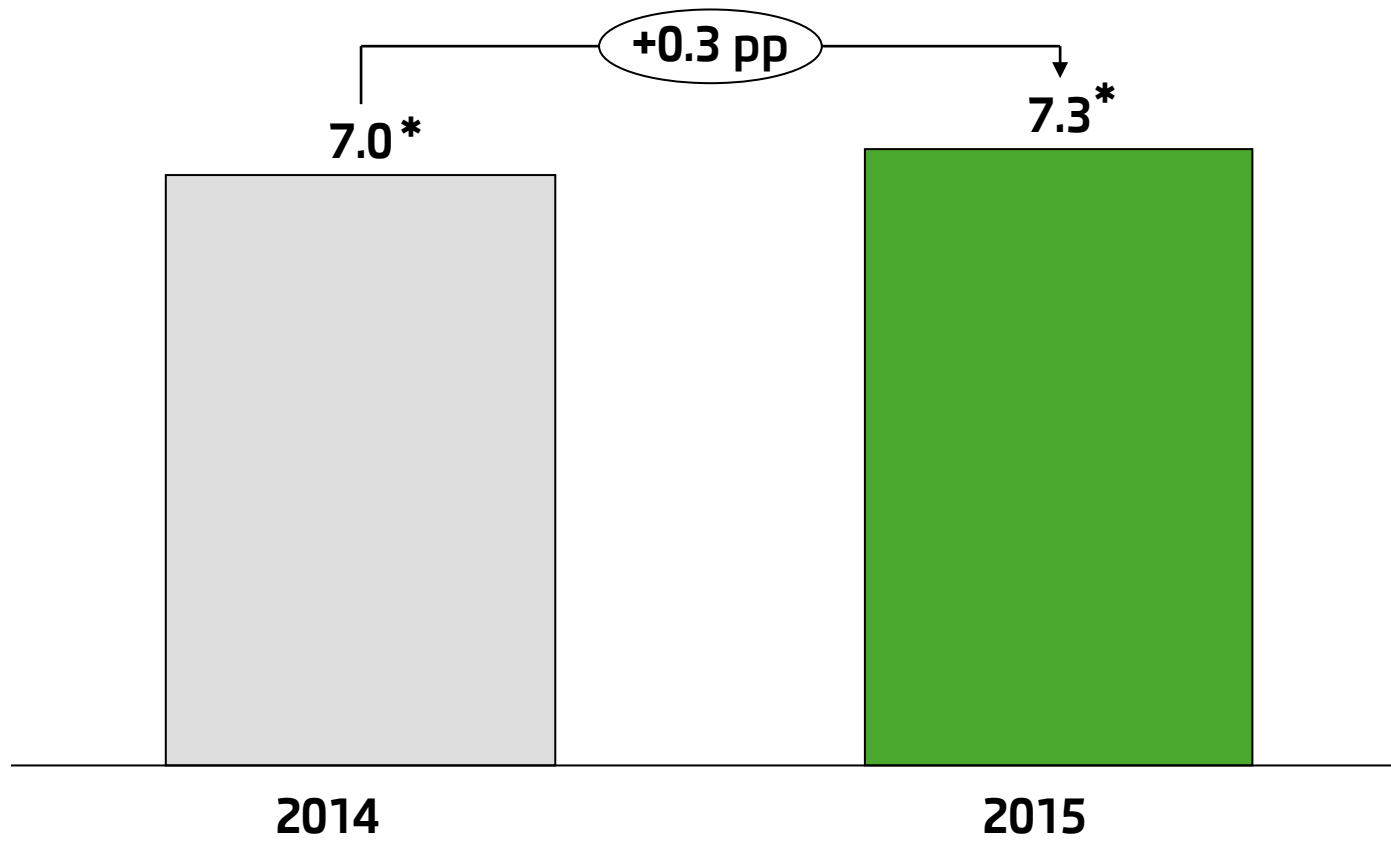
Negative effects from:

- › Higher depreciation
- › Russian Ruble
- › Expenditures for diesel issue



Return on Sales at a Very Good Level

in %



* as % of sales revenue



Profit and Loss Account

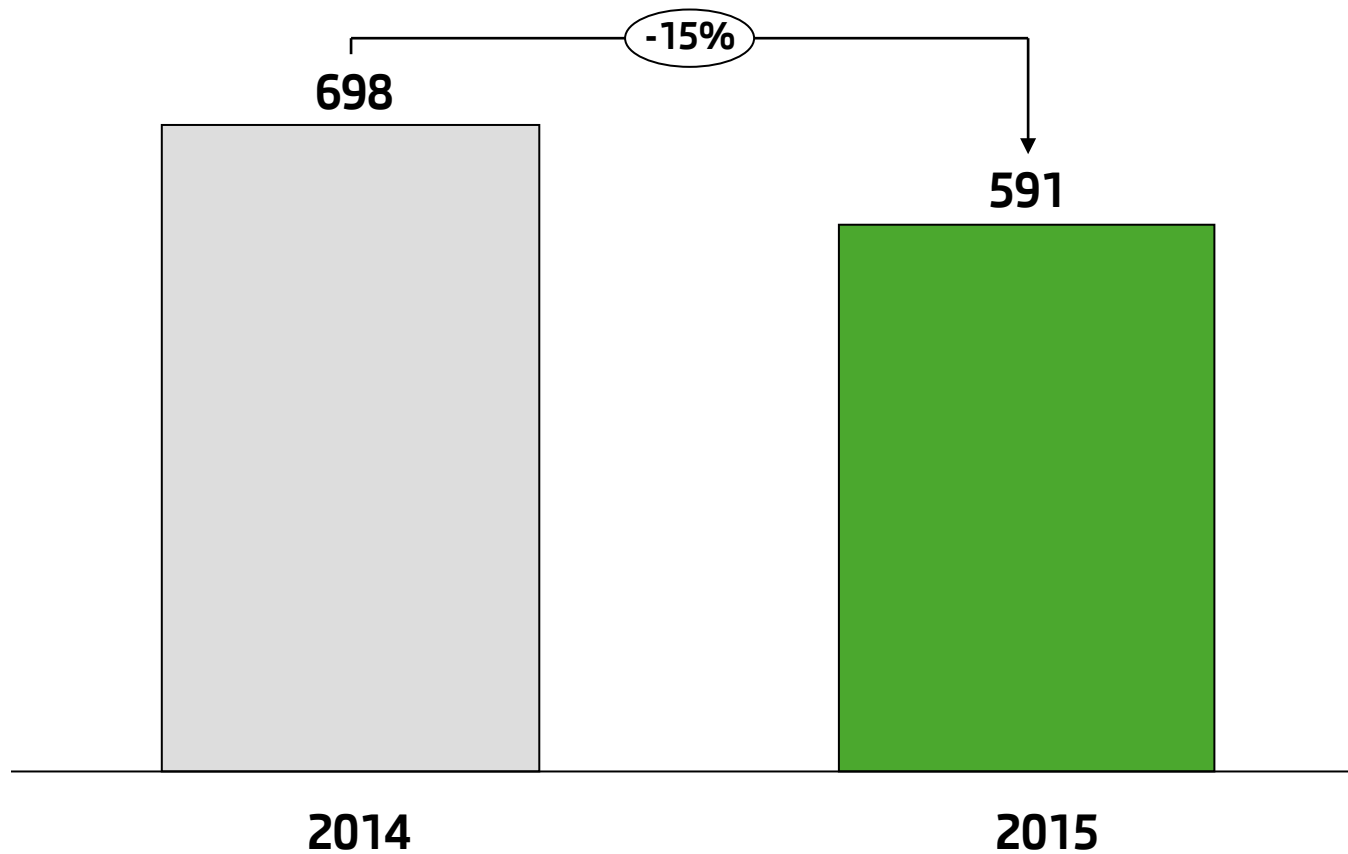
€ million

	2014	2015	Change in %
Operating profit	817	915	+12.0
Financial result	-42	-69	-
Profit before tax	775	846	+9.2
Profit after tax	665	708	+6.5



Investments in Tangible Assets Remain High

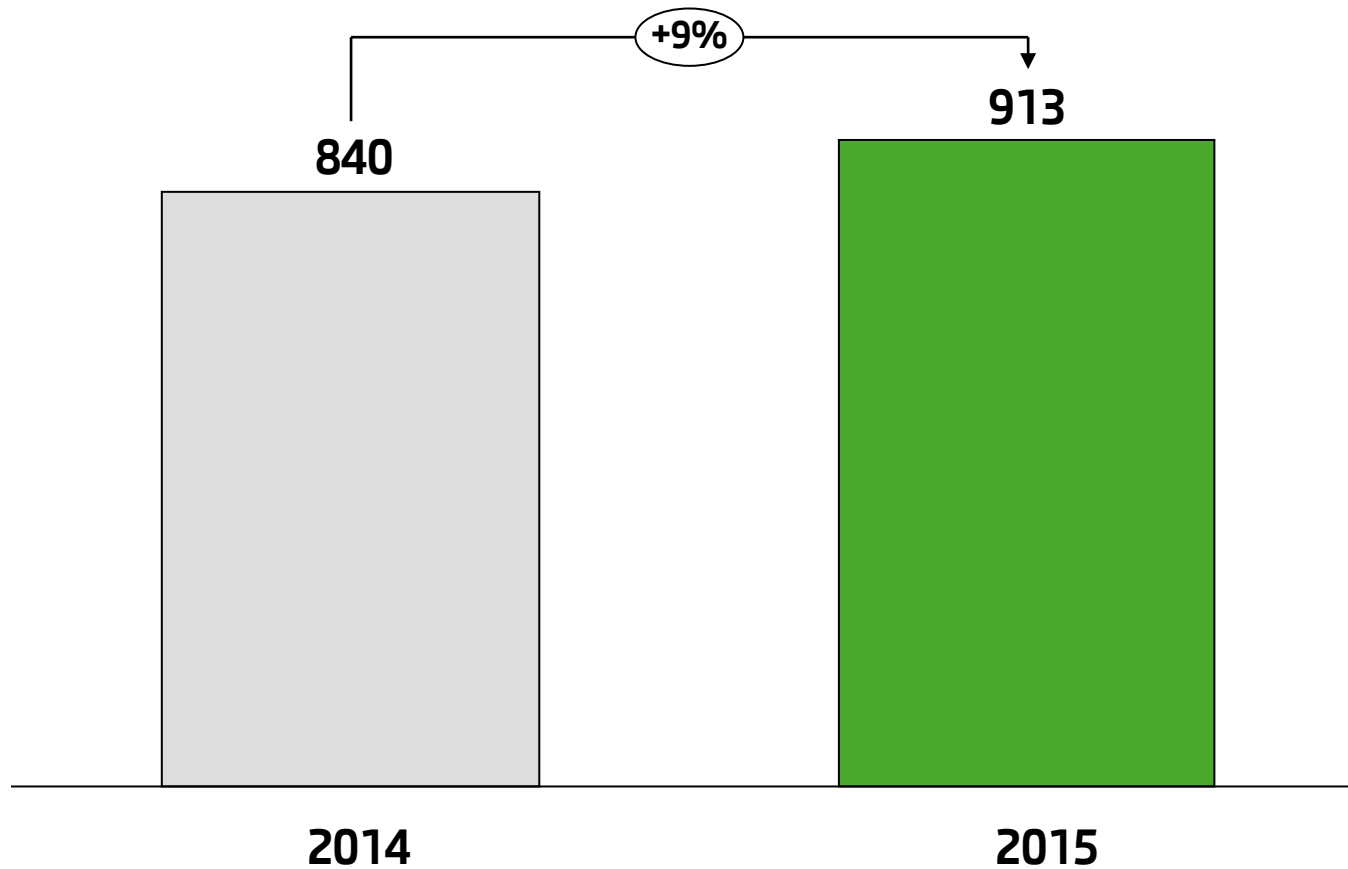
€ million





Net Cash Flow Has Increased Significantly

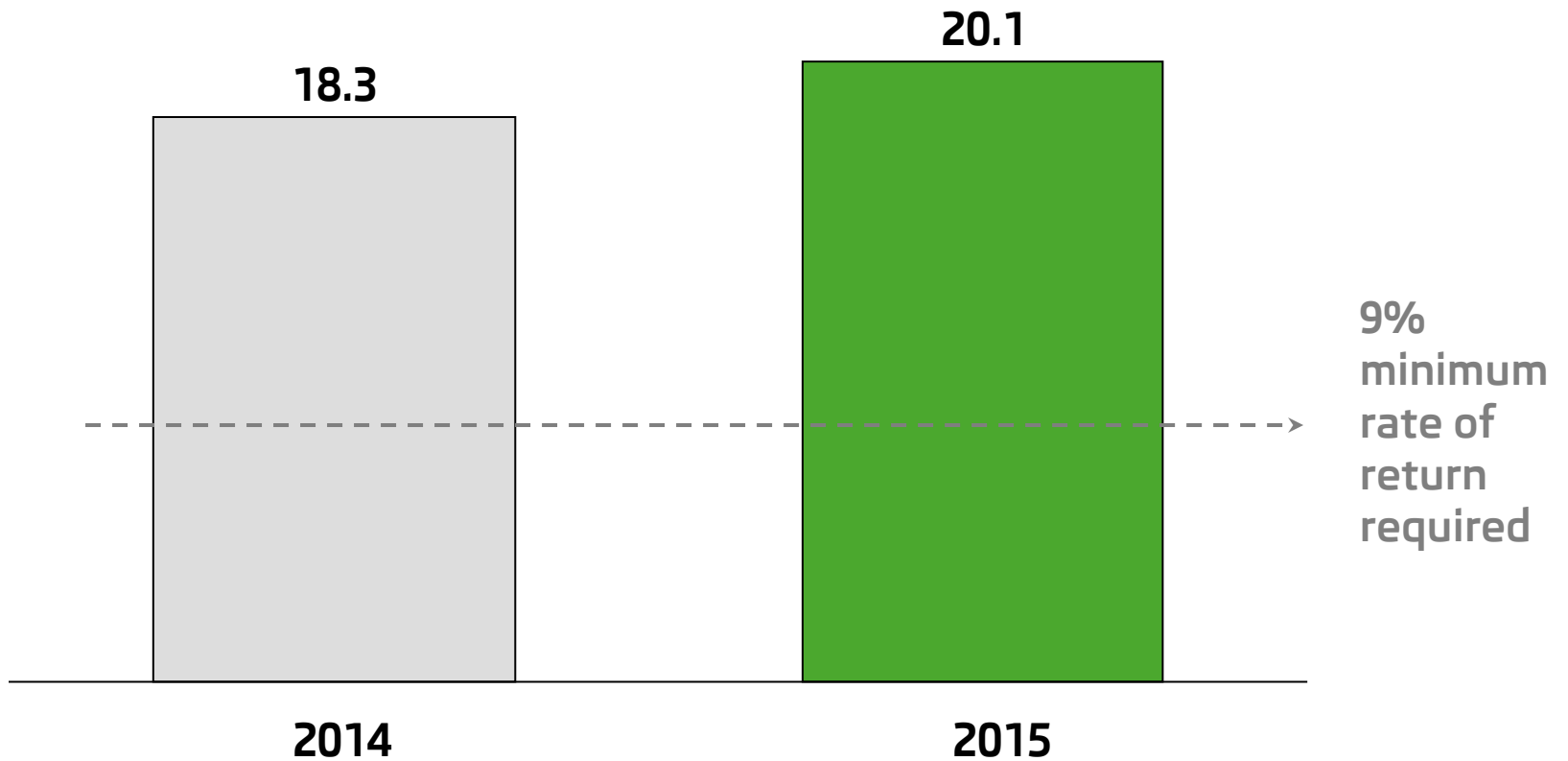
€ million





ROI after Tax Significantly Improved

in %
















Development of Model Range and Investments

2010

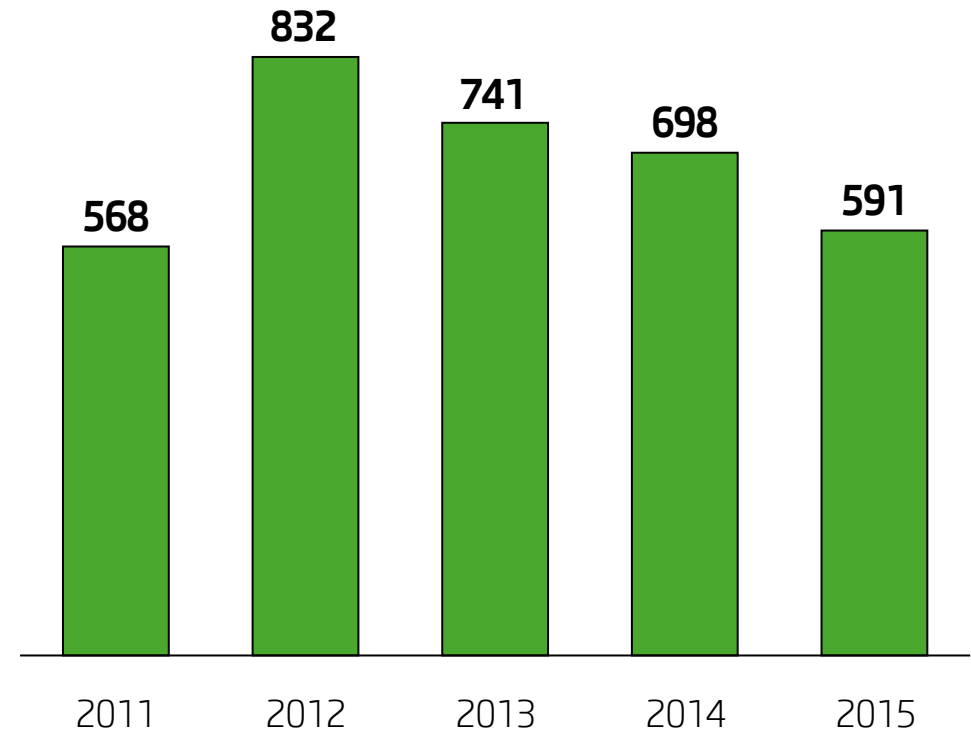


TODAY

New car series		A-Plus SUV
		Rapid Spaceback
		Rapid
		Citigo
Completely revised		Superb Combi
		Superb
		Octavia Combi
		Octavia
		Fabia Combi
		Fabia
Facelift		Yeti

€ million

Investments
in tangible assets

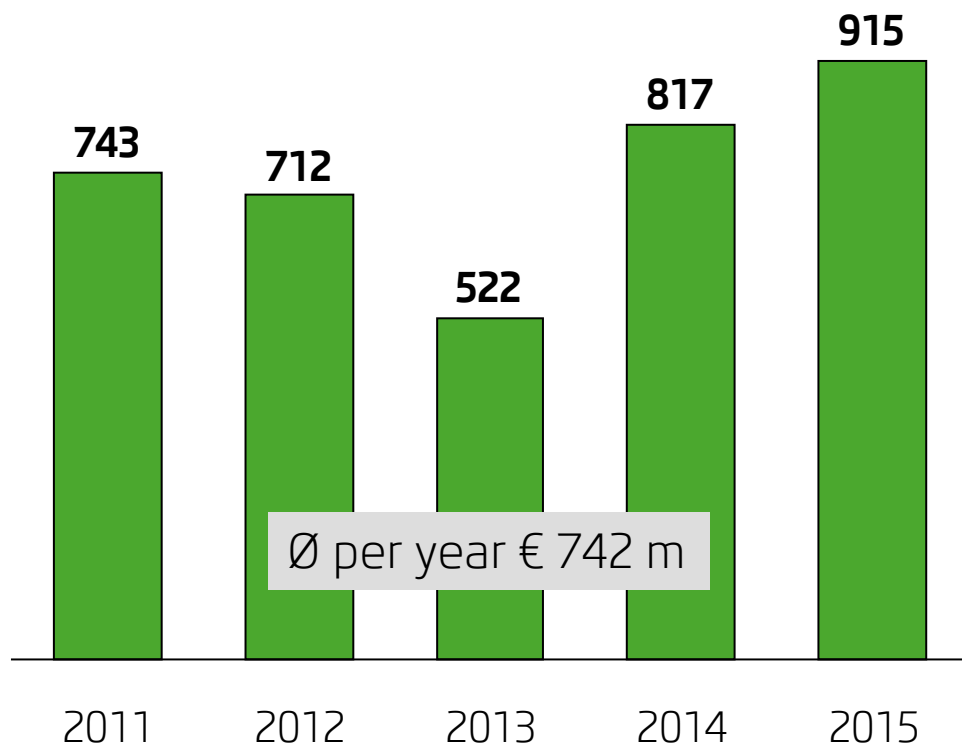




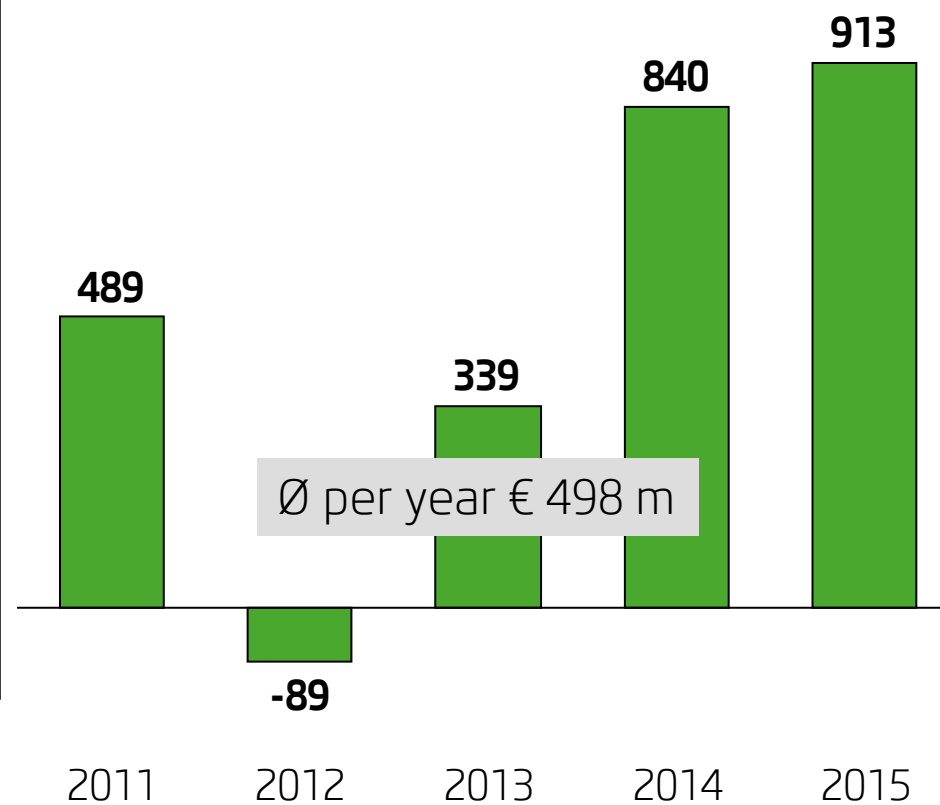
Development of Operating Profit and Net Cash Flow

€ million

Operating profit



Net cash flow =
after investments & taxes,
before dividends





Summary

Excellent financial results in 2015 - further profitable growth

- › Significant increase in sales revenue to approx. € 12.5 billion due to higher volumes
- › Operating profit at an all-time high of € 915 million despite partly unfavorable total markets especially in Eastern Europe, difficult business environments and strong competition.

Financial strength significantly improved despite high investments

- › Investments of € 591 million primarily in new products.
- › Net cash flow of € 913 million significantly higher than previous year.



Thank you.





Disclaimer

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