

Universal Export

ABOUT



Based out of Southampton, United Kingdom we are a manufacturing company that specializes in producing plain solid garments as a raw material.

Our clients include retailers, wholesalers, and other businesses who purchase our blank garments to customize with their own logos or designs and sell them at a higher price.

The year 2022 AT A GLANCE







82.26%

45.13%

Net Profit



■ 22 Sales Team † 46

Active Customers

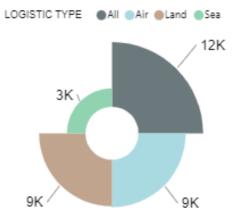




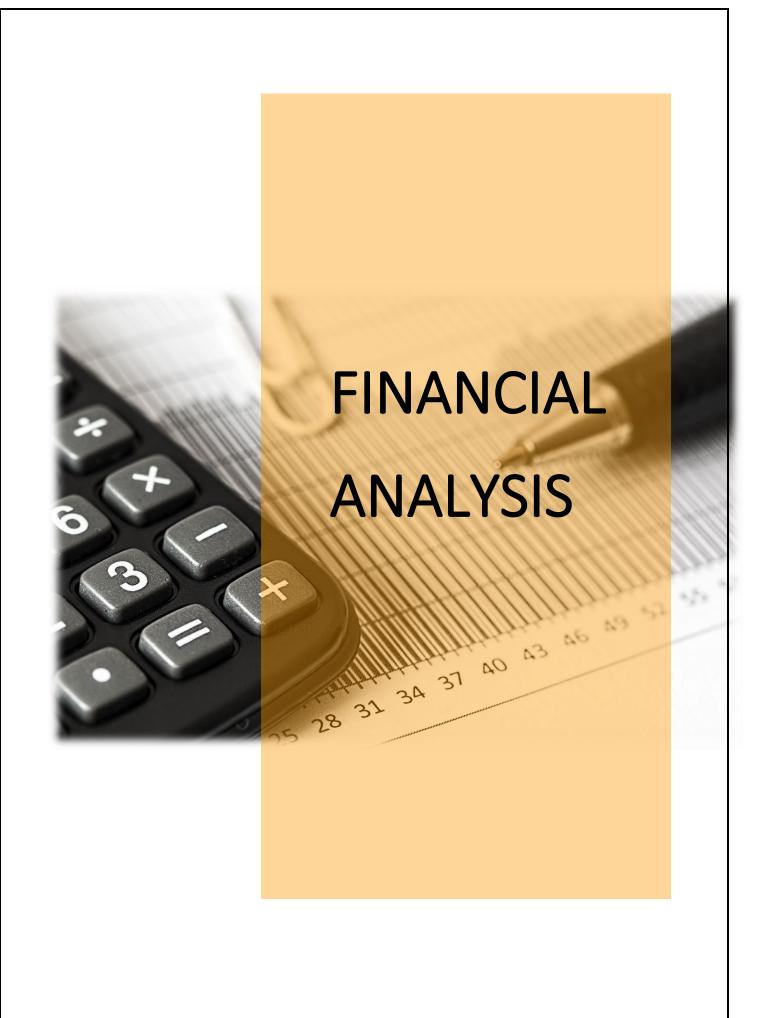




Transaction by Logistic Type







Quarterly and Monthly

2022 Financial Details

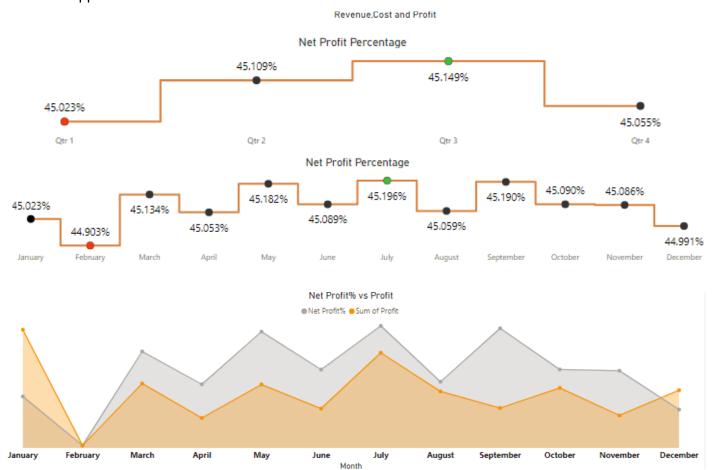
Quarter	Month	Total Cost	Total Price	Profit	Net Profit%	ROI
Q1	January	£4,73,34,235.00	£8,60,98,950.00	£3,87,64,715.00	45.02%	81.90%
Q1	February	£4,17,53,050.00	£7,57,81,530.00	£3,40,28,480.00	44.90%	81.50%
Q1	March	£4,44,47,945.00	£8,10,11,210.00	£3,65,63,265.00	45.13%	82.26%
Q2	April	£4,28,74,860.00	£7,80,29,820.00	£3,51,54,960.00	45.05%	81.99%
Q2	May	£4,43,13,585.00	£8,08,37,610.00	£3,65,24,025.00	45.18%	82.42%
Q2	June	£4,32,80,195.00	£7,88,19,350.00	£3,55,39,155.00	45.09%	82.11%
Q3	July	£4,58,62,295.00	£8,36,84,800.00	£3,78,22,505.00	45.20%	82.47%
Q3	August	£4,41,87,550.00	£8,04,27,930.00	£3,62,40,380.00	45.06%	82.01%
Q3	September	£4,31,30,795.00	£7,86,91,920.00	£3,55,61,125.00	45.19%	82.45%
Q4	October	£4,43,12,090.00	£8,06,98,760.00	£3,63,86,670.00	45.09%	82.11%
Q4	November	£4,29,46,525.00	£7,82,07,530.00	£3,52,61,005.00	45.09%	82.10%
Q4	December	£4,43,68,120.00	£8,06,56,710.00	£3,62,88,590.00	44.99%	81.79%
Total		£52,88,11,245.00	£96,29,46,120.00	£43,41,34,875.00	45.08%	82.10%

The Finance Table for 2022 contains information on the company's performance each month and can be used to obtain more information on its performance.

As seen in the below trend line chart, there is a positive correlation between the trends in profit, revenue, and cost observed over the past year as seen in the trend above. We have noticed that as production costs have gone up, so have product prices, leading to an increase in overall profitability. The pricing strategy has been quite effective last year in maximizing profitability

Revenue, Cost and Profit Trend												
£86.10M	£75.78M	£81.01M	£78.03M	£80.84M	£78.82M	£83.68M	£80.43M	£78.69M	£80.70M	£78.21M	£80.66M	Revenue
	E/3./OW											
£47.33M	£41.75M	£44.45M	£42.87M	£44.31M	£43.28M	£45.86M	£44.19M	£43.13M	£44.31M	£42.95M	£44.37M	Cost
£38.76M	£34.03M	£36.56M	£35.15M	£36.52M	£35.54M	£37.82M	£36.24M	£35.56M	£36.39M	£35.26M	£36.29M	Profit

As seen in the column chart above, the year started strongly with January being the most lucrative month for both revenue and profit. However, the subsequent month, February, recorded a drop in revenue and profit, reaching the lowest point of the year. Despite the drop at the beginning of the year, Quarter 2 had the minimum profit. The net profit on the other hand dropped in Quarter 1, as shown in the stepper line chart below.

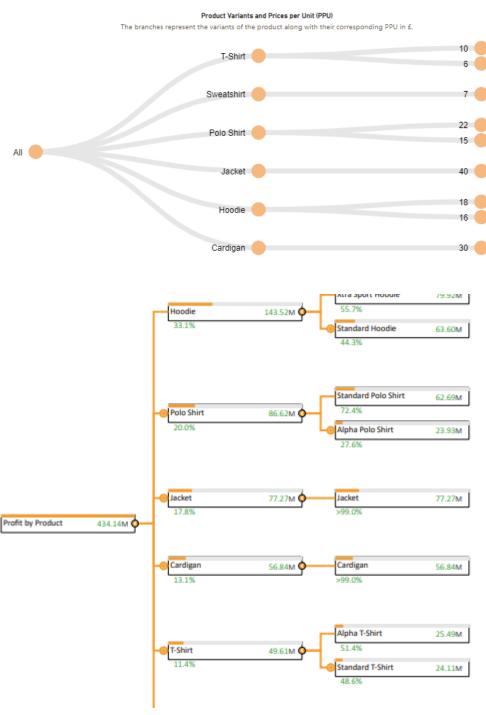


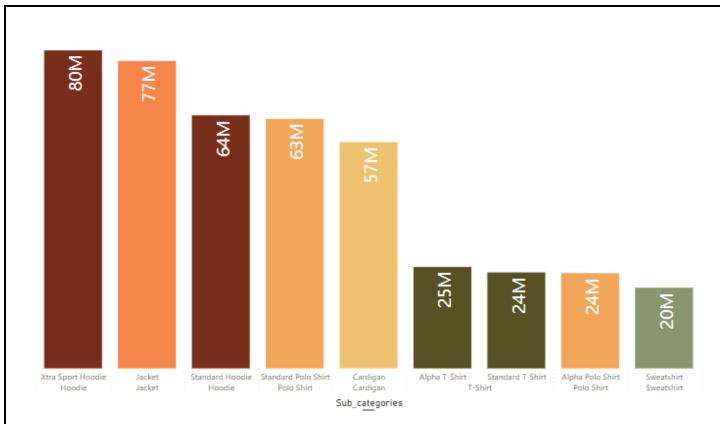
The chart above illustrates a shift in trends during the month of January and in all months following August. Possible reasons for this change could be variations in demand or seasonal fluctuations. However, despite these fluctuations, our company's business model remained profitable and did not incur any losses.

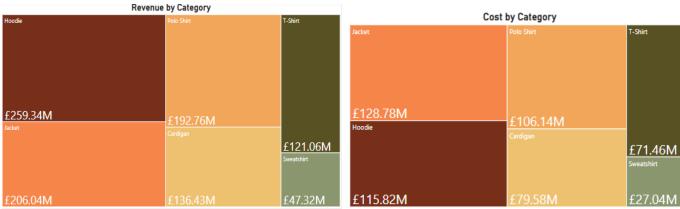


Products

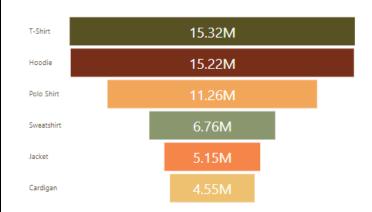
We offer six different products, each with its own price per unit and colour variants. Three of these products also have quality variants, with the higher-priced ones labelled as "Alpha" or "Standard," while the others are referred to as "Standard" for their respective categories. The infographic below provides a detailed breakdown of the profit generated by each of our products and their quality variants.



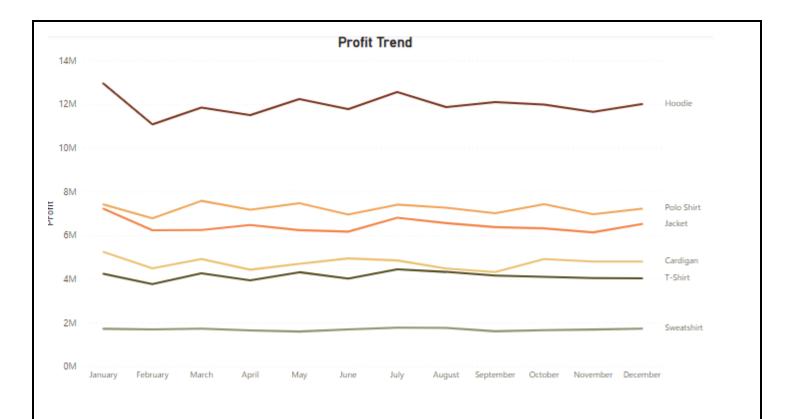


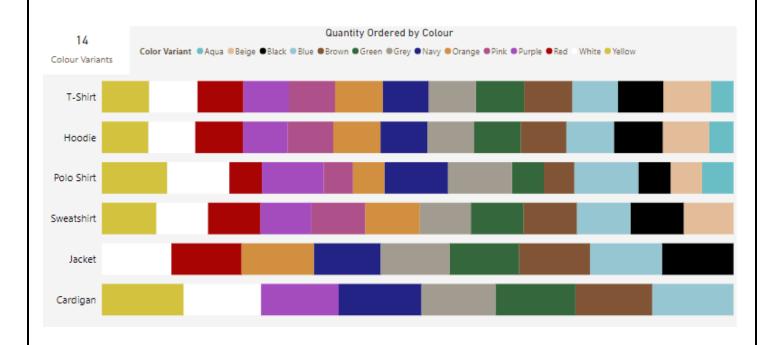


Total Quantity Ordered



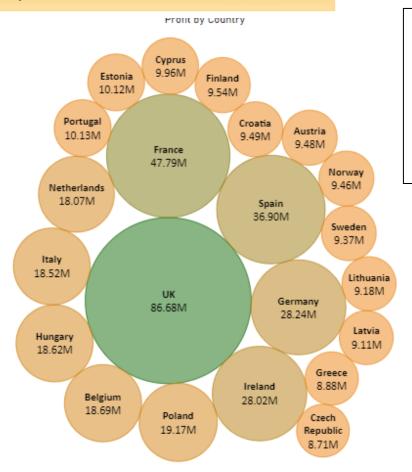
Top performing products by Revenue, Cost, and quantity in demand can be seen in the infographics





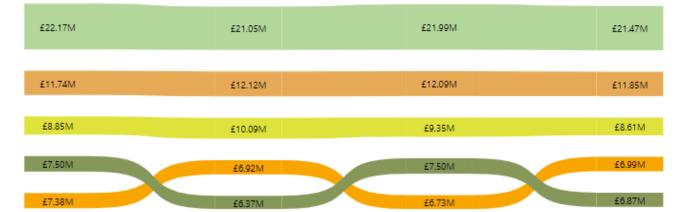


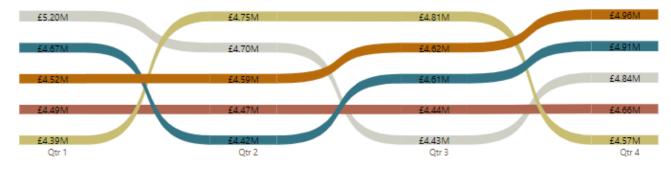
By Location

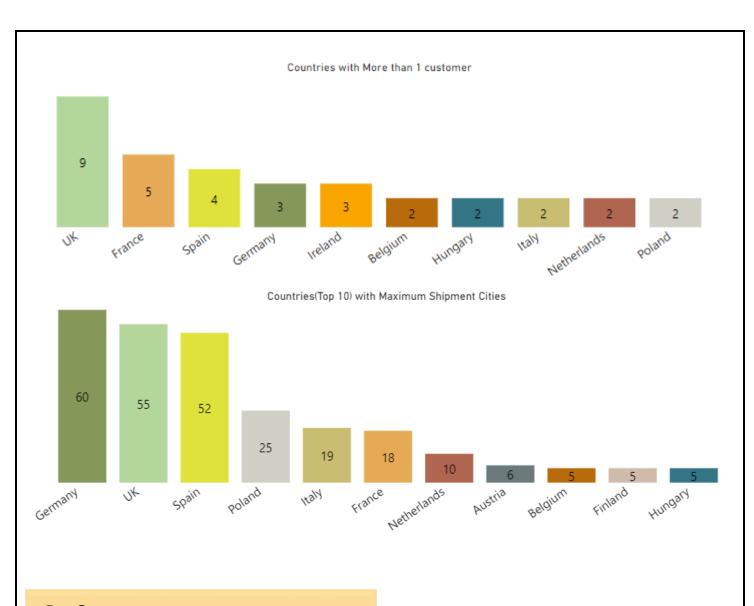


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Profit Timeline by Country ■ UK ■ Spain ■ Poland ■ Netherlands ■ Italy ■ Ireland ■ Hungary ■ Germany ■ France ■ Belgium

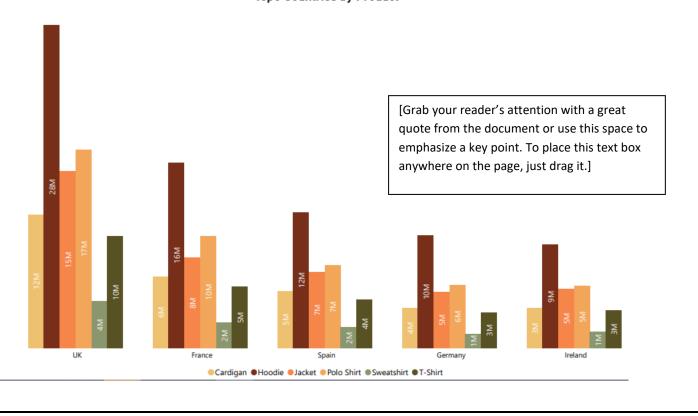






By Category

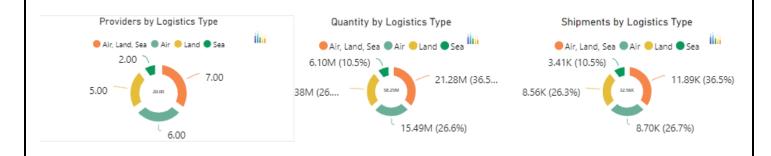


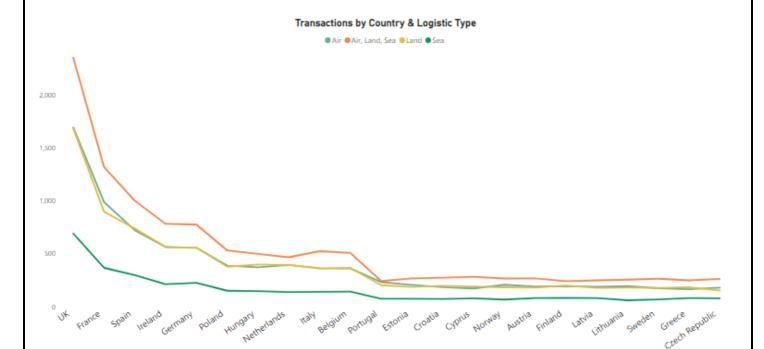




By Logistic Type

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