



ŠKODA
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PRESS RELEASE

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ŠKODA delivers 110,100 vehicles worldwide in November

- › **Deliveries:** ŠKODA delivers 1,148,600 vehicles to customers worldwide between January and November (+ 5.1%)
- › **Markets:** Strong November growth in Russia (+ 42.9%) and Europe (+ 8.3%)
- › **Models:** SUV models KODIAQ and KAROQ continue to be growth drivers

Mladá Boleslav, 13 December 2018 – ŠKODA continues on course for growth: The car manufacturer delivered 1,148,600 vehicles between January and November – an increase of 5.1% over the same period last year. In November, the company recorded 110,100 deliveries worldwide, a decline of 3.9% compared to the same month last year (November 2017: 114,600 vehicles). One reason for this sales development is the declining car market in China. ŠKODA achieved strong growth in Russia in November: delivering 8,200 vehicles represents an increase of 42.9% over the same month last year. The ŠKODA OCTAVIA remains the brand's bestseller, and demand for the compact SUV ŠKODA KAROQ continues to rise.

ŠKODA has continued to grow globally in the first eleven months of the year. Between January and November, the car manufacturer's sales have risen in Russia (+30.2%), China (+7.7%), Europe (+4.7%) and India (+1.8%). In November, the company increased its deliveries, particularly in Western Europe (43,300 vehicles, + 7.9%), Russia (8,200 vehicles, + 42.9%) and Eastern Europe excluding Russia (4,400 vehicles, + 15.8%).

Alain Favey, ŠKODA AUTO Board Member for Sales and Marketing, emphasizes: "In the first eleven months of the year, we increased our deliveries by 5.1% compared to the previous year. An encouraging performance, especially in light of the introduction of the new WLTP test cycle and the currently declining car market in China. With our product campaign, we are providing the right impetus and winning over new customer groups to the ŠKODA brand. With the new ŠKODA SCALA, we are now taking the next step in successfully continuing our dynamic development in the important compact class."

In **Western Europe**, ŠKODA delivered 43,300 vehicles in November, an increase of 7.9% over the same period last year (November 2017: 40,100 vehicles). In the strongest single European market - Germany - ŠKODA increased its deliveries to 17,300 vehicles (November 2017: 16,100 vehicles, +7.1%). The car manufacturer posted double-digit growth in France (2,900 vehicles, +27.1%), the United Kingdom (6,300 vehicles, +20.6%), Spain (2,200 vehicles, +16.9%), Belgium (1,700 vehicles, +12.0%) and the Netherlands (2,000 vehicles, +11.0%).

In **Central Europe**, ŠKODA delivered 18,500 vehicles – a slight decline of 3.0% (November 2017: 19,100 vehicles). ŠKODA delivered 7,700 vehicles on its domestic market, the Czech Republic, 7.6% less than in the same period last year (November 2017: 8,300 vehicles). On the other hand, the company grew in Poland (6,700 vehicles, 4.3%) and Slovakia (2,200 vehicles, 16.5%).

In **Eastern Europe excluding Russia**, the company increased its deliveries significantly: 4,400 vehicles represent an increase of 15.8% compared to the same month last year



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(November 2017: 3,800 vehicles). ŠKODA also recorded strong growth in Serbia (800 vehicles, +47.3%) and the Baltic States (700 vehicles, +24.0%).

In Russia, ŠKODA recorded strong double-digit growth in November compared to the same month last year: Delivering 8,200 vehicles represents an increase of 42.9% compared to the same month of the previous year (November 2017: 5,700 vehicles).

In **China**, its largest sales market, ŠKODA delivered 28,000 vehicles in November - a year-on-year decrease of 24.3% (November 2017: 37,000 vehicles). Thus, the company's current sales figures in China reflect the general trend in the currently declining Chinese car market. However, between January and November, ŠKODA delivered 304,300 vehicles in China, which is 7.7% more than the same period last year (January to November 2017: 282,600 vehicles).

In **India**, ŠKODA delivered 1,400 vehicles in November, a decrease of 4.1% compared to the same period last year (November 2017: 1,400 vehicles).

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

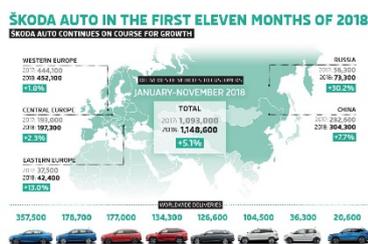
ŠKODA OCTAVIA (31,100; -24.2 %)
ŠKODA RAPID (15,900; -18.0 %)
ŠKODA FABIA (15,600; -15.2 %)
ŠKODA SUPERB (11,900; -10.5 %)
ŠKODA KAROQ (12,300; >300 %)
ŠKODA KODIAQ (15,000; +13.6 %)
ŠKODA KAMIQ (only sold in China: 5,100; -)
ŠKODA CITIGO (only sold in Europe: 3,400; +10.5 %)

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Media infographic, image and logo:



Infographic: ŠKODA delivered 110,100 vehicles to customers around the world in November

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Source: ŠKODA AUTO

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Growth drivers: SUV models

Alongside the best-selling OCTAVIA, the SUV models KODIAQ and KAROQ (pictured) are among the growth drivers.

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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 nine passenger-car series: the CITIGO, FABIA, RAPID, SCALA, 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 pressing ahead with the transformation from a traditional car manufacturer to the 'Simply Clever company for the best mobility solutions' as part of the ŠKODA 2025 Strategy.