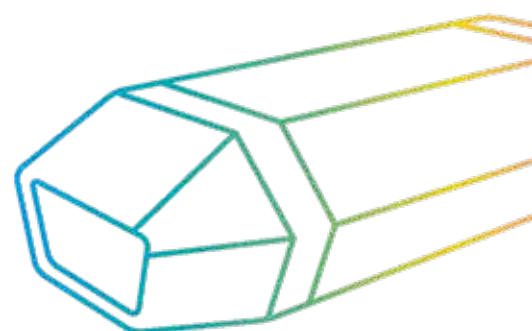


AVILOO BATTERY DIAGNOSTICS FOR EV-REMARKETERS

We offer dealers of used electric and plug-in hybrid cars a very simple battery test. It allows them to actively improve their business opportunities, strengthen their market position, and enhance the level of their customer service. By providing accurate information about the battery quality of the offered electric vehicles, transparency for end customers is increased. This boosts sales and improves the company's performance.



OBJECTIVE

Our customers in the remarketing sector are successful companies that specialize either partially or entirely in electric and plug-in hybrid vehicles. They come to us with the same goal: establishing themselves as highly professional dealers who offer vehicles of guaranteed (because tested) quality.

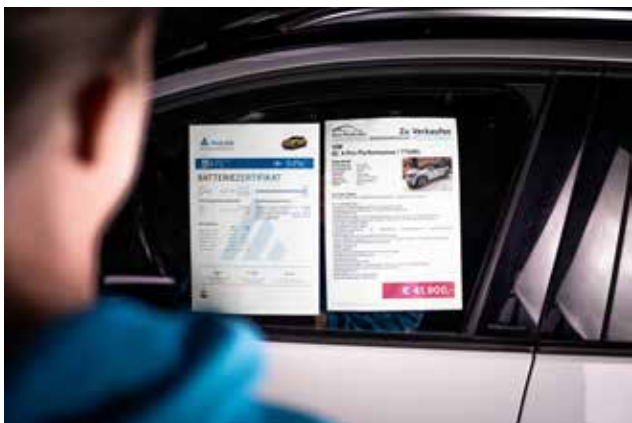
Ensuring safety when purchasing and selling used electric vehicles is of utmost importance. Improving the quality of offerings through maximum transparency and fostering customer trust leads to higher sales figures.

AVILOO also offers market survey insights and forward-looking assessments, to better understand developments in the electric vehicle sector. These insights serve as a foundation for our customers' strategic decisions, including the timing and selection of electric vehicle types and models to offer.

METHODOLOGY

AVILOO offers a comprehensive range of services tailored to the needs of used car sellers. Our signature FLASH Test, currently the fastest battery test on the market, enables the quick screening of numerous vehicles within a short timeframe.

This test delivers a battery condition analysis in just three minutes, presenting the results in numerical values through the independent AVILOO Report. Its exceptional quality has been endorsed by the European Remarketing Association (CARA).



The AVILOO FLASH Test is user-friendly and can be conveniently conducted by our clients on-site with no need to move the vehicle. The OBD-2 device used for testing, the AVILOO Box, is lightweight and ensures safety during the process. Notably, the FLASH Test can detect battery defects down to cell level and show their position.

PROOF OF QUALITY

Our customers in the automotive trade understand the importance of thorough vehicle inspections. They also value absolute security when it comes to purchasing a vehicle intended for resale. Therefore, they rely on our dependable battery tests as part of their buying and selling processes.

During the sales process, they clearly communicate that they are selling inspected and tested vehicles. The AVILOO technology stands out for its independence, neutrality, and precision. Some customers include the AVILOO report as part of the vehicle description on their online platforms, while others choose to display the AVILOO score achieved. In any case, a certificate of the quality of the vehicle's battery is issued upon completion of the sale.

For long-term planning and strategic decisions, they rely on our current analyses and forward-looking market assessments, which enable them to determine their future business direction.

"AVILOO's team is great, and we truly enjoy working with them! They listen to our needs, provide solutions, and create transparency with their Battery Certificates. By showing our customers the true health of the battery, they know what they are buying. A major reason for them to choose Carla."

Axel Lindner
COO of CARLA

COMPETITIVE ADVANTAGE

An international market survey and study by AVILOO from 2024 provided important insights into the purchasing behavior of electric vehicle (EV) buyers.

Wider range of customers: EV customers are typically new car buyers. However, 57% of them would also consider a used vehicle if it came with an independent battery test.

Increase in profit: Customers are willing to pay a higher vehicle price (at least between € 550 and € 1,100) when presented with a certified, independent battery report.

Easier sale: 75% of buyers of used electric models expect a test certificate or report on the condition of the drive battery. When given, it simplifies and shortens the sales conversations for dealers.

Sales opportunities: There is a 36% higher likelihood of sale for used electric vehicles equipped with an accredited test certificate, compared to new electric vehicles.

Customer Trust: 81% of buyers of used EVs find dealers who offer battery test certificates to be particularly trustworthy.

"Battery certificates are a decisive factor in the purchase decision for used electric vehicles, as they provide consumers with certainty about the battery's condition. By integrating battery certificates on our platform, car dealers can not only build trust but also benefit from increased visibility, better-qualified leads, and a higher conversion rate."

Florian Baur
CSO of mobile.de



FLASH TEST REPORT PREVIEW

A special feature designed for business customers enables VIN-based, fully automated integration of battery certificates into online platforms. The FLASH Test Report PREVIEW is specifically tailored as an additional image in online displays.

The advantages of this feature are numerous:

- Comprehensive information at a glance
- Acceleration of the sales process
- Increase in sales revenue
- Positioning as an expert in electric cars



"It is very easy to use and very effective".
"You can't make mistakes with AVILOO"
"Automatically receiving the report by email is great!"
"This is all we are looking for in terms of battery testing"

Clients, technicians in the field

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