

PRESS RELEASE

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Mobility is still growing

Last year, Mobility increased its sales by 2.7% to CHF 78.3 million – despite a growing variety of services on offer in the Swiss sharing market. Today, almost 200'000 customers rely on the services of the sharing company that always has new innovations in store.

Mobility's growth trajectory is soaring skyward: the cooperative has 3'090 vehicles throughout Switzerland (+160 on the prior year), including 200 electric scooters in the city of Zurich. These vehicles are used by 197'800 customers (+20'700). This leap can be partially accounted for by the large number of new customers, as well as by subscription customers who can use the Click & Drive occasional subscription once they have become a member. All in all, the sharing company's sales increased by 2.7% to CHF 78.3 million. Roland Lötscher, Managing Director of the Mobility Cooperative since the start of the year, is extremely satisfied: "More and more providers are crowding onto the sharing market with new service models, especially in big cities. But Mobility's excellent customer satisfaction shows that, with our product portfolio and high standards of quality, we are in a very good position and can continue to grow."

Significant investment in service range

Mobility's stated aim is to offer users all manner of different mobility options from a single source. The company is therefore in an investment phase spanning several years, during which it will develop, digitalise and combine new mobility models. For example, Mobility Scooter and Mobility Carpool were launched in the reporting year in addition to upgrading models that are linked to or independent of stations (Mobility Return, Mobility One-Way, Catch a Car). This incurred various additional costs, which resulted in a profit of CHF 781'000 (prior year: CHF 2.04 million). Roland Lötscher explains: "As a cooperative, we have a long-term perspective and are not under pressure to act quickly and maximise profit. This enables us to focus on building the mobility of the future."

ABOUT MOBILITY

Mobility offers its 197'800 customers across Switzerland 2'890 vehicles at 1'480 stations. On top of this, it has 200 electric scooters in Zurich, One-Way cars for one-way journeys between cities and the Mobility Carpool ride-sharing platform. State-of-the-art technology delivers a self-service sharing system that is user-friendly, economical, fully automatic and available around the clock.

IMAGES

Freely downloadable image material: www.mobility.ch/en/media/image-archive/

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KEY PERFORMANCE INDICATORS AT A GLANCE

Mobility Group Consolidated, amounts in CHF 1'000	2018	2017	Change absolute	Change as a percent- age
Net income from deliveries and services	78'285	76'191	2'094	2.7
Earnings before interest, taxes, depreciation and amortization (EBITDA)	14'947	15'369	-422	-2.7
Annual profit	781	2'041	-1'260	-61.7

Mobility Switzerland not. incl. subsidiaries	31.12.2018	31.12.2017	Change absolute	Change as a percent- age
No. of customers	197'800	177'100	20'700	11.7
No. of vehicles	3'090*	2'930	160	5.5
No. of Mobility stations	1'480	1'500	-20	-1.3

* incl. 200 scooters in Zurich