



BATTERY DIAGNOSTICS

WKO International Mobility Days 2023

connect to detect.

- ▶ Applying our expertise in four business areas



BATTERY TEST

In-vehicle - State of Health battery test for used electric Vehicles, Buses, Trucks etc.



FIELD DATA

Real battery field data from any EV model on the market



MONITORING

Permanent battery monitoring for stationary battery storage systems and vehicle drive batteries

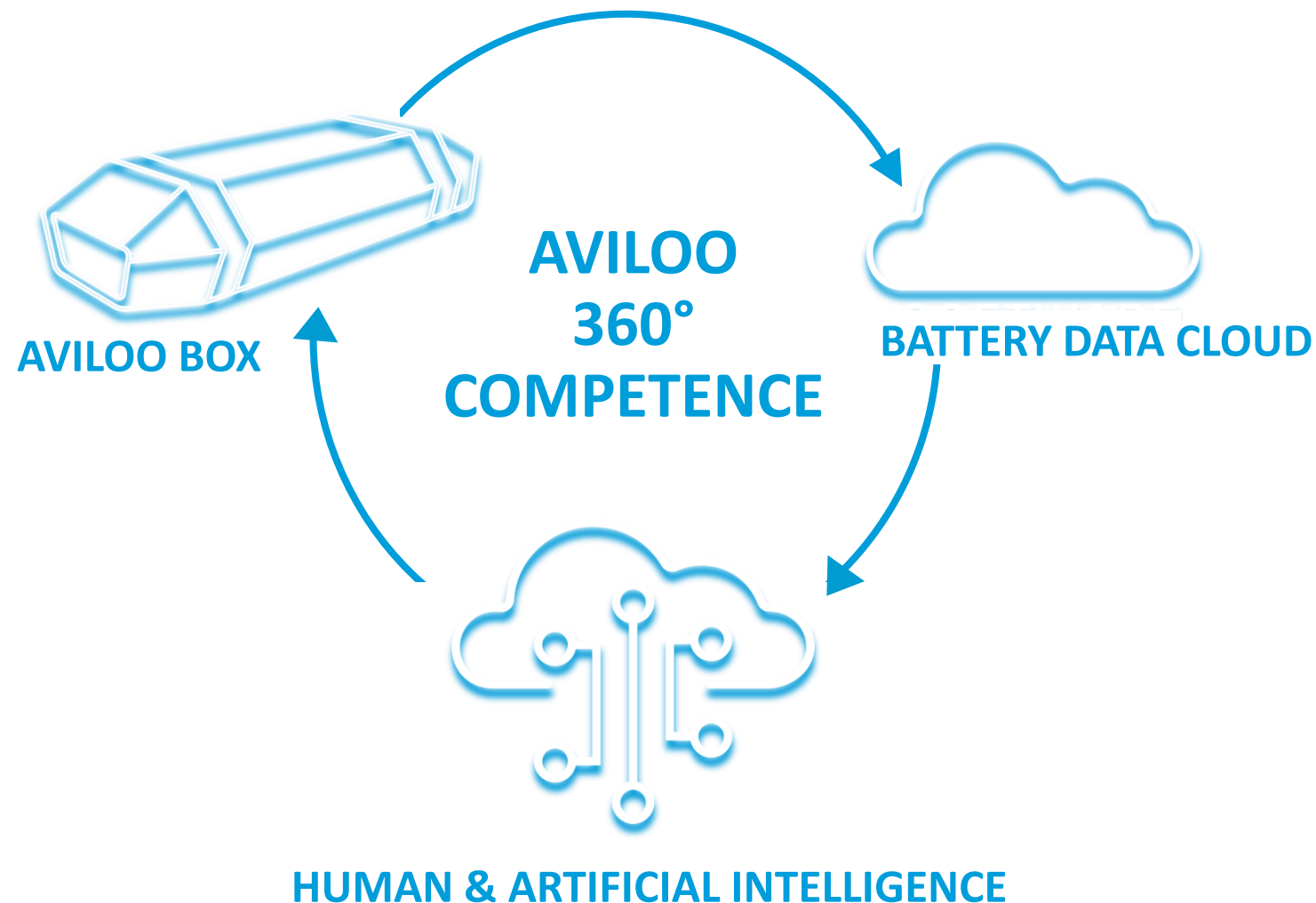


2ND LIFE

Battery module test for second life applications

WORLD LEADING BATTERY DIAGNOSTICS

► Working 360°



- ▶ We all age and once in a while, some show abnormalities

AGEING

State of Health

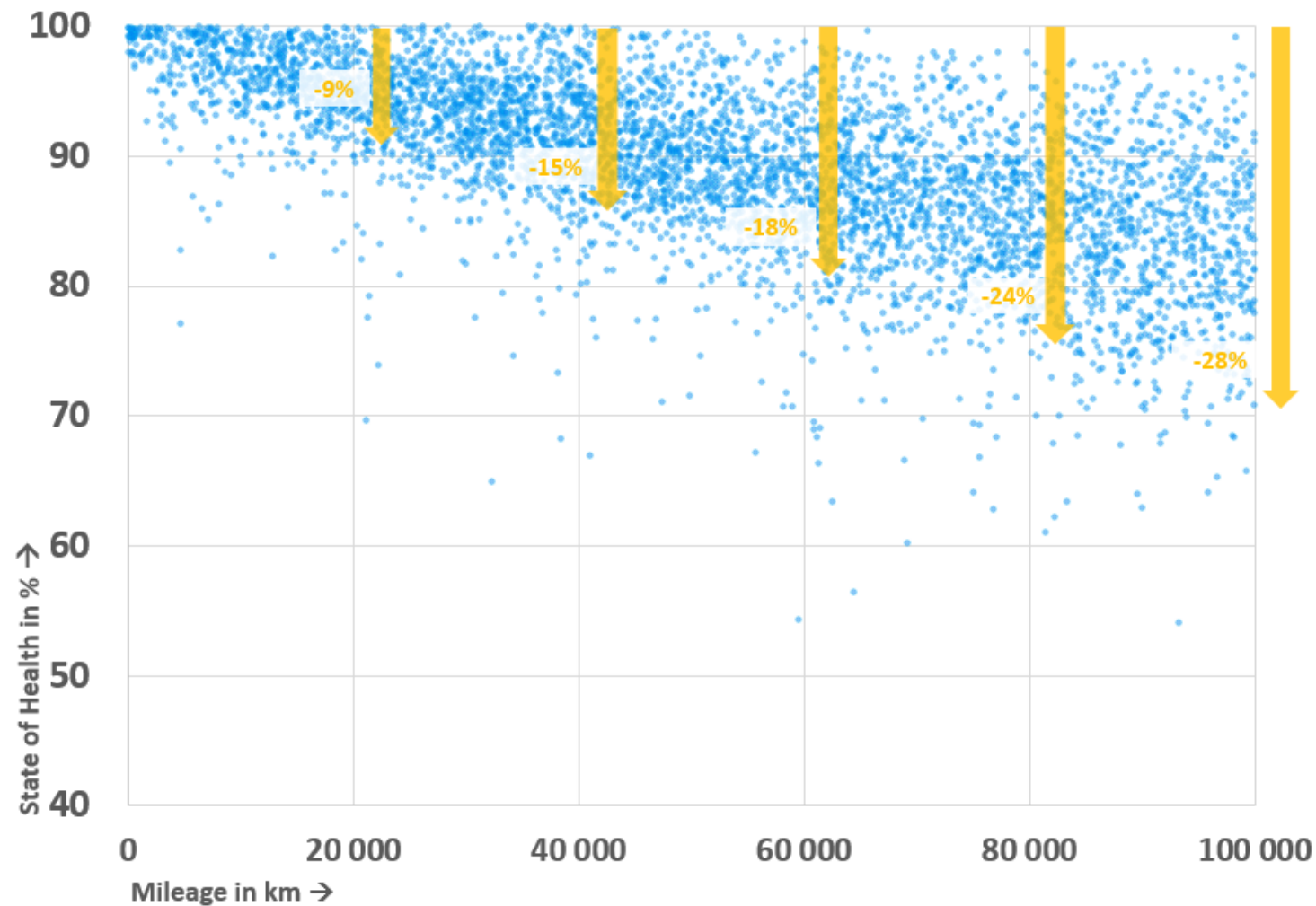
- What's the range of used battery (car) compared to new battery?
- Is a measure for regular ageing of a battery

ABNORMALITY

Abnomalities inside Battery pack

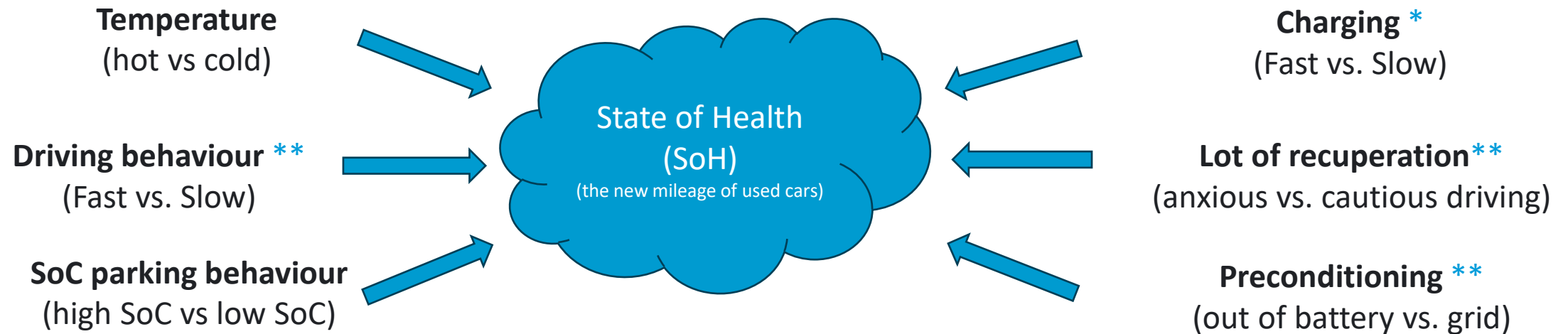
- Cell defects, BMS defects, offsets, sensor defects, internal resistance
- No error codes even with cell defects (OEM)

PERCENTAGES ARE THE NEW MILAGES IN REMARKETING



SPEED OF AGEING IS INFLUENCED BY MULTIPLE DRIVERS

- ▶ A high quality analyzed SoH includes all the following impacts that effect the speed of aging:

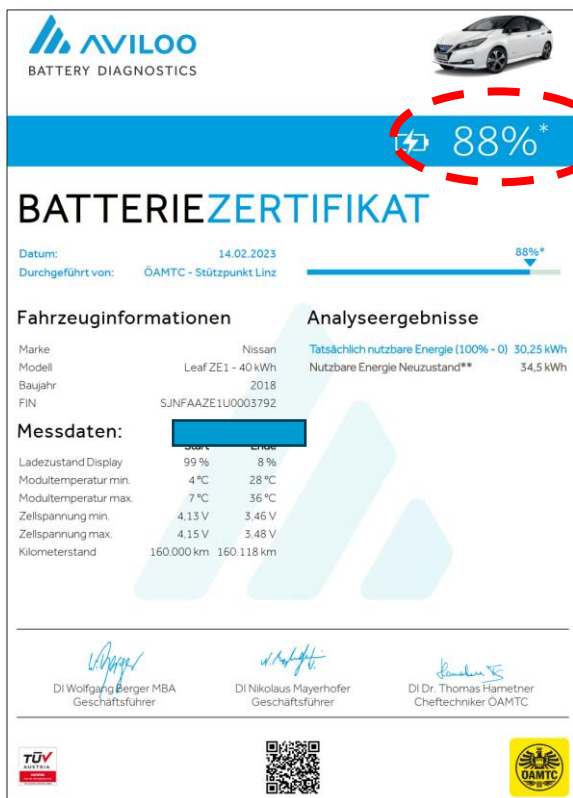


* Whitepaper available

** Whitepaper soon available

BUT STATE-OF-HEALTH IS ONLY HALF THE STORY

- Cars can show a **solid SoH...**
88% SoH with 160k km milage



- ... despite being **unsafe** to drive
from 50% SoC to 0% SoC in 30 seconds



Sec 0



Sec 13

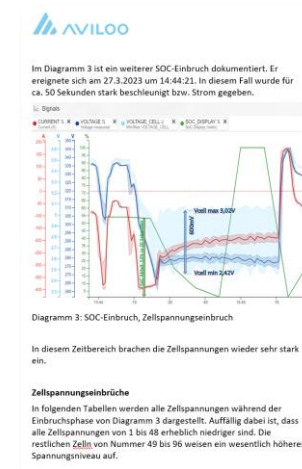


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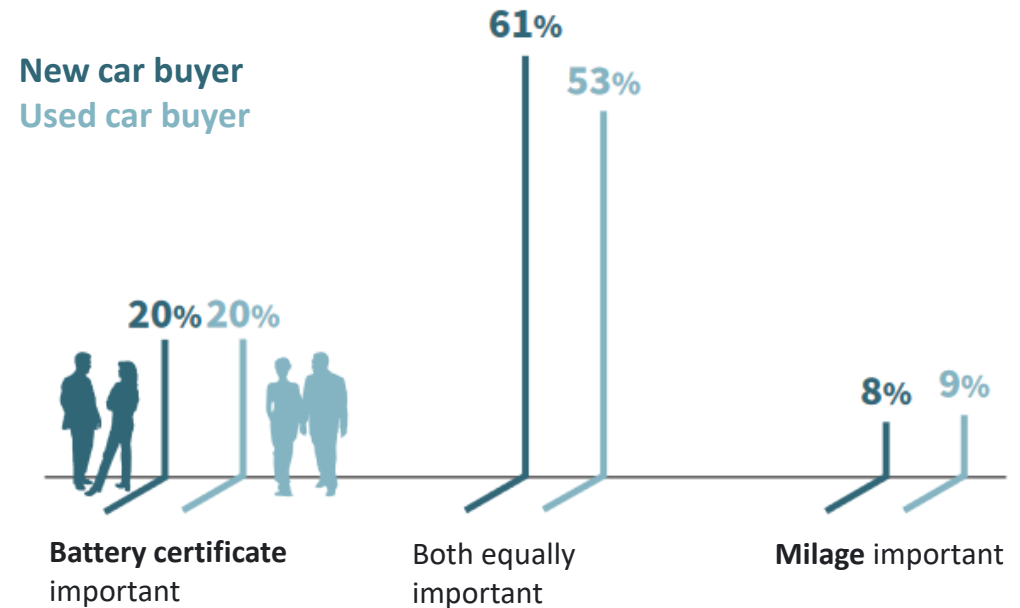
- AVILOO deep dive report describes **battery defects** and **abnormalities**



HOW DOES THAT IMPACT YOUR BUSINESS?

EV BUYERS DEMAND INDEPENDENT BATTERY CERTIFICATES

- ▶ EV buyers have a strong desire for transparency and assurance regarding SoH
 - ▶ 73% (20% + 53%) of **used** e-car buyers
 - ▶ 81% (20% + 61%) of **new** e-car buyers



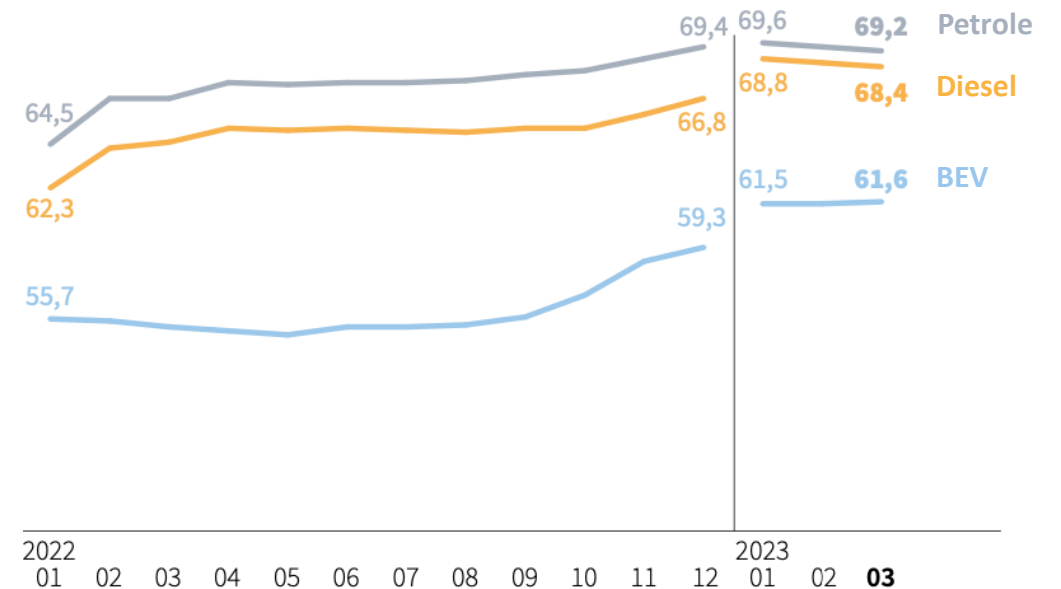
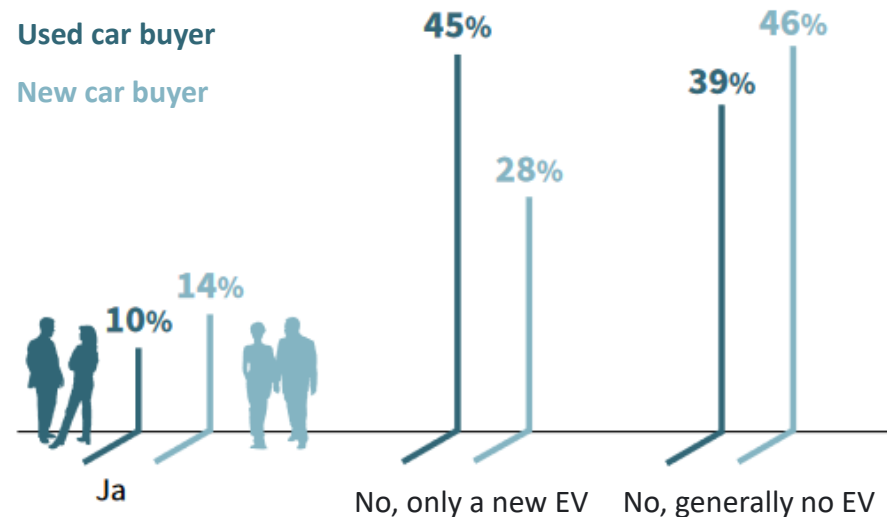
Source: DAT, 2023 / Difference to 100%: „Don't know“ answers

LACK OF CERTIFICATES PUTS BREAKS ON USED EV MARKET

- ▶ Lowers **relevance and demand** of used EVs
- ▶ Only 14% of used car buyers consider a used EV!

- ▶ Lowers **prices** of used EVs
- ▶ Approximate **10%P price gap** vs. ICE cars!

Would you consider buying a used EV?



Source: DAT, 2023 / Difference to 100%: „Don't know“ answers

BENEFIT FROM INDEPENDENT BATTERY CERTIFICATES

► Independent battery certificates **unlock the full potential** of the used EV market:

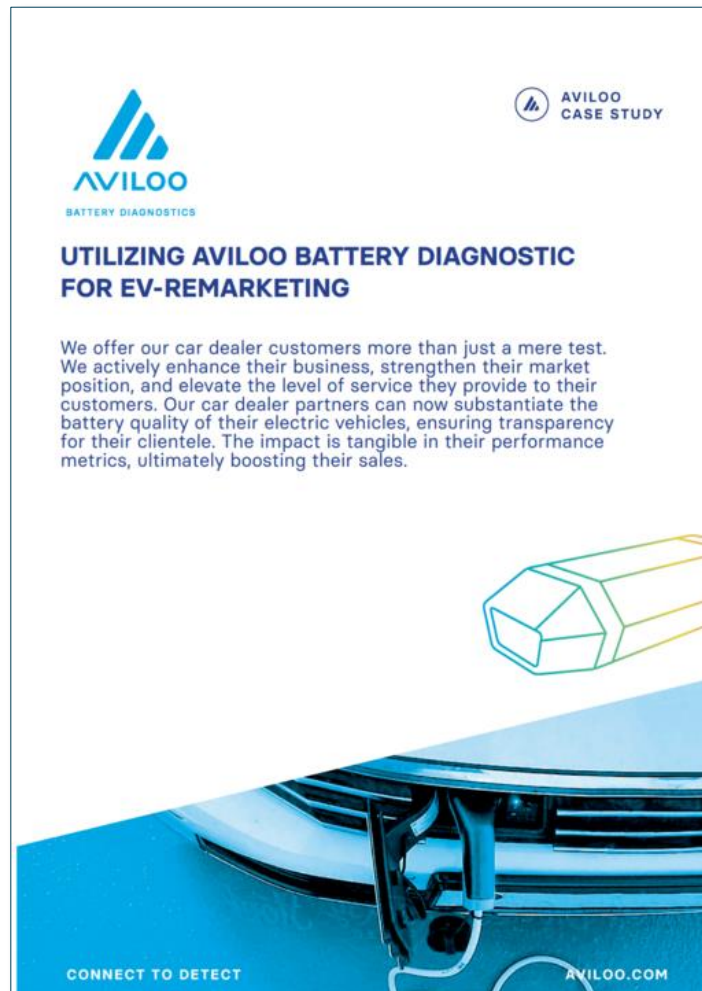
1. **Increasing the value of used EVs** by assuring buyers of the battery's condition.
2. **Boosting acceptance for used EVs**, as buyers are confident in their purchases.
3. **Reducing the time it takes to sell a used EV**, as potential buyers decide faster.



GET YOUR COPY OF OUR WHITE PAPER ABOUT SOH



GET YOUR COPY OF OUR REMARKETING CASE STUDY



THANK YOU!