



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

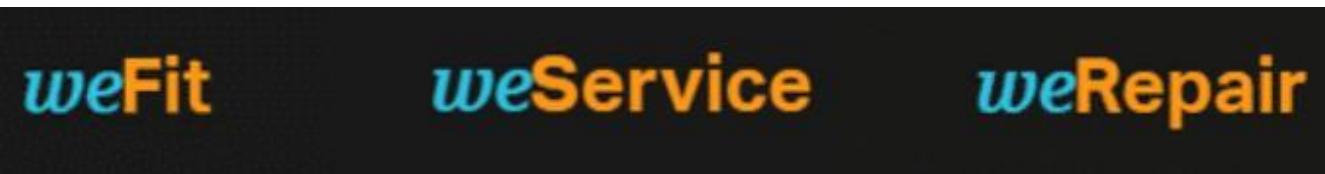


3 Central Distribution Centres



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

3 Vans



476 Stores

317 Garages

*796 service locations
30-minute drivetime*

Today

737 Vans



394 Stores

650 Garages

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

Halfords Strategic Acquisitions

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Acquisition Timeline

March 2021



30 Centres
190 Vans

December 2021



4 Centres

December 2021



239 Centres
68 Vans
8 Warehouses

March 2022

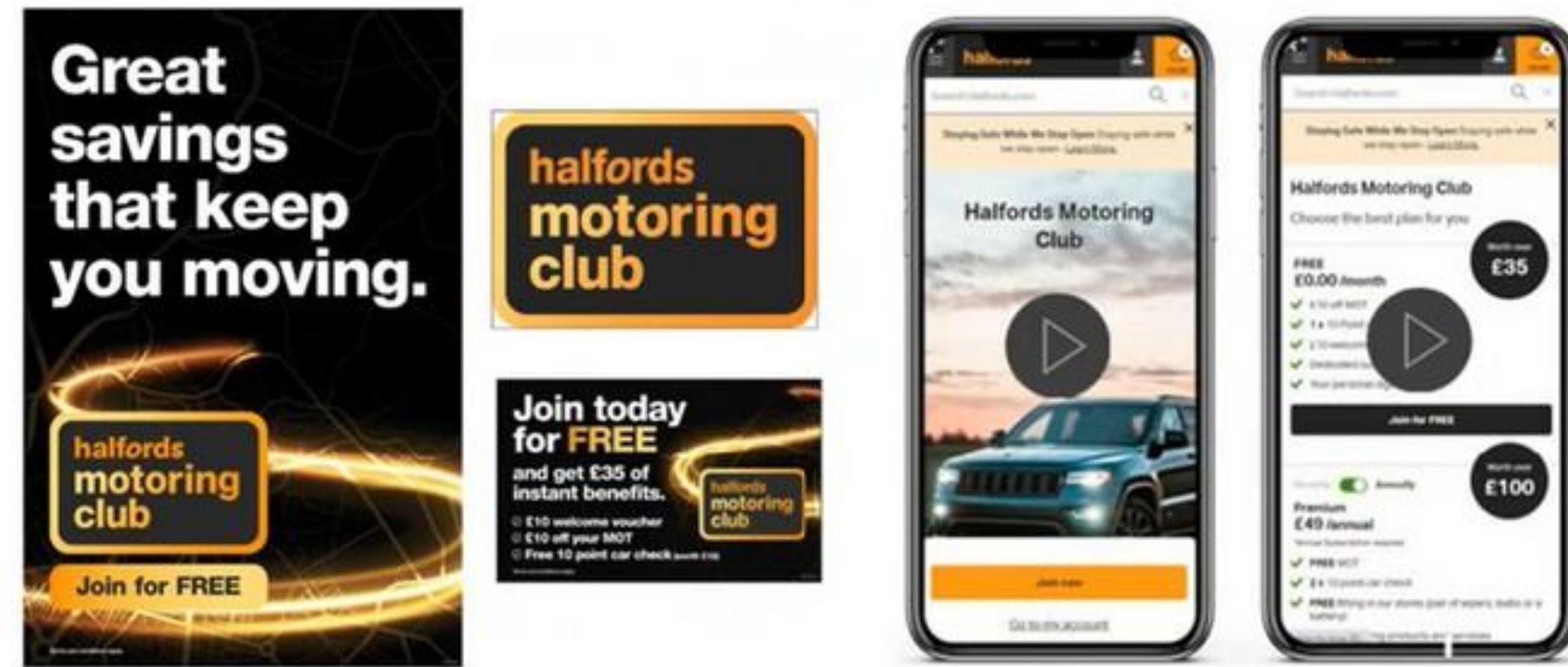


4 Vans

December 2022



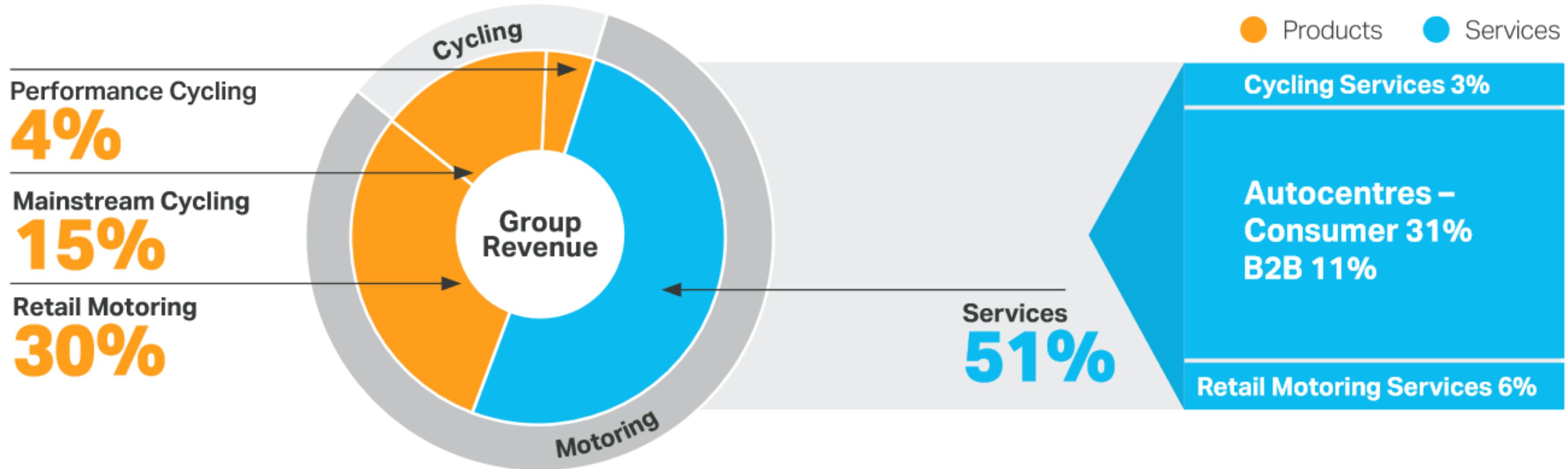
50 Centres
248 Vans



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/LEISURE
/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

KIDS CYCLES
KIDS SCOOTERS

ADULT

MECHANICAL BIKES
ELECTRIC MOBILITY

OTHER

CYCLE ACCESSORIES
CYCLE REPAIR

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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 security with our range of tools and essential safety

or
with us

Cycling

Electric vehicle charging

1

2

3

4

5

6

Charging cables

We stock the right cables you'll need to charge. Three points of compatibility will

not necessarily be found in power vehicle chargers.

1

2

3

Charging speed

1 Standard speed

2 Quick charge

3 Super fast

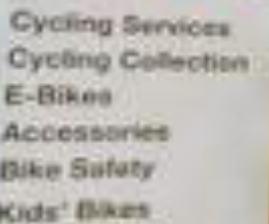
Child Travel







Up to
Cycling



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

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Cycling
Services
Cycling
Collection



Customer
Lift

At the end of a floor please do not use the lift







Our Cycling Business

1.2 Million

*BIKES SOLD PER YEAR BY
HALFORDS*

25%

*SHARE OF TOTAL UK BIKE
MARKET*



correro



VOODOO



BOARDMAN



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



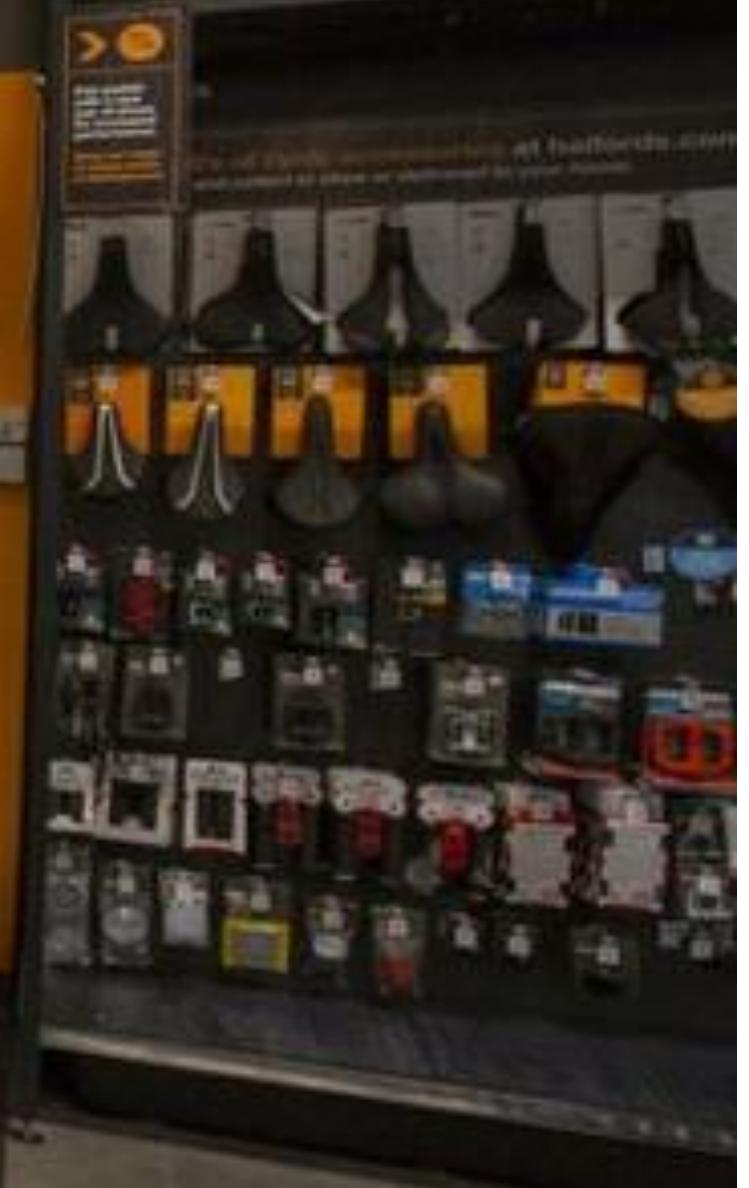
Cycling
Services

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 full terms and conditions
during next 12 months.

Spread the cost

Unexpected repairs? We've got finance options to help you spread the cost, covering spends over £200.

Brakes for life

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

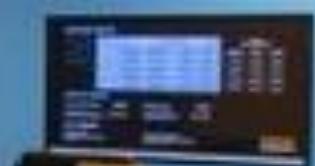
McElroy

Get monthly updates for your Car Cleaning and MOT.

Electric vehicles

All our electric vehicles are available to test drive and you can book a service or repair online.

Park up
& relax







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weFit | weService | weRepair

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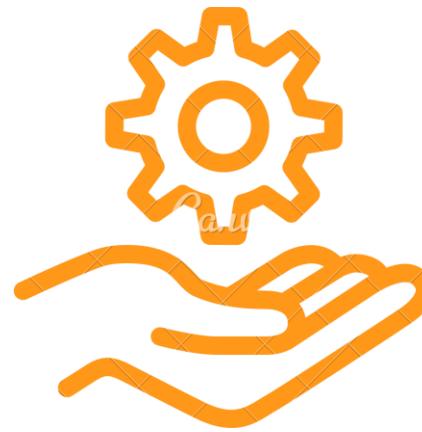
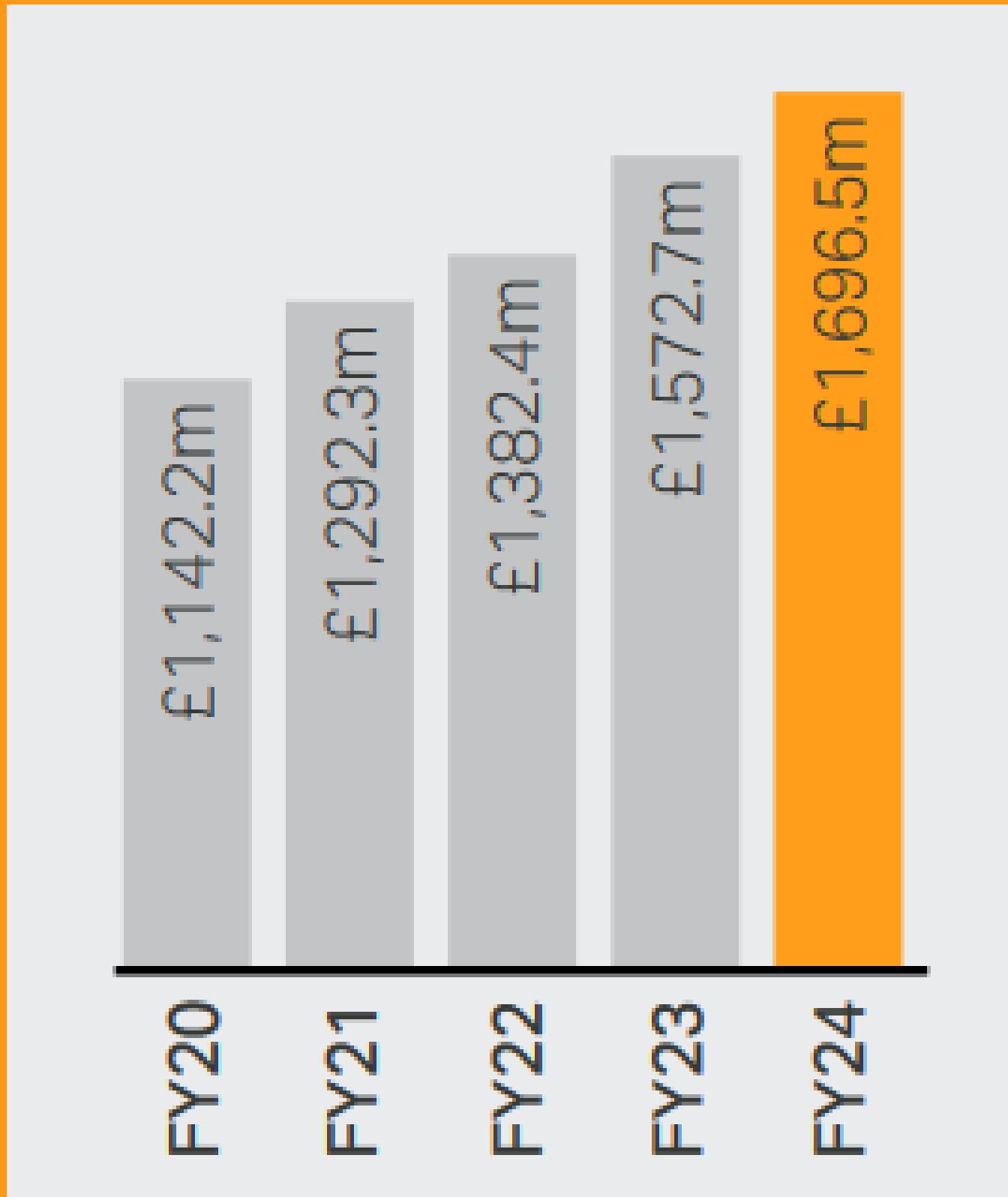
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Halfords Group Revenue Growth



Group Services growth



E-Mobility - The Future

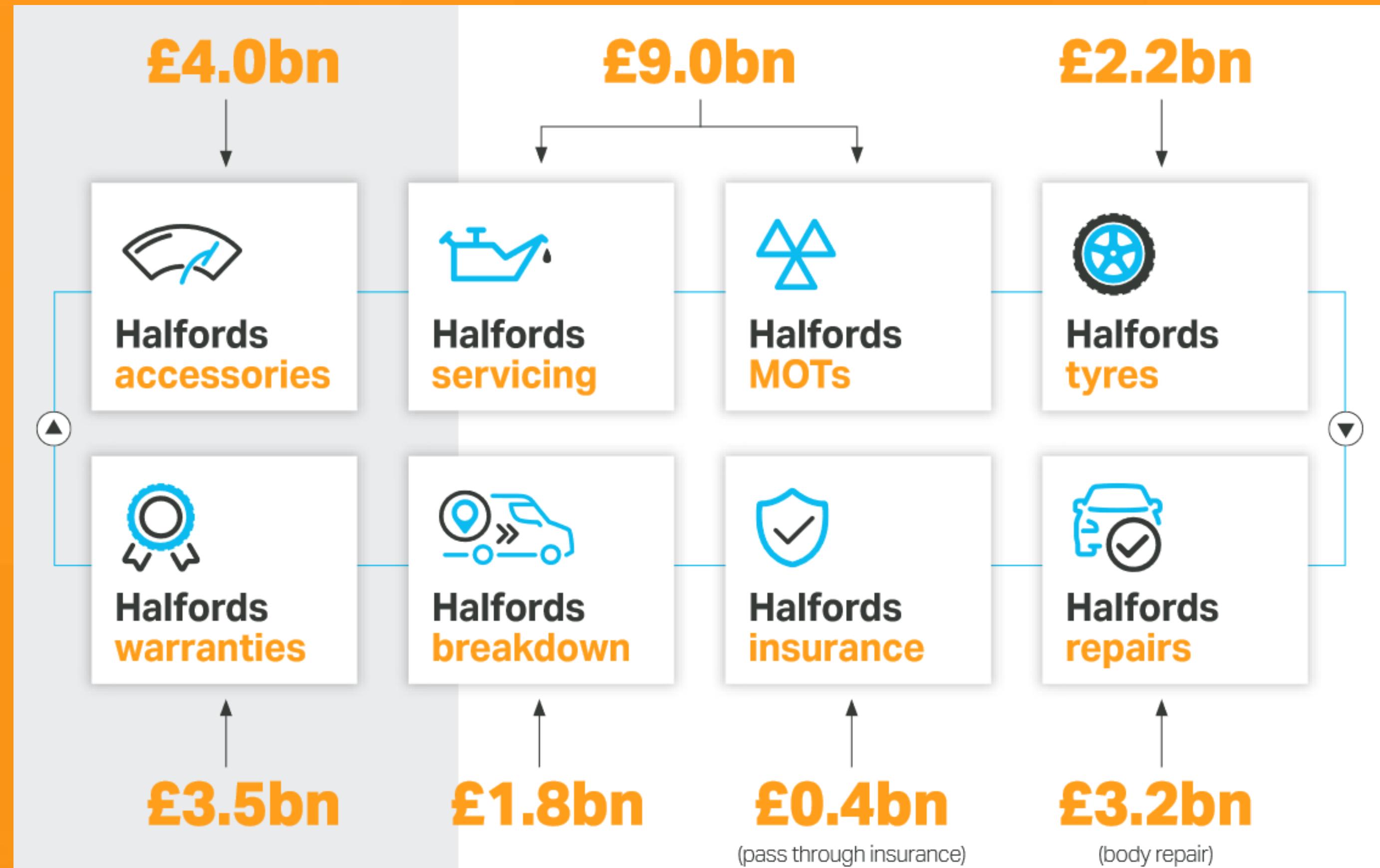


Sustainable Packaging

Halfords future strategy



What are these markets worth?







THANK YOU
