



**ŠKODA**  
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## Record growth: Record first quarter and best month in corporate history

- › **Record Quarter: 283,500 deliveries (+2.5%)**
- › **Best Month: 108,500 deliveries (+2.1%)**
- › **Markets: ŠKODA grows in Western (+ 6.6%), Central (+14.9%) and Eastern Europe (+14.2%)**
- › **Models: ŠKODA FABIA (+10.2%) RAPID (+6.8%) and SUPERB (+18.9%) rising sharply**
- › **Looking to the future: Electro-study 'VISION E' premieres at Auto Shanghai 2017**

**Mladá Boleslav, 11 April 2017 – In the first quarter of 2017, ŠKODA sold more cars than ever before: Between January and March, the brand delivered 283,500 vehicles to customers (January-March 2016: 276,600) – 2.5% more than in the same period last year. In March, the deliveries rose by 2.1% to 108,500 units (March 2016: 106,300). This was the best sales result in one month in the company's 122-year history. ŠKODA models were particularly popular in Europe.**

"ŠKODA successfully continued along its path to growth in the first quarter. This forms a good basis for further growth in the coming months," says Werner Eichhorn, ŠKODA Board Member for Sales and Marketing. "The record figures are the result of an attractive model range and an outstanding team performance. We expect the current market launch of the ŠKODA KODIAQ to provide further momentum. The interest of customers in our new large SUV continues unabated. 4,700 vehicles have already reached their new owners in the first weeks."

In **Western Europe**, ŠKODA deliveries increased by 7.9% in March to 53,600 vehicles (March 2016: 49,600 vehicles). In the first quarter, sales in this region rose by 6.6% to 122,600 units (2016: 115,000 vehicles). In Germany, the brand's strongest European single market, ŠKODA's sales increased by 4.5% in March to 17,100 vehicles (March 2016: 16,300 vehicles) and in the first quarter by 4.9% to 40,800 vehicles (2016: 38,900 vehicles). In the first three months, ŠKODA recorded double-digit growth rates in Italy (6,700 vehicles, +20.9%), Austria (6,200 vehicles, +19.1%), Sweden (4,000 vehicles +13.4%) and France (6,200 vehicles +10.6%).

In **Central Europe**, ŠKODA achieved an increase of 14.5% to 18,900 vehicles in March (March 2016: 16,500 vehicles). In the first quarter, the brand grew by 14.9% to 52,900 vehicles (2016: 46,100 vehicles). In ŠKODA's home market, the Czech Republic, sales in March increased by 9.8% to 8,800 vehicles (March 2016: 8,000 vehicles), and in the first quarter by 12.3% to 24,600 vehicles (2016: 21,900 vehicles). The brand grew strongly in Poland (17,500 vehicles, +18.1%), Hungary (3,000 vehicles, +16.0%) and Slovakia (5,000 vehicles, +13.8%).

In **Eastern Europe excluding Russia**, ŠKODA grew by 9.0% in March to 3,300 vehicles (March 2016: 3,000 vehicles). The Czech producer closed the first quarter with an increase of 14.2% and 8,500 deliveries (2016: 7,400 vehicles). In this period, deliveries to Ukraine rose by 114.7% to 1,200 vehicles (2016: 600 vehicles).





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In **Russia**, ŠKODA recorded a slight increase of 0.7% to 4,900 vehicles (March 2016: 4,800 vehicles) despite persistently challenging market conditions. Deliveries in the entire first quarter rose more significantly by 1.9% to 12,700 vehicles (first quarter 2016: 12,500 vehicles).

In **China**, the brand's largest market worldwide, ŠKODA delivered 21,800 vehicles to customers in March (March 2016: 25,600 vehicles; -14.8%). The manufacturer sold 66,800 vehicles in the first quarter of this year (first quarter 2016: -11.4%). This development is largely due to tax increases in various vehicle segments where ŠKODA is also represented. The company anticipated this development and expects that demand will return to normal in the second quarter.

In terms of model series, the models ŠKODA SUPERB, RAPID and FABIA are driving the strong growth rates. The brand's flagship, the ŠKODA SUPERB, increased by 18.9% to 38,300 deliveries in the first quarter. Sales of the ŠKODA RAPID series increased during the same period by 6.8% to 51,800 units. The small car FABIA recorded substantial growth in the first quarter (54,600 vehicles, +10.2%). ŠKODA CITIGO deliveries fell by 0.3% to 9,700 vehicles in the first three months due to the upcoming model change. Similarly, sales of the SKODA YETI (21,500, -20.0%), the successor of which will be presented to the public in the middle of May. As expected, deliveries of the SKODA OCTAVIA fell in the first quarter by 6.3% to 103,000 vehicles. This is due to the ongoing introduction of the updated model and the associated – temporarily limited – model availability in certain markets.

The ŠKODA KODIAQ is also being gradually introduced in the markets. 4,700 of the brand's new large SUV have already been delivered to customers.

At the Shanghai motor show 2017, which takes place from 19 to 28 April, ŠKODA will be presenting their brand-specific outlook on the future of individual mobility with the concept study VISION E for the first time. The emotive five-door SUV coupé can travel up to 500 kilometres on electric alone and reaches Level 3 of autonomous driving.

## **ŠKODA deliveries to customers in the first quarter of 2017 (in units, rounded off, listed by model; +/- in percent compared to the first quarter of 2016):**

ŠKODA OCTAVIA (103,000; -6.3%)  
ŠKODA RAPID (51,800; +6.8%)  
ŠKODA FABIA (54,600; +10.2%)  
ŠKODA SUPERB (38,300; +18.9%)  
ŠKODA YETI (21,500; -20.0%)  
ŠKODA CITIGO (only sold in Europe: 9,700; -0.3%)  
ŠKODA KODIAQ (4,700; -)





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**ŠKODA deliveries to customers in March 2017 (in units, rounded off, listed by model; +/- in percent compared to March 2016):**

ŠKODA OCTAVIA (37,000; -6.1%)  
ŠKODA RAPID (19,000; +3.8%)  
ŠKODA FABIA (22,100; +8.0%)  
ŠKODA SUPERB (13,800; +6.4%)  
ŠKODA YETI (8,800; -16.9%)  
ŠKODA CITIGO (only sold in Europe: 4,800; +6.8%)  
ŠKODA KODIAQ (3,000; -)

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**Media image:**



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The ŠKODA FABIA made a significant contribution to the record month. Global deliveries of the small car rose 8.0% to 22,100 vehicles compared to the same period last year (March 2016: 20,500 vehicles).

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Source: ŠKODA AUTO

**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.

