



halfords

Introduction To Halfords

2023/2024

Company Presentation

Meet the Near Sourcing Team



Anuraag Parashar

Near Sourcing Manager



Pav Sondhi

Assistant Near Sourcing
Manager



Tim Coombs

Senior Quality Engineer

Halfords Global Sourcing



**ANNUAL
IMPORTS:
\$450M**

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



**125 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.



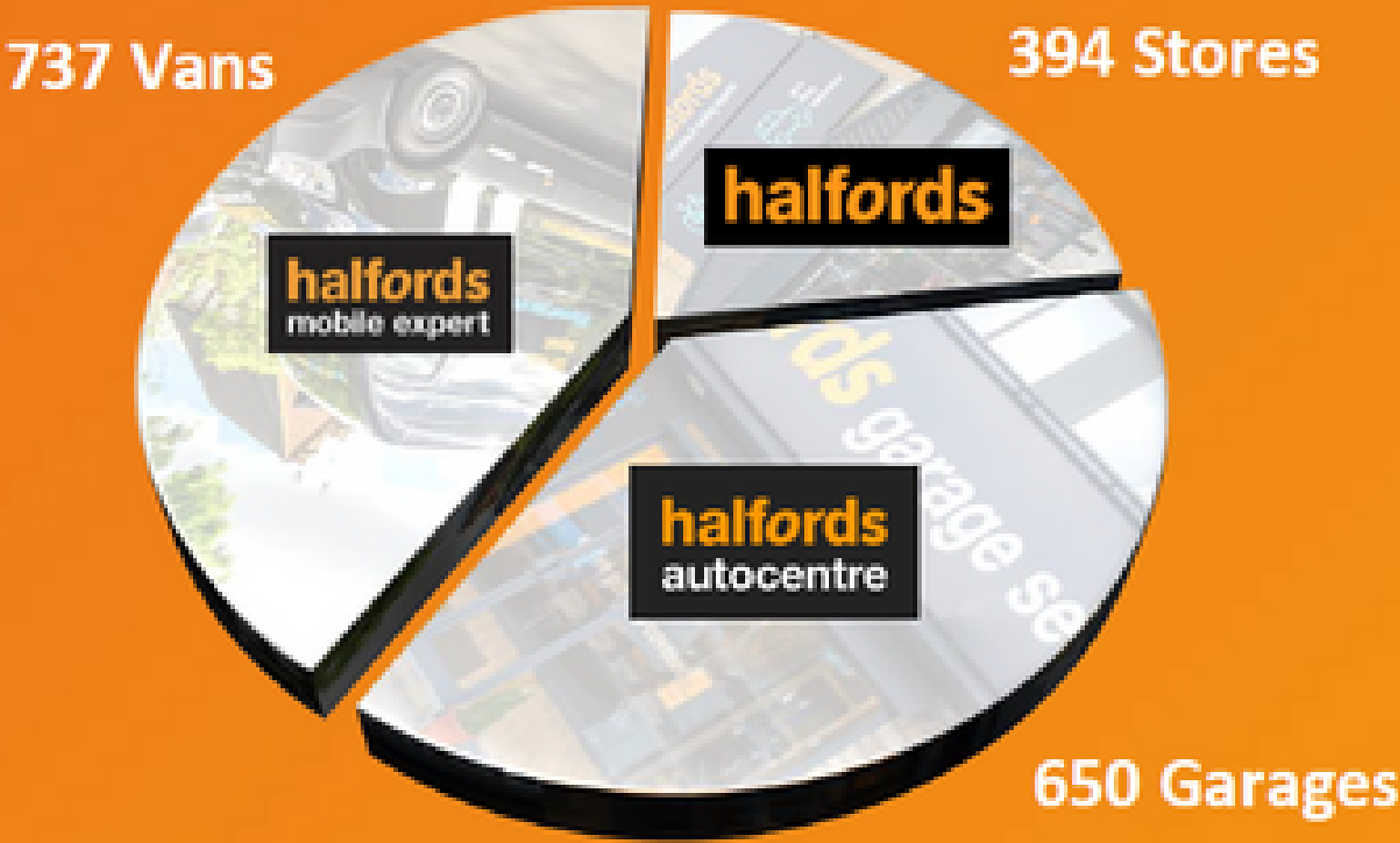
737 'Halfords Mobile Expert' & Commercial vans, bringing services direct to customers

2018



796 service locations
30-minute drivetime

Today



1,781 service locations
Under 20-minute drivetime

Halfords Strategic Acquisitions

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



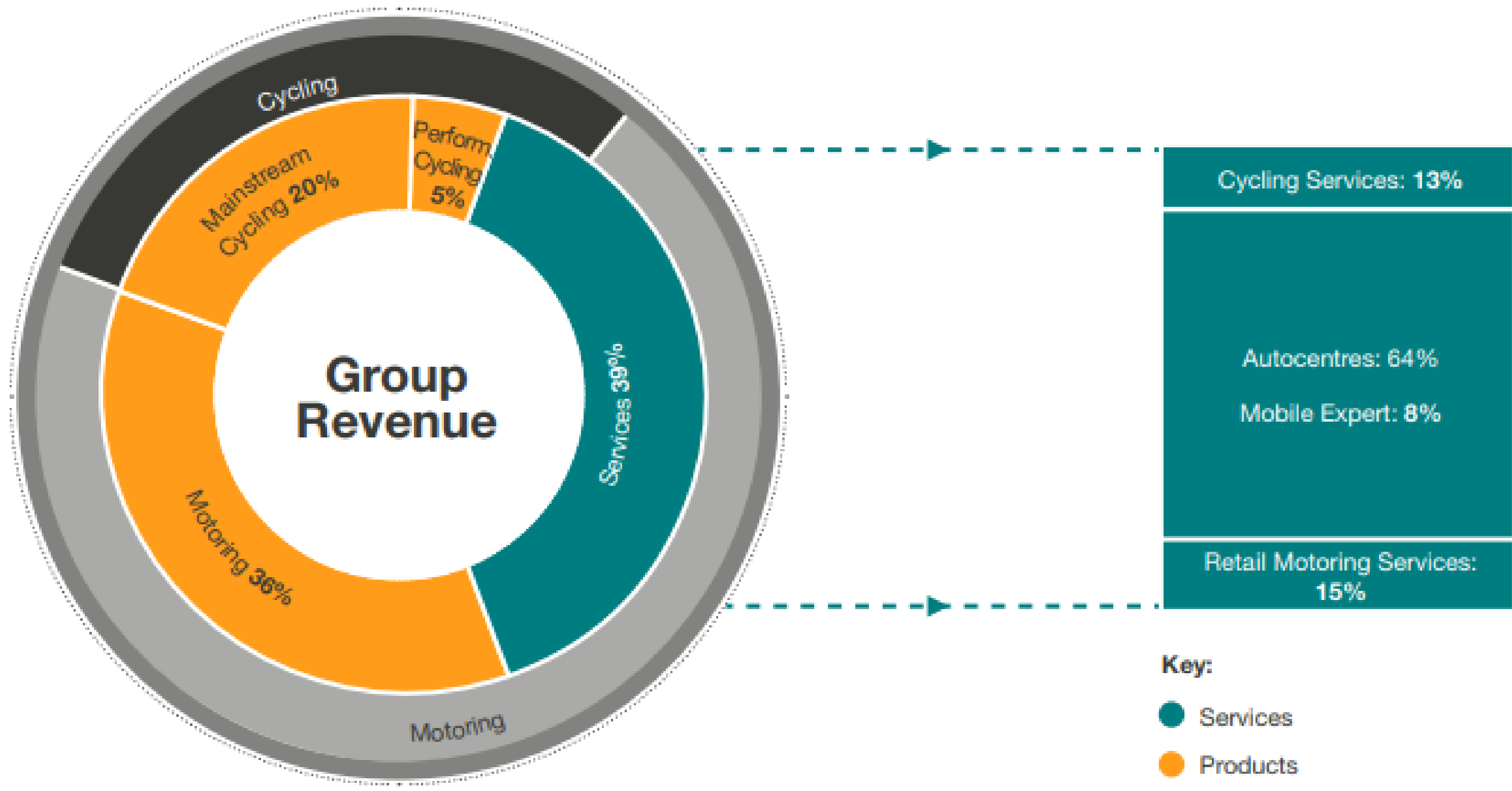
50 Centres
248 Vans



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

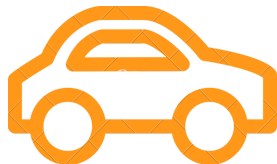
1.7m
SUBSCRIBERS

FY22 Group Revenue - £1.37B



Retail Product Categories

MOTORING

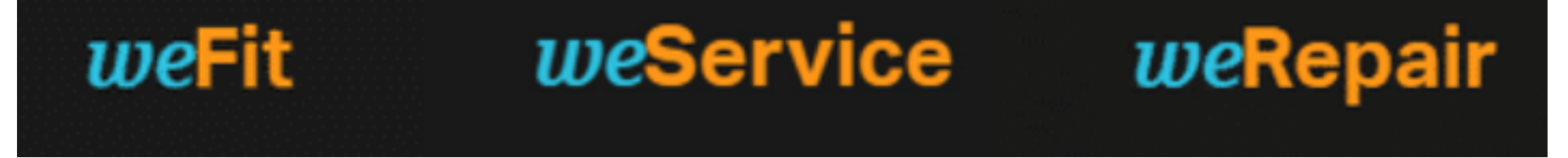


CAR MAINTANANCE	IN-CAR TECHNOLOGY	MOTORING/LESIURE /ACCESSORIES
OILS & ADDITIVES CAR CLEANING BODY REPAIR WORKSHOP WINTER	CAR STEREOS CAR SPEAKERS SAT NAV CONNECTIVITY DASH CAMS	CAR ACCESSORIES TOURING TRAVEL EQUIPMENT CAMPING CHILD TRAVEL
	SERVICING	
	CAR BULBS WIPER BLADES CAR BATTERIES	

CYCLING



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



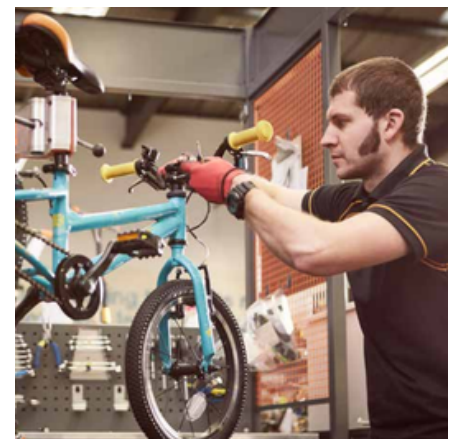
MOTORING

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 eBooks and essential reading

or
with us

Cycling

We recycle your
old battery for free

Electric vehicle home charging

1. Type
2. Power
3. Cost
4. Safety
5. Installation
6. Maintenance

Charging cables

To find the right cable, you'll need to check three points of compatibility will commonly be found in your vehicle handbook:

1. Connector type
2. Charging speed
3. Cable length

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
v192

Customer Lift

In the event of a fire please do not use the lift



For information
call 01234 567890





Kids' bike sizing guide

4-5 years
100cm

5-6 years
110cm

6-7 years
120cm

8-9 years
130cm

10-11 years
140cm

12-13 years
150cm

14-15 years
160cm

16-17 years
170cm

18-19 years
180cm

20-21 years
190cm

22-23 years
200cm

24-25 years
210cm

26-27 years
220cm

28-29 years
230cm

30-31 years
240cm

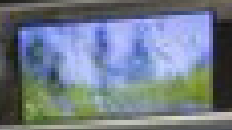
32-33 years
250cm

34-35 years
260cm

YOU WANT
XMAS MAGIC

YOU WANT
XMAS MAGIC

Kids Bikes & Scooters





Our Cycling Business

halfords

1.2 Million

*BIKES SOLD PER YEAR BY
HALFORDS*

25%

*SHARE OF TOTAL UK BIKE
MARKET*



carrera

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 guarantee details for certain parts and types.

Spread the cost

Unexpected repairs? We've got finance options to help you spread the cost, covering spends over £99.

Terms and conditions apply. Subject to credit assessment.

Brakes for life

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

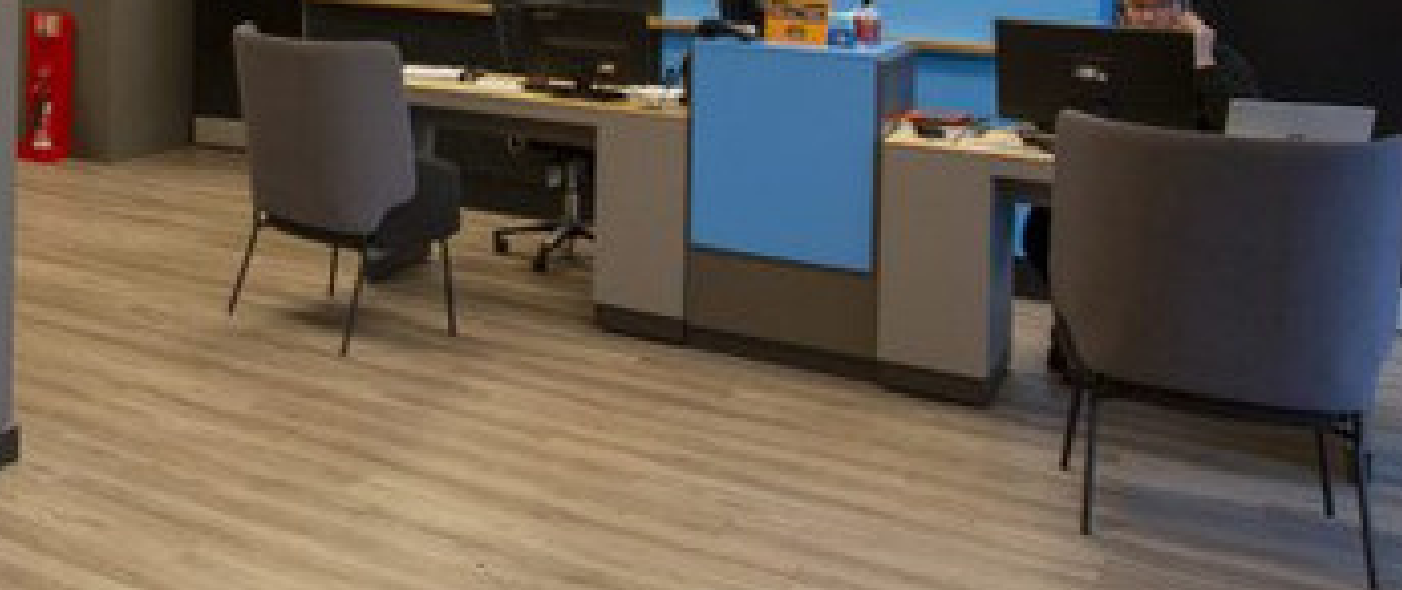
Motorcare

Easy monthly payments for your Car Servicing and MOT.

Electric Vehicle

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

Park up
& relax



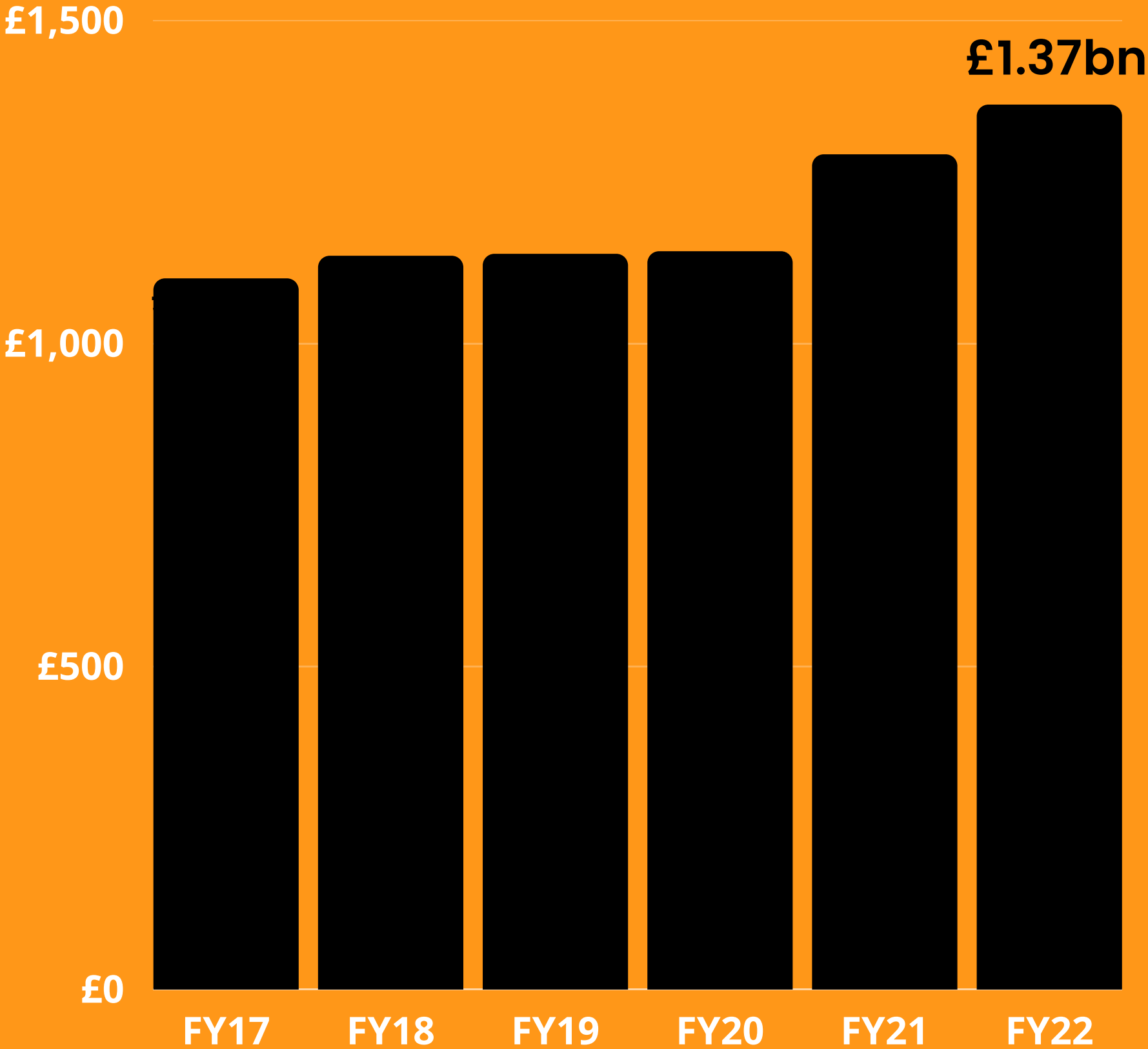




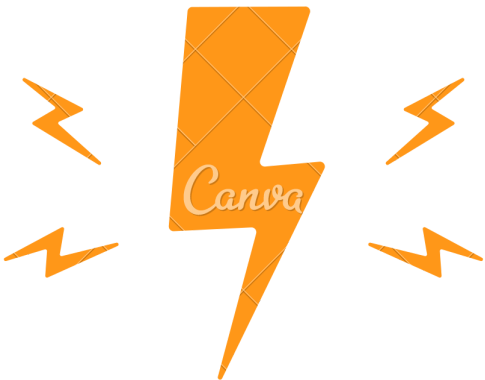




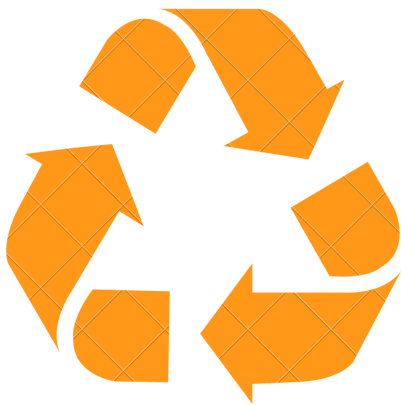
Halfords Group Revenue Growth



Group Services growth



E-Mobility - The Future



Sustainable Packaging





A photograph of a Halfords store exterior, overlaid with a semi-transparent orange filter. The store's name 'halfords' is prominently displayed in white lowercase letters on a dark rectangular sign. Below it, the tagline 'weFit | weService | weRepair' is visible in smaller white text. The building has a modern, multi-story design with large glass windows and doors. In the foreground, several people are standing near the entrance, and a few posters are visible on the left side of the building. A tall street lamp is on the right, and a car is partially visible in the bottom right corner.

halfords

weFit | weService | weRepair

Thank you!