

# Twinner buys Hungarian hardware manufacturer SHI Scalable Kft.

## First car scanner facility for consumers opens in Germany

**Berlin, 8th June – Leading car scanner technology provider, Twinner GmbH today announced the completion of the acquisition of Hungarian hardware manufacturer, SHI Scalable Kft. Twinner Group now consists of the business units Twinner Labs, Twinner Manufacturing and Twinner Markets. Twinner Group will continue to offer its proprietary car digitization and e-commerce solution to the international automotive industry. With the acquisition, Twinner Group is securing an essential supply chain advantage in times of global shortages.**

Twinner was established in 2017 with the single aim to bring trust and transparency to the global used car trade. Used car transactions have long been characterized by information asymmetries, leaving either the seller or the buyer frustrated and losing money. The founders saw how digital twins conquer and transform industries from real estate to manufacturing and introduced the technology in automotive. Twinner's vehicle scanner digitalizes any car with one click and provides a holistic digital equivalent – or Digital Twin – of the car. Over the last three years, several European automotive players – such as **BMW, VW, Renault, Mosolf** – have piloted Digital Twins which are of such high quality that transaction decisions from selling to repairing can be taken without physically seeing the car.

With the €7-digit acquisition, Twinner brings the manufacturing of the vehicle scanners in-house making the company more flexible to deliver to partners. SHI Scalable is a Budapest-based manufacturing company with a monthly capacity of 5 scanners and decades of automotive manufacturing expertise. Twinner Group has more than 150 employees and is preparing for global growth after validating the technology in Europe. Twinner Labs – lead by *Dr. Hendrik Bödeker* – combines software, cloud and hardware research and development; while Twinner Manufacturing – lead by SHI founder, *István Kertész* – specializes in production-related functions.

*“From the onset of our existence, we have been fighting for a fair and risk-free used car trade and developed a technology that can reveal the true condition and value of a car anytime and from anywhere. I am pleased to welcome István and his team at Twinner Group as we are taking a leap to provide a safe car e-commerce experience for anybody in Europe and beyond”* – commented Twinner Group CEO, *Silvan Cloud Rath*.

*“We had been working with Twinner since the first hardware prototypes and unlike many start-ups, they understood the competitive advantage of developing a unique hardware and the*

*complexities of supply chain from the start. It was an easy decision to join Twinner Group since we can create real value as hardware specialist.” – says SHI Scalable founder, Istvan Kertész.*

As part of its expansion the company opens its first Twinner Station in Berlin this June as a consumer-facing experiment. The 4.000sqm facility provides vehicle scan, expert inspection, and on-site entertainment while consumers wait for the result of their scans. Twinner also develops a car sales enabling platform making it easy for sellers to list their Digital Twinns on online classifieds. **Autoscout24** and **Carsale24** have been the first partners to join the experiment.

## **MORE INFO**

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