



**halfords**

# Introduction To Halfords

**Anuraag Parashar**

Company Presentation

# Meet the Near Sourcing Team



Anuraag Parashar  
Near Sourcing Manager



Naveen Kandola  
Assistant Near Sourcing  
Manager



Louis Ho  
Quality Engineer



# Halfords Global Sourcing



**James Byatt**



**ANNUAL  
IMPORTS:  
\$500M**

# We are the UK's leading provider of motoring and cycling products and services



**133 Years of  
Heritage**



**90% of UK only 20  
minutes away from  
a Halfords location**



**20 million  
customers  
per year**



**21,000 products  
listed online**



**More than 1,000  
Halfords retail and  
garage locations  
Nationwide**



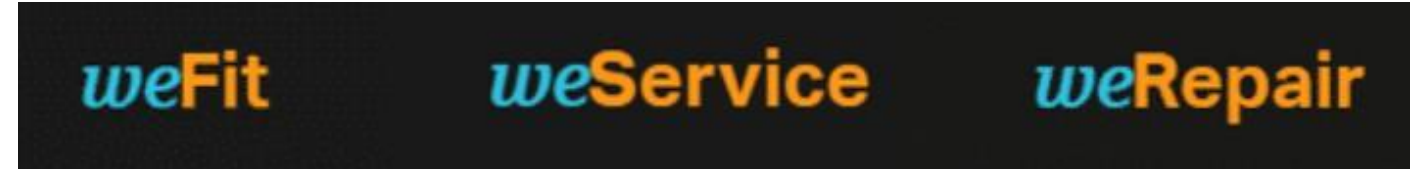
**3 Central  
Distribution  
Centres**



**10,000  
colleagues**



We are the only business in the UK able to offer Motoring Services in a retail store, a garage, at home or at work



**394** Halfords Retail and **3** Performance Cycling stores offering a wide range of motoring and cycling products and on-demand services



**650** garages offering Tyre replacement, MOT, service, maintenance and repair services.



**737** 'Halfords Mobile Expert' & Commercial vans, bringing services direct to customers



**2018**



**796** service locations  
**30-minute** drivetime

**Today**



**1,781** service locations  
**Under 20-minute** drivetime

## Acquisition Timeline

March 2021

December 2021

December 2021

March 2022

December 2022



30 Centres  
190 Vans



4 Centres



239 Centres  
68 Vans  
8 Warehouses



4 Vans



50 Centres  
248 Vans



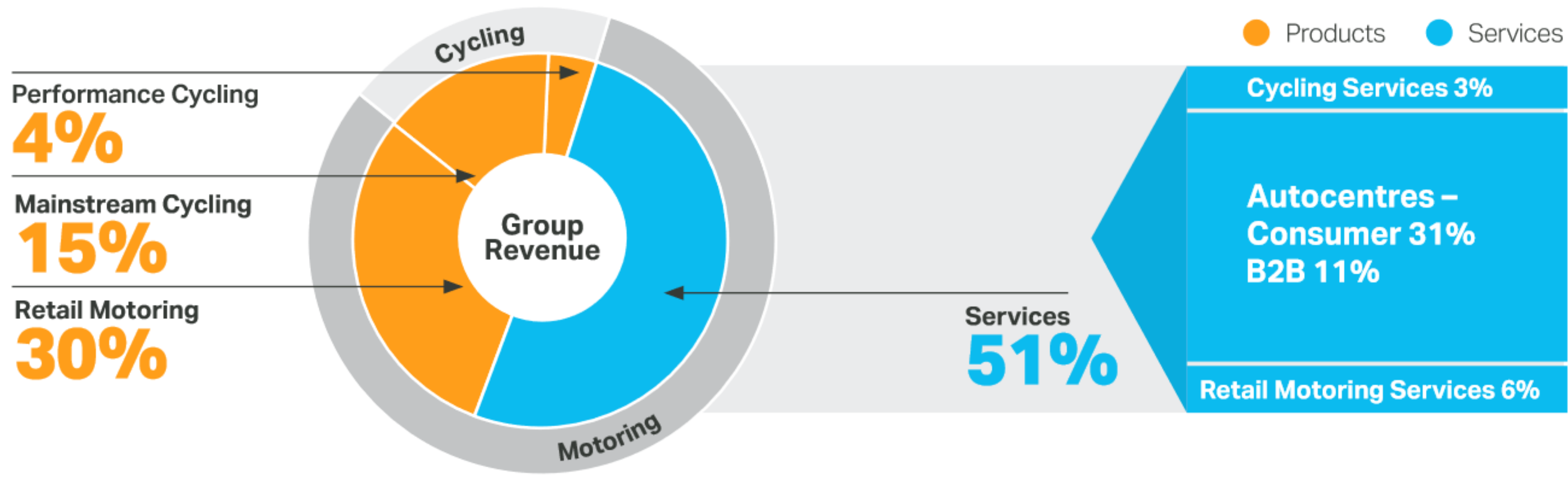


We have recently launched our new loyalty platform - **halfords motoring club** - where customers can unlock special benefits by being part of our halfords family

**5m+ SUBSCRIBERS**  
**(launched Summer 2022)**



# FY24 Group Revenue - £1.7B



Over 12,000 colleagues work in our stores, Autocentres and Mobile Expert hubs, at over 1,750 locations across the UK.

# Retail Product Categories

## MOTORING



CAR MAINTANANCE	IN-CAR TECHNOLOGY	MOTORING/LESIURE /ACCESSORIES
OILS & ADDITIVES CAR CLEANING BODY REPAIR WORKSHOP WINTER	CAR STEREOS CAR SPEAKERS SAT NAV CONNECTIVITY DASH CAMS	CAR ACCESSORIES TOURING TRAVEL EQUIPMENT CAMPING CHILD TRAVEL
	SERVICING	
	CAR BULBS WIPER BLADES CAR BATTERIES	

## CYCLING



KIDS	ADULT
KIDS CYCLES KIDS SCOOTERS	MECHANICAL BIKES ELECTRIC MOBILITY
	OTHER
	CYCLE ACCESSORIES CYCLE REPAIR





weFit

weService

weRepair

## MOTORING

We range all motoring related products from Camping to Child Seats and Technology



## CYCLING

We range everything from Kids bikes to high end Electric bikes and scooters.









# Electric & Charging

Boost your knowledge, safety and skills with our range of low and essential riding

or  
with us

Cycling

We recycle your old battery for free

5 Days while home charging

1 2 3 4 5 6

1 Charging cables

To find the right cable, you'll need to check three points of compatibility with your vehicle's hardware:

1 Connector type 2 Charging speed 3 Cable length

x3



# Child Travel









# Up to Cycling



  
Cycling Services  
Cycling Collection  
E-Bikes  
Accessories  
Bike Safety  
Kids' Bikes

halfords



Upstairs  
to Cycling



## Cycling Services

## Cycling Collection

toM  
v102

### Customer Lift

to the extent of a fire please do not use the lift



toM  
v102





Leisure

Leisure

Enjoy the ride

Get back and relax with  
our Leisure cycling ranges

Talk to us

Ask our product  
experts about our  
Cycle Care Plans











# Our Cycling Business

halfords

## 1.2 Million

***BIKES SOLD PER YEAR BY  
HALFORDS***



***carrera***

**VOODOO**



***BOARDMAN***



## 25%

***SHARE OF TOTAL UK BIKE  
MARKET***



***apollo***

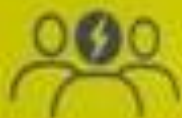
# Cycling Services

Electric experts  
in all our stores



## Team Electric

We are training over 2,000 colleagues to  
service and repair electric cars or bikes in  
the next 2 years





**Cycling  
Services**

**Cycling  
Collection**

Click & Collect

Pay & Returns

Click & Collect





# halfords garage services



## we've got you covered

### Quality Guarantee

All parts supplied & fitted by Halfords garages are guaranteed for 12 months or 12,000 miles.

Please see website for guarantee details for customers. Details subject to change.

### Spread the cost

Unexpected repairs? We've got finance options to help you spread the cost, covering spends over £20.

Terms and conditions apply. Subject to credit assessment.

### Brakes for life

Buy one set of brake pads or shoes, then the rest are free, forever - as long as you own a vehicle!

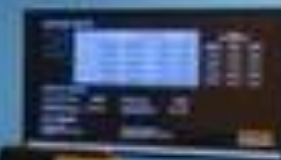
### Motomare

Save monthly payments for your Car Service and MOT.

### Electric Vehicle

All our garages have dedicated experts to advise and maintain your electric or hybrid vehicle.

Park up  
& relax













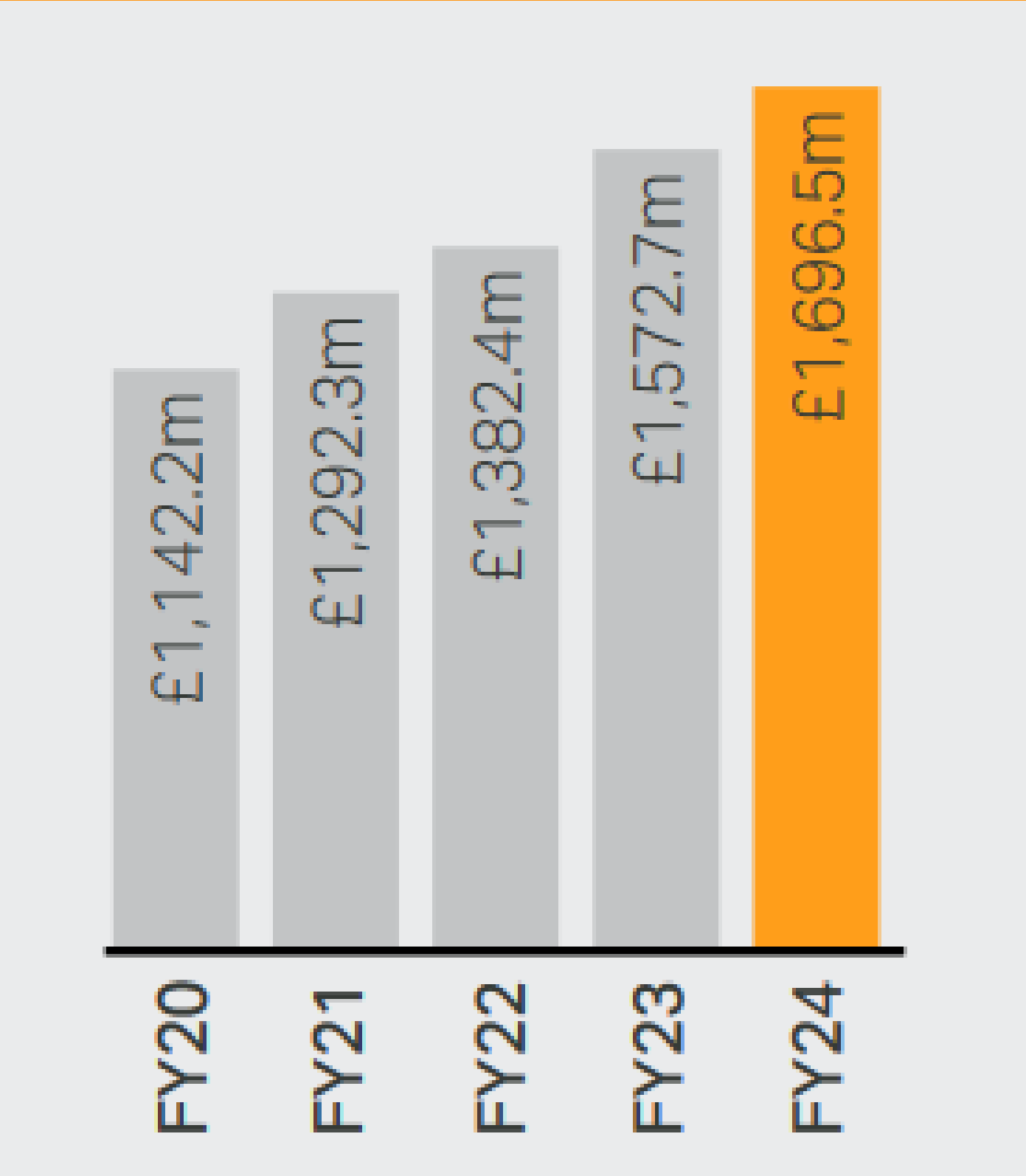




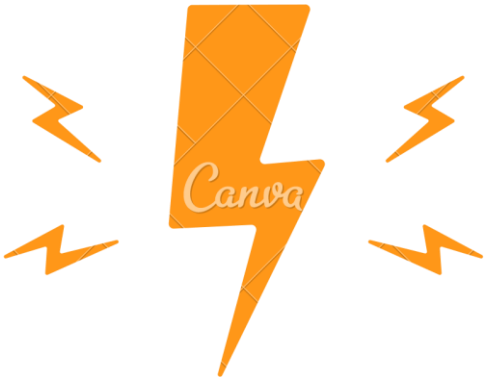




# Halfords Group Revenue Growth



**Group Services growth**



**E-Mobility - The Future**



**Sustainable Packaging**

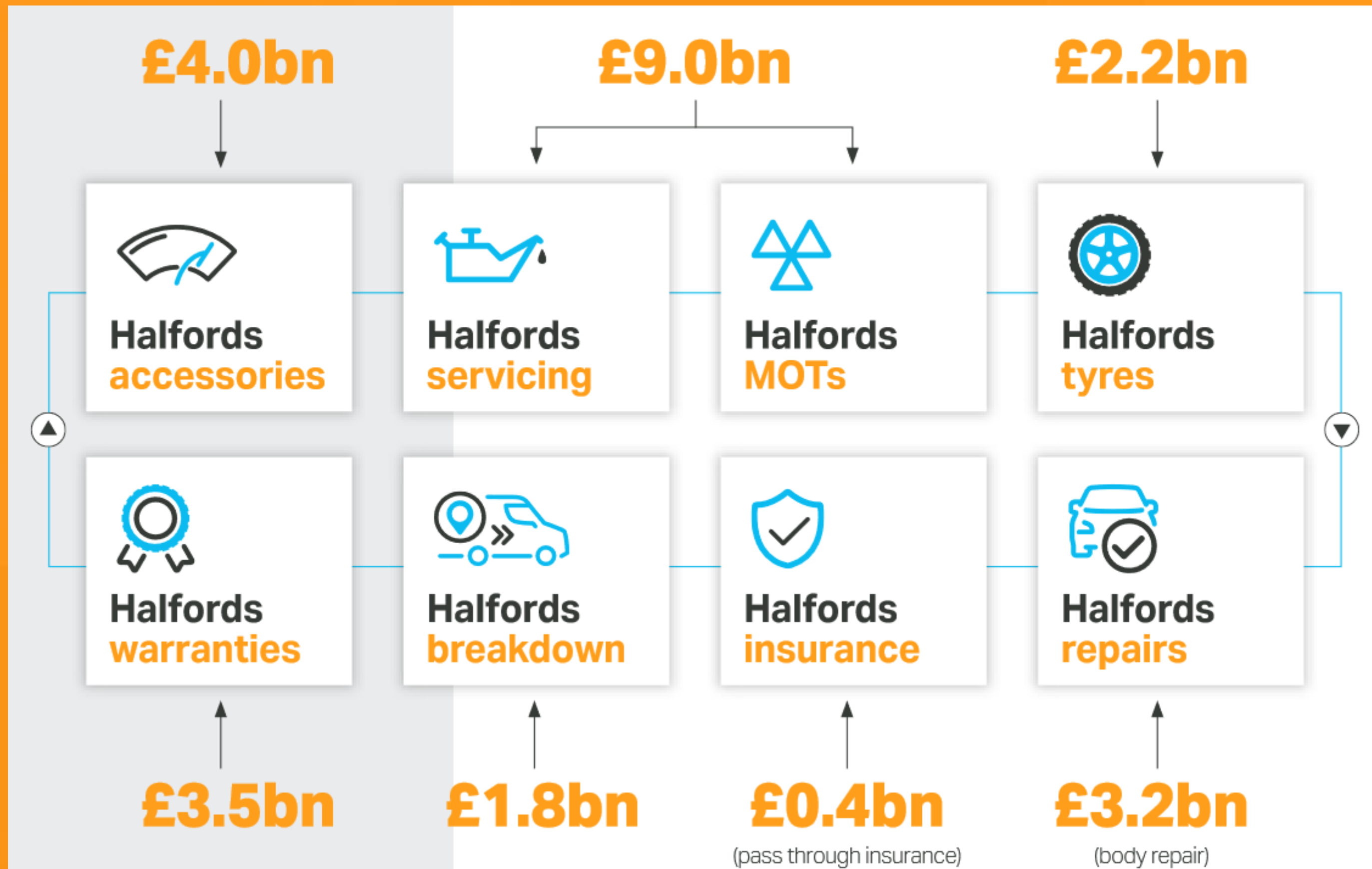


# Halfords future strategy





# What are these markets worth?











**THANK YOU**

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