

AUTO

MOBILITY NEVER STOPS



All-Inclusive Vehicle Parts and Maintenance Solutions with Flexible Payment Options.

MOBILITY NEVER STOPS

Revolutionizing Spare Parts Trading with Flexible Buy Now Pay Later (BNPL) Solutions

At HOP AUTO, we ensure continuous mobility. Our services keep your business running smoothly and get you to your destinations on time. Whether you need urgent repairs, maintain customer vehicles, or manage a fleet, HOP AUTO makes sure that financial constraints for spare parts never hinder you. With us, mobility never stops, allowing you and your customers to keep moving forward without interruption

Features and Benefits

Credit Vetting and Approval:

- **Consumers:** KYC and credit checks ensure responsible lending.
- **Garages and Fleets:** Vetting based on operational history and invoicing records.

Technological Integration:

- **Web Portal/Mobile App:** For easy browsing, ordering, and payment tracking.
- **Supplier Portal:** For real-time inventory updates and order management.

Payment Flexibility:

- **Term Options:** Choose between 24-hour and 30-day payment terms.
- **Automated Reminders:** Ensure timely payments with automated notifications.

Customer Support:

- **24/7 Helpline:** Dedicated support for queries and issues.
- **Account Managers:** Personalized assistance for bulk buyers and strategic partners.

Quality Assurance:

- **Verified Suppliers:** All parts sourced from reputable and verified supplier
- **Warranty:** Comprehensive warranty options on all parts sold.

Aligning our innovative BNPL solutions with the needs of both our consumers and suppliers, HOP AUTO aims to create a seamless and efficient spare parts trading ecosystem that fosters growth, reliability, and customer satisfaction.



HOP AUTO delivers comprehensive automotive solutions, offering high-quality parts, financial flexibility, expert technical support, parts warranties, and innovative insurance options to meet the diverse needs of consumers, garages, and fleet operators.



- **High-Cost Vehicle Parts:** Quick Affordable Access to Engine components, transmission parts, suspension systems, and more, ensuring top-notch performance and durability.
- **Standard Parts:** BNPL for Tires, batteries, lights, and painting services, providing complete vehicle care under one roof.
- **Maintenance Plans:** Tracked and Comprehensive plans covering routine services and unforeseen repairs, offering peace of mind, schedule consumer alerts.
- **24/7 Roadside Assistance:** Immediate help for breakdowns, including towing and minor repairs, ensuring safety and convenience.
- **Custom Upgrades:** Personalized services for performance enhancements, allowing owners to tailor their vehicles.
- **Loyalty Programs:** Rewarding repeat customers with points and discounts, fostering long-term relationships.



To Garages and Service Centers

- **Uninterrupted Operations:** Purchase parts on credit with flexible repayment periods, ensuring continuous service without financial strain.
- **Financial Assistance:** Access flexible payment terms, credit lines, and leasing options to ease cash flow management.
- **Bulk Purchase Discounts:** Save on high-volume purchases, ensuring your inventory is always stocked and operational costs are optimized.
- **Dedicated Account Managers:** Receive personalized support and tailored credit solutions for seamless operations and quick issue resolution.
- **Technical Support:** Access expert technical support for troubleshooting complex issues, maintaining high service standards and customer satisfaction.

To Exporters, Importers, and Wholesalers Segment

- **Market Access:** Broad network access for expanded market reach and increased sales opportunities across Kenya and East Africa.
- **Efficient Distribution:** Timely and reliable delivery channels through HOP AUTO's established distribution network, ensuring customer satisfaction and loyalty.
- **Bulk Handling:** Competitive pricing and maximized profit margins through bulk purchasing power and logistics expertise.
- **Guaranteed Payments:** Benefit from assured payments facilitated through our BNPL framework, reducing risk and improving cash flow.
- **Expanded Market Reach:** Tap into a broader customer base including individual consumers, garages, and fleet operators, increasing sales potential.



- **Spare parts and Fleet Management Solutions:** Efficient tracking, maintenance scheduling, and performance monitoring software to optimize fleet operations.
- **Bulk Purchase Discounts:** Significant savings on high-volume purchases, reducing operational costs and maximizing profit margins.
- **Financial Assistance:** Flexible payment terms, credit lines, and leasing options to ease financial burdens and improve cash flow.
- **Operational Efficiency:** Maintain your fleet without financial strain by leveraging BNPL options, ensuring parts are available as invoices are settled.
- **Reduced Downtime:** Priority access to parts and expedited delivery, ensuring your fleet is always operational and downtime is minimized.
- **Spares Inventory and Credit Solutions:** Tailored inventory management and credit solutions based on your fleet's specific needs, ensuring optimal performance and cost-effectiveness.

Buy Spares Now, Pay for them Later



- **Flexible Financing:** Customized financing options for purchasing high-value parts, spreading costs comfortably.



- **Credit Facilities:** Access to credit lines and installment plans, facilitating seamless transactions.



- **Leasing Programs:** Leasing options for expensive equipment, minimizing upfront expenses.

Insurance & Warranties :

- **Part Insurance:** Comprehensive coverage against damage, theft, and defects, safeguarding investments.
- **Insurance Premium Financing:** Monthly payment options for insurance premiums, ensuring affordability and peace of mind.

HOP AUTO's business model revolves around delivering value, reliability, and innovation across the automotive industry landscape, empowering customers and partners for success.



Expensive vehicle parts to replace



Regarding the most expensive vehicle parts to replace for popular passenger and commercial vehicles in Kenya, some of the costliest parts include:

- **Engine and Transmission Components:** These are often the most expensive parts to replace due to their complexity and the labor involved. For instance, engine blocks, crankshafts, and transmission assemblies are significant investments.
- **Suspension and Steering Systems:** Parts like control arms, shock absorbers, and steering racks can be quite costly due to their essential role in vehicle safety and performance.
- **Electronic Control Units (ECUs):** Modern vehicles are heavily reliant on electronics, and replacing a faulty ECU can be very expensive due to the need for specific programming and calibration.
- **Body Parts:** Replacing major body panels, such as doors, fenders, and bumpers, especially if they require painting and finishing, can add up quickly in terms of costs.
- **Brake Systems:** High-performance brake components, including rotors and calipers, can be expensive, particularly for commercial and heavy-duty vehicles that demand more robust braking systems.

HOP AUTO Consumer Offering

Exclusive Offer for High-Cost Vehicle Parts

- Engine Components
- Transmission Components
- Suspension and Steering Systems
- Electronic Control Units (ECUs)
- Major Body Panels
- Full Set of Tyres
- Batteries
- Lights
- Complete Vehicle Painting Services

Payment Terms

- **Pay on the 30th Day of the Month:** Enjoy the flexibility to pay on the 30th day of the month.
- **Pay After 30 Days:** Alternatively, you can choose to pay after 30 days from the purchase date, whichever comes first.

Referral Scheme:

- **Earn Points:** Consumers earn points for each referral.
- **Accumulate Points for Discounts:** Points can be accumulated to earn discounts and benefits such as free services based on the number of clients referred and the amount those clients spend.



“
These parts are crucial for the
functionality and safety of the vehicles,
hence their higher replacement costs.”

HOP AUTO Garage Offering

Special Buy Now, Pay Later for Garages

Products Included



- **High-Cost Parts:** Engine Components, Transmission Components, Suspension and Steering Systems, ECUs, Major Body Panels.
- **Standard Parts:** Full Set of Tyres, Batteries, Lights, Complete Vehicle Painting Services.

Payment Terms for Garages



- **Majority of Payments:** Pay after 24 hours for most purchases.
- **Large Service Centers:** Pay after 7 days for large orders, subject to terms and conditions.

Referral Scheme



- **Commission for Referrals:** Garages earn a commission for referring other garages to HOP AUTO.
- **Cash or Discount:** Commission can be in the form of cash or discounts on future purchases.

HOP AUTO Fleet Offering

Vendor Managed Inventory (VMI) Program for Fleet Owners

Target Audience:

- Light and Heavy Commercial Fleet Owners

Program Features:

- **Stock Spares for Regular Servicing and Maintenance:** Ensure your vehicles are always on the road.
- **VMI Based on Fleet Service Schedules:** Establish a Vendor Managed Inventory system based on your service schedules.
- **On-Site or Off-Site Storage:** Depending on distance and volumes, storage can be set up on-site or off-site.
- **Pay on Use:** Pay only when you pick parts to fix a vehicle, avoiding upfront costs and holding your cash in stock over time.
- **Target:** Aim to reach over 5,000 vehicles under our VMI program

Experience HOP AUTO

HOP AUTO is your reliable partner in spare parts trading, offering innovative Buy Now, Pay Later (BNPL) solutions. Our robust credit assessment and payment facilitation ensure you get the parts you need without immediate financial burden.

INDIVIDUAL CAR OWNERS

- **Flexible Payment Terms:** Purchase spare parts with the option to pay within 24 hours to 30 days, perfect for those waiting for their next salary.
- **Credit Assessment:** Quick and efficient vetting process to determine eligibility, ensuring responsible lending.
- **Ease of Access:** Browse and order parts online or through our mobile app, with doorstep delivery and installation options.
- **Quality Assurance:** Access to high-quality, genuine spare parts from reputable suppliers, ensuring longevity and performance.
- **Maintenance Plans:** Offer comprehensive maintenance plans that cover routine services and unexpected repairs, providing peace of mind and spreading costs over time.
- **Emergency Assistance:** Provide 24/7 roadside assistance for breakdowns, including towing and minor repairs.
- **Custom Upgrades:** Offer customization services for performance and aesthetic enhancements.
- **Loyalty Programs:** Implement loyalty programs where repeat customers earn points or discounts on future services.



Mobility Never Stops

FLEET OPERATORS

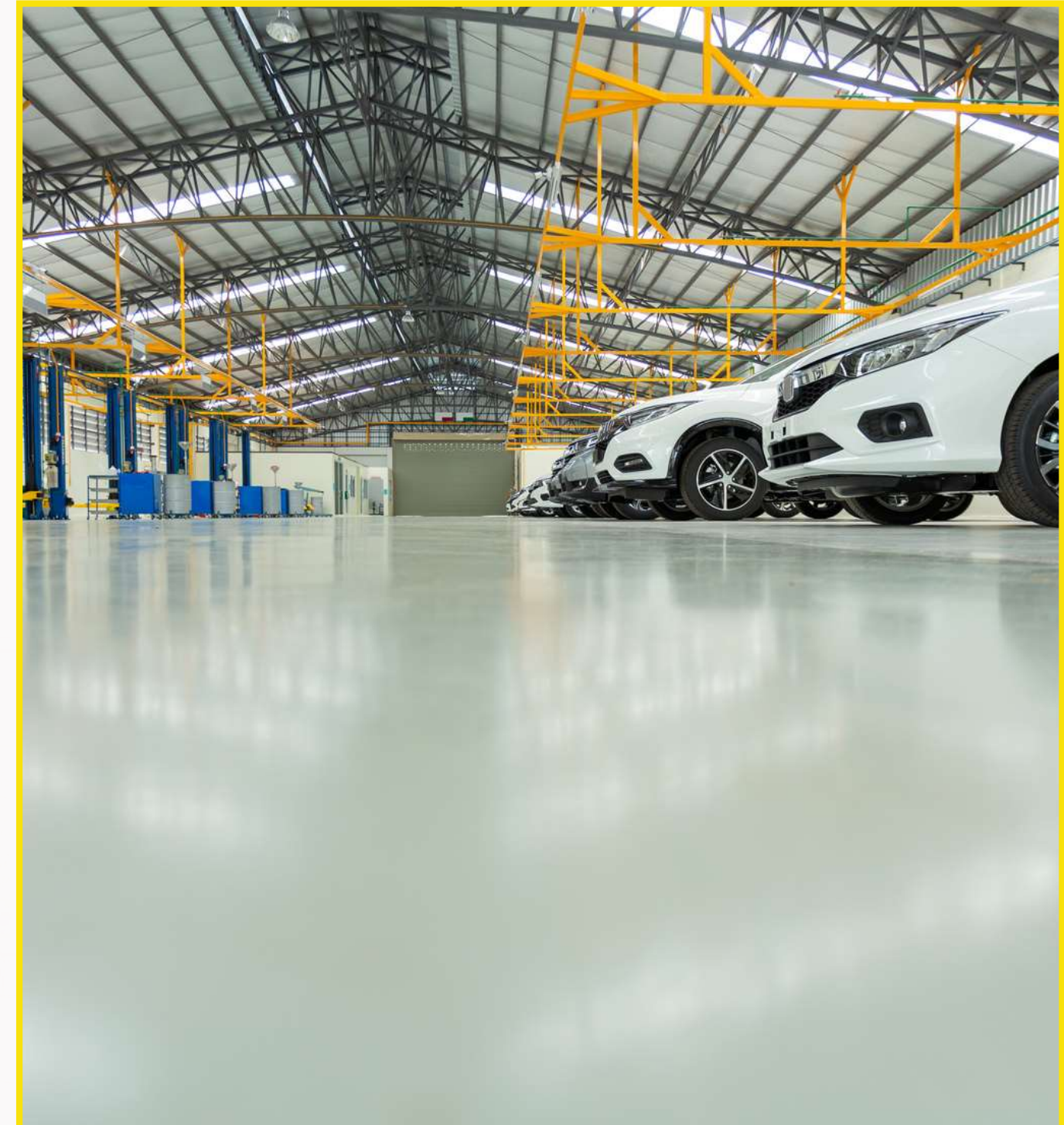
- **Operational Efficiency:** Maintain your fleet without financial strain by leveraging our BNPL options, paying for parts as your invoices are settled.
- **Bulk Purchase Discounts:** Provide significant discounts for companies purchasing parts in bulk for their fleets.
- **Improved Cash Flow:** No need to pay upfront for stock.
- **Reduced Downtime:** Always have the parts you need when you need them.
- **Customized Solutions:** Tailored inventory management based on your fleet's needs
- **Credit Solutions:** Receive customized credit terms based on your fleet size and operational needs.
- **Priority Service:** Get priority access to parts and expedited delivery, minimizing downtime and maximizing productivity.
- **Fleet Management Support:** Additional services including maintenance scheduling and fleet management consultations.



Mobility Never Stops

GARAGES & SERVICE CENTERS

- **Streamlined Operations:** Keep your workflow uninterrupted by purchasing parts on credit, with flexible repayment periods that align with your invoicing cycles.
- **Financial Assistance:** Provide financial solutions, including credit lines and flexible payment terms to help garages manage cash flow.
- **Technical Support:** Provide garages with access to technical support for troubleshooting complex issues.
- **Inventory Management Systems:** Implement digital inventory management systems to help garages keep track of parts and reduce downtime.
- **Bulk Orders:** Benefit from bulk purchasing options and favorable terms for large orders, ensuring your inventory is always stocked.
- **Dedicated Account Management:** Enjoy personalized service and support, including tailored credit solutions and account management.
- **Training and Certification:** Offer certification programs for mechanics to enhance their skills and credibility.
- **Partnership Benefits:** Access exclusive promotions, discounts, and early access to new product lines.
- **Marketing Support:** Assist garages with marketing materials and strategies to attract more customers.
- **Exclusive Promotions:** Access exclusive promotions and discounts tailored for garages and service centers.



PART SUPPLIERS & OEMS

- **Guaranteed Payments:** Benefit from assured payments facilitated through our BNPL framework, reducing your risk and improving cash flow.
- **Expanded Market Reach:** Tap into a broader customer base including individual consumers, garages, and fleet operators.
- **Market Access:** Gain access to a broad network of buyers across Kenya and potentially East Africa.
- **Efficient Distribution:** Utilize HOP AUTO's established distribution channels to ensure timely and efficient delivery of parts.
- **Bulk Handling:** Benefit from HOP AUTO's bulk purchasing power and logistics expertise.
- **Partnership Opportunities:** Engage in strategic partnerships with HOP AUTO, including co-branded marketing initiatives and exclusive deals.
- **Real-Time Inventory Management:** Integrated systems for real-time inventory tracking and management, ensuring seamless supply chain operations.
- **Logistics Expertise:** Leverage HOP AUTO's expertise in logistics to optimize your supply chain and reduce costs.
- **Joint Ventures:** Collaborate on joint ventures to increase market presence and sales.
- **Marketing Initiatives:** Participate in joint marketing initiatives to enhance brand visibility and reach.



WHAT ELSE DO WE SELL AND FINANCE

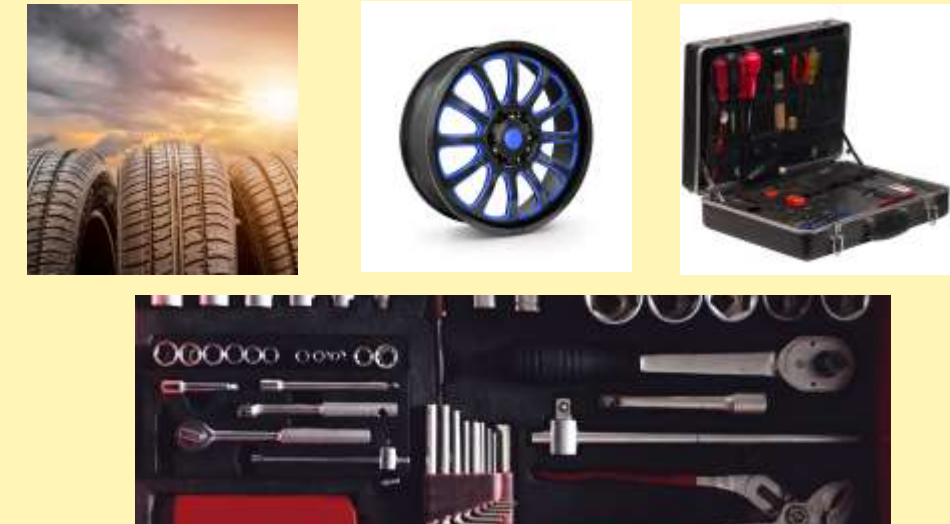
Automotive Accessories



Automotive Fluids and Lubricants



Tires and Wheels



Battery-Related Products



Safety and Emergency Equipment

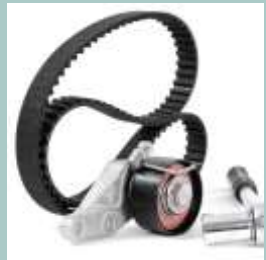


Workshop Equipment and Tools

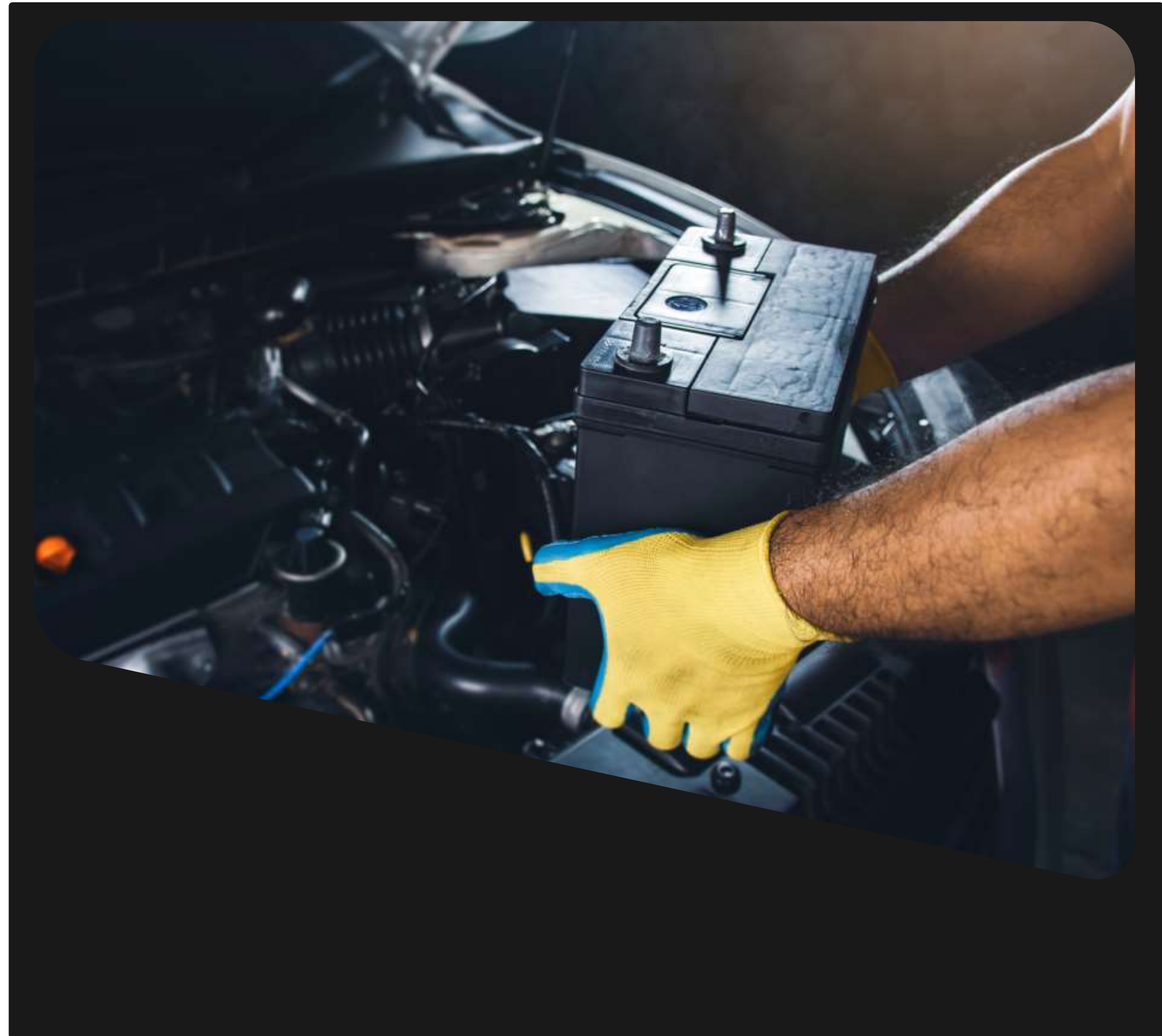


WHAT ELSE DO WE SELL AND FINANCE

Consumables & Maintenance Items



Specialty Products



TRACEABILITY AND LIFECYCLE MANAGEMENT

Part Origin and Manufacturing:

- **Supplier Partnerships:** Partner with reputable suppliers and manufacturers to ensure all parts are genuine and of high quality.
- **Digital Certificates of Authenticity:** Provide digital certificates of authenticity for each part, accessible via QR codes.

Installation and Usage:

- **Installation Records:** Maintain detailed records of each part's installation, including the vehicle it was installed on, the installation date, and the installer.
- **Maintenance Logs:** Encourage garages and customers to log maintenance and servicing activities for each part.

End-of-Life and Recycling:

- **Return and Recycling Programs:** Implement programs where customers can return used parts for recycling.
- **TWIC Integration:** Ensure that returned parts are processed through HOP's Trading, Waste, and Industrial Circularity (TWIC) division for recycling.
- **Lifecycle Reports:** Provide comprehensive lifecycle reports for parts, accessible to all stakeholders, showcasing the part's journey from production to recycling.





THANK YOU!

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