

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

Bratislava, 23 May 2019

Speech by Mr Bernhard Maier

CEO ŠKODA AUTO

- The spoken word prevails. -

**Script for Bernhard Maier's speech**

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**Intro: [Icehockey-Clip]**

Ladies and gentlemen, dear guests,

Welcome to Bratislava! Welcome to this very special venue here.

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 to our values at SKODA perfectly. Also, because it's the national sport in our home country, the Czech Republic. And 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 this unique atmosphere with you! And we couldn't have planned it better – in the quarterfinals tonight Czech Republic will play against 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.

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

But here we are not just cutting something off! This transformation needs more! It needs time, technological expertise and dedication! However, the change is concrete and gains noticeably more and more momentum:

## Short animation

Last year, for the first time, more than two million electric cars were registered worldwide. For next year, the experts predict sales of 4.5 million e-cars. And by 2030, it will be already around 40 million.

This is why we transform our product portfolio in the long-run from the internal combustion engine to the electric car. And We are convinced that the battery electric drive will be the most efficient technology at least in the foreseeable future for sustainably reducing CO2 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?

## Short animation

Our answer: We have always said, that we are not offering every feasible solution to our customers immediately. With all the brand defining elements like our ingenious room concept, great value for money or a lot of simply clever ideas we want to be ahead of the competition - always. And we carefully to our customers and bring new technologies like e-mobility to market then, when they have the necessary maturity. Or in other words: When it becomes simply clever:

- With long ranges.
- Short charging times.
- And – especially important to us at SKODA – accessibility!

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

### **Animation: Map with charging points in the European Union**

Across the entire 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 which – of course - also inherits financial support.

## Logo: Ionity

We as a car manufacturer are pushing ahead with the expansion of the infrastructure, for example through the joint project IONITY, where the Volkswagen Group cooperates closely with Daimler, Ford and BMW.

## **[“32 million Euros investment in 7,000 charging points by 2025”]**

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

### **Animation: Launch E-Mobility**

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:

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.

## **[“2 billion Euros investment in alternative drive technologies and new mobility services”]**

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 in alternative drive technologies and new mobility services. With this, we are actively shaping the transformation of our company from a volume manufacturer to the Simply Clever Company for best mobility solutions! This we have firmly anchored in our Strategy 2025 where sustainability by the way plays a decisive role too.

As a Good Corporate Citizen. We are aware of our responsibility:  
At SKODA, we have set clear, ambitious sustainability goals:

### **Presentation: Three 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 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.

**Animation “exciting”, “fascinating”, “easy-to-use”, “affordable”**

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.

**[“>10 electrified models by the end of 2022”]**

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:

**[VISION iV]**

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: that 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 a kind of Kick-Off into a new world of mobility at SKODA with a very  
special label.  
Let's have a look!

**Film: iV Subbrand**

Ladies and gentlemen,

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

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

What do I mean by that?

**Picture: Wallboxes**

In close cooperation with the Volkswagen Group, we are developing easy-to-use wall  
boxes with different performance levels for home-based charging. For that 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.

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

### **[SKODA eCharge Card]**

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. And there is Single-Sign-On for all the features offered within our iV World – simply clever.

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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!