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## ŠKODA AUTO achieves record year for deliveries and sales revenue in 2018

- › ŠKODA delivered 1,253,700 vehicles to customers in 2018 (+4.4%)
- › Sales revenue increased by 4.4% to 17.3 billion euros compared to the previous year
- › Operating profit remains high at 1.4 billion euros
- › Return on investment (ROI) high among competition at 26.3%
- › Investment programme for the future launched: Investments in tangible assets (+22.2%) and research and development expenditure (+46.8%) increased significantly in 2018

Mladá Boleslav, 20 March 2019 – Delivering 1,253,700 vehicles, ŠKODA AUTO set another record in 2018. Compared to the previous year, the car manufacturer increased its worldwide deliveries to customers by 4.4%. Sales revenue also increased by 4.4% compared to the previous year and achieved the best result in the company's history at 17.3 billion euros (2017: 16.6 billion euros). Despite challenging conditions, the operating profit of 1.4 billion euros (2017: 1.6 billion euros) and a return on sales (ROS) of 8.0% remained at high levels in 2018. In addition, the return on investment (ROI) of 26.3% was high among the competition. In 2018, ŠKODA AUTO invested extensively in the company's future, increasing investments in tangible assets by more than 22%. These funds were used for new products, drive and battery technologies as well as the further development of the sites. ŠKODA AUTO invested more than 500 million euros directly in plants and facilities in the Czech Republic. Expenditure on research and development increased year-on-year by 46.8% last year.

ŠKODA AUTO CEO Bernhard Maier emphasises: "The success of ŠKODA AUTO in the fiscal year 2018 is a strong team effort. My heartfelt thanks to all Škodians. By delivering 1,253,700 vehicles around the world, we set another record in 2018. Our product campaign is proving effective; the models have been very well received by our customers. At the same time, 2018 was a year of considerable challenges for ŠKODA. We assumed responsibility for several tasks within the Volkswagen Group: the regional management of India and Russia, the development and production of the Passat family at the Kvasiny site, and the expansion of production capacities at a multi-brand plant. The transition to the new WLTP cycle and the trade dispute between the US and China created uncertainty and reluctance to buy in some markets. Negative exchange rate effects, as well as increased personnel costs and high upfront expenditure for the future, are also reflected in the result. We have actively counteracted these challenges with a comprehensive Performance programme, and we are continuing to systematically pursue this course because 2019 will also be a challenging year. Despite the ongoing difficult global economic conditions, the transformation process in the automotive industry is also gaining momentum for ŠKODA. With our Strategy 2025, we have set the right course. The upfront expenditures on the coming years will ensure the long-term future of our company and the Czech Republic as an automotive location."

ŠKODA AUTO CFO Klaus-Dieter Schürmann emphasises: "Thanks to our active price and sales management as well as consistent cost management, ŠKODA AUTO is a successful and sustainably profitable company even in turbulent waters. In 2019, we expect stronger headwinds, especially in some key markets. To counteract these negative influences actively and directly, ŠKODA launched an additional Performance programme in the first half of 2018, which, in its full effect, will bring annual savings of 500 million euros from 2020 onwards. At the same time, we will continue to electrify our



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model range in the coming years, invest in new mobility solutions and further internationalise our company. This is how we are making ŠKODA fit for the future.”

ŠKODA AUTO is driving forward the development and introduction of new products and model series. For this purpose, the automaker has invested more than 500 million euros directly in its Czech plants in 2018, for example, constructing a new paint shop at the headquarters in Mladá Boleslav and more powerful data centres. The car manufacturer has also launched the most comprehensive investment programme in the company's history. Over the next four years, 2 billion euros will be spent on e-mobility and new mobility services alone. With the launch of electric mobility, 2019 marks an important milestone in the company's 124-year history. By the end of 2022, the car manufacturer will have introduced over 30 new models, more than ten of which will be partially or fully electric.

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## ŠKODA AUTO Group<sup>1</sup> – Key figures between January and December 2018<sup>2</sup>

	Units	2018	2017	Change in %
Deliveries to customers	Cars	1,253,700	1,200,500	4.4
Deliveries to customers excluding China	Cars	912,700	875,500	4.3
Production <sup>3</sup>	Cars	902,500	870,500	3.7
Sales <sup>4</sup>	Cars	956,700	937,000	2.1
Sales revenue	Million EUR	17,293	16,559	4.4
Operating profit	Million EUR	1,377	1,611	(14.6)
Return on sales	Percent	8.0	9.7	-
Investments in tangible assets	Million EUR	896	733	22.2
Net cash flow	Million EUR	755	1,373	(45.0)

1) The ŠKODA AUTO Group comprises ŠKODA AUTO a.s., ŠKODA AUTO Slovensko s.r.o., ŠKODA AUTO Deutschland GmbH, Skoda Auto India Private Ltd. And share in profit of the company OOO VOLKSWAGEN Group RUS

2) Percentage deviations are calculated from non-rounded figures

3) Comprises the production in the ŠKODA AUTO Group, excluding production in partner plants in China, Slovakia, Russia and India, but including other Group brands such as SEAT, Audi and VW; vehicle production excluding part/complete kits

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

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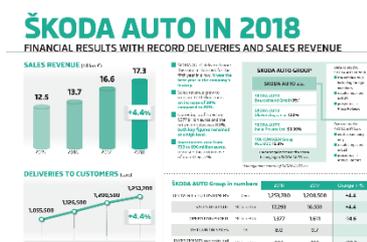


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Media infographic, image and logo:



## Infographic: ŠKODA AUTO achieves record year for deliveries and sales revenue in 2018

From January to the end of December, the car manufacturer increased its worldwide deliveries to customers by 4.4% year-on-year to the new record of 1,253,700 vehicles. In terms of sales, ŠKODA AUTO also achieved the best result in the company's 124-year history with 17.3 billion euros, an increase of 4.4%.

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Source: ŠKODA AUTO



## ŠKODA AUTO achieves record year for deliveries and sales revenue in 2018

Investment programme for the future launched: Investments in tangible assets (+22.2%) and research and development expenditure (+46.8%) increased significantly in 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

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## 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 and the SUPERB.
- › delivered more than 1.25 million vehicles to customers around the world in 2018.
- › 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 39,000 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.

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