



Why Choose Onwings and Onwaves

Target and Strategy

Strategy: First Class Quality, Second Class price

Slogan: Different Choice, Higher benefits
Speedy, Reliable, Saving and Earning.

Selling points

- **Reliable:** OEM approved quality, Life time Warranty, Top global materials, Strong R&D and QC
- **Speedy:** Fast and accurate color match by spectro, Fast application, Fast drying.
- **Saving:** Save waste, Save paint, Save time and Save energy
- **Earning:** Car Owner: Quicker delivery, better paint.
Collision shops: more jobs, Less paint and gas/electric bill, less labor cost.
Jobber: easier to get business, and easier service for saving labor.

Selling points

- **Reliable:**

25 OEM certifications,

Life time Warranty,

Top quality materials from global suppliers,

Strong R&D and QC,

Ideal choice of 4000+ dealership body shops



About Donglai

ONLY Chinese brand, approved by most Car manufacturers

ONLY New Player as Top 3 in Chinese market

ONLY Chinese paint manufacturer to compete in Global Refinish market



Factory Tour







Top 3 in the mainstream brand

Certifications from OEM car brands

Cooperation Status	OEM Brand
OEM Certified Coating	Ford/Lincoln
	Volvo
	DF Renault
	SGMW
	FAW-VOLKSWAGEN/Audi
	DF Nissan
	PSA
	Subaru
	DF Luxgen
	Venucia
	Liuzhou Motor
	Geely
	Zhengzhou Nissan
	Chery

Cooperation Status	OEM Brand
Authorized Service Supplier	Infiniti
	BJ Hyundai
	GAC Toyota
	FAW Toyota
	GAC Trumpchi
	GAC Fiat
	Chrysler
	GAC Honda
	Dongfeng Yueda Kia

**ONLY
ONE**

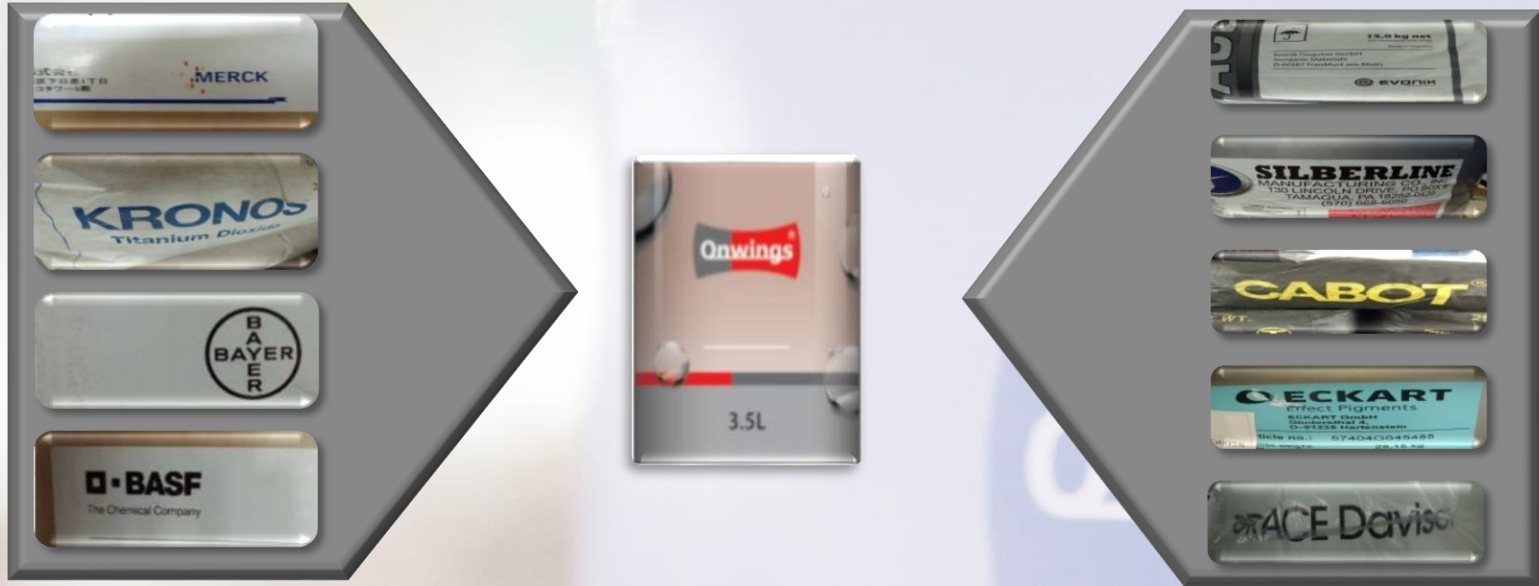
Certifications from OEM Car Brands



Global Approval of Nissan, Volvo and Ford...

请详见附件

Raw Materials



Donglai have a strict control on materials, and always cooperate with qualified suppliers.

Repair Chain Enterprises



Xiaomuzhi/ OEM Painting



Cheshiqi/ Onwings products Exclusively



NTN Automobile Service/ Onwings products Exclusively



SUPERWAVE/ OEM Painting, enterprise of aftermarket



KOOMALL/ OEM Painting, A one-stop service brand



HARSON/ Onwings products Exclusively, Luxury brand service

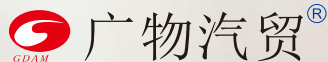


Join/ Onwings products Exclusively, Luxury brand service chain



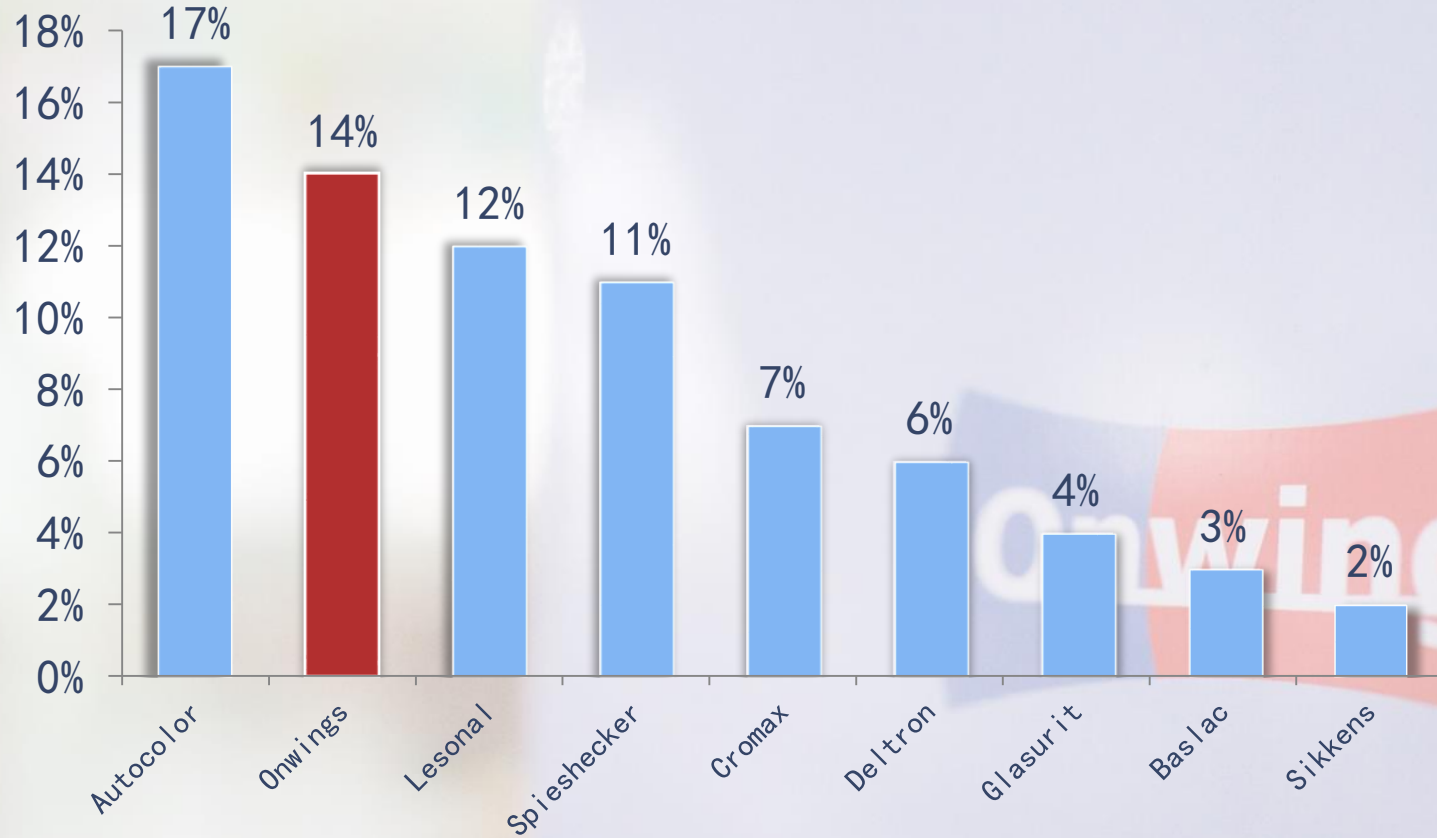
Y1S/ Innovative services, O2o Auto Service Company

Top 100 Car Dealer Group Business Partner



Donglai have cooperation with 70+ of the Top 100 Group

Top 10 China Car Refinish Paint Brands



Selling points

- **Speedy:**

Fast and accurate color match by spectro,

Fast application:

Good coverage of base coat, less layers

High solid clear, less layers

Fast drying of Primer, base coat and Clear

The Onwings logo is a stylized, curved banner. The left portion of the banner is blue, and the right portion is red. The word "Onwings" is written in white, bold, sans-serif font across the banner. A small registered trademark symbol (®) is located at the top right of the red section.

Onwings®

Colour

Accurate, convenient, and quick

1

Onwaves Refinishing Coat– Water base

Innovation makes the **easy** experience

Similar simple color matching and application with solvent base paint

Similar cost with Solvent base, easy for shop's acceptance.

Simple, because of the advanced technology





Spectrophotometer

OEM

Standard

Fleet

More

Search



Stone



OEM



Search Criteria

Yesky

Color Code

Manufacturer

Car Model

Year

Inner Code

Description

Search

Reset

Select



Load More

Product Series:

YESKY

RGB

Color Code

Manufacturer

Car Model

Description

No matching records found



High Coverage and Stable Toners
Latest Auto correct Spectrometer,
Easy software

Speed

And more



SRS Quick Repair system

Speedy, **R**eliable, **S**aving

All Done Just 2 Hours

Pressures

Insurance Company pushing the repair **price down**

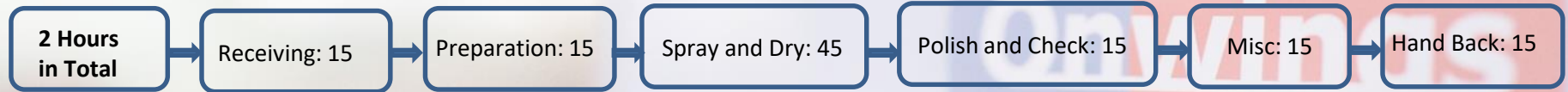
Labour cost is **increasing** every year

MSOs **take the business** from independent shops

The Margin for jobbers are only **handling fee... ..**



SRS Quick Repair system



45 minutes of spray, all done in just 2 hours

SRS Quick Repair system

Target: 3 panels without metal work;

Product: Innovative Speedy Refinish;

Equipment: No special equipment needed.

Training: nothing special, but change the mind.

Promotion: Speak with truth, Product does the talking

Quwings®

SRS Quick Repair system



Clear Coat

Super Curing Air Dry Clear Coat A770

Revolutionary new generation of Super Curing technology, only air dry needed, NO baking needed (heating system free). Ready to polish in 20 minutes. (Under ideal condition)

Base Coat

Premium Color Coating / Spectrometer

Fast and Accurate, Save your time on color matching.

Primer

A8831 Super Curing Primer

Revolutionary new generation of Super Curing technology,
12 mins Baking

SRS Quick Repair system

Drying Effect

A770 Clear Coat

Traditional fast dry clear coat

Traditional fast dry clear:

1. Short storage time,
2. Low Chip Resistant Power,
3. Obvious Quality Shortage

Time

Technology Patent: Innovation of Drying Theory

Onwings

Donglai·Onwings Speedy Refinish System

45 Minutes Fast Spray

Item	Traditional Clear Coat	A770 Clear Coat	Time Saved
Air Drying	240 minutes	20 minutes	92%
Baking	45 minutes	6 minutes	87%
Cars in Spray Booth	6 for 8 hours	10 for 8 hours	40%

Fast Spray: 1.5 layers

Fast Dry: Ready to polish in 20 minutes.

Excellent Gloss and Durability

Successful Cases



- Mar 2015 Cheqishi launched “Get Your Car Back in 2 Hours’ program.
- Oct 2015 SAIC-GM with SIETON together launched “2 Hours + ¥99 for **First Panel**”
- Dec 2015 FAW-Toyota started to be our key cooperators in “**Own Cost Fast Repair**” program.
- Jan 2016 DF-Nissan/SGMW started to be the **only** cooperators of the “SRS Top Speed Refinish System” .
- May 2016 PSA/FAW **planned** to launch “**Own Cost Fast Repair**” program.

Successful Cases

OEM	FAW-TOYOTA
	DF Nissan
	DF-Honda
	FAW-VOLKSWAGEN
	PSA
	GAC-HONDA
	SGMW
	BEIJING HYUNDAI

Dealer Group	GUANG HUI 广汇	CHANG JIU 长久
	PANG DA 庞大	LI TAI 利泰
	CHENG XIN 恒信	YUAN FANG 远方
	ZHENG TONG 正通	WEI JIA 威佳
	YONG DA 永达	HUI JING 汇京
	WU CHAN YUAN TONG 物产元通	GUANG WEI 广维
	DF-NANFANG 东风南方	NI NUO 吉诺
	YUAN TONG 山东远通	HONG TAI 鸿泰
	

Successful Cases

1: Audi Baoyou Shanghai



Aspect	Assessing Index	Change of Data
Quality	Redo rate	-28.3% ↓
	Customer satisfaction	+12.8% ↑
Speed	Application time	-17.5% ↓
	Proportion of jobs done within 2 hours	24.6% ↑
Cost Saving	Material Cost	-25.5% ↓
	Total cost	-22.7% ↓

Successful Cases

2: Benz Changzhi Pangda



Aspect	Assessing Index	Change of Data
Quality	Redo rate	-26.1% ↓
	Customer satisfaction	+11.6% ↑
Fast	Application time	-15.2% ↓
	Proportion of jobs done within 2 hours	21.3% ↑
Cost Saving	Material Cost	-22.7% ↓
	Total cost	-20.5% ↓

Successful Cases

3: Nissan Litai Foshan



Aspect	Assessing Index	Change of Data
Quality	Redo rate	-24.8% ↓
	Customer satisfaction	+11.5% ↑
Fast	Application time	-14.7% ↓
	Proportion of jobs done within 2 hours	21.4% ↑
Cost Saving	Material Cost	-23.9% ↓
	Total cost	-21.2% ↓

Successful Cases

4: Cheqishi

Aspect	Assessing Index	Data
Quality	Redo rate	1.1%
	Customer satisfaction	98.3%
Fast	Application time	-33.7% ↓
	Proportion of jobs done within 2 hours	36 %
Cost Saving	Material Cost	-28.5% ↓
	Total cost	-26.7% ↓



Selling points

- **Saving:**

Save the waste during color match

Save paint by high coverage colors, and high solid/high gloss clears.

Save time by easier application, fast drying time, and polishing

Save energy by air dry system.

Onwings®

Donglai·Onwings Speedy Refinish System

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Fast Spray: 1.5 layers

Fast Dry: Ready to polish in 20 minutes.

Excellent Gloss and Durability

Donglai·Onwings Speedy Refinish System

Save
45%!

Cost Saving

Class	Clear Coat	volume Per Panel	Cost of Material	Energy Cost of Drying (Electricity or gas)	Labor Cost	Summary
Air dry clear coat	A770	81g	\$3.89	-	\$26.25	\$30.14
Traditional clear coat	Onwings	110g	\$3.38	\$5	\$45	\$53.38
	Industry Competitor	128g	\$6.47	\$5	\$45	\$56.47

Selling points

- **Earning:**

Car Owner: get car back quicker, and refinished paint last longer.

Collision shops: have space for more jobs, and reduce paint and gas/electric bill, reduce labor cost.

Jobber: easier to get business, and easier service for saving labor.



Different Choice, Higher Benefits!