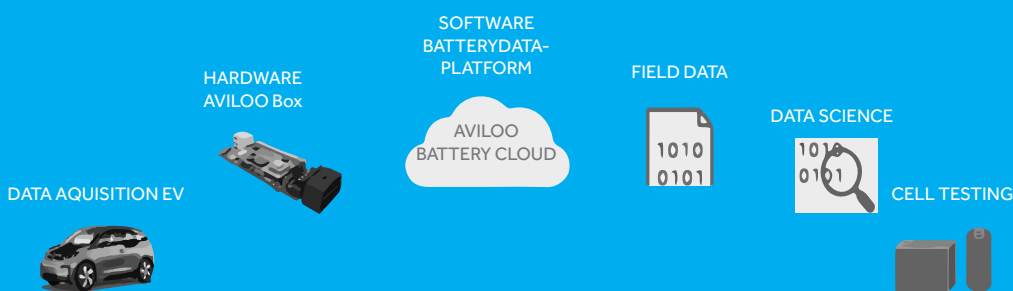


# AVILOO-BUSINESS MODELS



## THE WORLD'S FIRST INDEPENDENT BATTERY TEST

The AVILOO team, which now has 25 people, has merged all of the individual components (hardware, battery data platform, data science, sales, customer support, etc.) into one product – the AVILOO Battery Test – in just under 3 years. With the AVILOO Battery Test, the first manufacturer-independent battery condition test for electric vehicles was created. On the product side there is the proprietary high-quality hardware, the AVILOO Box for data collection in the vehicle, and the equally proprietary AVILOO Data Cloud, a software battery data platform. Currently we have gathered field data from over 200 cycle tests of the 8 most important electric and hybrid cars.

## THREE BUSINESS FIELDS: BATTERY TEST – FIELD DATA BIZ – BATTERY MONITORING

As a first mover, the business field of "battery tests" is validated, scalable, and user-friendly. Through direct sales and from motorist clubs such as ÖAMTC, ADAC, test institutes, or even vehicle dealers, vehicle owners are able to confirm the condition of the most important part of their electric vehicle with a certificate. Thus, for the first time a used car market for electric vehicles will be created, from which new car sales will also benefit massively. The same applies to conventional drives – no new car sales without a functioning used car market. Whether for dealers or private vehicle owners – an electric vehicle is only correctly evaluated with an AVILOO Certificate.

In addition to the B2C "Battery Test" market, AVILOO operates battery monitoring and the lucrative sale of battery field data as additional B2B business fields, due to AVILOO's technological advantage in battery diagnosis and the amount of available data sets. During monitoring, for example, the drive battery of a ferry is remotely monitored 24/7 by AVILOO. Customers include the EVN, the Italian Edison, and the American battery supplier SPEAR. Since neither the automobile industry nor the cell and battery management manufacturers have access to field data under real-time field conditions, AVILOO can sell the data collected on a large scale to the aforementioned target groups. LG Chem – the world's largest manufacturer of battery cells for electric vehicles – recently signed a contract with AVILOO for the sale of battery data.

## INCOME STATEMENT AND KEY FIGURES

Cash December 2020: EUR 500,000 – Loan RLB ÖÖ, plus EUR 1.3 million funding cash

in EUR. thousands	2018	2019	2020e	2021e	2022e	2023e	2024e	2025e
Operating performance incl. subsidies	30	434	1.032	2.367	6.853	43.557	85.718	141.711
EBITDA	-16	61	9	-1.078	-3.603	7.886	21.672	44.063

# TEASER



BETTER BATTERY DIAGNOSTICS

aviloo.com

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PARTNERS of VIENNA STOCK EXCHANGE

# THE ENERGY TRANSITION IS COMING. WE ARE ALREADY THERE!

- The future is electric – the switch to climate-friendly energy sources requires immense storage capacities – batteries for cars, ships, houses, and much more. We have developed the only independent battery test for this – and that's just the beginning.

## FROM THE GARAGE INTO THE WORLD

After buying a used electric car, Wolfgang Berger and Nikolaus Mayerhofer recognized the urgent need for an independent battery health check.

A vision was born and suddenly they founded the high-tech startup in – no joke – their own garage.

After only two years of intensive research and development, the team was able to develop an independent test procedure for lithium batteries in electric and plug-in vehicles.

## FIRST MOVER AS A PROVIDER FOR AN INDEPENDENT TEST

The battery diagnosis is applicable across all manufacturers, so it is also a comparable and highly reputable tool for evaluating used electric cars.

With the AVILOO Box and the AVILOO Battery Data Cloud Platform, AVILOO is currently the only provider worldwide of a manufacturer-independent test procedure for electric vehicle batteries.

The condition and health of an electric battery is decisive for the value of a used electric car.

## ENORMOUS MARKET POTENTIAL

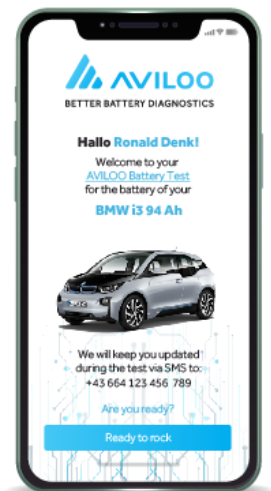
The AVILOO battery test is a scalable business field. The product is distributed through motorist clubs such as ÖAMTC and vehicle dealers, but is also available through directly through AVILOO.

## FIELD DATA AS A BUSINESS

As a further business field, AVILOO is developing the lucrative sales of battery field data. Collaboration with Asian cell manufacturers is already underway.

## DATA MONITORING BUSINESS

Real time monitoring of all types of battery storage is also part of the AVILOO GmbH division. Recently, a contract was awarded to build the battery monitoring platform for an EU project worth 12 million euros in the field of electrically powered ships.

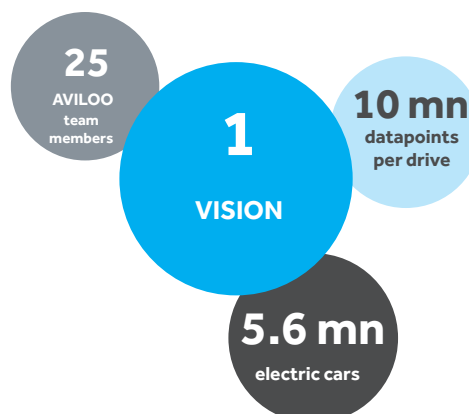


*Nobody has ever been able to tell you how good the battery of an electric car is – we can now.*

Wolfgang Berger  
FOUNDER/CEO

*It's a completely data driven analysis – we don't mess with your battery.*

Niko Mayerhofer  
FOUNDER/CTO



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 **AVILOO**  
BATTERY DIAGNOSTICS