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## Caarea Alongside CATL in an Electric Revolution

The Shanghai Auto Show highlighted the strength of Chinese automotive technology—particularly in electric vehicles. But behind the scenes, another revolution is quietly taking shape: battery repair. This shift is being driven by CATL, and Caarea has joined the movement.

It was in Tangshan, in China's Hebei province, that Guilhem Marijon, Deputy CEO of Caarea, fully grasped CATL's strategy. As the world's leading producer of batteries for electric and hybrid vehicles, with a 38% market share, CATL is disrupting traditional value chains by moving into battery repair.

*"CATL has decided to open electric battery repair centers, serving both professionals and private customers," explains Marijon. "Their ambitious strategy is to install a CATL center within 100 kilometers of every customer."*

This marks a major shift in the electric vehicle landscape, making battery repair accessible to all and challenging the traditional repair networks typically operated by manufacturers. This development has not gone unnoticed by China's leading auto insurer, a partner of Caarea. *"Our Chinese partner, like other insurers, intends to make use of these repair centers—such as the one we visited together in Tangshan,"* says Marijon.

Repair offers a dual advantage: it's both more environmentally friendly and more cost-effective than replacement. *"Especially since CATL is able to carry out repairs primarily through its workforce, without needing to replace modules or the battery pack,"* Marijon notes. *"They can rebalance the batteries to address voltage differences and efficiency loss. They can also clean the battery to resolve insulation issues."* CATL works not only on batteries that have stopped functioning, but also on those with reduced performance—extending the lifespan of electric vehicles and lowering their long-term operating costs.

## An Insurance Innovation

*"CATL offers a relatively unique solution in China. Their repair centers can work directly on the individual cells inside the battery pack,"* Marijon explains. *"In Europe, OEMs and repair networks don't have the same flexibility. Battery manufacturers limit access to the battery modules, and technicians can't work on the cells themselves."*

As a result, a completely new model is emerging in China—a market more mature than Europe's when it comes to electric vehicles. This model is reshaping traditional repair channels, both in terms of organization and technical capabilities.

Insurers play a crucial role in this new ecosystem. Integrated into these new networks alongside Chinese insurers and CATL, Caarea is developing advanced insurance expertise in electric batteries—covering both established technologies (NMC) and newer ones (LFP, sodium-ion). By conducting full lifecycle assessments of electric batteries in China, Caarea is able to offer innovative solutions and long-term coverage products across all its markets. For Caarea, this once again highlights the importance of maintaining a strong presence in both the European and Chinese markets.



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