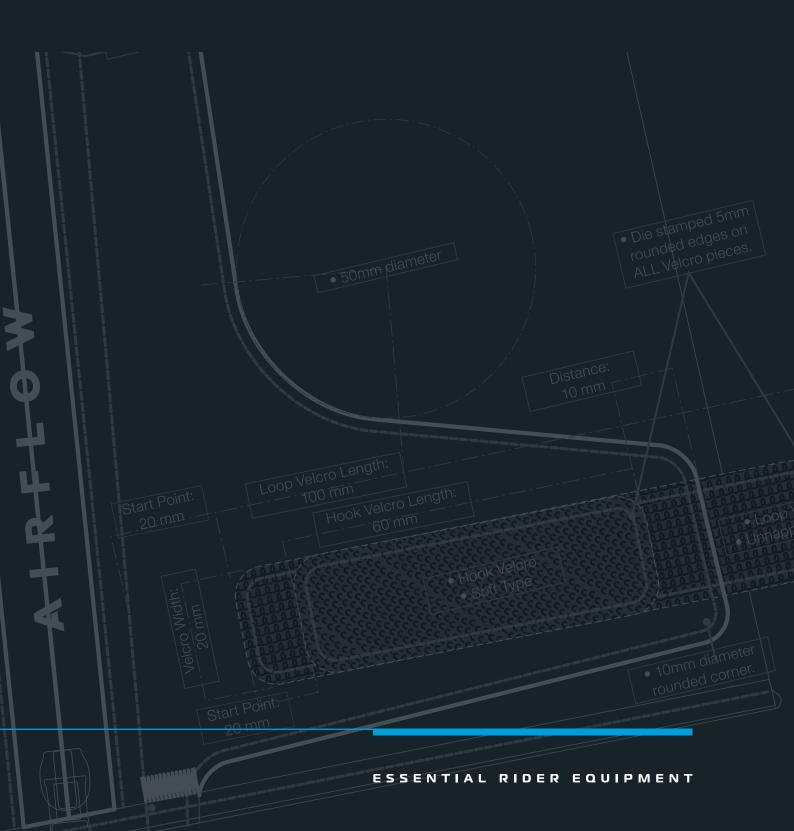


COMPANY PROFILE 2018



GLOBAL LEADER

Oxford Products Ltd (OXFORD) is a global leader in motorcycle and bicycle aftermarket products.

Established in 1973, OXFORD is now one of the world's leading suppliers of products to the two-wheeled industry. From its base in Oxfordshire, the company distributes to over 100 partners worldwide and has its own subsidiary in Jacksonville, Florida, serving both North and South America.

Its huge range of products encompasses everything which makes life on bikes better: from clothing and helmets to accessories, hard parts, locks and luggage and more! Following unprecedented investment in staff, product development and infrastructure, the company now employs over 120 people.

In 2014, UK Prime Minister David Cameron opened OXFORD's significantly expanded 100,000 sq ft head office, congratulating the company's staff on their achievements and ambition.

Having established an impressive growth curve, which has seen turnover doubling every 5 years, the company has further ambitious expansion plans both at home and abroad.



OXFORD HQ

Bespoke 100,000 SQ FT facility opened by Prime Minister David Cameron in 2014



OXFORD USA Headquarters based in Jacksonville, Florida

COMMITTED TO DEVELOPMENT

OXFORD products are designed in-house by a combined team of active enthusiasts and skilled technicians. They use the latest CAD technology and 3D printing techniques to innovate, analyse, test and develop the range in pursuit of the best product experience for their customers.

In addition to OXFORD branded products, the company uses its expertise to design and produces for many other labels around the world. Like many of its products, which have wider appeal in other outdoor-based markets, this activity is not restricted to the two-wheeled industry.



IN-HOUSE Development

3D Printing allows rapid prototyping to enhance product development

AWARDS

Oxford Products is an award-winning company, regularly receiving accolades for innovation, customer service and international success:



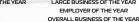












YEAR DISTRIBUTOR OF THE YEAR AR OXFORD PRODUCTS



EXCEPTIONAL CONTRIBUTION TO THE LOCAL ECONOMY LARGE BUSINESS OF THE YEAR

GENERAL COMPANY RESULTS



2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
675-	£0.4 -	£171-	<u>614</u>	615 C-	610.2-	£10.0-	6 70 1-	6 7 7 4-	6 DF 7	6 20 15	620-	6 71 5
£7.5m	£9.4m	£12.1m	£14m	£15.6m	£18.3m	£18.8m	£20.1m	£22.4m	E25./M	£28.15m	£30m	£31.5m
€9m	€11.3m	€14.Sm	€16.8m	€18.7m	€22m	€22.6m	€24.1m	€30.6	€34.Sm	€38m	€35.4m	€35.7m
\$11.9m	\$14.9m	\$19.2m	\$22.3m	\$24.8m	\$29.1m	\$31m	\$33.2m	\$34.7m	\$38m	\$42m	\$38.8m	\$43.7m

Oxford Products has an impressive growth record and continues to grow strongly every year, whether through acquisition, diversification or organic growth. Growth has been accompanied by:

- Increased profitability
- Increased staff head count to safely manage growth
- Product development & quality at record levels
- `Continual improvement' culture driving service levels upward
- Average fulfilment rate maintained

WHAT IS OXFORD PRODUCTS LTD?

1. GLOBAL MOTORCYCLE ACCESSORY BRAND SELLING IN OVER 85 COUNTIRES



OXFORD AROUND THE WORLD

Oxford is a remarkable British success story!

For over four decades the company has waved the flag for British ingenuity and innovation and is proud to have distribution partners in all corners of the globe.

In return, foreign markets have provided many fresh ideas to Oxford's product range; the challenges of widely varying climates, customs and terrain have only served to enrich the company's offering.

You will find a full distributor list at **www.oxfordproducts.com/contact/worldwide_distributors**. Please contact us for further information: Tel: +44 (0)1993 862 300 Fax: +44 (0)1993 862 320 For export trade enquiries you can also email us at export@oxprod.com.



OXFORD USA

2012 saw the creation of Oxford Products USA. A dedicated sales, marketing and distribution facility will rapidly accelerate the availability of Oxford's wide range of products to all corners of the Americas.

Oxford Products USA Inc.

4815 Executive Park Court, Suite 105, Center Point Business Park, Jacksonville, Florida, 32216 info@oxford-products.com www.oxford-products.com

2. GLOBAL CYCLE PARTS & ACCESSORY BRAND



- 160 page product catalogue covering a vast range of 5,000+ cycle parts and accessories
- World class product design and packaging with global routes to market



3. LEADING UK DISTRIBUTOR OF MOTORCYCLE CLOTHING, HELMETS, ACCESSORIES AND PARTS



- 400+ page product catalogue
- Selling to 1,000 + quality dealers
- Exclusive source of Oxford branded motorcycle accessories
- UK's largest distributor of motorcycle helmets
- Exclusive UK m/c distributor of: HJC helmets, BOX helmets, ALPINESTARS technical apparel, BULL-IT jeans, OAKLEY eyewear & casuals, MUC-OFF cleaning products, MINT cleaning products, CARGOL tyre repair solutions and ROK straps.



4. LEADING UK DISTRIBUTOR OF CYCLE PARTS AND ACCESSORIES



- Selling to 40+ national and regional wholesalers
- Selling to 3,000+ cycle shops via 150+ sales representatives
- Exclusive source of 5,000+ Oxford branded cycle products
- Exclusive UK distributor of TAYA chains, FLAER and ACROS



5. WHERE IS OXFORD PRODUCTS LTD?



OXFORD UK

Oxford Essential Rider Equipment is distributed in the UK by a network of trade partners. **B2B on-line store (trade-only)**: Trade partners can view stock availability, prices and place orders on-line via a secure log-in. Please contact trade@oxprod.com for more information. **Tel: +44 (0)1993 862 300**

Fax: +44 (0)1993 862 320 info@oxprod.com www.oxfordproducts.com

Oxford Products Ltd, De Havilland Way, Range Road, Witney, Oxon, United Kingdom , OX29 0YA

PRODUCT **DESIGN &** ENGINEERING

DESIGN DEVELOPMENT PROCESS

At its heart, Oxford is a products company – Oxford Products!

The team develops its products in-house, increasingly through the use of Computer Aided Design. In order to maximise the benefits of CAD, the company has invested in the latest 3D print technology. This means that a product or component designed today can be printed off overnight and tested tomorrow. The day after, our factory can be making the moulds and production can begin shortly after. In this way, product development time is dramatically reduced and the end result far more relevant and ambitious. Here is a typical design cycle for an Oxford product...



3 PATENT DIAGRAMS

Patent draft & review



2 SCHEMATIC LAYOUT Functional concept

review



2D Sketches

4 SOLID

3D surfacing, 3D date files driving, mould tools, & CNC machining

6 TECHNICAL DRAWING

General arrangement. component details & tolerance analysis

5 MECHANICAL DESIGN

Plastic mouldings, mechanisms fabrication & tooling

9 3D PRINTED Parts

Prototype models, mechanical evaluation, functional product testing

8 DESIGN Analysis

Finite element analysis (FEA), tolerance analysis failure mode, & effects analysis (FMEA)



7 **VISUALISATION** Photorealistic product rendering





10 PRODUCT TESTING

Products are put through their paces in our in-house testing facility

11 FINISHED PRODUCT



COXFORD MARKETING

OXFORD PACKAGING

All of our products are packaged uniformly to create a consistent corporate image. Even the most mundane products are offered for sale in high quality, vibrant retail packaging, providing information and reasons to buy at point of purchase.

MOTORCYCLE

OXFORD

ENIDS

R ENDS 2





CYCLE





OXFORD QUALITY

National and international homologations and testing standards are sought wherever possible and relevant. This is backed up by an ISO9001 quality system. Result: the confidence to offer extraordinary warranty terms and the ability to create our own badges of excellence.



OXFORD ADVERTISING

Oxford invests in developing a strong brand image through traditional advertising and new media....



OXFORD IN THE PRESS

Oxford is proud to have strong links with the specialist press and works hard to ensure broad coverage of its news and product innovations....



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OXFORD FSDU

ONE FRO

ALPINESTARS RIDERWEAR

OXFORD

MUC-OFF CLEANERS

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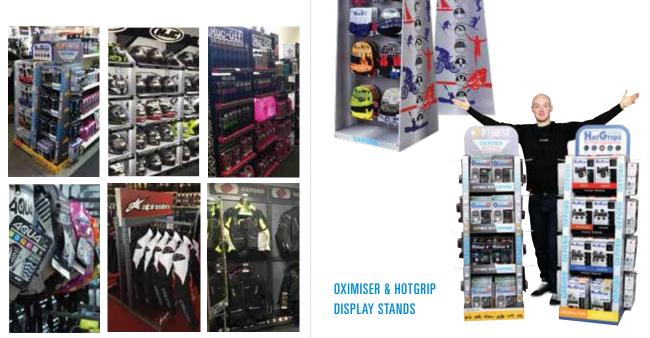


CALL OXFORD IN STORE

MERCHANDISING

Oxford provides a wide range of attractive merchandising systems which display our products to their full potential.

Oxford in the shop...



COMFY DISPLAY

STAND

ON-SITE MERCHANDISING SUPPORT





MERCHANDISING SYSTEMS

Oxford provides a wide range of attractive merchandising systems which display our products to their full potential.



GDOXFORD COMPANY TIMELINE

- 1973 Present owner and chairman Alec Hammond starts selling GRP motorcycle top boxes out of the back of his car before progressing to a scruffy transit van. First customer is Harpers of Cowley, still going strong in the very same building!
- 1974 Fairings expand the product range and Alec starts recruiting staff to cope with business growth.
- 1975 Launch of complete seat & tank unit for FS1E.
- 1976 Track involvement begins with own race team: Les Burgan, Asa Moyce, Mike Hunt, Geoff Johnson all ride for Team Oxford.
- Based in Botley, on the edge of Oxford, now with proper warehouse and office complex and operating with both HQ staff and field representatives. The company's range now includes muffs, saddle bags, seat re-covering kits and its first security device: Bike Guard. 1977
- 1978 Oxford produces carbon fibre bodywork for Mike Hailwood to use at the TT.
- Botley HQ wiped out by a fire caused by faulty electrical components. Phil Read rides the Oxford Yoshimura Suzuki at the TT 1981
- 1982 Relocation to Abingdon, business starts again almost from scratch with support from valued friends, staff and associates.
- Oxford "HotGrips" are born, the start of a legend! 1983
- Re-built business moves to new premises in Kidlington and sponsors Trevor Nation's first ever TT win. 1984
- International sourcing begins and range expands quickly. Over the next period, lock development moves on apace and Oxford quickly becomes 1985 market leader in bicycle security with the "Sentinel" range of U-locks.
- Business continues to grow strongly, acquiring more premises in the same industrial estate and expanding its quality team of staff. 1990
- Oxford Ducati Team is launched with some now well-known names riding; among them Trevor Nation, Robert Dunlop, Steve Hislop, Jim Moodie and Jeremy McWilliams 1991
- Oxford launches its first Disc Lock, the "Quartz" and sales spiral internationally. 1994
- Launch of revolutionary "Oxford Lifetime Luggage" enables company to become UK market leader in soft luggage almost overnight and globally recognised within two 1997 vears
- 1998 Oxford is appointed exclusive UK distributor for HJC helmets, at that time the biggest selling helmet brand in the US, but with almost no representation in Europe. First track signing is Steve Plater on the Sanyo Honda and HJC's race involvement increases every year thereafter.
- 2004 Company moves to large, purpose-built premises in Witney, Oxfordshire. Local schoolboy Bradley Smith is sponsored to ride in HJC helmets.
- 2005 Launch of a specific cycle products division - selling Oxford branded products to regional and national wholesalers - reinvigorates this side of the business.
- 2006 Oxford creates new helmet brand: BOX helmets.
- 2009 Oxford sponsors 125cc GP race winner Bradley Smith.
- Company purchases cycle parts distributor Sprint CPA, injecting further growth into cycle division.
 Appointed UK distributor for global brands Alpinestars, Muc-Off and Slime.
 HJC has its first world champion in Ben Spies in WSB, spurring the brand onto even greater things. 2010
- 2011
- Title sponsorship of Oxford TAG Triumph British Supersport race team places Oxford firmly back in the BSB paddock, to add to sponsorship of the Buildbase BMW BSB team, Bradley Smith in Moto 2 and many more.
- 2012 Company wins exclusive distribution for Muc-Off in the motorcycle market.
 - Oxford Products USA opens its doors
 Launch of B2B website.
 - Voted by dealers "BDN Wholesaler of the Year" & "MCN Wholesaler of the Year"
 - Oxford-sponsored Bradley Smith finishes stint in Moto 2 and takes first steps into the Moto GP paddock.
 Nick Sanders, global 2 wheel adventurer, becomes Oxford's first non-race brand ambassador.
- 2013 The company's 40th Anniversary is celebrated with its biggest ever line-up of new products and brands:
 "HotGrips" 30th Anniversary celebrated with an all new range of technically superior products and record sales. Oxford launches its first full clothing range: Oxford Essential Rider Wear receives an incredible response from dealers nationwide and distributors across the globe.
 Oxford invests in 3D printer to improve and accelerate product development and wins "Large Business of the Year" in the Oxfordshire Business Awards to cap off another record year for the business.
- Prime Minister David Cameron officially opens the company's 100,000 sq ft expanded warehouse and office complex at a Grand Opening Ceremony which saw guests come from as far afield as Australia, Canada and all corners of Europe.
 Oxford takes on exclusive distribution for the UK motorcycle market of global eyewear and fashion brand Oakley and launches a huge new clothing range alongside a
 - new brand icon, which definitely gives it the X factor! Company wins Oxfordshire Business of the Year, while MD Andrew Hammond wins Oxfordshire Business Person of the Year! Another record year is capped off by the 2014 Motorcycle News Distributor of the Year award.
- 2015 starts well with dealers voting Oxford as Distributor of the Year in both motorcycle trade magazines, British Dealer News and Motorcycle Trader.
 Oxford clothing continues to prove a huge hit, with new waxed cotton lines selling out and a new range of one and two-piece leathers a success story from the get-go.
 Further expansion of the company's product design department; the huge investments being in product development visibly pay off with a constant flow of exciting new Other expension of the expe

 - HJC helmets and, for the first time ever, Oxford race leathers follow suit with top-to-toe support packages for top flight riders Michael Laverty and Christian Iddon in BSB.
 - HJC-backed Jorge Lorenzo wins third Moto GP championship!
 - Year ends with with vet another record turnover and a second successive Motorcycle News Distributor of the Year award!

- - Oxford targets significant further growth, both in its traditional markets and through diversification.
 The team grows once again and Oxford passes the 100 staff milestone.
 The company agrees a deal to be the exclusive distributor for Bull-it jeans & protective wear.
 Oxford Products USA continues to build on its success and the company's export department enjoys massive growth, signing a 16 country distribution deal with Shimano Europe
 - A new commercial head of Oxford's cycle division is recruited to push the brand and the business forward and into many more outlets. Consequently, a new sales team hits the road.
 - Race involvement continues to grow, feeding product development and raising the profile of Oxford & HJC brands. TYCO BMW, Quattro Cool Kawasaki and Buildbase BMW deliver for Oxford both in British Superbikes and on the roads. Michael Laverty & Christian Iddon continue to spearhead Oxford BSB presence.
 New consumer website and B2B system launched. Company continues its unbroken run of record months to great the tot!
 - Oxford celebrates 40 years of involvement in racing by announcing a record level of support for the sport in 2017.
 - The year starts with a bang, eventually going on to maintain a three year unbroken run of record months.
 - Oxford buys Tri-Motive Ltd, a small specialist distributor of motorcycle brands based in Swansea, Wales. The Oxford Group of Companies concept is formed, with Oxford Products USA creating a triumvirate. Significant investment in much-needed stock and staff is rewarded by impressive growth all round.
 - In-house design capability goes up another gear, with the addition of a Compliance Manager, a Garment Technologist, a Technical Clothing Designer, another Graphic Designer and more experienced Product Category Managers. Product development and quality assurance are further enhanced by the development of a Product Test Laboratory.
 - The team celebrates the 25th anniversary of Oxford Team Ducati's last appearance at the Isle of Man TT by recreating the team for the 2017 Classic TT. Despite having the best turned out team and good speed in practise thanks to rider James Hillier, a stray stone through the crank case put pay to the Ducati on Iap two!

OXFC

2018

- 2017 ends with each business from the Oxford Group of Companies enjoying record sales and profitability, both at home and abroad, providing the perfect platform for investment in growth for 2018 and beyond.
- Oxford invests to maintain its dominant position by launching a new concept of `Advanced Accessories', with new premium packaging and fully LED-lit display systems designed to elevate the brand.
- Oxford launches its first range of cleaning and maintenance products under the name "MINT"; the product is targeted at Oxford's international markets and is offered with a very smart, dedicated display unit.
- The company makes plans to once again expand its Witney HQ, to accommodate further significant growth.

The phenomenal success of OXFORD. Products owes so much to their passion and belief in motorcycle racing. From that first year in 1973 until the present day OXFORD has supported the riders and the sport.

Christian Iddon and Bradley Smith are among the latest riders to have benefited from this passion and joins the likes of eight times World Champion Phil Read, TT winners Steve Hislop, Robert Dunlop, Jim Moodie and Trevor Nation, grand prix winner Jeremy McWilliams in addition to British Championship stars Mark Farmer, Paul Young, Glen Richards, Asa Moyce, Geoff Johnson and Les Burgan on the Oxford Products Roll of Honour.



BOURNEMOUTH KAWASAKI 2014 - Present



HAWK RACING BMW 2007 - Present



steve HISLOP JEREMY MCWILLIAMS 1991



јони Наммонд 1977-78

RA

BUDD

VEINS

NTHER

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CALE OXFORD ON TRACK IN 2018

Oxford celebrates its 45th anniversary in 2018 by announcing a record level of support for the motorcycle sport. The iconic logo will adorn no fewer than 8 top bikes in the premier classes of BSB, plus 3 of the front runners in road racing and an entire team at the Isle of Man Classic TT. The company's race service will support over 30 BSB championship riders using HJC helmets.









ISLE OF MAN

- OXFORD celebrated the 25th anniversary of Oxford Team Ducati's last appearance at the Isle of Man TT by recreating the team for the 2017 Classic TT.
- Despite having the best turned out team and good speed in practise, thanks to rider James Hillier, a stray stone through the crank case put pay to the Ducati on lap two!
- The team plans to return in 2018 with not one, but two Ducatis... along with two top riders, including James Hillier.

BMW

- TYCO BMW return to attack the 2018 Superbike championship with Christian Iddon and Michael Laverty.
- Keith Farmer will compete to win the Superstock championship, while Dan Kneen will spearhead TYCO BMW's road campaign,.
- Christian remains an Oxford ambassador, protected by Oxford leathers and HJC helmets.

BOURNEMOUTH

- Bournernouth Kawasaki has once again teamed up with JG Speedfit for 2018 to run the official factory-backed Kawasaki race campaign.
- The team will retain Leon Haslam and Luke Mossey to spearhead an assault on the 2018 British Superbike Championship. They will also retain 2016 British Sidecar champions Ricky Stevens and Ryan Charlwood, who will continue to be HJC helmet ambassadors as they attempt to secure their third championship.

hawk Racing

- Hawk Racing will run Buildbase Suzuki's 2018 British Superbike team racing the GSX-R1000 with Bradley Ray and Richard Cooper on the Superbikes and Billy McConnel on the Superstock bike. http://www.buildbasesuzuki.co.uk/
- Hawk Racing will also look to add to their tally of road racing trophies in 2018, details yet to be announced...



CHRISTIAN

Wearing Oxford leathers & HJC helmets



 A relative newcomer to tarmac, having won multiple British Supermoto Championships in his early career, Christian Iddon joined TYCO BMW in 2015 and quickly showed his natural pace, leading the British Superbike Championship during the early rounds.



 In a repeat of his 2016 campaign, a freak accident deprived Christian of three critical rounds mid-season, which forced a late surge for a place in the top 6 show-down... which he missed by a whisker.





 Better known for his openness and straight-talking than his modelling, Christian produces some excellent short video blogs after each round describing his weekend's work.

Straight out of Stockport, Christian is never happier than when tucking into a bowl
of porridge or downing a 'brew'... except when making something on a building site,
perhaps.



 Ever self-deprecating, his website tags him a 'complete loon' but he's clever too; his mantra "in the endless pursuit of success" is scribed in Latin on his leathers!



 Christian returns to TYCO in 2018 with a clear opportunity to challenge for the BSB crown. Healthy competition within TYCO will come from returning team-mate Michael Laverty, but the no.24 rider relishes his position as Philip Neill's no.1 rider.
 Christian is a massive fan of the film Cars! He was delighted when HJC brought out a

Lightning McQueen helmet, he not only bought this but a matching car too!

Find out more on Christian's swanky new website www.christianiddon.com

TRIED & TESTED

OXFORD SUPPORT FOR CSS IN 2018



IN ACTION...

California Superbike School's UK team of professional coaches will once again be wearing HJC RPHA race helmets this season. OXFORD also uses CSS' facilities to test its racing products under track conditions. Its RPI and RP2 race suits and gloves can be seen in use on these pages...

California Superbike School UK is the first specialist on-track rider training provider in the UK to be awarded 'Gold Standard' accreditation under a new framework to recognise the facilitation of structured on-track rider training and consultancy services to the Motorcycle Rider Training Industry.

This prestigious new accreditation from the MCIAC (Motorcycle Industry Association Accreditation Centre) recognises and promotes specialist ontrack rider training providers and the California Superbike School achieved the highest classification awarded by the MCIAC, the Gold standard – setting the benchmark for professional on-track motorcycle training with superior facilities and equipment within the UK.

Founded by the legendary Keith Code in 1980, the California Superbike Schools are dedicated to discovering, improving and refining the art of cornering. UKbased coaches are also responsible for students in Europe, Scandinavia, the Middle East, India and South Africa, operating from premises on the Silverstone Technology Park.

Back in 2014 following on-track testing at Yas Marina Circuit in Abu Dhabi, the senior coaching staff opted for HJC helmets because of their excellent fit and specification:

"HJC's box-ready race helmet comes with all the toys included; Pinlock, tear-off ready visor with integrated lock and spare tinted visor," explains CSS General Manager Richard 'Badger' Browne. "When you're on track for 10 hours a day in climates as diverse as the UK and Africa, you need a helmet that's not only protective, but comfortable and well put together too. These HJCs fit the bill perfectly."

Details of the 2018 schedule and courses available can be found at www.superbikeschool.co.uk or telephone **08700 671 061** for a brochure.



OXFORD IS DELIGHTED TO RECONNECT WITH CONSTANT ADVENTURER NICK SANDERS

Oxford is proud to have supported Nick's latest adventure, riding from his home town of Machynlleth to Mongolia. The big difference in this particular journey was that he hadn't got a real plan of which way he was going to get to Mongolia... he was leaving that up to you!

Oxford has enjoyed a relationship with Nick in the past and feel that it's the right time to reconnect with the maverick adventurer to showcase the RIDE 'Best Buy' awarded, UK designed Montreal riding suit and associated kit. Marketing Manager Simon Belton said 'Nick has a huge following and is well placed to give our rider wear and accessories the ultimate recommendation, giving our customers extra confidence in our great products'.

From the portfolio of kit that Oxford distributes, Nick picked out the newfor-2017 HJC RPHA 70 helmet with its integral sun visor, and along with the Montreal riding suit, Nick wore Explorer boots and Voyager gloves. It got cold at night so Nick also chose to take some Warm Dry thermal layers and a Chillout windproof shirt.

In addition to riding kit, Nick took advantage of Oxford's `Essential' range, packing things that he hopes he won't need on the journey - Oxford CO2 tyre repair kit, AirGauge pressure gauge, Three in One chain tool and a complete spanner set.



Nickers

CONLINE

CHECK OUT OXFORD'S WEBSITE: www.oxfordproducts.com





SIMPLE NAVIGATION

The easy-to-use navigation system allows you to browse through the huge product range, keep up-to-date with thelatest news and find out about the latest product launches.





FULL ONLINE CATALOGUE

The full Oxford range is now available to view online so you can quickly and easily browse through Oxford's many products - any time, anywhere...



RESPONSIVE ACROSS MULTIPLE DEVICES

Oxford's new website is fully responsive and aspects perfectly on all small screens and mobile devices so you can visit the site with ease on the go.



KEEP UP-TO-DATE WITH ALL THE LATEST NEWS

Keep up-to-date with all the latest news and features from Oxford including new product launches, reviews and much more... sign up today on our website for news releases and join us on social media.



TRADE ONLY! ONLINE TRADE PORTAL

Oxford have now created a new B2B website for its trade customers to make online ordering easier than ever! Trade partners who wish to set up a secure login should contact our support team via sales@oxprod.com .



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 TWITTER
 YOUTUBE

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 /OxfordProductsLtd

