

Škoda Auto to enter Vietnamese market in 2023

The Czech carmaker will begin by importing models from Europe and later launch local assembly

Škoda Auto will be officially represented in Vietnam from 2023. The Southeast Asian country is **a promising market** with a sustainable and dynamically growing economy. The Czech car manufacturer will be collaborating with the Thanh Cong Motor Vietnam on production, imports and distribution.

2023

IMPORTED MODELS

Karoq



Kodiaq



Octavia



Superb



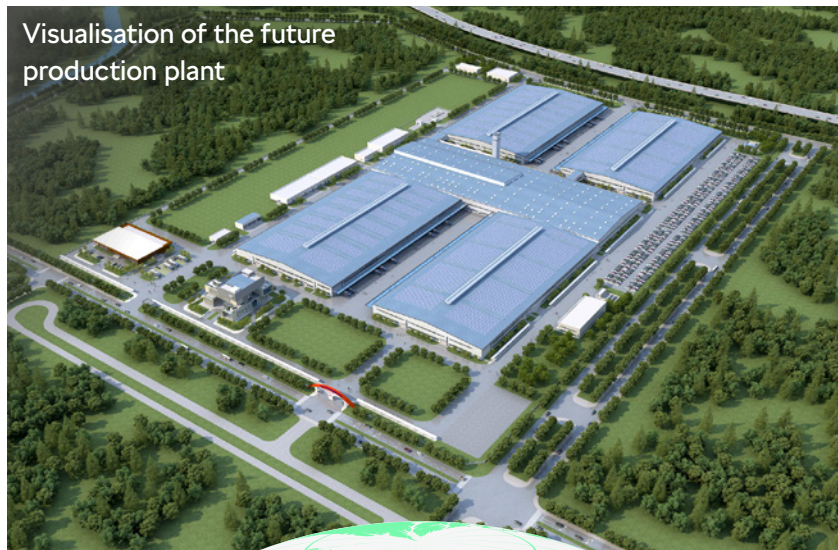
Enyaq iV
(after 2025)



Enyaq Coupé iV
(after 2025)



Visualisation of the future production plant



2024

NEW FACTORY FOR CKD ASSEMBLY

- Thanh Cong Motor Vietnam's own production line is **already being constructed**
- The line will be finished in **H1 2024**; production to start at the end 2024
- CKD (Completely Knocked Down) cars** from Škoda Auto's production plant in Pune, India will be assembled there

CKD ASSEMBLED MODELS

Kushaq



Slavia



KEY FACTS ABOUT VIETNAM



100 million inhabitants



1 million cars overall market potential



4th largest car market in South East Asia



Highest growth potential in the region



3.5 million EVs expected to be registered by 2040

IMPORTED MODELS FROM EUROPE

CKD MODELS FROM INDIA



Škoda's sales potential in Vietnam

- Target sales volume of **30,000 deliveries to customers** annually
- Potential to rise to **40,000 deliveries from 2030**
- Rapid expansion to more than **50 dealers**
- EU-Vietnam Free Trade Agreement** eliminates most tariffs, **reduces regulatory barriers**

SKODA