

BERNHARD MAIER
CEO OF ŠKODA AUTO

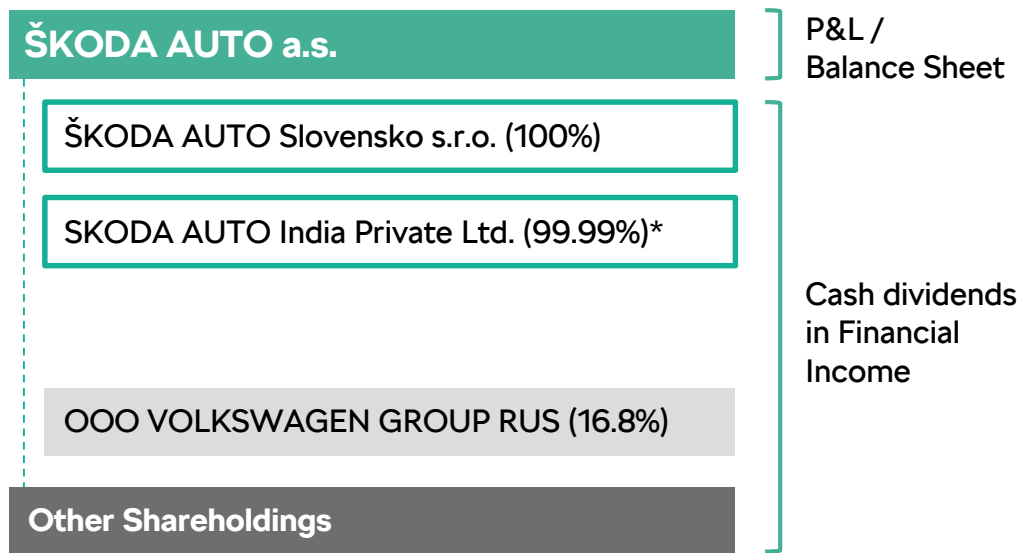
2025

➤ ŠKODA Strategy



ŠKODA AUTO a.s. VS. ŠKODA AUTO Group

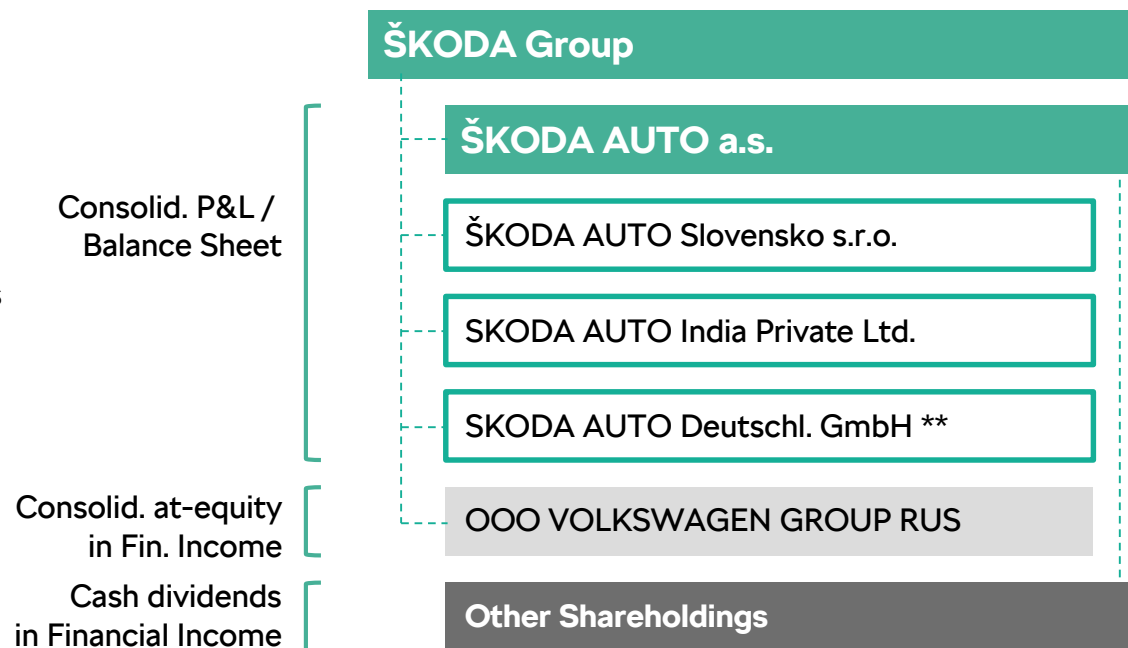
ŠKODA AUTO a.s. CZ (IFRS CZ)



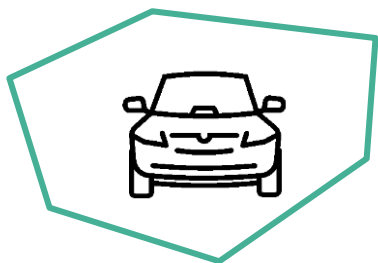
*no dividend payment in 2018

**100% management control by ŠKODA AUTO a.s.

ŠKODA AUTO Group (IFRS VW Group)



2018 VEHICLE SALES & FINANCIAL RESULTS



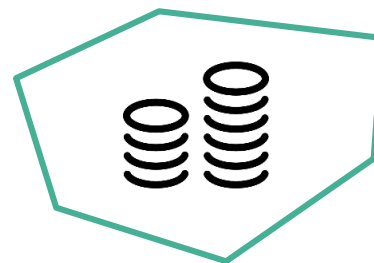
+4.4%

**Worldwide
deliveries***



3.8%

**Market share
EU5 + CZ**



+4.4%

**Sales
revenue***



1.4 bln. €

**Operating
profit***

*compared to 2017

GLOBAL MARKET DEVELOPMENT 2018 vs. 2017

WESTERN EUROPE

14.25
mil. cars

-0.7%

CENTRAL EUROPE

1.18
mil. cars

+7.5%

EASTERN EUROPE

0.54
mil. cars

+14.8%

RUSSIA

1.68
mil. cars

+14.1%

CHINA

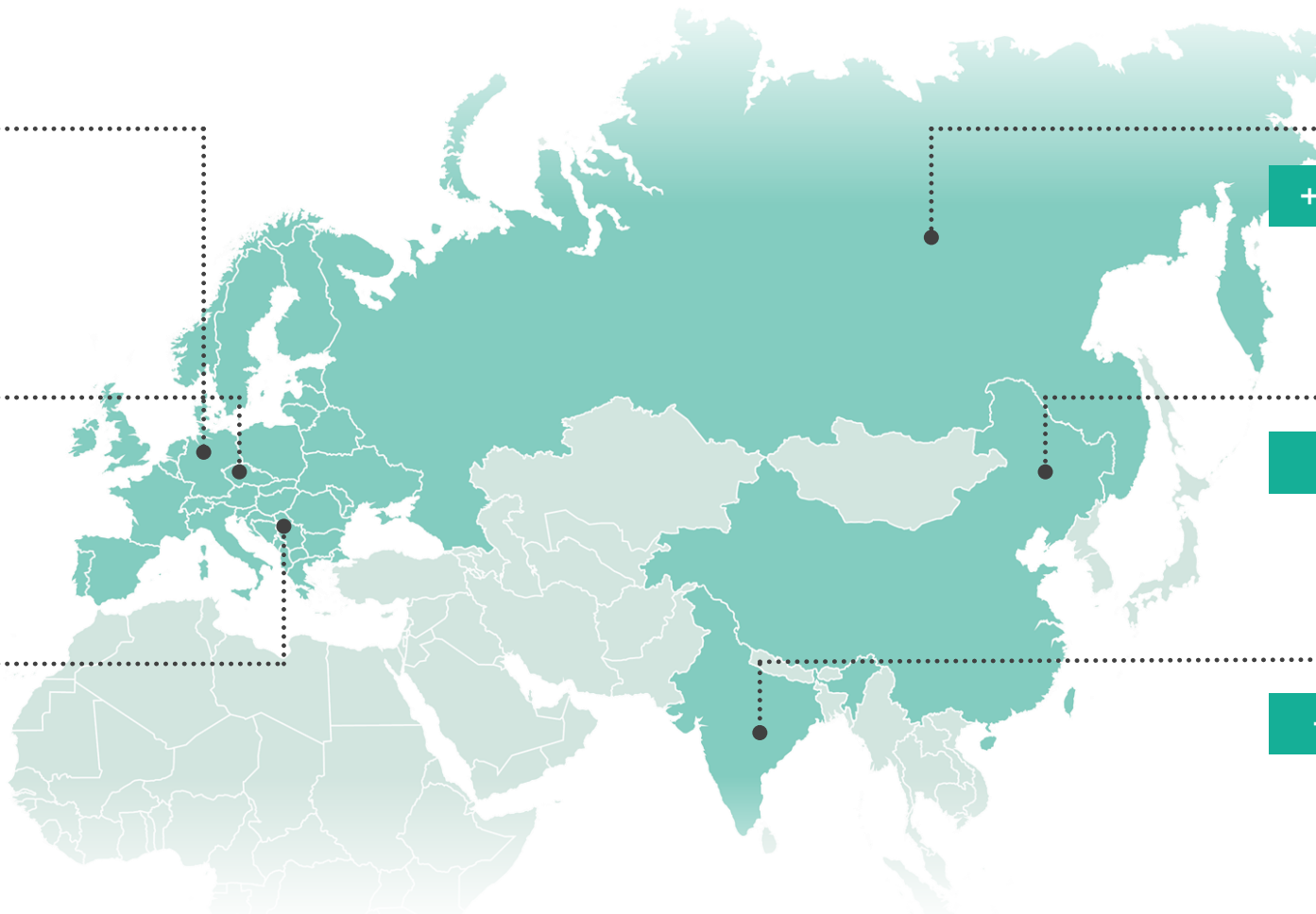
22.7
mil. cars

-4.8%

INDIA

3.3
mil. cars

+7.5%



ŠKODA DELIVERIES TO CUSTOMERS BY REGION IN 2018

WESTERN EUROPE

486,400

cars

+1.8%

CENTRAL EUROPE

212,900

cars

+2.8%

EASTERN EUROPE

46,100

cars

+11.5%

RUSSIA

81,500

cars

+30.7%

CHINA

341,000

cars

+4.9%

INDIA

17,200

cars

+0.6%



ŠKODA CITIGO



ŠKODA FABIA



ŠKODA RAPID



ŠKODA SCALA



ŠKODA OCTAVIA



ŠKODA SUPERB



ŠKODA KODIAQ



ŠKODA KAROQ



ŠKODA KAMIQ FOR CHINA



ŠKODA KAMIQ IN EUROPE



PRODUCT HIGHLIGHTS 2018



ŠKODA VISION X



ŠKODA VISION RS



DIGITAL CHANGE AT ŠKODA AUTO



HOPPYGO, CAREDRIVER, UNIQWAY, TRUNK DELIVERY



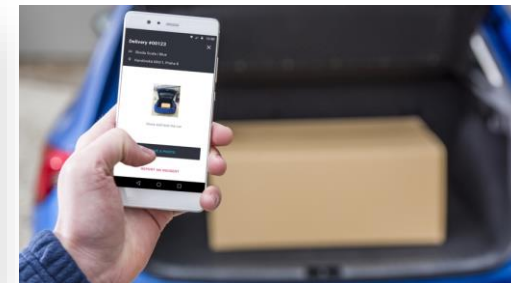
CareDriver



HoppyGo



Uniqway



**ŠKODA
Trunk Delivery**

MyŠKODA APP



MyŠKODA

SMART PARKING

HOPPY GO

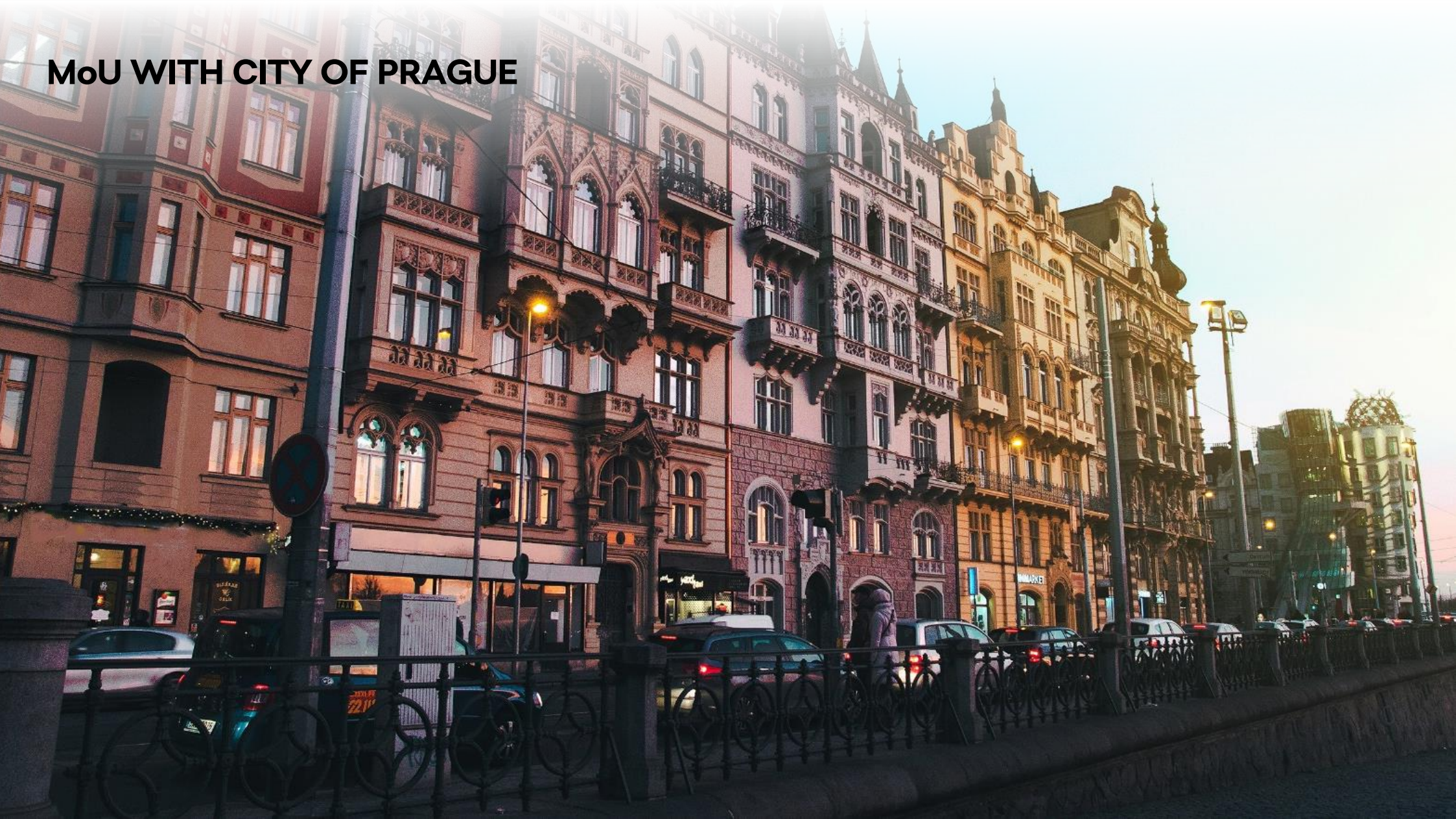
TRUNK DELIVERY

CARE DRIVER

WE SHARE

URBAN MOBILITY GUIDE

MoU WITH CITY OF PRAGUE



II. COLLOQUIUM



SUSTAINABILITY



ŠKODA ENDOWMENT FUND



ŠKODA
Nadační fond

INDIA 2.0



BRAND GROUP VOLUME



Group strategy
Together 2025

WE ARE A GLOBAL PROVIDER OF SUSTAINABLE MOBILITY

Volume



The **Volume brand group** will become the **world's number 1** in **return, volume, innovative strength and quality**

Premium



The **premium brand group** is the **global trailblazer** for **future technologies, mobility business models and future retail systems**

Sports & Luxury



The **Sports & Luxury brand group** unites **unique brands** and **enthalls customers** with an **exclusive and sporty mobility experience**



“

Goal:

**Cumulative profit of impact
>3 billion € until 2025**

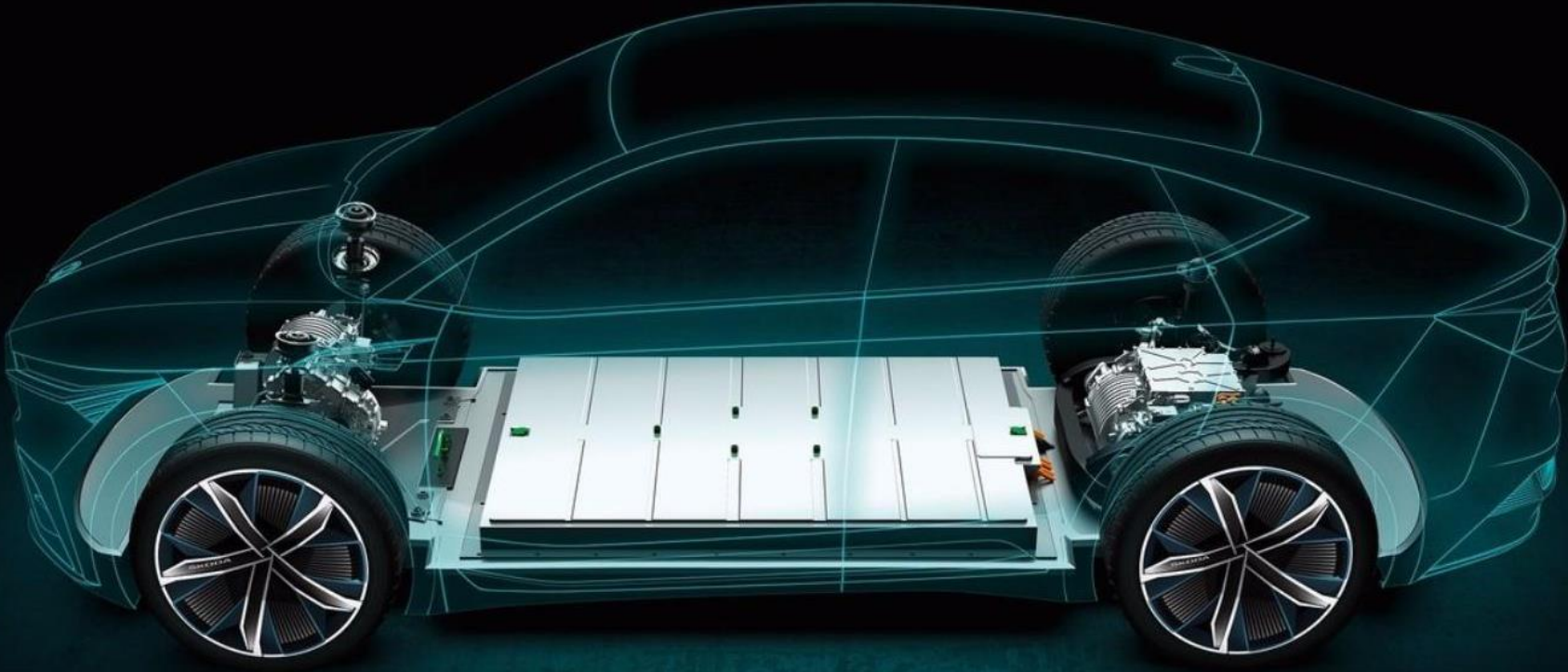
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The Simply Clever Company
for Best Mobility Solutions

“

**>30 new models
until the end of 2022**

eMOBILITY



WALLBOX AND ŠKODA eCHARGE CARD



DEVELOPMENT OF CHARGING INFRASTRUCTURE



ŠKODA VISION iV



DISCLAIMER

- This presentation contains perspective statements and information about the business development of the ŠKODA brand. Such statements can be made in writing or orally and be recognised from words such as 'expect', 'assume', 'intend', 'plan', 'believe', 'seek', 'estimate' and 'become', or other words with a similar meaning. This means that they are based on assumptions regarding the development of the economies in the individual countries and of the automotive industry in particular, which we have made based on the information available and which we considered to be realistic at the time of printing. The assessments made here include a certain element of risk, and the actual developments may deviate from the forecasts stated.
- Consequently, any unexpected decline in demand or any economic stagnation in our core markets such as in Western Europe (particularly Germany) or China will have a corresponding influence on our business development. This also applies in cases of considerable adjustments to the current exchange rate with regards to the euro, the US dollar, the British pound or the Chinese renminbi.
- Should one of these risks or others occur, or in the event that the assumptions that underlie these statements prove to be incorrect, the actual results may substantially deviate from those expressed by the statements or contained in them.
- We do not retrospectively update the perspective statements. These forecasts are valid at the time of publishing and may be replaced.