



UP Global Sourcing Holdings plc

Who we are

A brief history

1997

Business founded by Simon Showman and Barry Franks.

1999

Switched sourcing base from the US to Far East.

2005

Lloyds Development Capital invested in the business.

2006

Awarded 'Business of the Year' by Manchester Evening News.
Opened Hong Kong showroom.

2009

Acquired Intempo and Beldray brands.
Opened QA and sourcing office, Guangzhou, China.

2010

Procured well known luggage brand Constellation.

- Ultimate Products was established in 1997.
- As a company, we own, manage, design and develop a range of value-focused consumer goods brands.
- Our headquarters in Oldham, Greater Manchester, have Design, Sales, Marketing, Buying, Quality Assurance and Support functions, as well as warehouse facilities across two sites.
- We have a spectacular 20,000 sq. ft. showroom at Manor Mill, the head office, as well as an office and showroom in Guangzhou, China.
- Employing over 200 staff, we sell to over 300 retailers across 38 countries.
- Six product categories – Audio, Heating and Cooling, Housewares, Laundry, Luggage and Small Domestic Appliances.
- Our products are sold to a broad cross-section of both large national and international multichannel retailers, as well as smaller national retail chains, incorporating discount retailers, supermarkets, general retailers and online retailers.



Professional



Distribution



Design



Quality Assured

Key financials

	12 m July 2016 £'m	12 m July 2017 £'m	Growth %
➤ Turnover	79.0	110.0	+ 39.1 %
➤ Underlying EBITDA	8.2	11.5	+ 39.9 %
➤ Underlying PBT	7.5	10.7	+ 42.0 %
➤ Underlying PAT	5.9	8.4	+ 42.6 %

Premier brands



Specialist divisions



Audio
& Accessories.



Heating
& Cooling.



Housewares
& Cookshop.



Laundry
& Cleaning.



Luggage
& Accessories.



Small Domestic
Appliances.

Fundamental growth factors

A brief history (cont'd)

2012

Expansion of the Far East offices is made.

2013

We refocused on our brands.

2014

Our management team buy back Lloyds Development Capital's stake in the company.

2015

Underlying EBITDA of £5.7 m reported for FY15. The cookware brands George Wilkinson and Progress are acquired.

2016

Underlying EBITDA of £8.2 m reported for FY16.

2017

With further growth in mind, we opened a brand new distribution centre at Heron Mill. Ultimate Products IPOs on the LSE main market. Underlying EBITDA of £11.5 m reported for FY17.

- We have benefited from store expansion with existing discount customers.
- There has been an increased penetration of UK supermarkets.
- Online business has grown.
- The company has expanded internationally.

Capabilities



DEVELOPING PRODUCT

With 44 people in our buying teams, we brought 1,030 new SKUs to the market in 2016.



CHINA SOURCING

Experienced buying teams based in Manchester and in Guangzhou. We have 231 suppliers in China and 44 based in other territories.



DESIGN

In-house design department of 23 people covering branding, product design, surface pattern, packaging and video content.



SYSTEMS & IT

We have a well invested IT infrastructure and have developed our own bespoke applications including CAPTURE (buying) and CRITICAL PATH (Merchandising).



ON TIME DELIVERY

Over 98 % on time delivery since 2013.



QUALITY ASSURANCE

In-house team of 29 staff based in the UK and China.



ETHICAL & SOCIAL COMPLIANCE

A member of SEDEX, we audit our key suppliers to the ETI Code of Conduct.



CUSTOMER RELATIONS

We sell to over 300 customers across 38 countries worldwide.



TRAINING

We employ 74 people (34 % of workforce) who are on or have been through our Graduate Development Scheme.

Retail partners



Company directors

James McCarthy

Non-Executive Chairman
Ex-Poundland CEO

Simon Showman

Chief-Executive Officer
Founder

Andrew Gossage

Managing Director
Ex-Lime Pictures Executive

Graham Screawn

Finance Director
Ex-Hillit GB Finance Director



Where we are

UK

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