

BOOSTING PROFITABILITY IN USED EV REMARKETING WITH AVILOO BATTERY CERTIFICATES

Battery health uncertainty slows sales and reduces resale value in the used EV market.

AVILOO Battery Certificate provides independent, fast, and reliable diagnostics, increasing resale prices, accelerating sales, and reducing disputes.

AVILOO empowers car dealers and leasing firms to sell used EVs faster, at higher prices, and with full transparency.



+33,4 %

HIGHER
SALES RATE



**€550 to
€1,100**

PRICE
INCREASE



More

BUYER
CONFIDENCE



THE KEY TO PROFITABLE USED EV SALES

For car dealers and leasing firms, selling used electric vehicles (EVs) and plug-in hybrids (PHEVs) presents a unique challenge: battery health uncertainty. Unlike traditional vehicles, an EV's battery condition directly impacts its resale value, sometimes accounting for up to 40 % of the vehicle's worth.



A degraded or faulty battery lowers resale prices, slows sales, and increases buyer hesitation.



A certified healthy battery builds trust, increases demand, and raises profitability.



AVILOO's independent Battery Certificates provide the solution: a fast, reliable, and market-approved way to boost used EV sales.

How AVILOO Helps Car Dealers & Leasing Firms

1. Higher Resale Value (€550 – €1.100 per Vehicle)

Fact: Buyers are willing to pay more for EVs with certified batteries.

2. Faster Sales & Higher Turnover

Fact: Certified EVs sell faster, reducing inventory holding costs.

3. Fewer Complaints & Warranty Claims

Fact: Battery transparency leads to fewer disputes and post-sale issues.

4. Confidence for Lease Returns & Auctions

Fact: Fleet managers and leasing firms optimize resale timing and pricing with AVILOO.



The AVILOO Solution: Fast, Reliable, and Market-Approved

→ AVILOO FLASH Test – The 3-Minute Battery Certificate

- **Fastest** battery test in the industry – results in 3 minutes
- **Plug & Play** – no vehicle movement or charging required
- **Compatible** with 95 % of EVs and PHEVs

→ AVILOO PREMIUM Test – Full Battery Performance Analysis

- **Detailed** battery capacity and degradation report
- **Detects cell-level issues**, ideal for high-value EV sales
- Perfect for **fleet decommissioning** and high-value **resales**

SALES DATA – VEHICLES WITH VS. WITHOUT AVILOO BATTERY CERTIFICATE

Impact on Monthly Sales of Used EVs in a Leading German Dealership

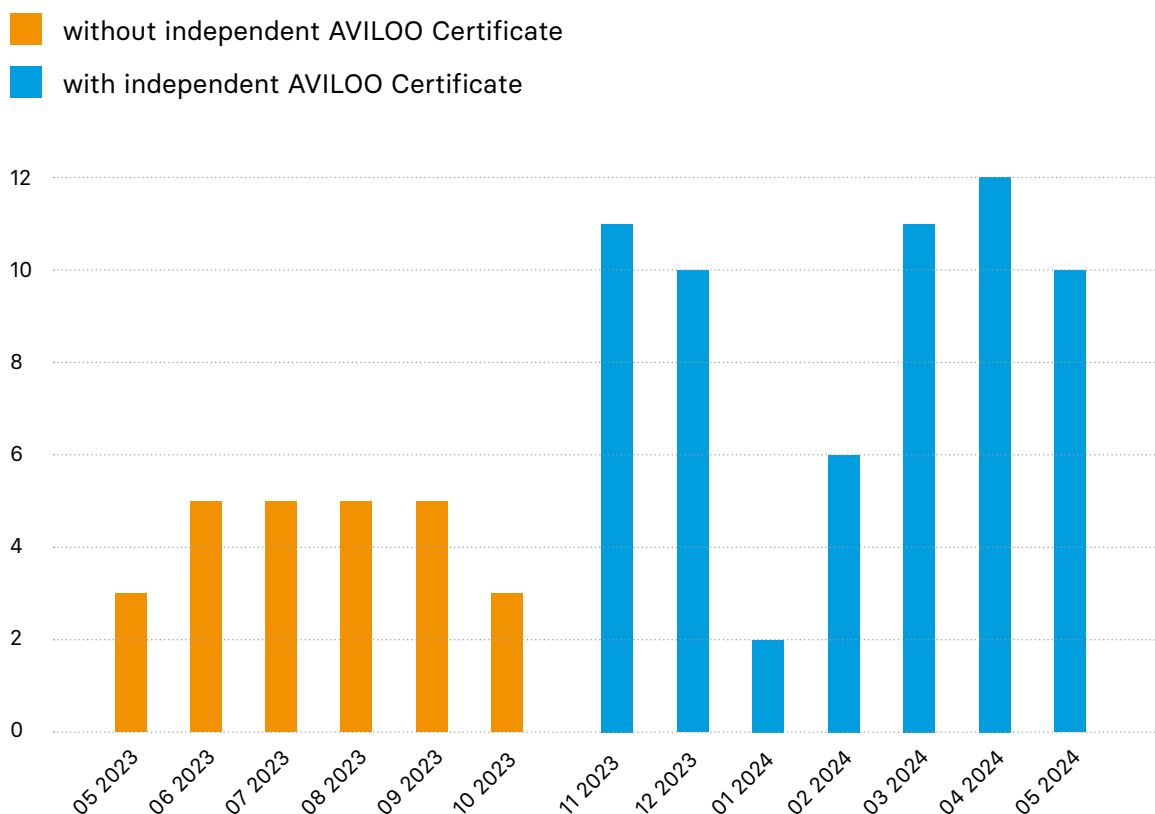
Below is a real-world comparison of monthly sales of used EVs and PHEVs at a dealership before and after implementing AVILOO Battery Certificate:

→ Result

After introducing AVILOO Battery Certificates, monthly sales increased by an average of 25%, proving that buyers are more confident purchasing certified vehicles.



Chart: Sales of Used EVs & PHEVs Without vs. With AVILOO Battery Certificate



THE NEW AVILOO BATTERY CERTIFICATE: BENCHMARKING, TRANSPARENCY, AND SAFETY

The new AVILOO Battery Certificate is the most advanced independent battery assessment available for used EV and PHEV buyers. It provides a clear, data-driven evaluation of the vehicle's battery health, enabling both buyers and sellers to make informed decisions.



Key Features & Benefits

- ✓ Independent Battery Health Verification**
 - The certificate confirms the State of Health (SoH) of the traction battery, ensuring it meets safe operational standards.
 - SoH value is calculated using AVILOO's certified algorithm, based on real vehicle data.
- ✓ Comprehensive Benchmarking for Market Transparency**
 - The report includes benchmarking against similar EVs, allowing buyers to compare battery performance within its vehicle class.
 - A visual rating scale clearly indicates whether the vehicle's battery performs below, at, or above average.
- ✓ Detailed Battery Analysis for Maximum Safety**
 - The test checks battery management system functionality, sensor accuracy, voltage consistency, and communication stability.
 - Battery pack and individual cell voltages are analyzed, ensuring there are no hidden defects.
 - The report detects any anomalies or potential risks, preventing costly post-purchase surprises.
- ✓ Range Performance Validation**
 - Buyers see a realistic WLTP range comparison, helping them accurately assess driving range expectations.
- ✓ Instant, Digital, and Trusted Certificate**
 - The AVILOO FLASH Test is fast (3 minutes), easy to execute, and fully independent, providing an official Certificate instantly.
 - Results are securely stored and accessible via QR code, allowing buyers and sellers to verify authenticity anytime.

AVILOO CERTIFIED: TRUSTED BATTERY VERIFICATION FOR USED EVS



What is AVILOO Certified?

The AVILOO Certified seal confirms that the traction battery of an electric or hybrid vehicle has been tested using the AVILOO FLASH or PREMIUM test procedures and meets the required criteria for safe operation.



What Does the Certificate Include?



Safe State of Health (SoH) of the Drive Battery

- The AVILOO Certified seal guarantees that the battery has passed the AVILOO test and meets the standards for reliable and safe usage.



No Faults – Test Shows No Irregularities

- The battery management system is functioning.
- Battery sensors are operating correctly.
- All measured values are within the standard range.
- Battery cell voltages are stable.
- Vehicle communication is running smoothly.



High Measurement Accuracy

- In at least 95 % of reference measurements, the maximum deviation of the SoH value does not exceed $\pm 3\%$.

Note: The test result reflects the battery's condition at the time of testing and does not predict future performance.



Diagnosis Based on Available Data

- The assessment is based on an in-depth analysis of data from the vehicle and AVILOO's battery database, which is the largest of its kind in the world.
- Defects not detectable via the vehicle's diagnostic interface – such as mechanical damage or external impacts – are not part of the assessment.

The AVILOO Certified seal provides transparency and confidence regarding battery condition – independent, reliable, and tailored for the used EV market.



B2B Benefits of AVILOO Certified for Car Dealers & Leasing Firms

- **Transparency & Trust** – Buyers gain confidence, leading to higher bids and faster sales.
- **Higher Resale Prices** – Vehicles with AVILOO Battery Certificate sell for €550 – €1,100 more.
- **Reduced Warranty Claims** – Independent testing minimizes post-sale disputes.
- **Faster Remarketing** – Certified EVs sell faster than uncertified ones.

MANHEIM EXPRESS: REAL MARKET DATA ON THE IMPACT OF AVILOO CERTIFICATION

THE CHALLENGE: ENHANCING TRANSPARENCY IN EV AUCTIONS

Manheim Express, one of Europe's leading auction providers, faced a critical challenge: increasing transparency in the remarketing of used electric vehicles. Uncertainty about battery health affected bidder behavior and lowered final sale prices.

To solve this, Manheim Express introduced the **AVILOO FLASH Test** in Spring 2024 – a 3-minute battery test performed on a stationary vehicle. The plug & play solution is user-friendly and can be carried out by anyone, even those with limited technical knowledge. In just three minutes, it delivers an **independent AVILOO Battery Certificate**, clearly reflecting the battery's state of health. With coverage of around 95 % of all common BEVs and PHEVs, the test is nearly universally applicable.

The AVILOO Solution: Independent, Simple, and Data-Driven

By implementing the AVILOO FLASH Test, Manheim Express established a new benchmark in EV auctions – **fast, reliable, and brand-independent**. The test integrates seamlessly into existing auction workflows and enables objective battery diagnostics without the need to drive or charge the vehicle.



Measurable Impact: Transparency Builds Trust and Drives Sales

After 9 months of implementation, Manheim Express analyzed the performance of certified vehicles:

-  **+29,3 % more bids per vehicle**
-  **+22,4 % more active bidders**
-  **+33,4 % higher sales rate**

Why Battery Transparency Is a Competitive Advantage

Battery health uncertainty is one of the biggest barriers in used EV sales. Even technically sound vehicles sell more slowly without verified battery data. The risk of expensive repairs causes buyer hesitation.

AVILOO eliminates this uncertainty by providing independent battery diagnostics.

This transparency builds trust and leads to:

- More competition
- Higher bids
- Faster closing rates

Key Benefits of AVILOO Certification for Dealers & Auctions

-  **Reliable Battery Analysis –**
Independent assessment of degradation and battery lifespan
-  **Seamless Integration –**
Plug & play compatibility with existing processes
-  **Proven Market Impact –**
Faster sales, more bids, increased buyer confidence

AVILOO PREVIEW: THE ULTIMATE SALES BOOSTER FOR USED EV REMARKETING

What is AVILOO PREVIEW?

The AVILOO PREVIEW is a compact, visual version of the AVILOO Battery Certificate, designed specifically for online car advertisements. **It provides instant visibility that a vehicle has undergone an independent battery test**, allowing potential buyers to immediately recognize that the EV's battery has been professionally verified. Unlike the full AVILOO Battery Certificate, which offers a detailed battery health report, the AVILOO PREVIEW serves as a high-impact marketing tool that enhances trust, engagement, and transparency in the online used EV market.

What Does the AVILOO PREVIEW Show?

- State of Health (SoH) Percentage
- Essential Battery Checks
- QR Code & Link to Full Report
- Official AVILOO Battery Certificate

Key Benefits of AVILOO PREVIEW for EV Remarketing

-  **Higher Visibility & Faster Sales in Online Listings**
-  **Maximizing Resale Value & Buyer Confidence**
-  **Seamless Integration & Automation for Dealers & Leasing Firms**
-  **Increased Trust & Fewer Post-Sale Issues**

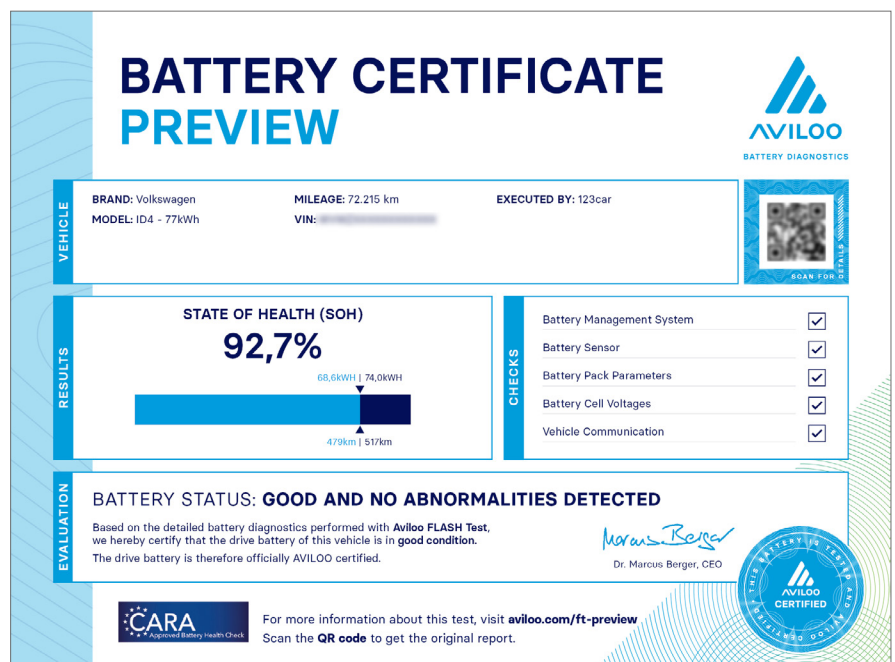
Conclusion: AVILOO PREVIEW as a Game-Changer for Used EV Remarketing

- ✓ **Instant buyer trust –**
Buyers immediately recognize the battery is tested.
- ✓ **Stronger online presence –**
Vehicles stand out in crowded marketplaces.
- ✓ **Seamless automation –**
Instantly delivered via email & API integration for efficiency.
- ✓ **Higher resale value –**
Buyers are willing to pay more for certified battery health.



AVILOO PREVIEW is the ultimate sales accelerator

for dealerships and leasing companies, ensuring confidence, trust, and profitability in the used EV market.





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CHOOSE THE AVILOO INDUSTRY STANDARD, TRUSTED BY LEADERS:

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ayvens
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