

PR Release 1/21

Wiener Neudorf, 1.2.2021

Austrian startup develops first manufacturer-independent battery test for electric and plug-in hybrid vehicles.

After only two years of intensive research and development, the young Austrian startup AVILOO was able to develop an independent test procedure for Lithium-Ion batteries in full electric and hybrid plug-in vehicles. Revolutionary: Battery diagnostics is possible across all car manufacturers, making it comparable and usable as a highly reputable tool for used EV evaluation.

“With the AVILOO-Box and the AVILOO BatteryDataCloud Platform, we are currently worldwide the only provider of a manufacturer-independent test procedure for EV batteries,” emphasizes Wolfgang Berger, Founder and Managing Director of AVILOO, “AVILOO thus closes a gap in the continuously growing EV second hand car market.”

The value of the batterie depends on the state of health (SoH) and thus is essential for the vehicle value of a used EV, since the Lithium-Ion battery is the most expensive component of the EV. Therefore, the AVILOO battery check should become a binding standard when buying or selling used EVs. The AVILOO certificate documents the battery's state of health and should help determine the residual value of the used EV. The auto trade, insurance companies, financial service providers and of course, the consumer benefits from this.

Nikolaus Mayerhofer, CTO, founder and product developer of the system, refers to the importance of a battery check when buying a used electric car: *“With combustion engines it is easy to judge the fair value with the built year and the mileage. That is not sufficient anymore for a used EV because here the battery usage is the factor for the degradation and thus for the value.”*

Big interest in the development was confirmed at the first international negotiations in the Netherlands, Norway and Asia. In Austria, the motoring club ÖAMTC is already testing the AVILOO system in its e-competence centers and will roll it out together with AVILOO this year. There is also a close cooperation with TÜV Rheinland.

The test is very simple in usage: When the procedure is started, the vehicle battery has to be fully charged. The AVILOO Box is connected to the OBD interface, then the test



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drive can start. While driving, the system is collecting data constantly and sends it to the AVILOO BatteryDataCloud Platform. After finishing the test, the customer gets an AVILOO Battery certificate with valuable information about the battery status.

The company is currently in the final validation phase of the test procedure before the official market launch in March '21.

Attachment:

Detailed information about the founders and the awards received by AVILOO GmbH.

Photos:

No 1 - The Managing Board, from left to right: Marcus Berger (COO/CFO), Nikolaus Mayerhofer (CTO), Wolfgang Berger (CEO),

No 2 – Example of an AVILOO Certificate

No 3 – AVILOO-Box

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ATTACHMENT 2 to AVILOO Press Release 1/21

The owners - a perfect team.

CEO: graduate engineer Wolfgang Berger, MBA (visionary & founder)

- Responsible for Sales & Partner Management and Corporate Development
- Background: Technical University of Vienna, INSEAD MBA, 15 years of management experience in the automotive industry (Benteler - MD, Valeo - Senior Sales & Business Development)

CTO: graduate engineer Nikolaus Mayerhofer (developer & founder)

- Responsible for Product Development, Technical Customer Service
- Background: Technical University of Vienna, 15 years of management experience in the automotive industry (General Motors - Head of Production, Schiebel - Senior Developer, Blue Sky Energy - Battery Management Systems)

COO / CFO: Phd in economics Marcus Berger (strategist)

- Responsible for Finance, Corporate Development and International expansion
- Background: Business University Vienna, 15 years of management experience (Planet Home Group - MD, CBRE GmbH - COO, Akron Investment Fund - MD)

The heads of the company are linked by decades of friendship, family ties and related interests. Due to their respective backgrounds and their excellent track recording, they form the stable foundation of the company with a perfect mix of the essential skills of technology, business administration, sales and finance - the success achieved in the AVILOO development work is highly presentable.



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From a vision to an exemplary startup.

The visionary Wolfgang Berger identified the urgent need for battery health checks due to his industrial branch background and his own experience with the purchase of a used EV. Without further ado, he founded the startup in his own garage together with his school friend Nikolaus Mayerhofer, a telecommunication engineer who specializes in battery systems. A funding commitment from the Research Promotion Agency (FFG) encouraged the two to quit their day-to-day jobs and concentrate entirely on developing a battery diagnostics system. Later on, other employees joined the team. The startup currently has 25 employees in a wide variety of areas (hardware, customer projects, software, firmware, data analytics, engineering, reverse engineering, sales, office management, test drivers).

The excellent work has already found recognition:

- May 2019: First place at the Riz Up Genius Start up Award, sponsored by Ecoplus
- November 2019: AVILOO was ranked on 4th place in the "TOP 100 YOUNG ENTREPRENEURS 2019".
- In 2019, the strict FFG jurors were convinced with the allocation of another research fund.
- June 2020: The ÖAMTC received as part of the FIA (Federation Internationale De L`Automobile) Innovation Awards after submitting the AVILOO development.
- In 2020 AVILOO was also able to meet the extensive criteria for AWS SEED financing.
- November 2020: Participation in the EIC (European Innovation Council) Investor Day on Green Deal. Out of 2,000 European companies, only 68 received funding - including AVILOO in the amount of 2.3 million euros. In addition, AVILOO was able to prevail in a pitch contest and secure first place in the "Green Transport & Mobility" category.