



ŠKODA
SIMPLY CLEVER

PRESS RELEASE

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ŠKODA AUTO's deliveries, sales revenue and operating profit increase significantly in first three quarters of 2017

- › Deliveries in the first nine months of the year increased by 3.6 percent to 871,100 vehicles
- › ŠKODA AUTO improves sales revenue by 22.0 percent compared to the three quarters of 2016 to 12.3 billion euros
- › Operating profit climbed by 28.3 percent to EUR 1.2 billion at the end of September
- › Extensively revised model range and excellent launch of the ŠKODA KODIAQ reinforce the growth

Mladá Boleslav, 30 October 2017 – ŠKODA AUTO's success story continues with the brand once again recording profitable growth. In the first three quarters of the year, the Czech car manufacturer increased its global deliveries to customers by 3.6 percent compared to the same period in 2016 to 871,100 vehicles. Sales revenue rose by 22.0 percent compared to the first nine months of the previous year to 12.3 billion euros. ŠKODA AUTO posted a significant increase of 28.3 percent on the previous year's operating profit. Both the extensive revisions to the model range and the large SUV ŠKODA KODIAQ's very successful sales launch are the main drivers of this positive development.

"The significant increases in sales and profit in the first three quarters of the year demonstrate that we have devised an effective strategy," says ŠKODA AUTO CEO Bernhard Maier. "The full potential of our SUV campaign is now unfolding. The KODIAQ has been very well received by our customers. Now, we are launching the little brother – the ŠKODA KAROQ."

Demand for the ŠKODA KODIAQ on the global markets has been high since its launch in February 2017, and by the end of September, 61,600 vehicles had already been delivered. With the brand's first large SUV, ŠKODA is conquering new customer groups. The next stage of the SUV campaign is the compact ŠKODA KAROQ, which has been available in the first markets since October.

In the first nine months of 2017, the automobile manufacturer's sales revenue rose by 22.0 percent to 12.3 billion euros (January to September 2016: 10.1 billion euros). ŠKODA AUTO also achieved significant double-digit growth in operating profit, which increased by 28.3 percent to 1.2 billion euros (January to September 2016: 940 million euros).

ŠKODA AUTO once again surpassed the previous year's return on sales, which stood at 9.8 percent at the end of September 2017 (January to September 2016: 9.3 percent).

"With these excellent results, ŠKODA AUTO proves its financial strength and profitability," says ŠKODA AUTO Board Member for Finance Klaus-Dieter Schürmann. "The new ŠKODA KODIAQ contributed significantly to the improvement in earnings. The continually increasing profitability is largely attributable to positive volume and mix effects."

ŠKODA AUTO's earnings strength provides a reliable financial basis for the further development of the company and brand. The core areas of this development are defined in Strategy 2025, which lays out the brand's electromobility plans and its entry into new digital business fields, as well as the continuation of the model and SUV campaigns.





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ŠKODA AUTO Group – Key figures for January to September 2017*

	Units	2017	2016	Change in %
Deliveries to customers	no. of cars	871,100	840,900	3.6
Deliveries to customers excluding China	no. of cars	658,500	615,700	7.0
Production**	no. of cars	648,500	573,800	13.0
Sales***	no. of cars	699,600	605,800	15.5
Sales revenue	million EUR	12,338	10,113	22.0
Operating profit	million EUR	1,206	940	28.3
Return on sales	percent	9,8	9,3	-
Net cash flow	million EUR	1,690	928	82.1

* 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 image:



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The traditional Czech brand continues along the road to success, recording profitable growth. The SUV campaign launched with ŠKODA KODIAQ (photo) is a cornerstone of this sustainably positive development.

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Source: ŠKODA AUTO





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ŠKODA AUTO

- › is one of the longest-established vehicle 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 models in the range: CITIGO, FABIA, RAPID, OCTAVIA, YETI, KODIAQ and SUPERB.
- › in 2016 delivered more than 1 million vehicles to customers worldwide.
- › has belonged to Volkswagen Group since 1991. The Volkswagen Group is 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, engines and gear transmissions.
- › operates at three locations in the Czech Republic, produces in China, Russia, Slovakia and India mainly through Group partnerships, as well as in Ukraine and Kazakhstan through local partners.
- › employs over 30,000 people globally and is active in more than 100 markets

