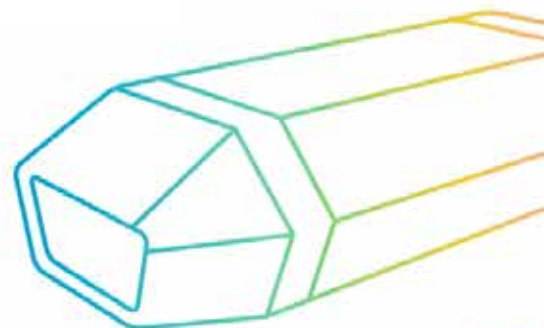


EFFICIENT REMARKETING: FAST AND SECURE WITH AVILOO

Use of AVILOO battery diagnostics in the leasing business

Industry leaders in leasing appreciate the potential of AVILOO battery diagnostics. In the following text, we present practical examples from some of our customers, who share a common goal: making the right decisions quickly and marketing leasing returns efficiently



OBJECTIVE:

Our customers in the leasing sector are internationally successful companies that either already offer specialized services for electric cars or are planning to integrate them into their portfolio.

AVILOO battery diagnostics can be utilized in the defleeting and remarketing segment for several reasons:

1. Accelerate the decision-making process with a fully integrated, standardized service and a user-friendly application.
2. Conduct a fully automated inspection of the technical conditions of the vehicle's most expensive part – the drive-battery.
3. Provide support in the appraisal process by assisting in determining appropriate prices for vehicles.
4. Strengthen the leasing company's business relationship with customers by offering vehicles with accurate technical descriptions and correct pricing.

Improving service quality through transparent processes and building customer trust lead to an increased sales rate.

THE METHODOLOGY:

AVILOO battery diagnostics is used in various ways:

1. Vehicle return in leasing:

When vehicles are returned to leasing companies, thorough vehicle inspections are carried out in order to provide potential buyers with the best possible information about the condition of the vehicle. The FLASH Test is often the only way to assess the condition of the electric vehicle battery, as the vehicle does not need to be moved or charged and the state of charge can be between 1 and 100%.

2. Determining the optimal time in the defleeting process:

Thorough predictive analyses can be used to identify the ideal time for defleeting in order to achieve the highest possible sales price.

3. Strategic business decisions:

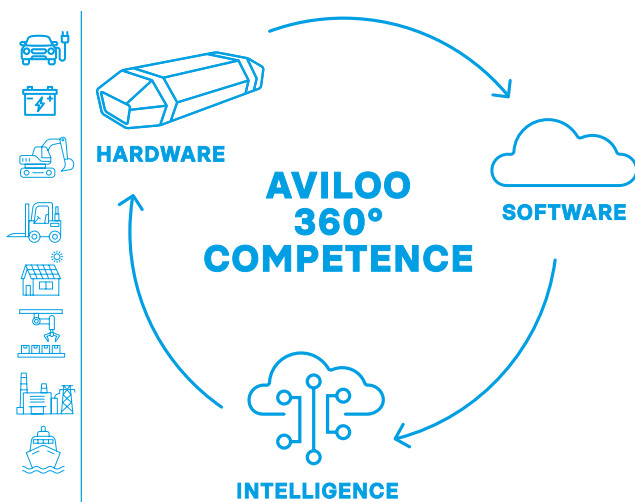
Our customers often rely on AVILOO's engineering team to make informed decisions. This may relate to pricing for a specific vehicle group, the adaptation of work processes in the course of new EV battery technologies, and similar operational measures.



FLASH TEST:

AVILOO Battery Diagnostics offers a comprehensive range of services tailored to the needs of the automotive industry.

Our special FLASH Test, currently the fastest comprehensive battery test on the market, enables the rapid screening of numerous vehicles within a short time frame. This test provides an analysis of the battery condition in just three minutes and presents the results in the form of numerical values in an independent AVILOO report. With the FLASH Test, battery faults can be detected down to cell level, which is invaluable when marketing a used car. Its exceptional quality has been confirmed by the European Remarketing Association (CARA).



360° DEGREE APPROACH:

AVILOO technology offers an integrated approach that includes software (Battery Data Cloud), hardware (AVILOO Box), and intelligence (team of engineers and data analysts).

The seamless integration of the AVILOO system into existing work platforms is particularly important for leasing companies. The API interface enables rapid and reliable integration. The technical simplicity is also reflected in the user-friendliness of the FLASH Test. This can easily be carried out by our customers on site without having to move the vehicle. The OBD device used for the test, the AVILOO Box, is lightweight and ensures safety throughout the entire process.

"We are extremely satisfied with our collaboration with the AVILOO team. Thanks to their comprehensive support, we were able to integrate AVILOO's battery diagnostics system into our existing structure quickly and easily."

Eva Rothe, Commercial Director
Arval Deutschland GmbH

"Our employees are extremely satisfied because they can carry out the AVILOO Tests quickly and receive reliable data. Our customers are also pleased with the fair prices for our proven quality vehicles."

AVILOO Client



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