



Renault Group partners with Twinner® for its industrial and advanced Digital Twinn® Solution

- Automated Digital Twins® is now an integral part of Renault Group's Refactory best-in-class technology concept
- Up to 45,000 vehicles will be scanned each year at new facility in Flins-sur-Seine
- Twinner®'s industrial solution for producing ultra-high fidelity Digital Twins® convinces Renault and reduces turnaround time of used cars
- eCommerce for used cars saves logistical efforts and lowers CO₂ footprint
- Next step in the internationalization strategy of Twinner

Halle (Saale), December 2021.

The French car manufacturer Renault Group is pioneering a new remarketing process for used cars at its new Factory VO (Used Car Factory) in Flins-sur-Seine. As part of this new strategy, adapting to the need for more sustainability in the automotive space and the growing role of the second-hand market, Renault Group chose Twinner® to assist in its innovative concept. The Germany-based company offers the most advanced Digital Twinn® technology developed for a highly trusted online experience in the car buying process. As a consequence, Twinner contributes significantly to the improved quality of these refurbished used vehicles, as well as the reduction in turnaround time and the overall CO₂ footprint.

Since September 2021, every remarketed used car at Flins-sur-Seine has been digitized with the newly installed Twinner® Spaces. As a result, a configurable standard set of automated and high-resolution images, including exterior, interior and underbody views, as well as the unique interactive 360° widget of each car, is available to the dealers connected to the Renault remarketing programme.

The purpose of integrating Twinner's technology is to achieve the greatest possible quality and transparency in the remarketing process of used cars to dealers. This will allow for a significant reduction in turnaround times for second-hand vehicles between entry into stock and resale. By 2023, up to 45,000 vehicles per year will be scanned at the Factory VO.

Renault Group aims to become the first manufacturer to introduce a full circular economy by bringing the refurbishment and preparation of its returned vehicles in-house. This serves the sustainability goals of the organization as it leads to an overall extension of the vehicle lifetime and reduces vehicle and parts logistics.

These objectives fully align with the values of Twinner, as described by CEO Silvan Cloud Rath: *"Our technology is built with the aim of creating transparency about the condition of used cars, and thus trust between the parties. If buyers can see the condition of the vehicle online, you have fewer claims, returns and even less logistics back and forth. We think drop-shipment will be the new normal within five years. We are really excited that Renault is helping its dealers sell cars online and is reducing CO₂ at the same time."*

Twiner integrated as a crucial element in the remarketing process

Once refurbished, the vehicles pass through one of the Twiner Spaces®, the result of which is an accurate and detailed documentation of the vehicle that the dealer can access and use for its own remarketing effort. Based on the dataset including exterior, interior and underbody views within the 360° widget, the dealer can now digitally convey the exact condition of the car in the utmost detail to their customers.

The car manufacturer was quickly convinced by the Twiner technology, which offers an integrated remarketing and inspection solution beyond the limited capability of a photo box: In addition to the standardized and high-quality external images, it offers an underbody view, interior images, automated tyre tread depth measurements and a unique 360°-degree visualization of each vehicle, creating an interactive experience for the consumer. Furthermore, along with other integrated customizable inspection products, Twiner recently introduced a multispectral surface analysis solution that detects whether a car has been repainted. With this technology, Twiner has a unique position in the market. The controlled environment and the continuously developing inspection technology can show even the smallest irregularities and offer a much higher precision and replicability than traditional gate solutions.

Gilles Meriadec, Business Director of the Factory VO: *"When choosing our partners, we decided to work with the best available providers along the entire value chain. The quality of the 360° visualization and future proof inspection strategy convinced us that Twiner provides the most advanced image capturing technology and inspection system for the remarketing process. Our dealers can now get an accurate representation of their available stock at any time and in the most consistent fashion. We therefore ensure the utmost transparency and trust in the digital car trade."*

Twiner continues its internationalization strategy

The cooperation with Renault Group is the latest success for Twiner's internationalization strategy. Only recently, the company was able to win the Japanese industrial and automotive conglomerate Sojitz Corporation, an international leader in automotive assembly, wholesale and retail, as an investor and strategic partner. Together with Twiner, the corporation wants to accelerate the digitalization of the Japanese automotive market. In addition, targeted growth is envisaged through cooperation with established players in the automotive trade, such as CarNext, the leading European online marketplace for high-quality used cars.

Twiner also plays a central role at Volkswagen and other OEMs who use Digital Twins® in their value chain. 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 various car manufacturers.

In addition Twiner, as an innovator in the vehicle digitalization space, was able to gain important financial partners in the recent Series B financing round. Thanks to a total investment volume of more than 40 million Euros, Twiner belongs to an exclusive group of technology companies with international ambitions in this space. The company aims to further advance technological development and, in the medium term, create a standard for the visualization and valuation of vehicles, thereby establishing fair automobile trading worldwide.

About Twiner: Founded in 2017, Twiner® is on a mission to revolutionize the automotive industry. Twiner'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. Twiner obtains an incomparably large dataset of each vehicle, based upon which a Digital Twin® (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.

About Renault Group

Renault Group is at the forefront of a mobility that is reinventing itself. Strengthened by its alliance with Nissan and Mitsubishi Motors, and its unique expertise in electrification, Renault Group comprises five complementary brands - Renault, Dacia, LADA, Alpine and Mobilize - offering sustainable and innovative mobility solutions to its customers. Established in more than 130 countries, the Group has sold 2.9 million vehicles in 2020. It employs more than 170,000 people who embody its Purpose every day, so that mobility brings people closer. Ready to pursue challenges both on the road and in competition, Renault Group is committed to an ambitious transformation that will generate value. This is centered on the development of new technologies and services, and a new range of even more competitive, balanced and electrified vehicles. In line with environmental challenges, the Group's ambition is to achieve carbon neutrality in Europe by 2040. <https://www.renaultgroup.com/en/>