















***Kashima System Program
Vendor Partner***

www.kashimasystem.com

Our History



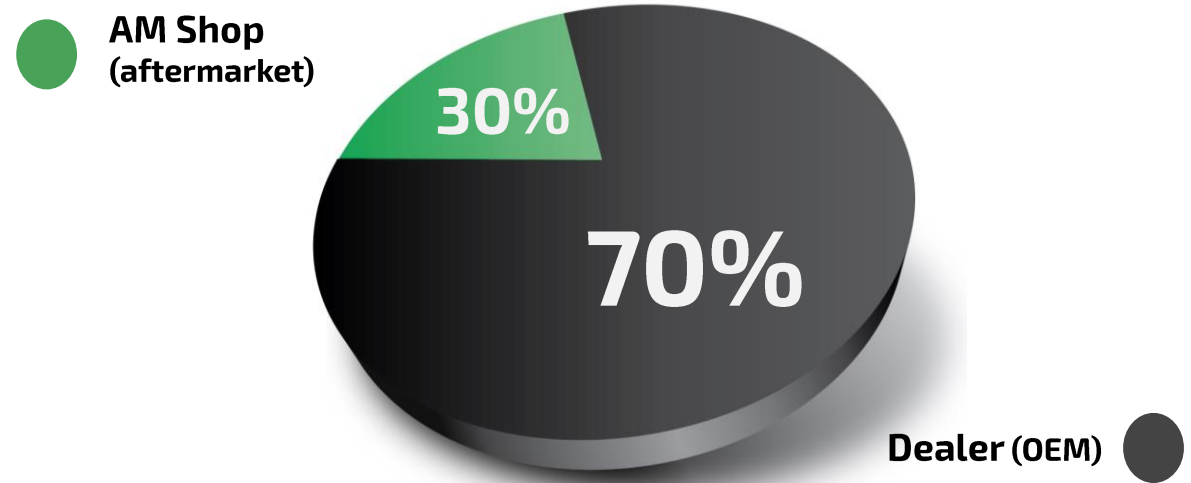
1963	Celestino Carbonell establishes Panamá Clutch.	  
1993	Beginning of operations Dobac Internacional SA.	  
2015	We joined the biggest sales group of the world.	 
2017	We inaugurated Kashima University.	
2021	Initial Launch of the program DIT "Integral Shop Development".	  

The Market



USD\$36,9 BN

Latin America and the Caribbean
(Spanish speaking)



The market for automotive repairs in Latin America is shared inversely to the market of the USA and Europe.

USA & Europe

USD\$ 62,152 INCOME PER CAPITA

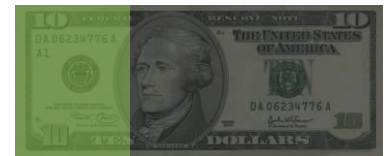


30% OEM Dealer
70% AM Shop



Latam & Caribbean

USD\$ 16,182 INCOME PER CAPITA



30% AM Shop
70% OEM Dealer

The Problem



Electronic complexity makes it increasingly difficult to diagnose and repair vehicles



AFTERMARKET SHOP

loses business by not being able to repair vehicles

CAR OWNER

pays much more by not having alternatives



The Mechanics



Dealer (OEM)



AM Shop



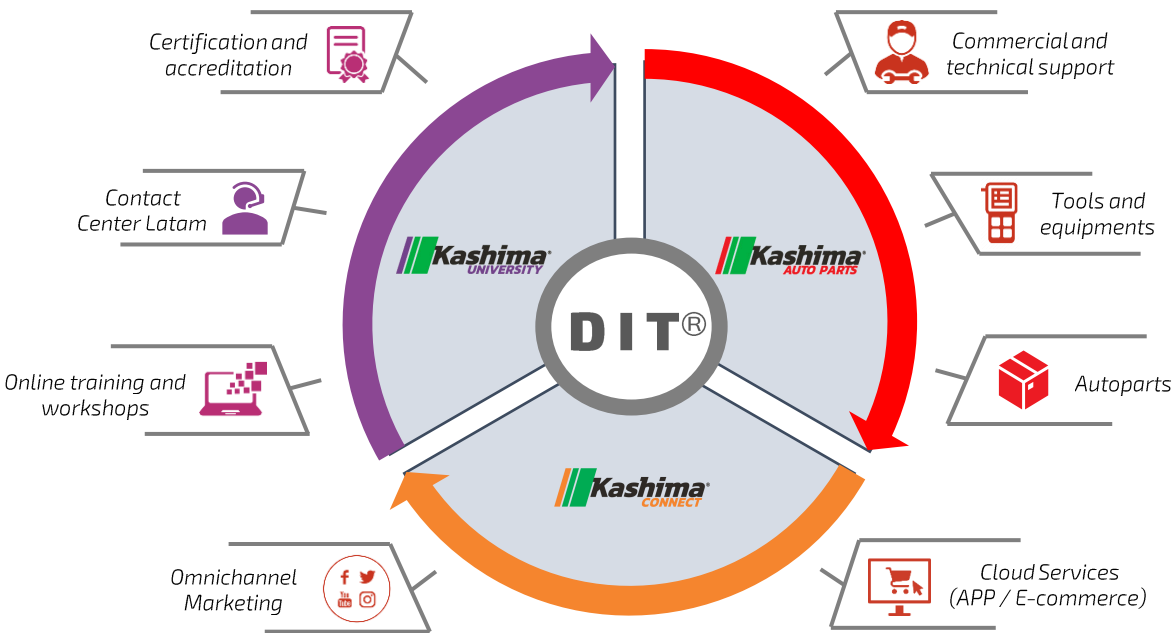
✓	Knowledge in all systems	✗
✓	Access to the database of the OEM	✗
✓	Easy access to contact centers and professionals	✗
✓	Availability of parts	?
✓	Infrastructure, tools and equipments	?
✓	After Sales service	✗
✓	Recognition, trust and customer loyalty	✗

The Solution



DIT®

INTEGRAL SHOP DEVELOPMENT



Value Proposition



- More than 31 courses of automotive mechanics and 6 practical sessions.
- More than 50 consultants with access to databases of OEM brands.
- Automotive scanner with integrated connection to a Ticketing platform.



- Wide availability of Kashima auto parts and consumables.
- Automotive products marketed by world-class vendors.
- Commercial and technical advice on site, provided by qualified advisors.



- Shop finder APP and website of your shop.
- Geolocated advertising campaigns.
- Renewal of your shop corporate image.

Brake system



Suspension system



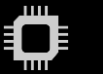
Steering system



Transmission system



Electronic system



Accesories

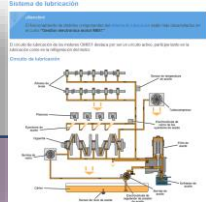


Among others...

Training



Online training and workshops



Contact Center Latam



Certification and accreditation

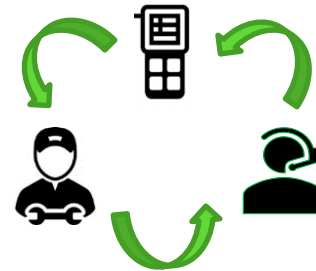


Access to Information



OEM databases, tools and equipment required to repair 90% of the vehicles in the park **connected** with our Contact Center

THE PERFECT CONNECTION



Benefits



Increase your sales progressively thanks to the virtuous circle of demand created between the **shop and the store!**



SHOP

Repaired vehicles

+20%

Before



After



INCOME (\$)



STORE / VENDOR

Autoparts sales

+20%

Before



After



INCOME (\$)



Loyalty Program



The shops pay the program with **consumption** of the participating **Authorized Products**



Among others...

3PL - Why Panamá?



- Robust logistics operations infrastructure.
- Political stability.
- Solid banking system.
- Sustainable growth indicators (GDP).
- GDP 2019: \$ 70,000 MM.
- GDP per capita: \$ 11,723.
- GDP | 80% is related to services.
- American dollar (\$) as local currency since 1963.
- Inflation 2020: 0.4%.
- Population: 4.2 million.
- Unemployment: 6%.

PHARMACEUTICAL	ELECTRONICS	CONSUMPTION	ENGINEERING

We are ready!



We are your loyalty and growth strategy,
your automotive business partners and your advantage
unique and unmatched competition...

We are ready! Are you?



Latin America and the
Caribbean (Spanish speaking)





For more details about the program contact us!

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Join us and accelerate your incomes!