

# Caravan Salon 2023

AL-KO Vehicle Technology Group

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# Agenda



- | **Company:** AL-KO Vehicle Technology Group
- | **Service:**
  - | Aftermarket
  - | Customer centres
  - | AL-KO Academy
- | **ESG:** Environment, Social, Governance
- | **Products:** innovations and new products

# AL-KO Vehicle Technology Group: Facts & figures



**50+**  
sites  
worldwide



**US\$ 1.0+**  
billion  
turnover



**3,500+**  
employees  
worldwide

# AL-KO VT: We serve a wide range of target markets



| We understand the requirements of both the market and our customers and master the segments' complex demands.



**Campers and vans**



**Caravans**



**Mobile homes**



**Accessories**



**Last mile logistics**



**Commercial vehicles**



**Commercial trailers**



**Construction**



**Agriculture & forestry**



**Special vehicles**



**Cars**

# AL-KO VT: We operate in five business segments



| For collective success, AL-KO VT invests their efforts into establishing the necessary proximity to markets, customers and partners. The company has therefore clustered its spectrum of products and services in terms of both product and region, to create suitable solutions for every product requirement, whether specific to a kind of technology or country.



**Leisure vehicles  
Europe**



**Leisure vehicles  
Australia**



**Commercial trailers  
and light commercial  
vehicles**



**Hydraulic  
components**



**Towbars**

# Aftermarket: service and customer centres hand in hand

Our long-term customer relations play a crucial role

Conversion  
and  
optimisations

**AL-KO**  
ACADEMY

Maintenance  
and servicing

Spare parts  
and technical  
support

# Customer centres: Customer proximity in practice

- | 7 customer centers in Europe
- | 1,000+ wholesalers worldwide
- | 50,000+ customer centre builds
- | New customer centre in Ramsau/Austria since April 2023
- | Planned: considerable expansion of customer centre network



# AL-KO Academy: training programme development

## Internal and external training and qualifications

### | External training sessions

- | Wholesalers and retailers
- | Manufacturers
- | Sales personnel
- | Service personnel
- | Workshop managers

### | Internal training sessions

- | Employee training
- | Onboarding
- | Train the Trainer Programme



Trainer Team

# Environmental, Social, Governance

Responsibility for sustainable corporate management



# ESG: goal is a CO2-neutral trade fair presence

## Sustainable concepts, sustainable ideas and sustainable products



- | Compensation of CO2 emissions through commitment with our company forest at Treadom.

Our company forest can be found here:



- | Sustainability in terms of advertising materials: e.g. with carry bags made from sustainably grown cotton.



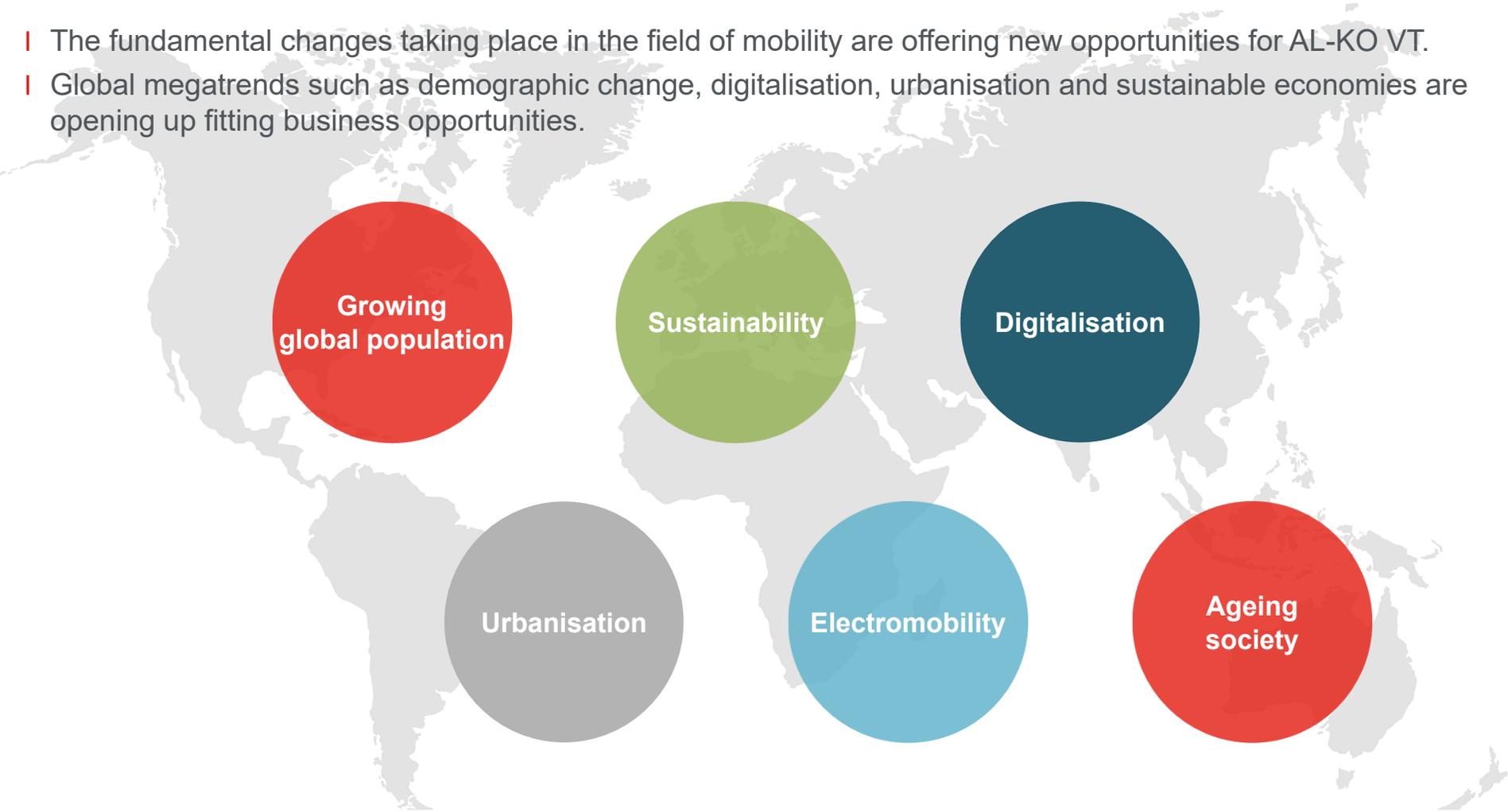
- | Printed products in small print runs: from 20,000 tonnes of paper (2021) to 2,000 tonnes of paper (2023).

Our brochures can be found here:



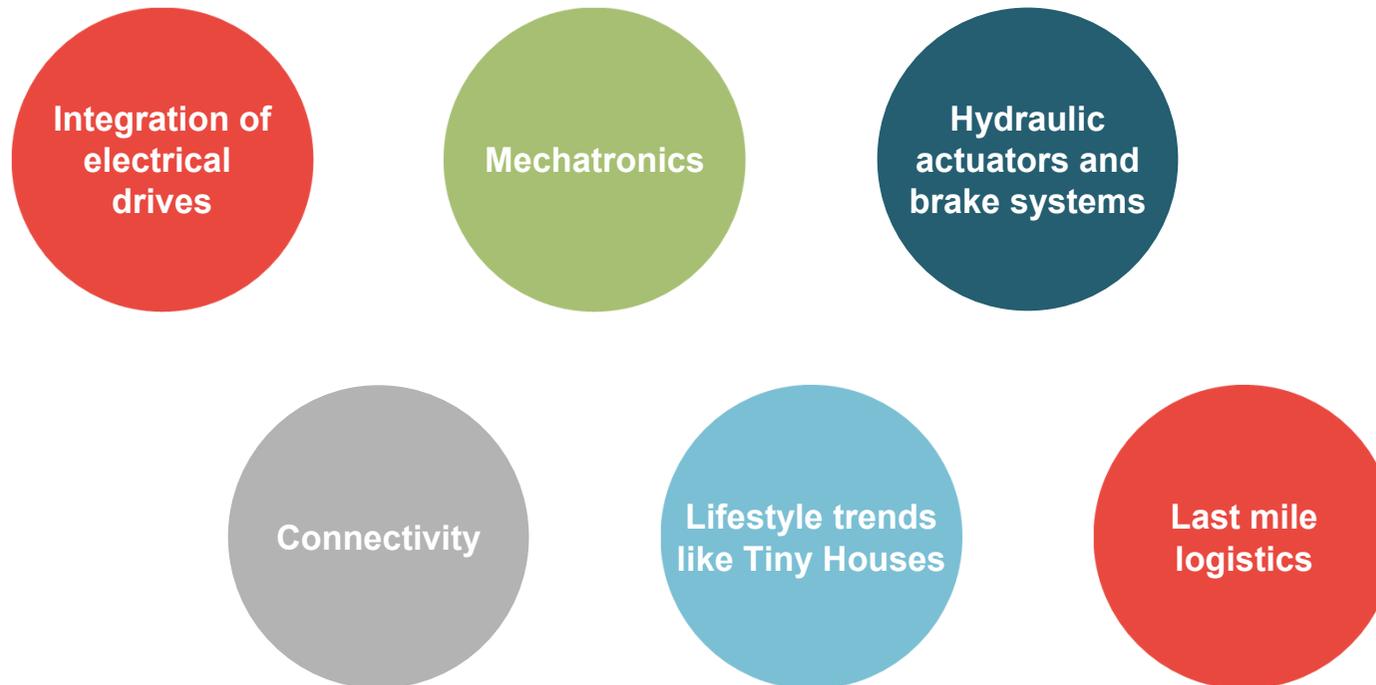
# Megatrends

- | The fundamental changes taking place in the field of mobility are offering new opportunities for AL-KO VT.
- | Global megatrends such as demographic change, digitalisation, urbanisation and sustainable economies are opening up fitting business opportunities.



# Drivers of innovation for new markets

- | We are a leading supplier of solutions for driving safety as well as driving and operating comfort across the globe. We focus on reliability and quality. We strive for growth in fields of technology and product areas even above and beyond our core business.



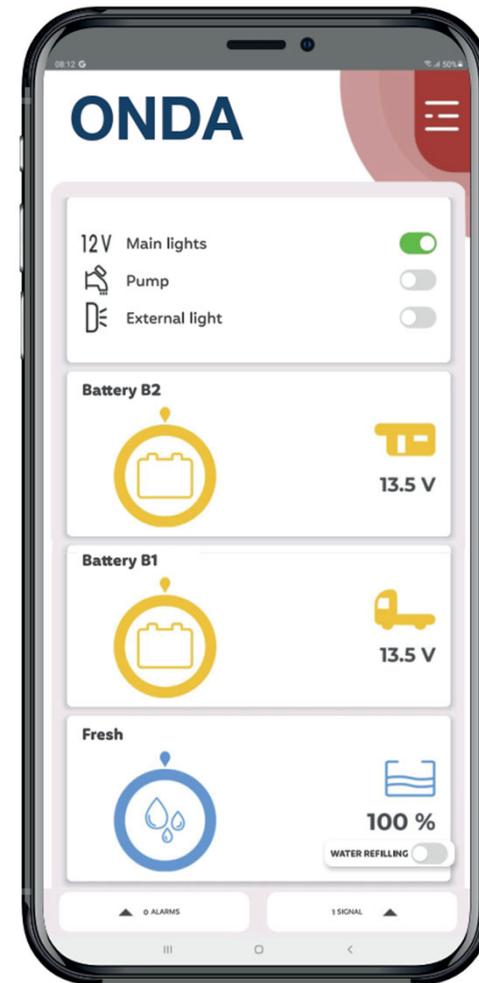
# Connectivity: staying connected in the leisure vehicle

- | ONDA Connectivity enables the **interior and exterior temperature** to be displayed or controlled.
- | **Controls water level** in tanks and battery charge level – as well as **switching on the lights** and **water pump** and the **heat controller**.
- | The system can connect to any device that uses the **CI-BUS communication protocol** to provide information or execute commands.



# Connectivity for an improved user experience

- | **Cloud infrastructure** is being implemented
- | **App development** currently in progress
- | Additional functions with the pro version, e.g. **geolocalisation and vehicle levelling**
- | AL-KO VT chassis components will be integrated in future



# The space miracle: AMC VARIO SPACE

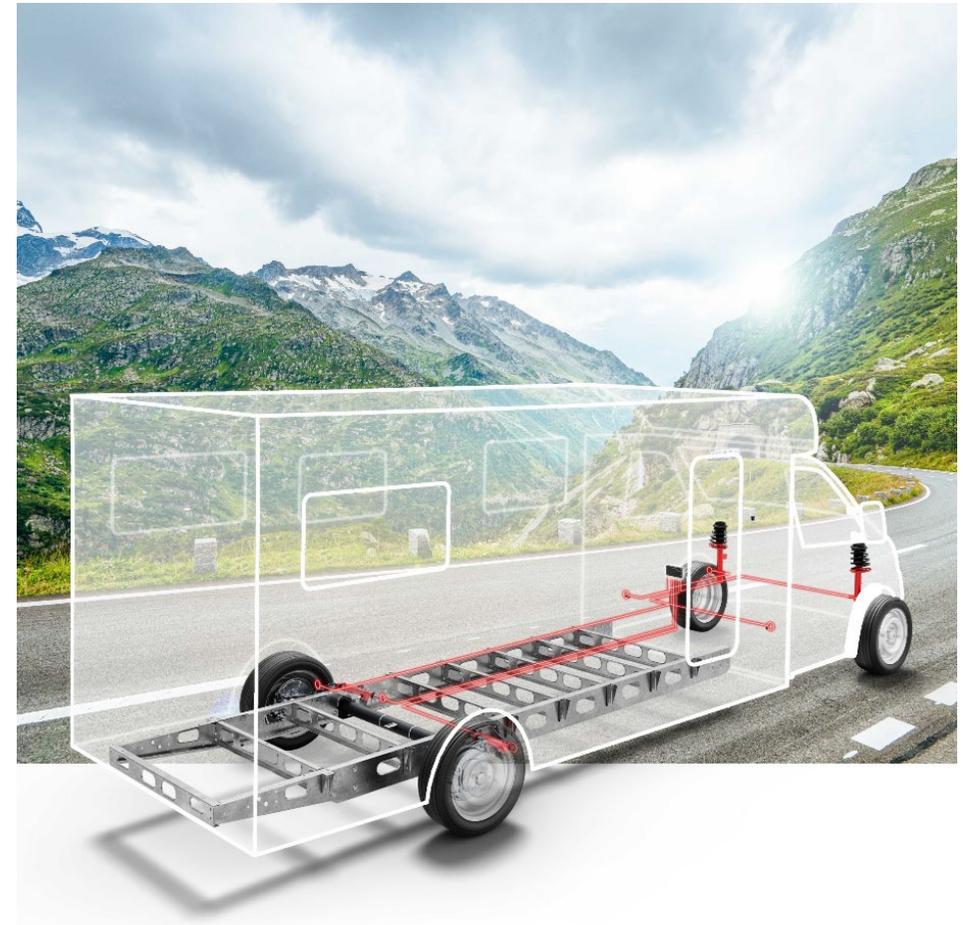
- | **The low-frame chassis** for the latest generation of motorhomes: the range now includes **a new space miracle** for chassis cabs
- | **Reduced vehicle height** improves aerodynamics and reduces CO<sub>2</sub> emissions
- | More payload and less fuel consumption through **lightweight technology**
- | The **lower centre of gravity** provides more stability and thus more driving safety
- | A higher level of **driving comfort** thanks to **lowered access** for disabled and older users



# New driving experience with AL-KO COMFORT DRIVE

**AL-KO**  
QUALITY FOR LIFE

- | The proactive chassis: **COMFORT DRIVE** automatically adapts to road surface
- | The chassis for motorhomes **reacts automatically** when performing manoeuvres such as braking, accelerating or cornering and uses the automatic shock absorber setting to compensate for unevenness on bumpy roads.
- | The chassis offers a **comfort** and **smooth driving experience** on long journeys
- | **COMFORT DRIVE** has seven sensors to permanently check the road surface contact of wheels and transmit this information to the shock absorbers
- | They continually adapt their **damping properties** to the road conditions, in order to create an optimum driving experience
- | Available for Mercedes-Benz Sprinter with AL-KO two-axle chassis



Thank you  
for your attention!

The press kit is available online:  
[alko-tech.com/en/caravan-salon-2023](http://alko-tech.com/en/caravan-salon-2023)

[www.alko-tech.com](http://www.alko-tech.com)

