



ULTIMATE PRODUCTS  
HOME OF BRANDS

# 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, and a new European showroom in Cologne, Germany.
- Employing over 240 staff, we sell to over 300 retailers across 36 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 2018 £'m
➤ Turnover	87.6
➤ Underlying EBITDA	6.5
➤ Underlying PBT	5.6
➤ Underlying PAT	4.5

## 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

The cookware brands George Wilkinson and Progress are acquired.

2017

With further growth in mind, we opened a brand new distribution centre at Heron Mill.

Ultimate Products IPOs on the LSE main market.

2018

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

- 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 51 people in our buying teams, we brought 1,106 new SKUs to the market in 2016.



### CHINA SOURCING

Experienced buying teams based in Manchester and in Guangzhou. We have 278 suppliers in China and 66 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 31 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 36 countries worldwide.



### TRAINING

We employ 92 people (39 % 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-Hillfi 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

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401, Southern Tower,  
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Dadoo Nan.

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