



ULTIMATE PRODUCTS  
HOME OF BRANDS

# UP Global Sourcing Holdings plc

## A brief history

1997

Business founded by Simon Showman and Barry Franks.

1999

Switched sourcing base from the US to the 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 the brands Intempo and Beldray. Opened QA and sourcing office, Guangzhou, China.

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.

## Who we are

- ▶ 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, and a new European showroom in Cologne, Germany.
- ▶ Employing over 300 staff, we sell to over 300 retailers across 38 countries.
- ▶ Five product categories – Small Domestic Appliances; Housewares; Audio; Laundry and Heating and Cooling.
- ▶ 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.



International



Professional



Distribution



Design



Quality Assured

## Key financials

	12 m July 2021 £'m
▶ Turnover	136.4
▶ Underlying EBITDA	13.3
▶ Underlying PBT	11.2
▶ Underlying PAT	8.7

## Premier brands

Beldray<sup>est 1872</sup>

SALTER<sup>SINCE 1760</sup>

intempo<sup>®</sup>

PROGRESS<sup>®</sup>  
Est. 1931

Kleeneze

PETRA<sup>®</sup>

## Specialist divisions



Small Domestic Appliances.



Housewares & Cookshop.



Laundry & Cleaning.



Audio & Accessories.



Heating & Cooling.

## A brief history (cont'd)

2015

The cookware brands George Wilkinson and Progress are acquired.

2017

Heron Mill distribution centre opened.  
Ultimate Products IPOs on the LSE main market.

2018

European showroom opened in Cologne, Germany.  
Kleeneze brand acquired.

2019

Launched SAYE All Employee Share Scheme.

2021

Purchase of German kitchen electrical brand Petra, the first German brand to join the Ultimate Products range.

Completed the acquisition of the Salter brand for £33.7 m.

Completed £1.6 m investment in Manor Mill Head Office.

## Fundamental growth factors

- International business, mainly focused in Europe, with a particular opportunity in Germany
- Increase listings with existing Discount customers through store expansion and the opening of new European accounts in this sector
- Growth in Supermarkets, driven by improved consumer awareness and perception of our brands
- Substantial increase in Online demand; on track to account for 30 %+ of overall revenues (FY 21: 15.1 %)

## Capabilities



### DEVELOPING PRODUCT

With 46 people in our buying teams, we brought 1069 new SKUs to the market in FY21.



### CHINA SOURCING

Experienced buying teams based in Manchester and in Guangzhou. We have 269 suppliers in China and 41 based in other territories.



### DESIGN

In-house design department of 27 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 35 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 141 people (42 % 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

Chief Financial Officer  
Ex-Hilli GB Finance Director

## Where we are

### UK

Ultimate Products  
Manor Mill,  
Victoria Street,  
Manchester  
OL9 0DD.

### UK

Ultimate Products  
Heron Mill,  
Heron Street,  
Manchester  
OL8 4JU.

### Cologne

Ultimate Products  
5 Edmund-Rumpler-Straße,  
51149 Cologne,  
Germany.

### Hong Kong

Ultimate Products  
Unit B, 13/F, Yun Tat,  
Commercial Building,  
70-74, Wuhu Street,  
Hung Hom, Kowloon.

### China

Ultimate Products  
401, Southern Tower,  
Heping Business Center,  
No. 898, Dadao Nan,  
Guangzhou

## Media contact

**Powerscourt** Rob Greening • Sam Austrums

Tel: +44 (0) 207 250 1446  
Email: [ultimateproducts@powerscourt-group.com](mailto:ultimateproducts@powerscourt-group.com)