



ŠKODA
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PRESS RELEASE

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ŠKODA AUTO increases sales revenue and operating profit in first nine months of 2019

- › By the end of September, sales revenue had increased by 17.6% compared to the same period last year to 14.8 billion euros. This includes the new consolidation of the Indian business
- › Operating profit is 8.5% above the previous year's level at 1.175 billion euros
- › 913,700 vehicles delivered in the first nine months; -2.7% due to the continuing decline of the Chinese car market
- › Excluding the Chinese market, ŠKODA's global deliveries rose to 719,300 vehicles (+4.4%)

Mladá Boleslav, 4 November 2019 – ŠKODA AUTO continues along the road to success. From January to September, the carmaker increased sales revenue by 17.6% to 14.8 billion euros, setting a best value in the company's history. Operating profit also remains at a very high level, rising by 8.5% to 1.175 billion euros in the same period, which is slightly below the best result in the brand's history (first three quarters of 2017: 1.206 billion euros).

ŠKODA delivered 913,700 vehicles in the first nine months of 2019. Compared to the same period last year, deliveries declined by 2.7%, primarily due to the current development of the Chinese car market as a whole. In the other markets, ŠKODA AUTO increased its total deliveries by 4.4% year-on-year to 719,300 vehicles (January to September 2018: 688,900). The KODIAQ and KAROQ were in particularly high demand.

ŠKODA AUTO's sales revenue increased to 14.8 billion euros in the same period. This value is 17.6% higher than in the first three quarters of last year (January to September 2018: 12.6 billion euros) and sets a new record in the car manufacturer's 124-year history.

Vehicle sales rose 15.3% to 804,900 units. On the one hand, the increase in sales and sales revenue was a result of the ŠKODA brand's strong sales performance in a largely declining market environment, and on the other hand due to the Indian business of other Group brands being newly consolidated into the ŠKODA AUTO Group.

The reason behind the recent consolidation is ŠKODA AUTO's assumption of Group-wide responsibility for the important growth market on 1 January 2019. In October Volkswagen India Private Limited (VWIPL), Volkswagen Group Sales India Private Limited (NSC) and ŠKODA AUTO India Private Limited (SAIPL) merged under the new umbrella company ŠKODA AUTO Volkswagen India Private Limited (SAVWIPL).

Klaus-Dieter Schürmann, ŠKODA AUTO Board Member for Finance and IT, emphasises: "Despite the turbulent waters, ŠKODA AUTO remains on course. The situation is challenging in many markets. However, we were able to increase our operating profit in the first three quarters. The negative effects of exchange rates and higher upfront costs for new products were compensated through intensive cost management and active sales management with price and mix improvements as well as volume increases outside of China."

At 1.175 billion euros after the first three quarters, ŠKODA AUTO's operating profit remains at a very high level and only slightly below the best result in the company's history in 2017 (first three quarters of 2017 1.206 billion euros). The 8.5% increase compared to the same period last year is clearly positive. The return on sales of 7.9% at the end of September 2019 (January to September 2018: 8.6%) is still well above the industry average.



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In September ŠKODA presented numerous new model highlights at the International Motor Show (IAA) in Frankfurt, including the top-of-the-range MONTE CARLO versions of the SCALA and KAMIQ. The city SUV KAMIQ, which completes the manufacturer's successful SUV range in Europe alongside the KODIAQ and the KAROQ, is being launched on the first markets and will provide new impetus for growth as ŠKODA's third model in this vehicle segment.

ŠKODA AUTO Group* – Key figures from January to September 2019**

	Units	2019	2018	Change in %
Deliveries to customers	Cars	913,700	939,100	(2.7)
Deliveries to customers excluding China	Cars	719,300	688,900	+4.4
Production***	Cars	761,700	667,400	+14.1
Sales****	Cars	804,900	697,800	+15.3
Sales revenue	Million EUR	14,811	12,598	+17.6
Operating profit	Million EUR	1,175	1,083	+8.5
Return on sales	Percent	7.9	8.6	-
Investments in tangible assets	Million EUR	745	582	+28.0

* The ŠKODA AUTO Group comprises ŠKODA AUTO a.s., ŠKODA AUTO Slovensko s.r.o., ŠKODA AUTO Deutschland GmbH, ŠKODA AUTO India Pvt. Ltd., Volkswagen India Pvt. Ltd. (since 1.1.2019), Volkswagen Group Sales India Pvt. Ltd. (since 1.1.2019) and a share in the company OOO VOLKSWAGEN Group RUS.

** Percentage deviations are calculated from non-rounded figures.

*** Comprises production in the ŠKODA AUTO Group, excluding production at partner assembly plants in China, Slovakia, Russia and Germany (and till 31.12.2018 in India), but including other Group brands such as SEAT, VW and AUDI; vehicle production excluding part/complete kits.

**** Comprises ŠKODA AUTO Group sales to distribution companies, including other Group brands such as SEAT, VW, AUDI, PORSCHE and LAMBORGHINI; vehicle sales excluding part/complete kits.

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Media infographics and brand logo:

ŠKODA AUTO GROUP: KEY FIGURES FROM JANUARY TO SEPTEMBER 2019¹⁾

		JANUARY - SEPTEMBER		Change in %
		2019	2018	
DELIVERIES TO CUSTOMERS	No. of cars	913,700	939,100	-2.7
DELIVERIES TO CUSTOMERS EXCLUDING CHINA	No. of cars	719,300	688,900	+4.4
PRODUCTION ²⁾	No. of cars	761,700	667,400	+14.1
SALES ³⁾	No. of cars	804,900	697,800	+15.3
SALES REVENUE	Million EUR	14,811	12,598	+17.6
OPERATING PROFIT	Million EUR	1,175	1,083	+8.5
RETURN ON SALES	Percent	7.9	8.6	-
INVESTMENTS (recapitalized development costs)	Million EUR	745	582	+28.0

¹⁾ The ŠKODA AUTO Group comprises ŠKODA AUTO a.s., ŠKODA AUTO Slovensko s.r.o., ŠKODA AUTO Deutschland GmbH, ŠKODA AUTO India Pvt. Ltd., Volkswagen India Pvt. Ltd. (since 1.1.2019), Volkswagen Group Sales India Pvt. Ltd. (since 1.1.2019) and a share in the profits of VOLKSWAGEN Group B.V.
²⁾ Percentage deviations are calculated from non-rounded figures.
³⁾ Compares the production of the ŠKODA brand, excluding production in China, Slovakia, Russia and Germany and in BE, SE, 2018 India, but including other Group brands such as SEAT, VW and Audi, vehicle production excluding passenger cars.
⁴⁾ Complete sales of the ŠKODA brand to sales companies and includes other Group brands, such as SEAT, VW, Audi, Porsche and Lamborghini, vehicle sales excluding passenger cars.

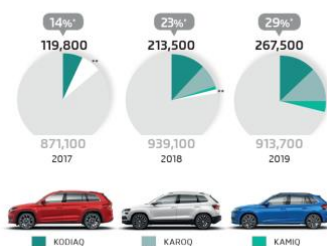
Infographic: ŠKODA AUTO increases sales and revenue in first nine months of 2019

From January to September, ŠKODA AUTO generated sales revenue of 14.8 billion euros – an increase of 17.6% compared to the same period last year and at the same time a new all-time record.

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Source: ŠKODA AUTO

The share of delivered SUVs is constantly rising



**The share of delivered SUVs from January to September; ** ŠKODA YETI

Infographic: ŠKODA AUTO increases sales and revenue in first nine months of 2019

Growth drivers include the brand's SUV models: the large SUV KODIAQ, the compact SUV KAROQ and the city SUV KAMIQ.

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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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