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逆势拓新

# LOOKING FORWARD TO USED CAR DEVELOPMENT 2017

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車鉴定

GERRY WANG



2017 JAN AUTOMOTIVE ROUNDTALBE

CHINA · BEIJING 2017 · 01

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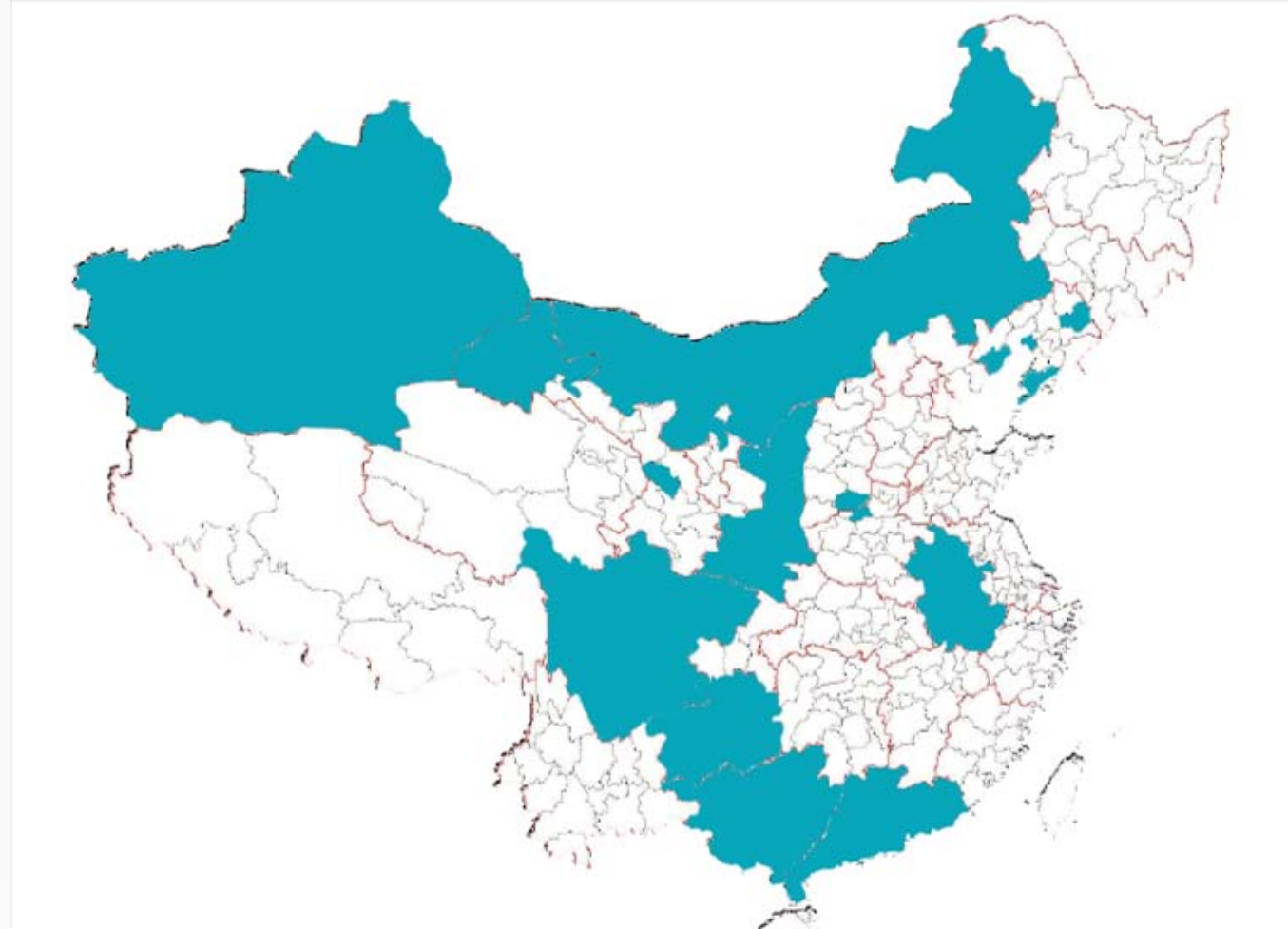
## 2016 MARCH

STATE COUNCIL 8 MEASURES FOR UC MARKET, FORCING CITY TO ELIMINATE RESTRICTION ON VEHICLE IMMIGRATION

NOV.2016, UC VOLUME **9.27 MILLION WITH 10.36%**, FORECASTING 10 MILLION IN 2016.

## JAN,6,2017

MOFCOM&MEP JOINT MEASURE TO REINFORCE ELIMINATION OF RESTRICTION



車鉴定

## VAT TAX

USED CAR TRANSACTION VAT TAX IS 2%

## TEMPORARY RIGHT AS PRODUCT

USED CAR AS PRODUCT NOT EQUITY

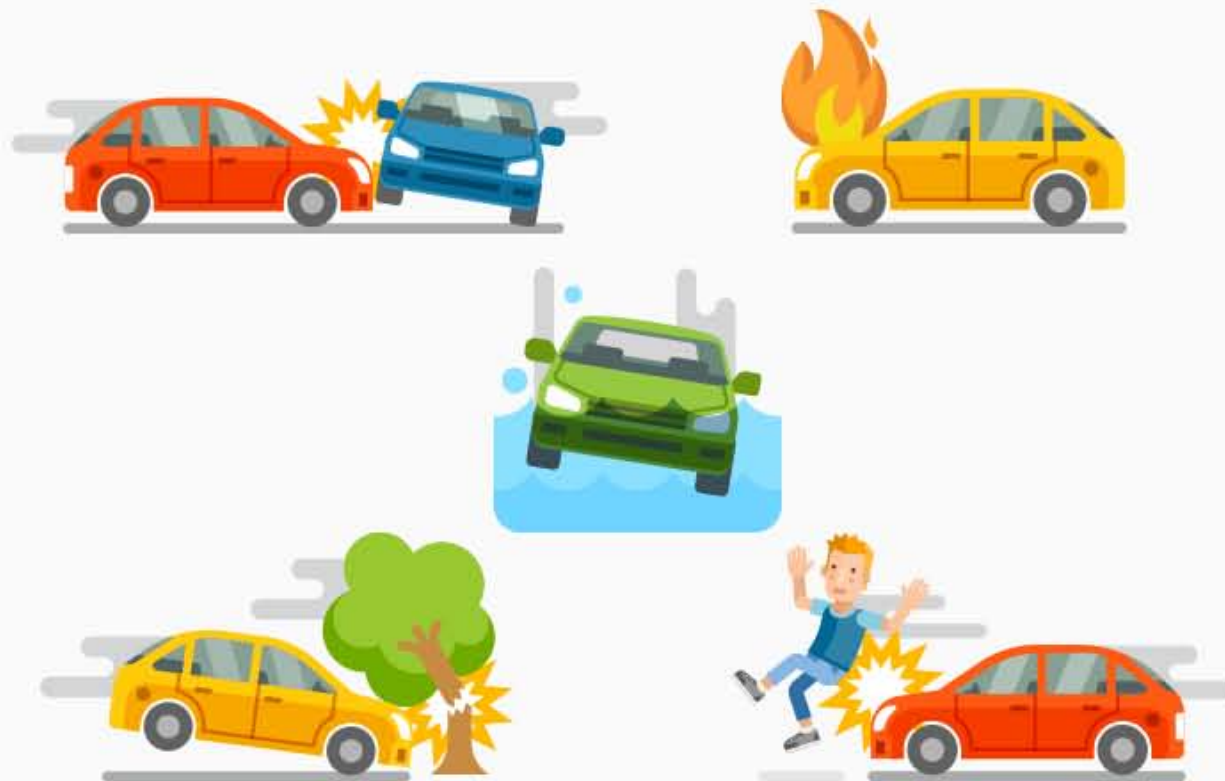
## LICENSE LIMITATION



## UC MARKET IS CHANGING...

- 2011 OEM...CPO...
- 2012 B2B... YOUXINPAI...CHEYIPAI
- 2013 B2C... CARKING...
- 2014 PRICE APRAISAL...
- 2015 INSPECTION...HISTORY REPORT...C2C
- 2016 AD...GUAZI...RENRENCHENG...YOUXIN...
- 2017 INTEGRATED SERVICE MEASURES
- 2018 AUTO FINANCIALS
- 2019 LEASING CARS
- 2020 TRANSPARENCY & MORE STOCK





## BUYER NEED COURAGE

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INSPECTION & CETIFICATE ARE NEEDED

BUT

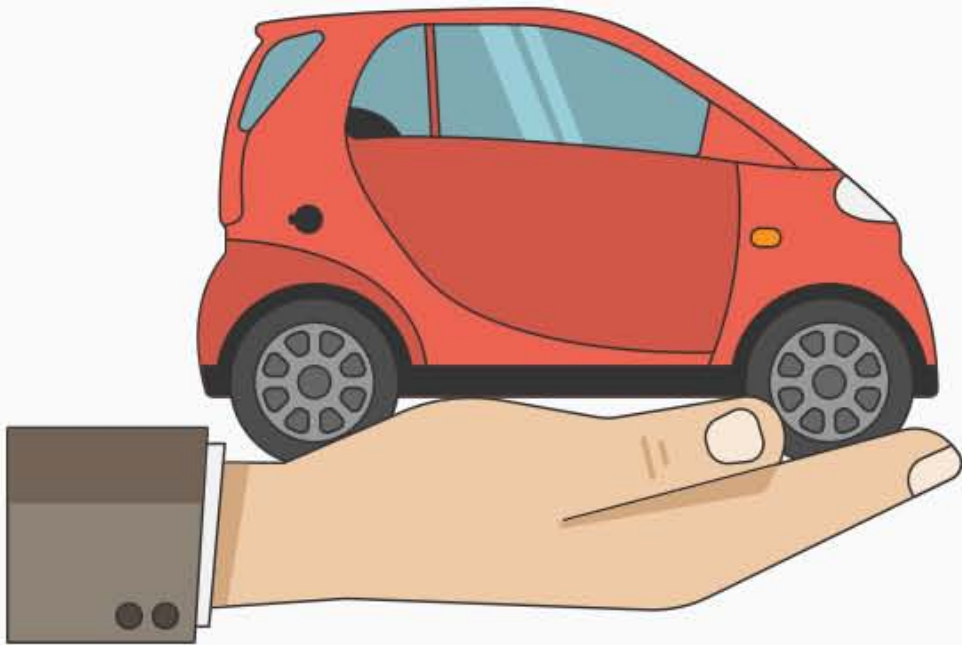
HIGHER COST & TIME CONSUMING

## SELLER' LOST IN VALUE

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A GOOD CAR SOLD IN LOWER PRICE WITHOUT  
STRONG EVIDENCE TO PROVE

HESITATION TO SELL



## HOW TO CREATE TRUST?

VEHICLE HISTORY REPORT

CONSOLIDATE OBJECTIVE DATA TO  
SUPPORT USED CAR TRANSPARENCY



# VEHICLE HISTORY REPORT

COMPREHENSIVE INFORMATION OF VEHICLE FROM NEW TO USED



Airbag Collision



Exterior Accident



Service Record



VIN Identification



Odometer  
Roll back

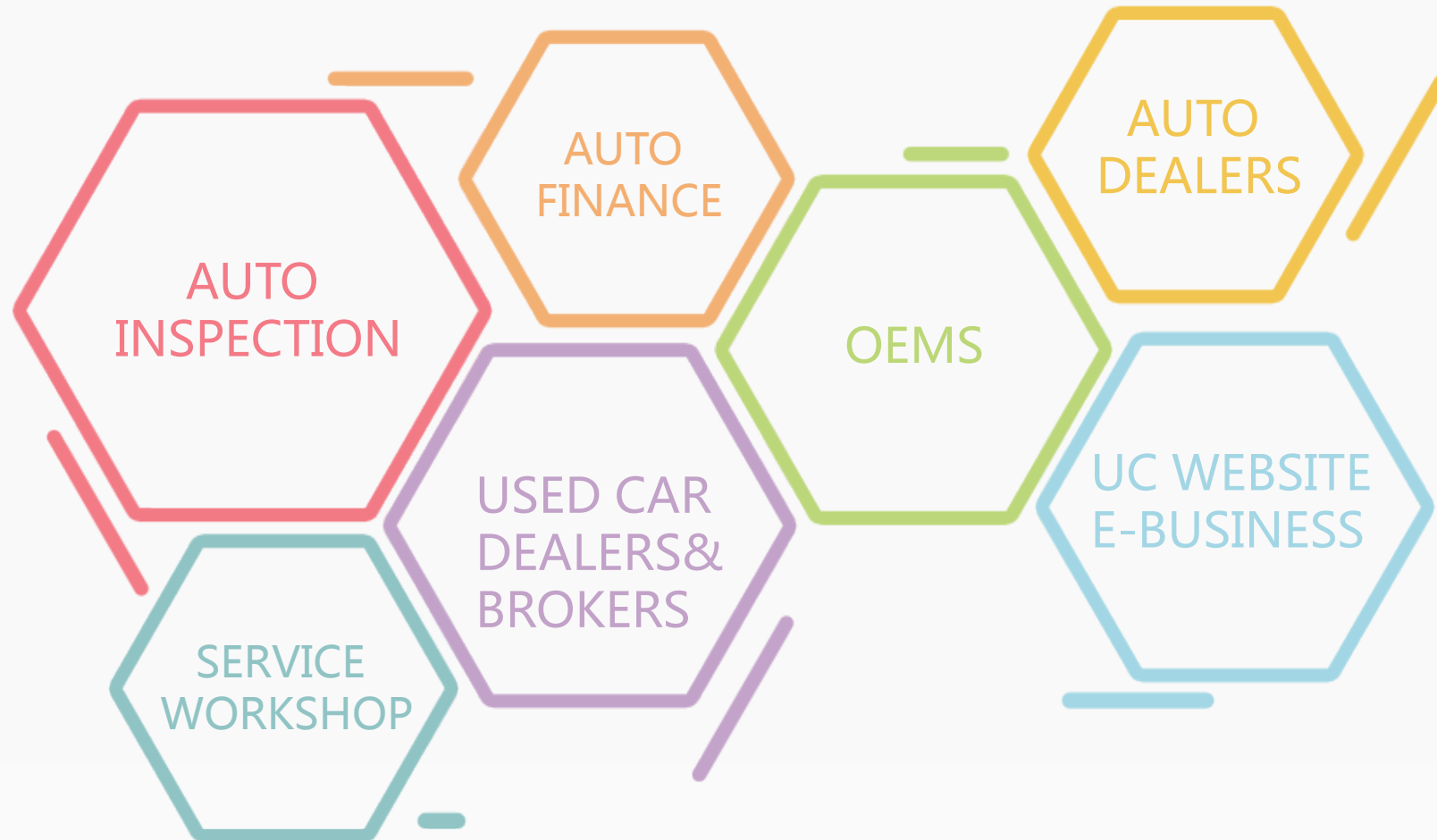


Engine & Transmission  
Repairs





# VEHICLE HISTORY DATA ARE FUNDAMENTAL IN USED CAR ECOSYSTEM



# VHR FOR BUSINESS PARTNERS

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## OEMS

TRANSPARENCY

CUSTOMER SATISFACTION



## 4S DEALERS

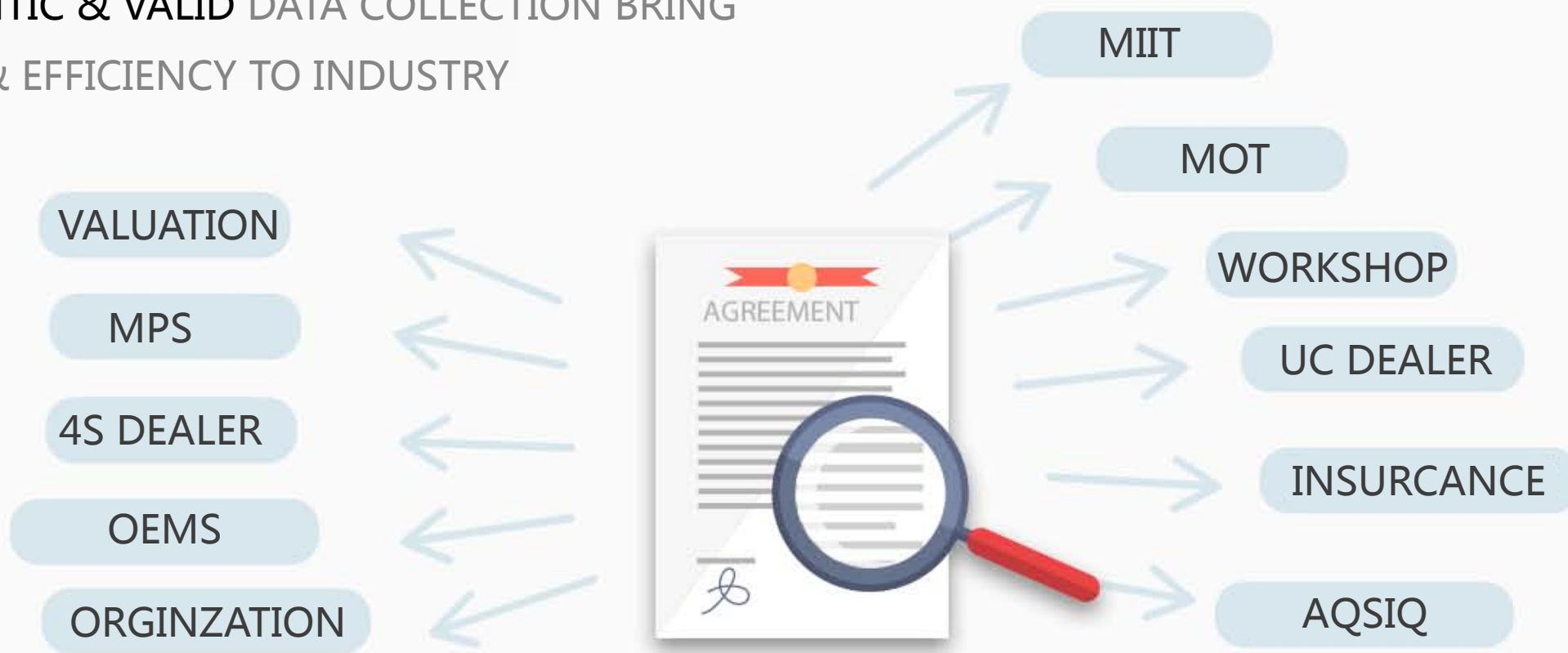
LOWERING DOWN RISK

IMPROVING EFFICIENCY



# COMPLEX DATA SOURCING

AUTHENTIC & VALID DATA COLLECTION BRING  
VALUE & EFFICIENCY TO INDUSTRY



# OUR VISION TRANSPARENCY SATISFACTION

## A VEHICLE LIST

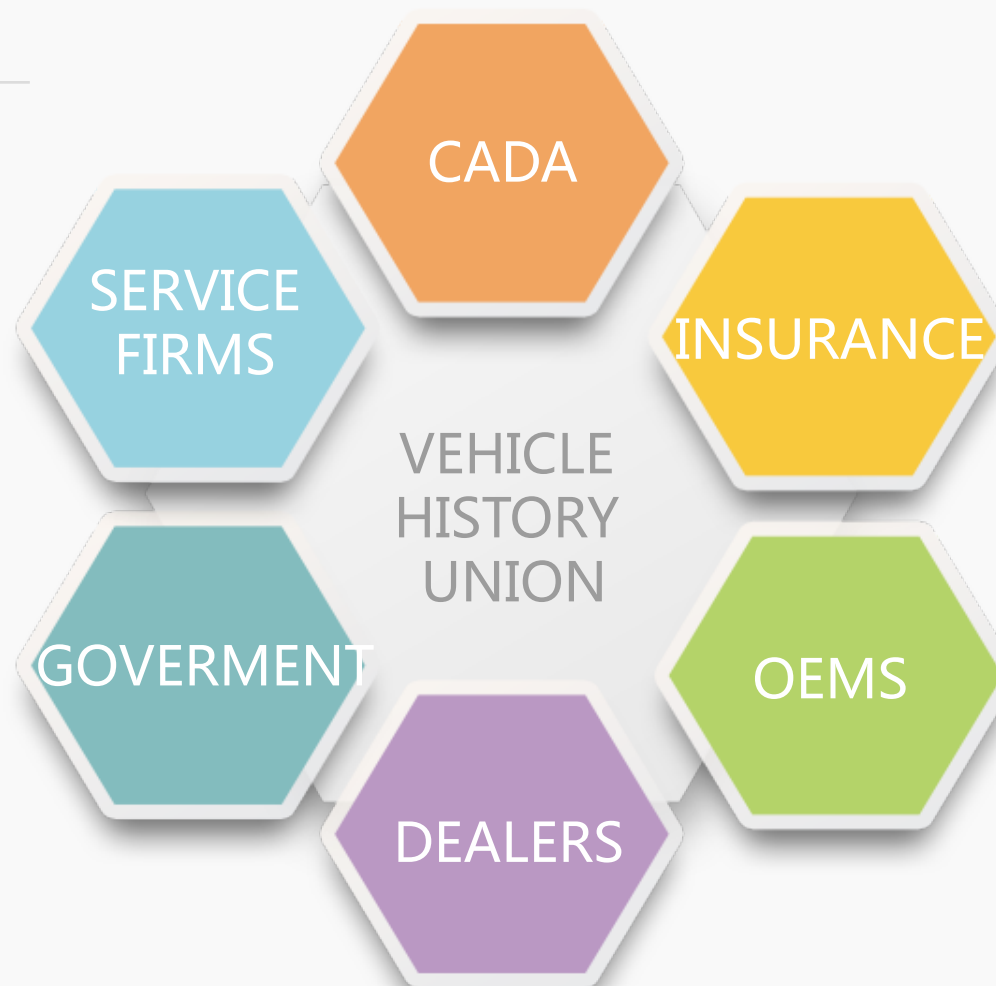
- +SPECIFICION
- +PRICING
- +HISTORY REPORT
- +INSECPTION&CERTIFICATION
- +WARRANTY
- +PROFESSIONAL SERVICE



# VEHICLE DATA ALLIANCE

ONLY ALL PARTIES WORK JOINT TO  
SUPPORT MARKET DEVELOPMENT

- + LEGALLY ACTIONS
- + PRIVACY PROTECTION
- + MULTIPLE BENIFITS



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THANKS!

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