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ANNUAL OPERATIONAL REPORT

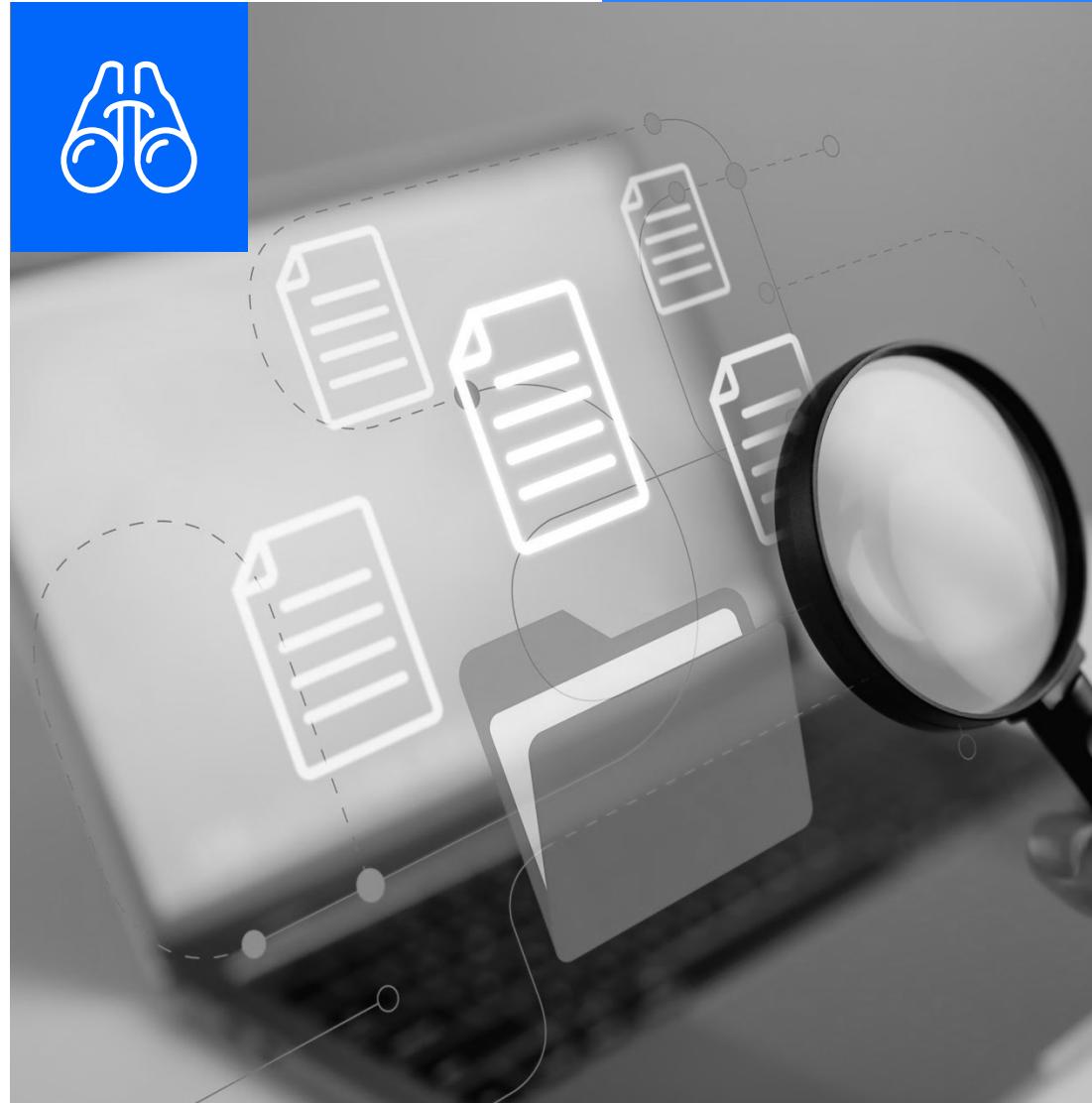


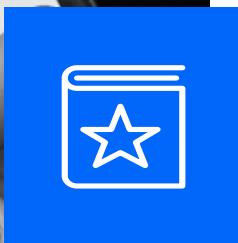
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About the Report

Universal Export specializes in crafting plain, unbranded garments, such as t-shirts, hoodies, and jackets, catering to retailers, wholesalers, and clients who customize products for resale. The report explores into :

- Sales and Profit Performance: A detailed analysis in 2023
- Product Portfolio
- Global Sales Comparison Assessment
- Sustainability Initiatives – Commitment to reduce exclusive air shipments





A Brief Executive Summary

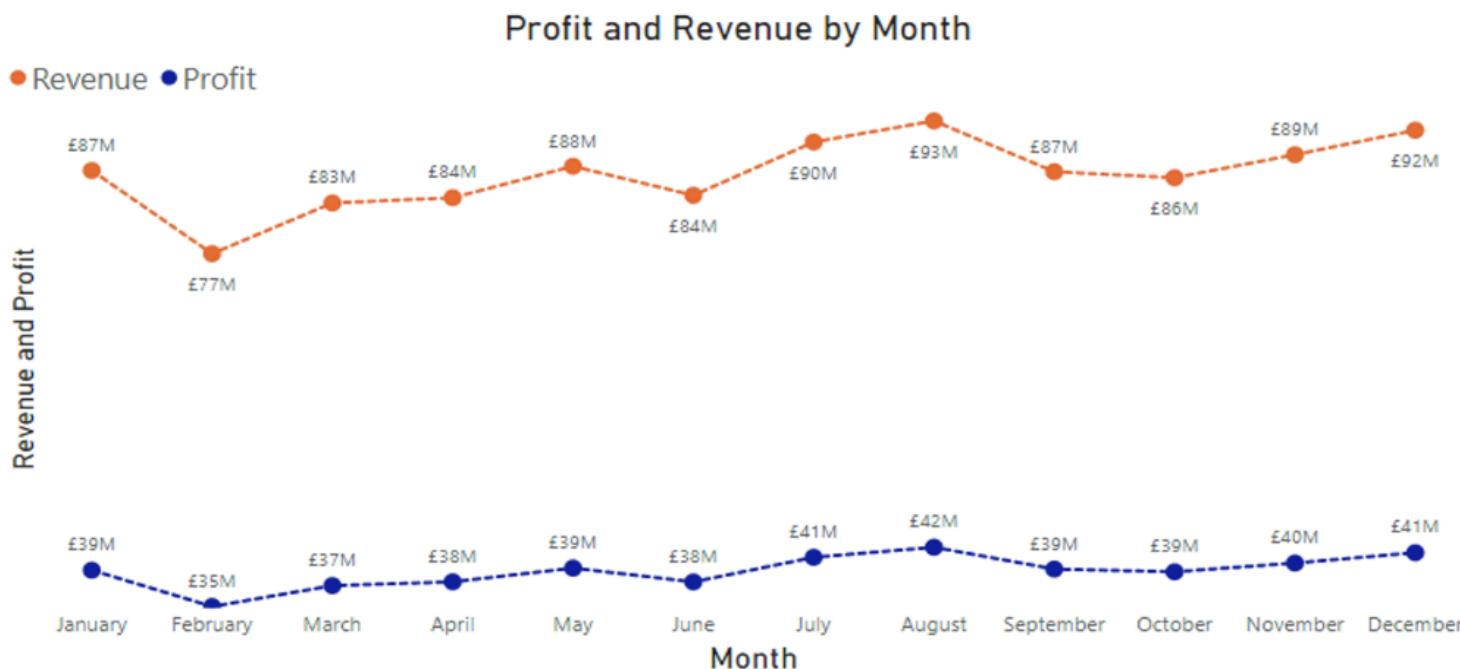
Investments in 2023 (In Millions)	Profit in 2023	Total Customers in 2023
£572.86M	£467.12M	48
Overall Revenue in 2023 (In Billions)	Total Profit in 2023 (%)	Quantity of products Sold in 2023
£1.04bn	44.92	62M

In 2023, with **48** customers and a profit margin of **44.92%**, Universal Export is moving forward with confidence.

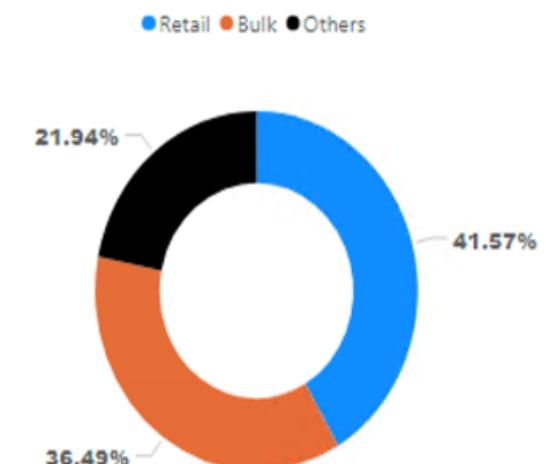


Sales & Profit Overview

Monthly



Profit by Business Category



Consistency

Universal Export, holding 41.58% in **Retail**, maintained stable profit and revenue throughout the month. **August** peaked at 45.16% profit margin, while February saw a slight dip to 45.45%.



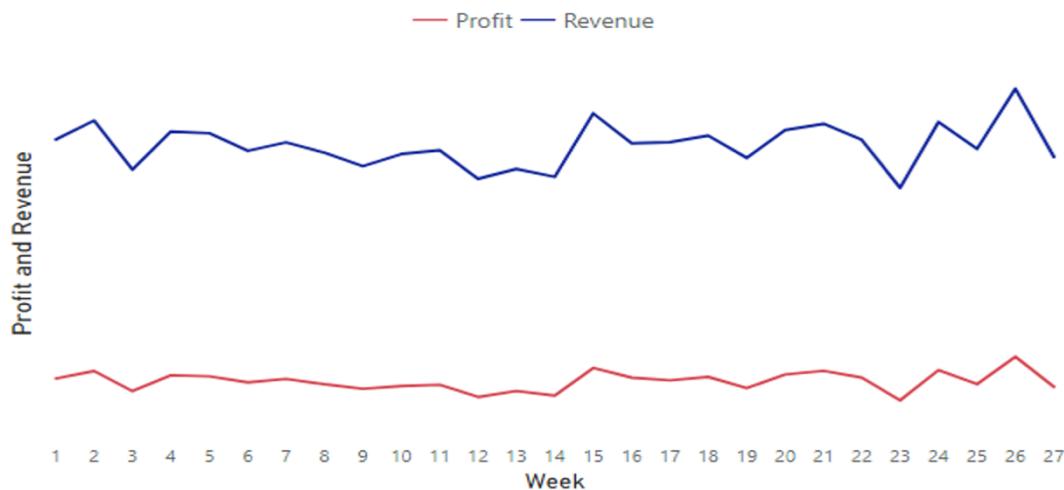
Sales & Profit Overview

Weekly

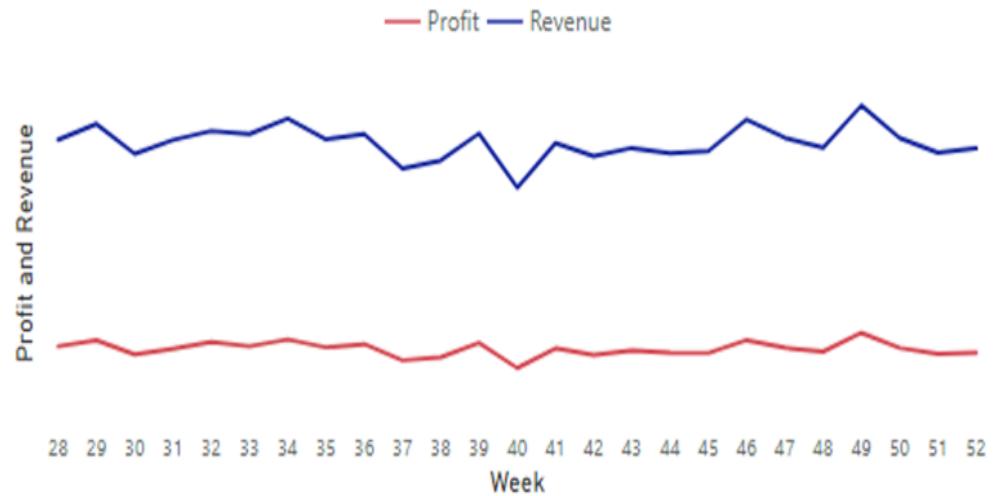


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Profit and Revenue by Week - First Half of 2023



Profit and Revenue by Week - Second Half of 2023



Over the weeks, both profits and sales exhibit a consistent trend, except for Week 23 and then with a slight increase observed during the final weeks of the first half of the year. The pattern then remained consistently, throughout the remaining weeks, a slight dip in Week 40 and then continued steady trend until the end of the year.



Product Portfolio



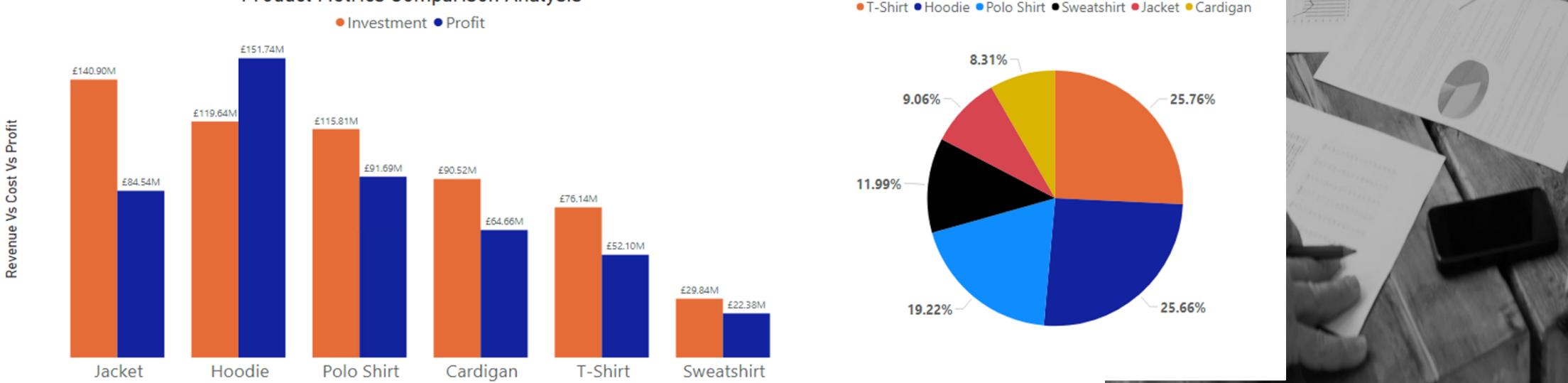
Products
Manufactured

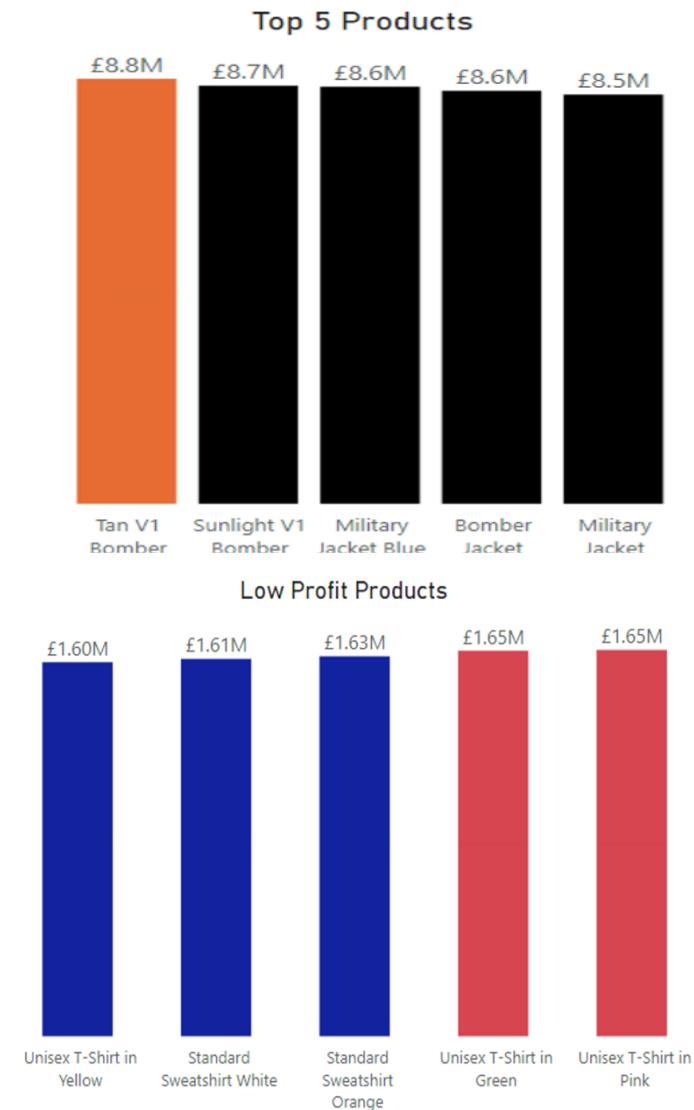
109

Product
Categories

6

Across 109 products and 6 product categories:
T-shirts were sold more, Hoodies emerged as most profitable category, despite Jackets receiving substantial investment.
Sweatshirts exhibited lowest profit.





Product Category	Profit Margin
Jacket	37.50
T-Shirt	40.63
Cardigan	41.67
Sweatshirt	42.86
Polo Shirt	44.19
Hoodie	55.91
Total	44.92

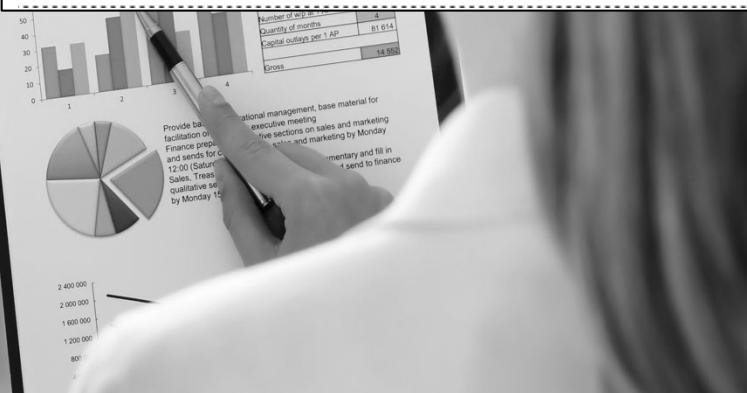
Tan V1 Bomber Jacket leads with considerable profit whereas the **Yellow Unisex T-shirt** shows a more modest performance.



Global Sales Comparative Analysis



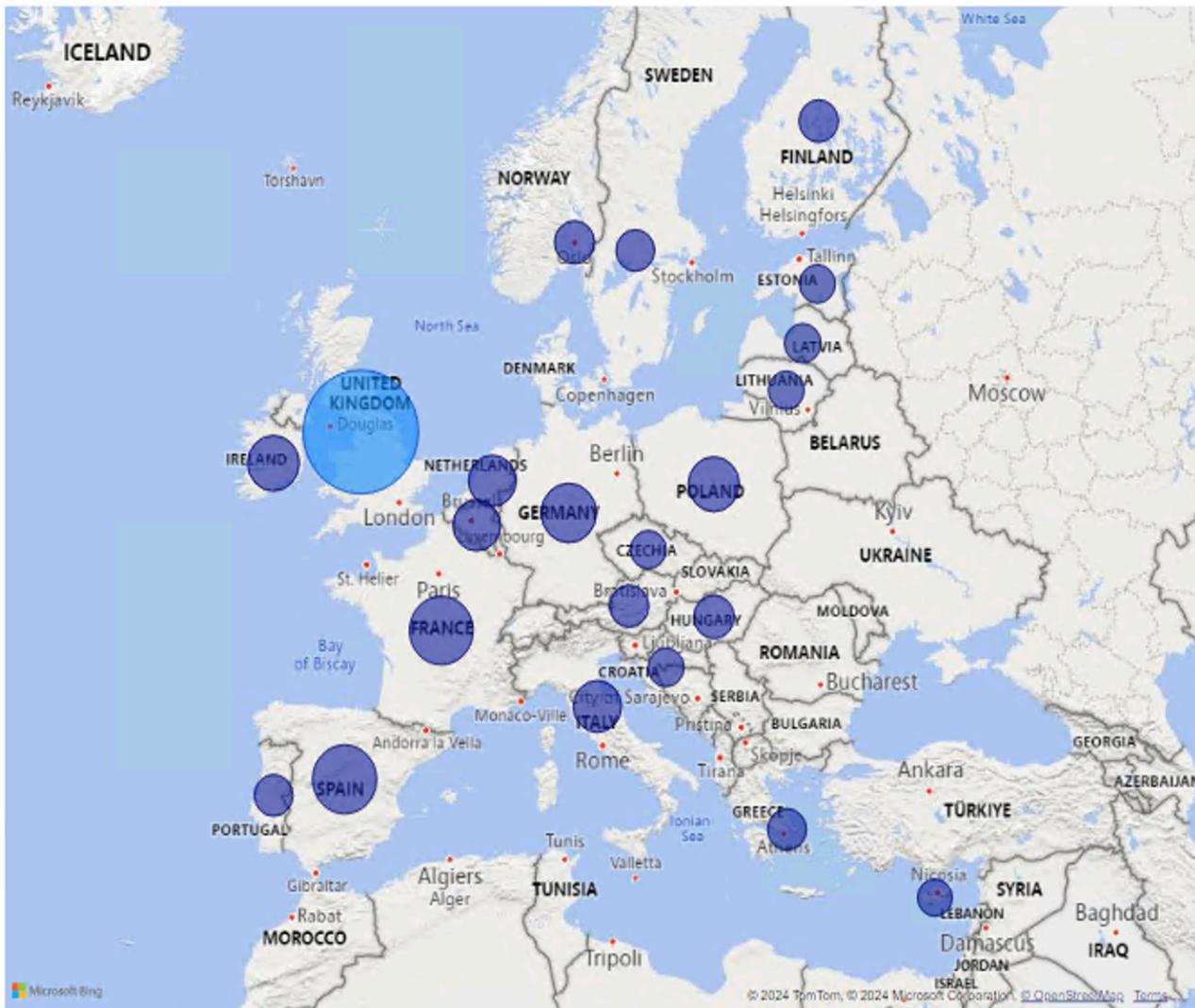
Global Sales Comparison



The **UK** stands out as the top performer in sales contrasting with **Cyprus**, which ranks lowest.

Domestic market dominates, with *France, Spain, and Germany* closely behind in profit and sales generation . The Asian and African markets remain largely unexplored.

Cross Country Profit Comparison



Quarterly Revenue Distribution in 2023



Global revenue experienced a slight rise in **Q3** of 2023.



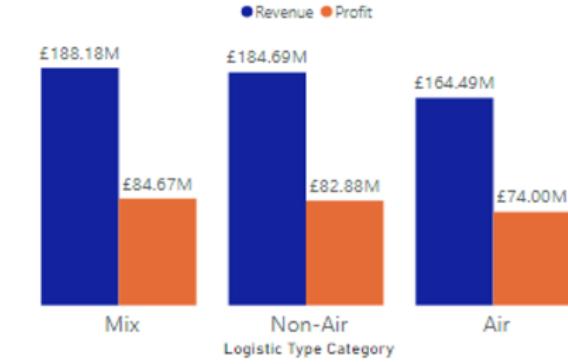
Air Shipment Reduction Initiative – July 2023

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Revenue and Profit by Logistic Type From January 2023 until June 2023



Revenue and Profit by Logistic Type From July 2023 Until December 2023



Revenue from July until December 2023

£537.35M

Revenue until June 2023

£502.63M

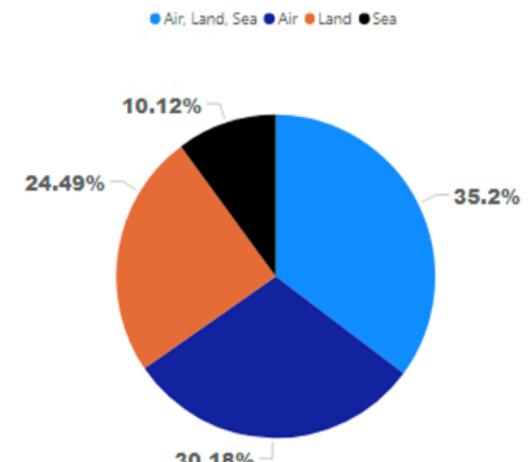
Profit until June 2023

£225.57M

Profit from July until December 2023

£241.54M

Revenue Distribution Across Logistic Types in 2023



Universal Export saw an increased sales and profit in Air Logistics amid exclusive air shipment reductions, despite air being the predominant logistic type in 2023 – 30.18%

Strong Performance and Commitment to Sustainability

Final Thoughts



Grateful for shareholder support, Universal Expert remains committed to sustainable growth. Our focus on market expansion, product enhancement, and operational efficiency drives future success, with sustainability as a core value.

