



Better than X-ray vision: precise vehicle valuation thanks to the surface analysis technology of Twinner®

- **State-of-the-art sensor technology** for seamless **vehicle valuation**
- Introduction of **multi-spectral surface analysis** to recognize **repainting, replaced parts and scratches**
- Pilot project with around 2,000 vehicles **shows 13% additional repaints** in comparison to manual inspection
- **Established industry players** trust Twinner and **invest 40 million Euro**

Halle (Saale), September 2021. Car sales are booming: in 2021, worldwide car sales are expected to reach 69.8 million vehicles. The soaring demand, combined with fewer new vehicles on the market due to the ongoing shortages of semiconductor chips, is fuelling the online used car business – a segment showcasing continuous growth. One of the key prerequisites of building a successful e-commerce space for used cars is creating trust with the buyers. This is achieved via a transparent and convincing online vehicle analysis and presentation, providing a realistic valuation of the vehicle. Twinner is establishing itself as one of the key technology providers of digital car sales with its Twinner Space. The device can take an exceptionally close look at any vehicle. The results are available online and present both a viable calculation of the sale price as well as a thorough inspection. The multi-spectral surface analysis of the Twinner Space extends the offerings of Twinner, allowing for an even more precise vehicle inspection.

More than you can see: multi-spectral surface analysis

The multi-spectral surface analysis of a car can be carried out inside a Twinner Space within a short amount of time. Highly sensitive industrial cameras, an in-house developed multi-spectral device and a complex algorithm ensure that even the smallest irregularities can be uncovered. The principle: the car paint reflects the light generated by the Twinner Space while the cameras record the various wavelengths. Even slightest differences in the contrast of the images recorded can uncover possible divergences or irregularities of the paint. The precision analysis of all reflections of the vehicle surface covers not only visible light, but also light invisible to the human eye. Damage, repainted finish and exchanged parts can be visualized and automatically documented.

The difference in the composition of the paint job and the varying characteristics in aging are specific evidence of replaced or repainted parts of the body, unveiling the history of the vehicle. Even the faintest traces of foil wraps can be uncovered, indicating the former use of the vehicle (e.g. used as a taxi or by driving schools). This technology differentiates Twinner from other players on the market. Other solutions such as thermography require significantly more time to inspect a vehicle. Additionally, the scanning process of the Twinner Space is fully standardized within a controlled environment, giving replicable results independent of the time and place.

In a pilot project with a European OEM, around 2,000 vehicles were scanned with this new feature. The pilot has successfully proven the technology, uncovering 13% additional repainted or exchanged vehicle parts which went undocumented during the traditional manual inspection.

Transparency in the vehicle valuation – from the family car to valuable vintage cars

The standardized and optimized processes of the Twinner Space generate value especially in the valuation of large vehicle fleets, such as returns from leasing and company fleets, which are then resold.

Twiner further delivers valuable data points for the valuation and assessment of high-value vintage cars. The Leipzig based Classic Lounge, specializing in the restoration of vintage vehicles, has been using this modern sensor technology for a precise valuation of their vehicles. The desirable classics can then be digitally presented around the world, showing even the smallest details, thanks to Digital Twinn®.

Financing round successfully closed

The most recent financing by well-known investors is further supporting the growth of the company. In the recently closed Series B financing round, Twinner was able to win over new and vital investors. Thanks to a total investment of over 40 million Euros, Twinner now belongs to an exclusive group of technology companies with international ambitions. The company wants to further advance technological development and, in the medium term, create a standard for the visualisation and evaluation of vehicles to establish a fair and transparent automobile trade worldwide. Currently, the company is aiming for targeted growth through partnerships with established players in the automobile trade such as CarNext, a leading European online marketplace for high-quality used cars.

The Japanese industrial and automotive conglomerate Sojitz Corporation, an international leader in automotive assembly, wholesale and retail, has also been won as an investor and strategic partner. Together with Twinner, the corporation wants to accelerate the digitalisation of the Japanese automotive market.

Twiner also plays a central role at Volkswagen. In a pilot project for comprehensive vehicle digitisation, tens of thousands of Digital Twins of vehicles have already been generated. There is also a close collaboration with MOSOLF, one of the leading European automotive logistics companies. At its location in Kippenheim, Baden-Württemberg, the company generates Digital Twins for the digital remarketing of returns by the employee leasing of various car manufacturers.

About Twinner: Founded in 2017, Twinner® is on a mission to revolutionise the automotive industry. Twinner's technology makes it possible to create digital images of vehicles so that they no longer need to be viewed in person at specific times in specific locations. In this way, the company brings transparency, security and trust to one of the largest sales markets in the world. Twinner obtains an incomparably large dataset of each vehicle, based on which a Digital Twinn®, (i.e., a "digital twin",) is created. With this "twin," the customer can virtually see even more of a vehicle than if they were standing in front of it themselves. The start-up company from Halle has a team of more than 150 experts, all of whom have extensive experience in the automotive and start-up sectors as well as innovation sectors.