AVILOO

BATTERY DIAGNOSTICS

CASE STUDY



MORE MARGIN IN THE USED EV MARKET

With AVILOO Battery Certificates

Uncertainty about the condition of an EV battery costs margin and time. The AVILOO Battery Certificate creates independent transparency for higher prices and faster sales.



92,9 %	€ 3.000	3 Min.
OF DEALERS SEE ACTIVE DEMAND FOR BATTERY CERTIFICATES	RISK COVERAGE THROUGH THE BATTERY WARRANTY	TO RESULTS WITH THE FLASH TEST

THE **ONLY** INDEPENDENT EV BATTERY QUICK TEST.

THE KEY TO PROFITABLE SALES OF USED ELECTRIC VEHICLES

Selling used EVs and plug-in hybrids (PHEVs) has a structural problem: uncertainty about battery condition. Unlike with conventional vehicles, battery condition directly affects an EV's resale value, often by up to 40% of the total value.

A worn or defective battery lowers the price, extends time on the lot, and increases skepticism among potential buyers. A certified, healthy battery builds trust instead, increases demand, and boosts margin.

AVILOO solves this problem with independent battery certificates: fast, reliable, market-proven.

How AVILOO supports dealerships & leasing companies

- **Higher resale value (€550–1,100 / £468–935 per vehicle).** Buyers are willing to pay more for certified vehicles.
- **Faster sales & higher revenue.** Certified vehicles sell faster, reducing holding costs.
- **Fewer complaints & warranty claims.** Battery transparency reduces disputes and returns.
- **More certainty at lease returns & auctions.** Fleet managers optimize return timing and resale value with AVILOO.

92.9%

of dealers say transparency is crucial for buyer trust

3 minutes
Results on-site, no workshop appointment needed.

Plug & Play
No driving, no charging. Test performed on a stationary vehicle.

96% coverage
Compatible with nearly all EVs and PHEVs on the market.

How the AVILOO FLASH Test works:

1

Connect the test device
The device connects to the vehicle via plug & play — no driving or charging required.

2

Evaluation in 3 minutes
The AVILOO algorithm calculates the SoH value based on real vehicle data.

3

Certificate & trust
Buyers see the result instantly, directly in the listing or on paper via QR code.



SALES FIGURES WITH VS. WITHOUT AVILOO BATTERY CERTIFICATE

IMPACT ON MONTHLY SALES OF USED EVS AT A LEADING GERMAN DEALERSHIP

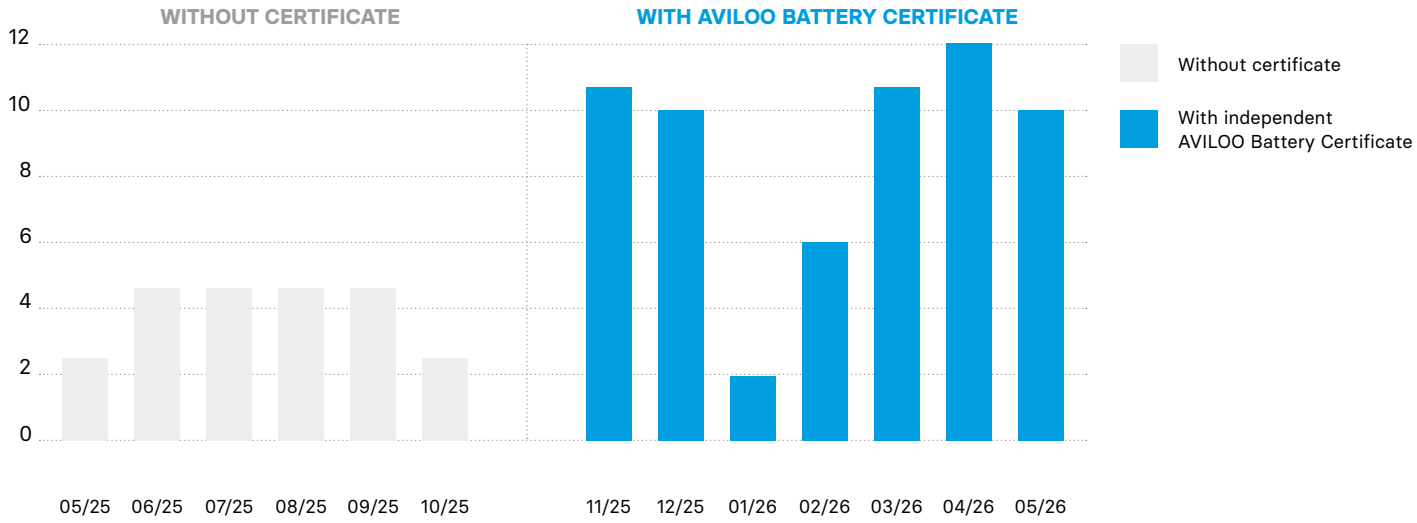
Below is a real comparison of monthly sales figures before and after introducing the AVILOO Battery Certificate.

+ 25%

MORE MONTHLY SALES AFTER INTRODUCING THE AVILOO BATTERY CERTIFICATE



Chart: Sales of used EVs & PHEVs without vs. with AVILOO Battery Certificate



REAL-WORLD EXAMPLE

Some cases show the effect even more directly:

> ***We recently created a battery certificate for a used-car dealer; the Fiat 500e had already been sitting on the lot for two to three months. After the certificate was created and uploaded, the vehicle sold within four days.***

THE EFFECT IS NO EXCEPTION

Confirmed by two AVILOO studies

The dealership from the previous example is not an isolated case. The AVILOO B2B Customer Study 2026 surveyed several hundred companies across more than ten European markets, with a clear result.

Independence is the decisive factor: the AVILOO FLASH Test is the only fully manufacturer independent battery quick test — and according to the study, that is exactly what builds the trust that speeds up sales.

92.9% TRANSPARENCY ESSENTIAL FOR TRUST	**93.4%** HIGHER CREDIBILITY IN SALES
84.4% ACTIVE CUSTOMER DEMAND FOR CERTIFICATE	**92.4%** WILLINGNESS TO RECOMMEND

AVILOO B2B Customer Study 2026

The trade perspective aligns with actual buyer behavior from the AVILOO Remarketing Study 2024.

+36% HIGHER LIKELIHOOD OF SALE FOR CERTIFIED VEHICLES AVILOO Remarketing Study 2024	**+81%** MORE BUYER TRUST WHEN A CERTIFICATE IS PRESENT AVILOO Remarketing Study 2024

Voices from the B2B customer study

> *We trade many electric vehicles with higher mileage. That's why an independent test to check the battery and objectively assess vehicle condition is our most important sales argument.*

> *A battery certificate builds customer trust with every vehicle sale.*

> *It gives customers confidence and reduces the number of follow-up questions.*

Quotes from the AVILOO B2B Customer Study 2026

SUCCESS STORY: TRANSPARENCY IN EV SALES AT ATB AUTOTECHNIK

Florian Ziegler manages the ATB Autotechnik branch in Schweinfurt and was honored by mobile.de in 2025 with the “Golden Battery” award as best brand salesperson — recognition for dealerships that have especially successfully mastered the shift to EVs in day-to-day sales.

The reason is clear: Florian Ziegler has firmly integrated AVILOO into his sales process — not as an optional extra, but as the standard for every used EV. Battery condition is established as early as vehicle intake, long before a customer ever asks about it.

This makes a measurable difference in sales conversations. Customers ask fewer follow-up questions about battery condition, because the answer is already available — independently verified, not just claimed by the salesperson. For Ziegler, that‘s exactly the lever: trust isn‘t created by a sales pitch, but by a number that comes from an outside source.

The result: shorter sales conversations, less skepticism during viewings, and a dealership recognized by Germany‘s largest vehicle marketplace as a role model for EV sales. For ATB Autotechnik, the battery has turned from the biggest source of uncertainty into the strongest sales argument.



Why it matters?

- **Award-winning practice: Golden Battery Award 2025 from mobile.de**
- **AVILOO firmly embedded in the sales process, not just an add-on tool**
- **Independence as the central trust argument in customer conversations**
- **Shorter sales conversations, less skepticism during viewings**

Tested today, sold tomorrow

Let‘s talk about sales success. Guaranteed.

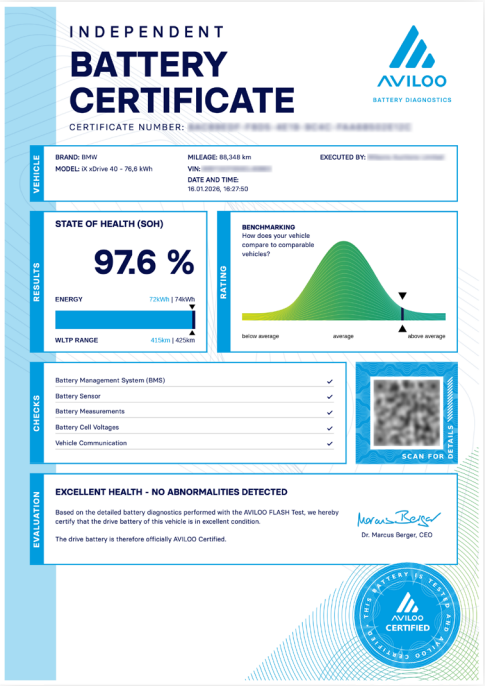


THE AVILOO BATTERY CERTIFICATE: BENCHMARK, TRANSPARENCY & SECURITY

The AVILOO Battery Certificate is the only battery assessment on the market that is independent of the dealer. It provides a clear, data-based evaluation of battery health and supports buyers and sellers in making well-informed decisions.

Highlights & Benefits

- **Independent battery condition assessment.** Certifies the SoH value of the traction battery using the AVILOO algorithm based on real vehicle data.
- **Market benchmark for full transparency.** Comparison with similar EVs within the vehicle class: below average, average, or above average.
- **Detailed analysis for maximum safety.** Battery management, sensors, voltage values, and communication.
- **Range assessment.** Realistic WLTP range compared to actual performance.
- **Digital, reliable instant certificate.** The AVILOO FLASH Test delivers the result in 3 minutes, retrievable anytime via QR code.



AVILOO CERTIFIED & AVILOO BATTERY WARRANTY: DOUBLE PROTECTION

AVILOO Certified

The AVILOO Certified seal confirms that the traction battery has been tested using the FLASH or PREMIUM Test and meets the requirements for safe operation.

What's included in the certificate?

- Reliable SoH value of the traction battery
- No anomalies: BMS, sensors, and cell voltages within normal range
- High measurement accuracy: SoH deviation ≤ ±3%
- Data-based diagnosis powered by the world's largest battery database, with more than 1,000,000 vehicles tested

AVILOO Battery Warranty

The AVILOO Battery Warranty is the world's first warranty for EV batteries. It builds on the AVILOO FLASH Test: every qualifying vehicle receives it automatically and free of charge.

NEW

What's included in the Battery Warranty?

- Vehicle-specific SoH limit based on the world's largest battery database
- 1-year term and 20,000 km coverage
- €3,000 / £2,700 compensation if the SoH limit is undercut
- 100% reimbursement of the second confirmatory AVILOO FLASH Test

AVILOO PREVIEW: THE SALES BOOSTER FOR ONLINE REMARKETING

The AVILOO PREVIEW is a compact, visual version of the AVILOO Battery Certificate, perfect for online vehicle listings. It signals immediately: the battery has been professionally tested.

The detailed certificate provides the complete documentation – the PREVIEW makes it visible at a glance in digital used-car retail.

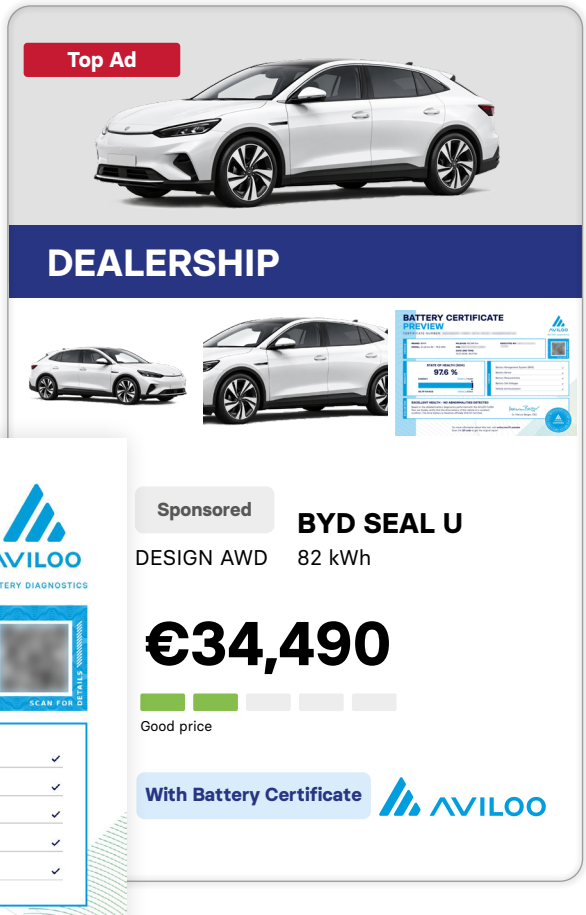
What does the PREVIEW show?

- SoH percentage value
- Key battery checks
- QR code & link to the full report
- Official AVILOO Battery Certificate

Benefits for EV remarketing

- Higher visibility & faster online sales
- More trust, higher resale value
- Automated integration for dealerships & leasing companies
- Fewer follow-up questions & complaints

The PREVIEW shows the test result directly in the listing, before a customer even opens it. This turns the battery into a sales argument instead of a question mark for EV dealers and fleet remarketers.





AVILOO GmbH
IZ NÖ-Süd, Straße 16, Objekt 69/5
2355 Wiener Neudorf
Austria

AT +43 2236 514 010
DE +49 89 3801 2609
NO +47 35 69 7050
BE +32 2 253 28 34
FR +33 3 75 90 00 61
SE +46 8 525 032 50
CH +41 61 588 17 95
UK +44 20 4587 6831
NL +31 20 808 0188
USA +1 720 738 6023
business.info@aviloo.com

AVILOO. THE INDUSTRY STANDARD TRUSTED BY LEADERS.

5 Years ISO 9001

© Copyright 2026
All content, in particular text, photographs and graphics, is protected by copyright. Some images and content have been created using artificial intelligence. All rights, including those relating to reproduction, publication, adaptation and translation, are reserved by AVILOO Battery Diagnostics GmbH.

CSen2610