



# ALLDATA<sup>®</sup>

An AutoZone<sup>®</sup> Company



## ALLDATA EUROPE

### COMPANY OVERVIEW 2024

# AUTOZONE OVERVIEW

## ABOUT AUTOZONE AND ITS BUSINESSES

### ABOUT AUTOZONE

- + Founded in 1979 and headquartered in Memphis, TN
- + FY21: \$14.6B Revenue/\$3B Operating Income
- + Forbes 2021 Worlds Best Employers ranked #39 out of 750 employers worldwide
- + Over 6,700 stores and +105K employees worldwide
- + Locations in all 50 states, District of Columbia, Puerto Rico, Virgin Islands, Mexico and Brazil
- + Purchased ALLDATA in 1986, located in Elk Grove, CA

### AUTOZONE BUSINESSES

#### AutoZone DIY

Supporting the DIY customer via +6,700 stores



#### Commercial

Supporting professional technicians via more than 5,000 programs that offer credit and parts delivery

#### ALLDATA

Supporting professional technicians as the leading provider of diagnostic repair solutions in the US and Europe



## THE ALLDATA JOURNEY

- + ALLDATA LLC founded in the U.S. in 1986, and purchased by AutoZone in 1996, creates the best combination of service, repair and parts
  - ALLDATA has +600 AutoZone's in CA, Mexico, Canada and Europe
- + We are the leading provider of OEM information for the automotive and collision industries
- + ALLDATA Europe was founded in 2009 with headquarters in Köln, Germany
- + Launched ALLDATA Repair for the European market at Automechanika 2012
- + Established an initial distribution network with leading partners in Germany
- + Leverage 35-year history of solving challenges facing the independent aftermarket
- + In 2023, the "Labour Times" add-on product for ALLDATA Repair was launched. The add-on gives workshops access to OEM labour times.

**ALLDATA**<sup>®</sup>  
AUTOMOTIVE INTELLIGENCE

+115K subscribers worldwide and  
trusted by +400K technicians



Original **OEM** information  
for  
*mechanical* and *body*  
*repairers*

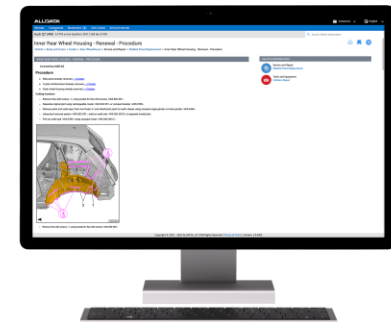
+37 brands  
+8M technical drawings  
and wiring diagrams  
+133K unique vehicle  
combinations



+13,000 customers across Europe  
+Network of strategic partners  
+Over **96%** VOR coverage

# ALLDATA AT A GLANCE

Automotive technology  
designed  
by technicians





# OUR VALUES

## Puts Customers First

Treat each customer as your only customer

## Cares About People

Treat people with dignity and respect

## Strives For Exceptional Performance

Be accountable and honor your commitments

## Energizes Others

Share your passion for the business

## Embraces Diversity

Welcome each individual's heritage, differences and unique qualities

## Helps Teams Succeed

Actively contribute to team goals and seek opportunities to lead

# ALLDATA<sup>®</sup>

An AutoZone<sup>®</sup> Company



## ALLDATA FOR THE EUROPEAN AFTERMARKET





## DEFINED PROCESS FROM CAPTURE TO PUBLISH



### + Data Capture

All information published is legally authorized through our OEM agreements



### + Data Conversion & Mapping

Annual production schedule is based on market needs defined by our customers, partners and resellers:

- Publish new models constantly
- Update new years-existing models
- Publish changes to existing models



### + Data Publish

ALLDATA has grown from 5 to 36 brands and we now cover 96% VOR. Requests through the ALLDATA Info Center for information not in the product are immediately added when the request is fulfilled



## STRATEGY:

To build relationships with the workshop through a direct sales and support approach. Enter new markets using a multi-faceted approach including direct ALLDATA contact and strategic partners.



### + Reseller Direct

Reseller sells direct to workshop without ALLDATA in markets ALLDATA doesn't currently serve directly

### + ALLDATA Direct

ALLDATA sells direct to the workshop without reseller or partner involvement

### + ALLDATA & Strategic Partners

ALLDATA and partner collaborate in selling to workshops

- Joint sales ride-alongs
- Workshop events
- Tradeshows and show specials
- Marketing programs



# ALLDATA REPAIR



ALLDATA

Vehicles Component Bookmarks 0 Info Center Service Intervals

Contact Us English

Mercedes-Benz E-Class (W212) E 250 CDI BlueTEC (212.004) | 2014 - 2015 | 204 Hp | OM 651.924

Search Vehicle information

### POPULAR INFORMATION

- Service Intervals
- All Technical Service Bulletins
- Diagrams
- Specifications
- Maintenance

### SYSTEMS & COMPONENTS

- Accessories and Optional Equipment
- Body and Frame
- Brakes and Traction Control
- Cruise Control
- Engine, Cooling and Exhaust
  - Cooling System
  - Engine
  - Exhaust System
- Heating and Air Conditioning
- High Voltage System Disable / Enable, Hybrid
- Hybrid Drive Systems
- Instrument Panel, Gauges and Warning Indicators
- Lighting and Horns
- Maintenance
- Power and Ground Distribution
- Powertrain Management
- Relays and Modules
- Restraints and Safety Systems
- Sensors and Switches

### INFORMATION

- Application and ID Components
- Description and Operation Components
  - Structural Materials
- Service and Repair Procedures
  - Reset Procedure
- Service Precautions
  - Hazardous Materials Handling and Disposal
  - Technician Safety Information
  - Vehicle Damage Warnings
- Technical Service Bulletins
  - Product Repair Bulletins
- Testing and Inspection
  - Related Tests, Information and Procedures
- Tools and Equipment
  - Aftermarket Tools
  - Electrical / Mechanical Repair



## **AUTOMOTIVE INTELLIGENCE:** HELPING OUR CUSTOMERS BE THE BEST THEY CAN BE

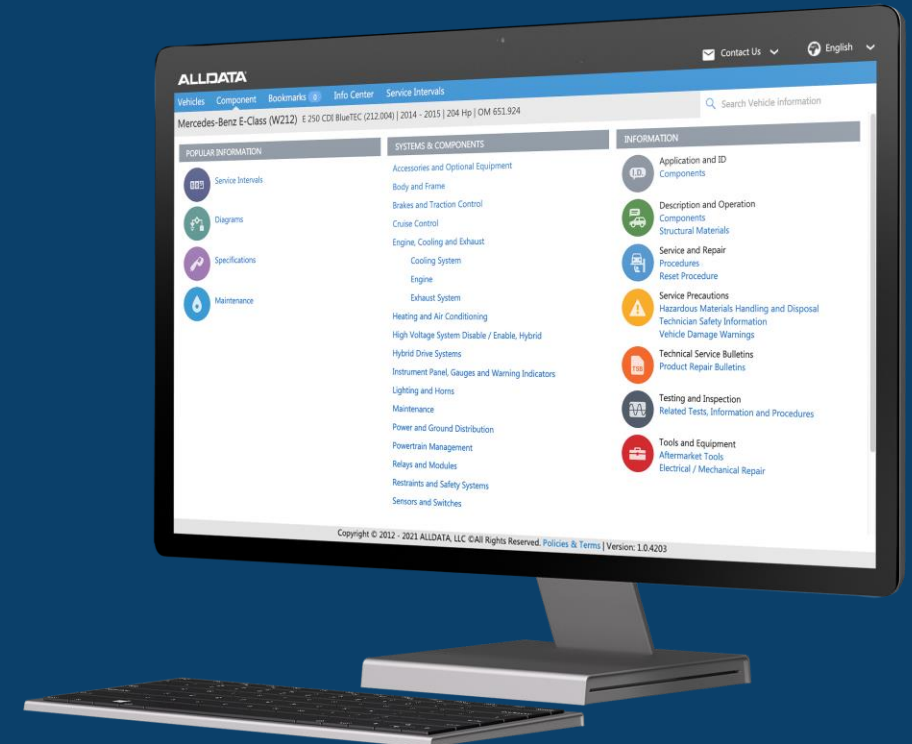
- + Manufacturer agreements to provide only OEM maintenance and repair information for workshops to repair to manufacturer standards
- + Data mapping to create a standard/unified taxonomy
- + Greater usability through enhanced searching capabilities
- + Integration into leading parts catalogues
- + Seamless support integration to access static and dynamic service schedules, and information not yet published
- + Knowledgeable automotive technicians (InfoCenter) data assistance



## OUR VISION: TO PROVIDE 95% VOR COVERAGE IN EUROPE

Manufacturer maintenance and repair information for body and repair workshops in a reliable online source 24x7

- + Wiring diagrams and electronic systems
- + Body and frame information
- + Diagnostic trouble codes, recalls and test charts
- + Maintenance intervals and service schedules
- + Tire pressure monitoring systems
- + Filling quantities and tightening specs
- + Integration into the workflow via leading parts catalogs





## INTELLECTUAL PROPERTY AND TERMS AND CONDITIONS

- + ALLDATA customers, regardless of the distribution channel) must accept the ALLDATA Repair ‘Terms and Conditions’ of use (non-exclusive, non-transferrable, non-sublicenseable)
  - ALLDATA customers are required to accept a data usage policy
  - ALLDATA periodically requires all customers to accept updates including notice of copyright for OEMS to include new manufacturers
  - ALLDATA Repair and information obtained through the product may not be reproduced or redistributed

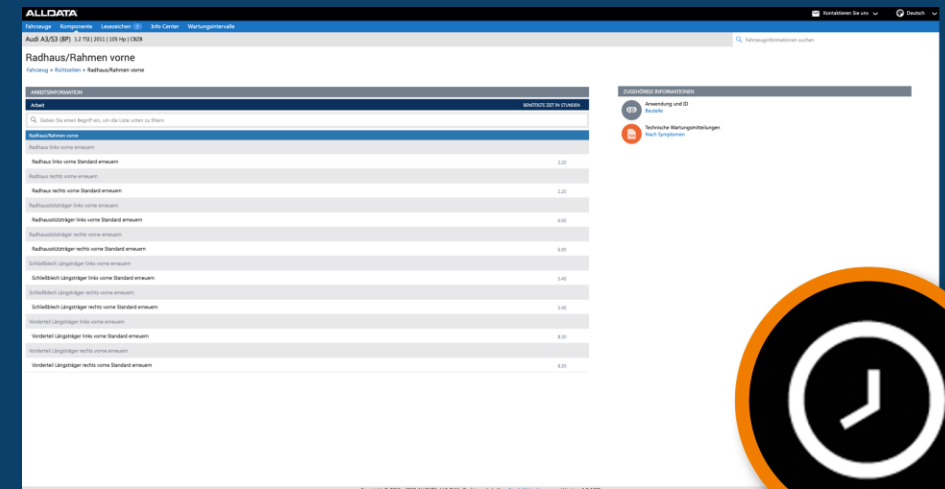




## ADD ON: ALLDATA LABOUR TIMES

With ALLDATA Labour Times, an optional add-on gets launched in 2023 that offers quick access to OEM labour times. The add on offers decisive advantages for workshops:

- + Better calculation of the workload
- + Greater transparency with regard to cost estimates
- + Efficient scheduling of working hours
- + Reduction of idle time
- + Reduction of customer vehicle downtime





# Q&A

