

PRESS RELEASE

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Mobility: Increase in profit and customers despite a difficult market

Over the past year, Mobility achieved a turnover of CHF 78.8 million and a profit of CHF 1.8 million – despite a high level of exceptional expenditure on new business areas and an increasingly tough, competitive market.

Mobility has been busy investing for several years now, which has involved testing, developing and adopting new sharing models. The aim: to be able to offer customers a wide variety of mobility options from a single source. For example, Mobility assumed the remaining non-controlling interests in the free-floating provider Catch a Car in 2019 and integrated this into its range under the name “Mobility Go”. In addition, the number of one-way stations – enabling city-to-city or airport trips – was doubled to 31. The company also ran a successful pilot project to expand its network of stations by converting cars requisitioned from car dealerships into Mobility vehicles. “We were able to grow in all areas last year, despite having invested heavily and facing increasingly strong competition,” summarises Mobility Managing Director Roland Lötscher. This is reflected in the company's turnover of CHF 78.8 million (CHF 600'000), with a profit of CHF 1.82 million (+ CHF 1.04 million). Alongside turnover growth, optimisation measures and one-time effects from the Swiss Tax Reform (STAF) particularly contributed to the profit. As Lötscher concludes: “Our cooperative is in a strong position, giving us a great basis for more innovative and courageous moves in the future.”

Customer growth thanks to occasional drivers

Over 224'000 people are currently signed up with Mobility in Switzerland, 26'200 or 13.2% more than last year. This increase is partly the result of organic growth, but it is also due to the takeover of Catch a Car. “We're seeing particularly rapid growth in the number of occasional drivers,” says Lötscher. “People are organising their everyday mobility in an increasingly spontaneous and needs-oriented way, which plays into the hands of our sharing services.”

More competition in cities

Today, Mobility offers its customers a total of 1'530 stations with 3'120 vehicles. As such it is seen as the uncontested market leader across Switzerland. Competition is growing rapidly in the cities, however, in particular in the area of micromobility. This was also one reason why the cooperative ended its pilot electric scooter project in the city of Zurich during the course of the reporting year. Mobility intends to continue defying the competition in the future with varied range of high-quality services, a sustainable fleet and a high level of, customer satisfaction.

Coronavirus as a challenge for the current year

Mobility is affected by the economic impact of Covid-19, too. In times of lockdown, the number of bookings at certain stations has fallen by up to 50%, which will impact on the year-end result in 2020. The

company is responding to this with such measures as cost savings and a new, temporary scheme for monthly rentals.

ABOUT MOBILITY

Mobility offers its 224'000 customers across Switzerland 3'120 vehicles at 1'530 stations. The cooperative provides return-carsharing services across Switzerland, vehicles for one-way journeys between cities and airports, Mobility Go in Basel and Geneva, and the Mobility Carpool ride-sharing platform. State-of-the-art technology ensures a self-service sharing system that is user-friendly, economical, fully automatic, available around the clock and truly sustainable.

IMAGES

Freely downloadable image material: <https://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	2019	2018	Change absolute	Change as a percent- age
Net income from deliveries and services	78'882	78'285	597	0.8%
Earnings before interest, taxes, depreciation and amortization (EBITDA)	17'910	14'947	2'963	19.8%
Annual profit	1'827	781	1'046	133.8%

Mobility Switzerland not. incl. subsidiaries	31.12.2019	31.12.2018	Change absolute	Change as a percent- age
No. of customers	224'000	197'800	26'200	13.2%
No. of vehicles	3'120	3'090	30	1.0%
No. of Mobility stations	1'530	1'480	50	3.4%