



ULTIMATE PRODUCTS
HOME OF BRANDS

UP Global Sourcing Holdings plc

A brief history

1997

Business founded by Simon Showman and Barry Franks.

2006

Opened Hong Kong showroom.

2009

Acquired the brands Intempo & Beldray.

Opened QA and sourcing office, Guangzhou, China.

2015

Cookware brand Progress acquired.

2017

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

2019

Launched All Employee Share Scheme.

2021

Launch of new ESG Committee. Purchase of 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.

2022

Petra received first substantial order from leading German hypermarket retailer.

Who we are

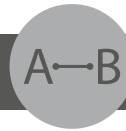
- As a company, we own, manage, design and develop a range of value-focused consumer goods brands.
- Our headquarters in Oldham, Greater Manchester, have Design, Sales, Marketing, Buying, Quality Assurance and Support functions, as well as warehouse facilities across two sites.
- We have a spectacular 20,000 sq. ft. showroom at our head office, as well as an office and showroom in Guangzhou, China, and a European showroom in Cologne, Germany.
- Employing over 300 staff, we sell to over 300 retailers across 38 countries.
- Five major 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^{est 1872}

SALTER^{est 1872}
SINCE 1760

intempo^{est 1872}

PROGRESS^{est 1872}
Est. 1931

Kleeneze

PETRA^{est 1872}

Five major product categories



Small Domestic Appliances.



Housewares & Cookshop.



Laundry & Cleaning.



Audio & Accessories.

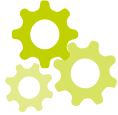


Heating & Cooling.

Fundamental growth factors

- ▶ International business, mainly focused in Europe, with a particular opportunity in Germany
- ▶ 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 %)
- ▶ Increase listings with existing Discount customers through store expansion and the opening of new European accounts in this sector

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 EITI Code of Conduct.



CUSTOMER RELATIONS

We sell to over 300 customers across 38 countries worldwide.



TRAINING

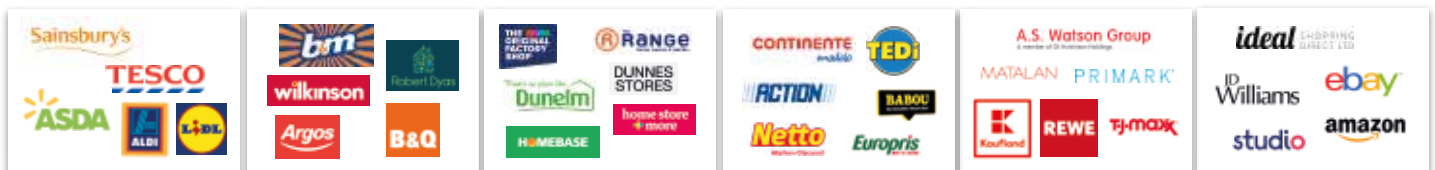
We employ 156 people (41 % of workforce) who are on or have been through our Graduate Development Scheme.

ESG and non-financial KPI's

In 2021, Ultimate Products has transformed its ESG strategy by:

- ▶ New ESG committee chaired by our NED Jill Easterbrook has introduced non-financial ESG-focused KPIs
- ▶ Recently realigned our environmental commitments to focus on remove, replace, reduce and rebalance
- ▶ Our Plant a Tree offsetting initiative has seen over 370,000 trees planted
- ▶ The business actively supports local communities through charity work and job opportunities

Retail partners



Company directors

James McCarthy

Non-Executive Chairman
Ex-Foundland CEO

Simon Showman

Chief-Executive Officer
Founder

Andrew Gossage

Managing Director
Ex-Lime Pictures Executive

Graham Screawn

Chief Financial Officer
Ex-Hill GB Finance Director

Chris Dent

CFO Designate

Where we are

UK

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

UK

Ultimate Products
Heron Mill,
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Manchester
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Cologne

Ultimate Products
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51149 Cologne,
Germany.

Hong Kong

Ultimate Products
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Hung Hom, Kowloon.

China

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

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