



## **World Premiere CITIGO<sup>e</sup> iV, SUPERB iV and SUPERB SCOUT**

Bratislava, 23.05.2019

Speech Bernhard Maier

CEO ŠKODA AUTO

Ladies and gentlemen,  
dear guests,

Welcome to Bratislava!

The entire city is full of the ice-hockey world championship spirit, and we are right at the heart of it!

Ice hockey is dynamic, honest and down-to-earth – a sport that matches SKODA perfectly. Also, because it's the national sport in our home country, the Czech Republic. This solid anchorage is one of the reasons, why we are the main sponsor of the World Championship for already 27 years.

With this – by the way – we hold the Guinness World Record for the longest world-championship sponsorship in the world.

Today we want to experience the unique atmosphere with you – at the quarterfinals between Czech Republic and Germany. I'm looking forward to a thrilling game! 😊

By the way: Did you know that at the very beginning, the game was played with a ball? But because it was always bouncing out of play, the top and bottom were – simply clever – cut off and the first puck was created!

A change with a big impact: Ice hockey is nowadays the most popular winter sport in the world.<sup>1</sup>

Ladies and gentlemen,  
in ice hockey, the puck changed the game massively. For us in the automotive industry, e-mobility is the game changer.

Of course, the change is not happening so quickly! We are not just cutting something off, and the transformation is complete. Nevertheless, the change is concrete and gains noticeably more and more momentum:

Last year, for the first time, more than two million electric cars were registered worldwide.<sup>2</sup> That's 156% more than three years ago. For next year, the experts expect sales of 4.5 million e-cars.<sup>3</sup> By 2030, it will be already around 40 million.<sup>4</sup>

At SKODA, we have firmly anchored the change from a volume manufacturer to the Simply Clever Company for best mobility solutions in our Strategy 2025. At the same time, we strongly believe that the future of mobility will be electric.

And this is why we transform our product portfolio in the long-run from the internal combustion engine to the electric car.

We are convinced that the electric drive will be the most efficient technology in the foreseeable future for sustainably reducing CO<sub>2</sub> and achieving the ambitious 95-gram target.

But ladies and gentlemen, when is the right time for a volume brand like SKODA to get started with e-mobility?

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<sup>1</sup> according to a study by the blog Total Sportek

<sup>2</sup> BEV u. PHEV, Quelle: ZSW Baden-Württemberg, 2019

<sup>3</sup> BEV u. PHEV, Quelle: McKinsey, 2018

<sup>4</sup> Mobile Geeks, 2019

Our answer: We have always said, that we are not offering every feasible solution to our customers immediately.

With everything, what is defining our brand, we want to be ahead of the competition. However, we bring other technologies like e-mobility to market only then, when they have the necessary maturity. Or in other words: When we meet the essential requirements of our customers:

- Long ranges.
- Short charging times.
- And – especially important to us at SKODA – affordable prices.

And another factor plays a significant role in this: the charging infrastructure. Here, too, we are making steady progress:

Across the whole EU, there are over 100,000 charging points today. This is a good start, but this is not enough to meet future needs, which is why I call on politics and the energy industry to increase their commitment significantly.

We as a car manufacturer are pushing ahead with the expansion of the infrastructure, for example through the joint project IONITY, which has brought together Daimler, Ford and BMW as well as the Volkswagen Group.

And at SKODA, we invest 32 million euros in installing 7,000 charging points at and around our three Czech sites in Mladá Boleslav, Kvasiny and Vrchlabí for our employees by 2025.

Ladies and gentlemen,  
the foundations have been laid; And here and now we are launching e-mobility at SKODA! This is a very special moment for us in the history of our company, which is celebrating its 125<sup>th</sup> anniversary next year.

In addition to our successful petrol, diesel and CNG engines, the new drivetrain will quickly become a relevant part of our offer. We plan that by 2025, e-cars will account for around 25% of total sales.

That's why it has been clear to us from the very beginning: We will be manufacturing this technology at the heart of ŠKODA in the Czech Republic, enabling us to safeguard the future of our sites and jobs:

- The production of the first plug-in hybrid is starting in Kvasiny.<sup>5</sup>
- We will be producing the all-electric models based on the Modular Electrification Toolkit – the so-called MEB – at our headquarters in Mladá Boleslav.
- As well as e-components for other Group brands.

And we are bringing our workforce with us along the way: Already now, around 13,000 employees have been trained in e-mobility. And we will be investing a further 120 million Euros into training and education within the next years.

Ladies and gentlemen,  
we are taking e-mobility seriously, having launched the most comprehensive investment program in the company's history: within the next five years, we will be investing 2 billion Euros

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<sup>5</sup> KW38

in alternative drive technologies and new mobility services. With this, we are actively shaping the transformation!

Also, because we consider ourselves a Good Corporate Citizen. We are aware of our responsibility:

The transport sector is responsible for 14% of global CO<sub>2</sub> emissions – the Volkswagen Group alone accounts for 1% of this. The Group's goal: Complete CO<sub>2</sub> neutrality by 2050. In other words, we are fully committed to the Paris Climate Agreement!

At SKODA, we have set clear, ambitious sustainability goals:

- We are reducing our fleet's CO<sub>2</sub> emissions by 30% between 2015 and 2025.
- We will have converted the production at our Czech factories to electricity produced with net-zero carbon emissions by the second half of the next decade.
- And we are already able to recycle or reuse 85% of the components of our cars, and we are working hard to increase that percentage even further.

Ladies and gentlemen,

do you know what I like about e-mobility? It proves that ecological responsibility and driving pleasure are not mutually exclusive.

And what's more, e-mobility made by SKODA is exciting and fascinating, easy-to-use and affordable. And it's precisely these qualities that all our e-cars have – from the entry level model for well under 20,000 euros to the emotional SUV coupé.

By the end of 2022, we will have more than ten partially or fully electric models. We already gave you a glimpse of an eye to one of these at the motor shows in Geneva and Shanghai:

The VISION iV will be our first electric model based on the MEB. We will be introducing the production version as early as next year. The first prototype is ready, and I've already taken it for a spin. And I can tell you: the car is really fun to drive and I'm sure you'll get excited about it, too!

Ladies and gentlemen,

the VISION iV not only offered a specific outlook for our first MEB model, but also showcased something very important 😊

Let's have a look! [iV Film]

Ladies and gentlemen,

- iV marks the starting point of a new era for us.
- iV is 'simply clever', too and stands for E-mobility 'made by SKODA.'
- and iV represents much more than just new e-models.

With our new sub-brand, we are thinking much further ahead: We are creating a holistic and interconnected ecosystem for our customers.

What do I mean by that?

In close cooperation with the Volkswagen Group, we are developing easy-to-use wall boxes with different performance levels for home-based charging. We offer consulting to customers on an individual basis, and we will also take care of the installation and maintenance of the wall box.

And looking much further ahead, we can also imagine inductive charging, and personalised green power offers for our customers, as well, taking us another crucial step closer to CO<sub>2</sub>-neutral mobility.

We are even thinking about vehicle-to-grid or vehicle-to-home solutions, whereby your e-car temporarily stores energy and powers your home.

And on the road? Using SKODA Connect, you can easily find the nearest charging station via mobile online services, and you can always check the charge status of your car.

For charging, you will have the SKODA e-Charge Card, which allows you to charge your iV quickly and easily at public charging points throughout Europe. You pay a flat rate, per minute or per kilowatt fee – the customer decides.

We are intensively working to bundle all these digital SKODA services under one umbrella called mySKODA to make the mobility life of our customers as convenient, easy and comfortable as possible. You only sign-in once, and then you're in – simply clever 😊

Ladies and gentlemen,

You will have noticed that we are positive and excited about e-mobility, and I am sure that enthusiasm will spark the interest of our customers!

Today is the kick-off of the first two models in our fast growing iV family. My colleague Christian Strube will now introduce them to you. And I promise you: This is just the beginning; there's a lot more to come. Stay tuned!

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