



ŠKODA
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PRESS RELEASE

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ŠKODA with 939,100 deliveries from January to September 2018

- › ŠKODA grows in China (17.7%), Russia (28.2%) and Europe (4.6%) from January to September
- › ŠKODA OCTAVIA still brand's bestseller; demand for compact SUV ŠKODA KAROQ rises
- › September deliveries in Europe reflect the switch to the WLTP test cycle

Mladá Boleslav, 11 October 2018 – By the end of September, ŠKODA had delivered 939,100 vehicles to customers worldwide, exceeding the previous year's result by 7.8%. ŠKODA achieved 94,800 deliveries worldwide in September (September 2017: 112,900 vehicles, -16.0%). The reason for the September decline in sales on the European markets is the ongoing conversion of all series to the new WLTP test cycle. However, the company recorded further growth in the important growth market of Russia (+ 34.3%). In China, ŠKODA confirmed last year's success delivering 30,600 vehicles. The OCTAVIA is still the car manufacturer's most popular model series, and demand for the compact SUV ŠKODA KAROQ continues to rise.

The ongoing conversion of all series to the new WLTP test cycle, according to which all newly registered vehicles must be type-approved from 1 September 2018, is the unusual reason for the decline in sales on the European markets. Some engine-transmission variants are temporary unavailable, depending on individual model specifications. ŠKODA AUTO is working hard to complete the homologation of all model variants and is making good progress.

Alain Favey, ŠKODA AUTO Board Member for Sales and Marketing, said: "In the first three quarters of the year, we were able to deliver almost 940,000 vehicles to customers worldwide, significantly exceeding last year's result. With the KODIAQ RS, as well as the KAROQ SCOUT and SPORTLINE, we presented attractive new SUV model variants at the Paris Motor Show in early October. We are actively pursuing our SUV campaign with these models."

In **Western Europe**, ŠKODA achieved 371,900 deliveries in the first nine months of the year, an increase of 1.7% over the same period last year (January to September 2017: 365,800 vehicles). In September, the Czech carmaker delivered 32,600 vehicles, a drop of 32.8% compared to the same month of the previous year (September 2017: 48,500 vehicles). In Germany, the strongest single European market, deliveries fell by 37.4% to 11,100 vehicles (September 2017: 17,700 vehicles). As expected, a similar trend was seen across many European markets in September, including the UK (7,500 vehicles, -32.7%), France (2,000 vehicles, -33.8%), Italy (1,900 vehicles, -12.3%), Spain (1,500 vehicles, -18.0%), Belgium (1,500 vehicles, -8.7%), Switzerland (1,200 vehicles, -32.5%) and the Netherlands (900 vehicles, -49.3%).

In **Central Europe**, ŠKODA increased its deliveries between January and September by 3.3% to 160,800 vehicles (January to September 2017: 155,700 vehicles). In September, the car manufacturer delivered 15,300 vehicles to customers, corresponding to a decrease of 6.3% (September 2017: 16,400 vehicles). In the Czech Republic, ŠKODA delivered 6,800 vehicles last month, 13.1% fewer than in the same month last year (September 2017: 7,800 vehicles). By contrast, the company was able to increase sales in Poland (5,300 vehicles, +6.6%).



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In **Russia**, deliveries in the first three quarters increased by 28.2% to 57,500 vehicles (January to September 2017: 44,800 vehicles). ŠKODA delivered 7,800 vehicles in September, an increase of 34.3% over the same period last year (September 2017: 5,800 vehicles).

In **Eastern Europe excluding Russia**, the car manufacturer significantly increased its deliveries in the first nine months to 33,600 vehicles (January to September 2017: 30,000, +12.1%). Deliveries in September, however, fell year-on-year by 17.3% to 3,600 vehicles (September 2017: 4,400 vehicles).

ŠKODA continues to grow at double-digit rates in the brand's most important single market, **China**, over the first nine months of the year. Delivering 250,200 vehicles between January and September represents an increase of 17.7% (January to September 2017: 212,600 vehicles). In September, the traditional Czech brand came in at the previous year's level with 30,600 vehicles delivered.

Deliveries in **India** increased in the first three quarters of the year by 2.1% to 12,600 vehicles compared to the same period last year (January to September 2017: 12,400 vehicles). However, deliveries in September were down slightly on September 2017 (1,400 vehicles, -9.3%).

ŠKODA deliveries from January to September 2018 (in units, rounded off, listed by model; +/- in percent compared to the same period in 2017):

ŠKODA OCTAVIA (297,400; -1.6 %)
ŠKODA RAPID (145,900; -4.3 %)
ŠKODA FABIA (148,400; -5.2 %)
ŠKODA SUPERB (103,600; -7.3 %)
ŠKODA KAROQ (79,900; -)
ŠKODA YETI (12,900; -77.9 %)
ŠKODA KODIAQ (110,000; +78.6 %)
ŠKODA KAMIQ (only sold in China: 10,700; -)
ŠKODA CITIGO (only sold in Europe: 30,200; +8.7 %)

ŠKODA deliveries in September 2018 (in units, rounded off, listed by model; +/- in percent compared to September 2017):

ŠKODA OCTAVIA (29,600; -21.0 %)
ŠKODA RAPID (15,200; -20.3 %)
ŠKODA FABIA (13,500; -29.5 %)
ŠKODA SUPERB (9,900; -28.6 %)
ŠKODA KAROQ (10,300; -)
ŠKODA YETI (100; -98.4 %)
ŠKODA KODIAQ (9,100; -31.7 %)
ŠKODA KAMIQ (only sold in China: 4,500; -)
ŠKODA CITIGO (only sold in Europe: 2,700; -31.6 %)



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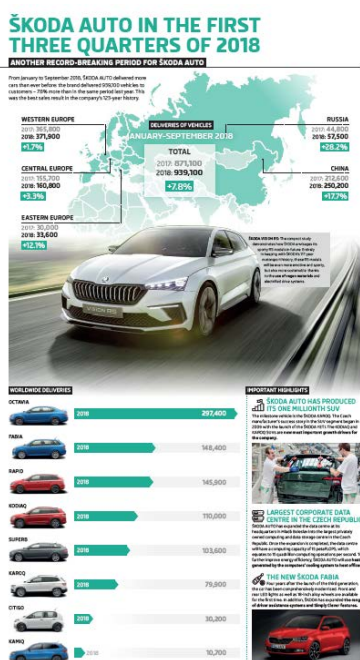
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Media infographic, images and logo:



Infographic: ŠKODA with 939,100 deliveries from January to September 2018

ŠKODA delivered 94,800 units worldwide in September. In the important growth market of Russia (+34.3%), the company recorded further growth in September.



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Source: ŠKODA AUTO

ŠKODA with 939,100 deliveries from January to September 2018

In the first nine months of the year, the Czech automobile manufacturer delivered 939,100 vehicles to customers worldwide, exceeding the previous year's result by 7.8%.

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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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