

Why should OEMs start planning for the emergence of battery electric vehicles?

It is critical for OEMs to start planning for the emergence of battery electric vehicles (BEVs) as this trend has the potential to have the biggest impact on aftersales in the short term. Global sales of BEVs reached more than one million units for the first time in 2017 increasing 54 per cent over 2016 and surpassed two million units in 2018.

Will aftermarket profit reduce by 55 per cent by 2035?

We believe that aftermarket profit of a typical OEM could reduce by as much as 55 per cent by 2035. It is critical for OEMs to start planning for the emergence of battery electric vehicles (BEVs) as this trend has the potential to have the biggest impact on aftersales in the short term.

Are EVs a good option for Aftersales?

The available aftersales revenue on a three-, four- or five-year old and older EV will be considerably less than for an equivalent ICE (internal combustion engine) vehicle meaning that the potential revenue available will decline.

How will BEVs affect the aftersales market?

The growth of BEVs and the emergence of CASE mega trends in the automotive industry will have a transformational effect on the aftersales market. Substantial strategic changes requiring major up-front commitment (financial or otherwise) will be required to survive.

How will a change in vehicle sales affect the aftermarket?

As the other CASE trends emerge, the total number of new vehicles sold is expected to decrease. Any drop off in new vehicle volume will directly impact the total sales potential in the aftermarket. Similarly, a shift in market dynamics from personal ownership to fleet could result in more pressure on price and slimmer margins.

Will the EV market grow from aftersales?

The EV market is attracting a number of start-ups and new entrants (including established brands with no automotive industry experience). However, from the outset, their future revenue potential from aftersales will not be at the same level that established OEMs have been able to achieve.

Usage scenarios. Cell balancing: When the battery pack has inconsistent cell voltages, EB240 can be used to balance the cells to achieve consistent cell voltages within the battery pack. Trim after replacing battery ...

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Cobra After-Sales provides a wide variety of support, including assistance from your local dealer, such as servicing, repairs and maintenance support. Below is an overview of the support that you can tap into. Alternatively you can call the ...

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Car after-sales maintenance battery refers to the battery (lower grade) that is recycled, repaired and reused, and is usually called a refurbished battery. However, some friends questioned the maintenance of the battery and felt that its durability was not very reliable. So, in order to solve everyone's concerns, today we will talk about how ...

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