



## **Aston Martin delivers record sales growth in 2017**

*Group upgrades full-year profit guidance as retail volumes rise 58% to more than 5,100*

- **Strong demand for DB11 model lifts retail sales 58% year-on-year**
- **Unit sales exceed 5,000 for first time since 2008**
- **Manufacturing at a nine-year high**
- **Group expects to exceed full-year EBITDA guidance of at least £180 million on revenues of more than £840 million**
- **Second Century Plan continues with announcement of new Vantage**

*04 January 2018, Gaydon, UK:* Aston Martin Holdings (UK) Ltd, the producer of luxury handcrafted sports cars, today announced that it sold 5,117 vehicles last year amid sell-out demand for its DB11 model and special vehicles including the Vanquish Zagato and Aston Martin Vantage GT8.

Retail sales, which saw a 58% year-on-year increase, outpaced wholesale supply (up 38%) and the Group now expects to exceed its previous full-year guidance of adjusted EBITDA of at least £180 million on revenues of more than £840 million.

Dr Andy Palmer, Aston Martin President and Chief Executive Officer, said: “We continue to perform ahead of expectations, both in terms of financial performance and in meeting our targets for the DB11 and special vehicles. This strong sales performance shows that our Second Century transformation plan is building momentum. Phase Two of the programme will be largely completed in 2018 with the introduction of the Vanquish replacement and production of the new Vantage, contributing to continued sustainable profitability at Aston Martin.”

In 2017, Aston Martin achieved its highest full-year sales volumes in nine years, driven by rising demand in North America, the UK and China. This sales performance comes amidst continued strong orders for the DB11, the Vanquish S and for special models that more than doubled year on year to 250 vehicles.

As part of the Second Century Plan, Aston Martin is expanding its UK manufacturing footprint. The company has resumed output of special vehicles, notably the DB4GT Continuation, at its Newport Pagnell facility for the first time since 2007. And construction work is continuing at the new St Athan facility in Wales, due for completion in 2019, ahead of production of the new DBX SUV.

Aston Martin will report 2017 full-year earnings in March 2018.

- Ends -

### **About Aston Martin:**

Aston Martin is an exclusive luxury sports car company with a unique British heritage. The iconic brand fuses the latest technology, exceptional hand craftsmanship and graceful styling to produce pioneering models including the DB11, Rapide S, Vanquish S, Vantage S and the Vanquish Zagato. Based in Gaydon, England, Aston Martin designs and creates sports cars offering style and performance which are sold in 53 countries around the world.

Founded in 1913, the company recently launched its Second Century plan for sustainable long-term growth. This is underpinned by the introduction of new models including the DB11, new Vantage, RapidE and DBX concepts and the revival of Lagonda with the Lagonda Taraf as well as the development of a new manufacturing centre in St Athan, Wales. Aston Martin, which is privately owned, employs 2,800 people.

[www.astonmartin.com/media](http://www.astonmartin.com/media)



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