

Macro economic data of the UK industry

OPEN VERSION

[CONFIDENTIAL: THIS INFORMATION CONTAINS BUSINESS PROPRIETARY INFORMATION RELATING TO THE APPLICANTS WHICH IS BY NATURE CONFIDENTIAL, THE DISCLOSURE OF WHICH WOULD BE HARMFUL TO EACH COMPANY AND GIVE A COMPETITIVE ADVANTAGE TO COMPETITORS. AS A NON-CONFIDENTIAL SUMMARY, A RANGE OF THE INDEXATION BASED ON 100 IS PROVIDED WHERE POSSIBLE.]

UK industry

UK industry	Q2 2020 - Q1 2021	Q2 2021 - Q1 2022	Q2 2022 - Q1 2023	POI (Q2 2023 - Q1 2024)	POI (Q3 2023 - Q2 2024)	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2
Capacity (MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]
Production (MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]
Capacity utilisation (%)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]
UK Sales (MT) (related, unrelated)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]
Export Sales (MT) (related, unrelated)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]
Employment	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]

UK industry (indexed)	Q2 2020 - Q1 2021	Q2 2021 - Q1 2022	Q2 2022 - Q1 2023	POI (Q2 2023 - Q1 2024)	POI (Q3 2023 - Q2 2024)	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2
Capacity (MT)	100	[95-110]	[95-110]	[95-110]	[95-110]	100	[95-110]	[95-110]	[95-110]	[80-95]
Production (Mt)	100	[95-110]	[95-110]	[80-95]	[80-95]	100	[95-110]	[110-125]	[95-110]	[80-95]
Capacity utilisation (%)	100	[95-110]	[95-110]	[80-95]	[80-95]	100	[95-110]	[110-125]	[95-110]	[80-95]
UK Sales (MT) (related, unrelated)	100	[110-125]	[110-125]	[80-95]	[65-80]	100	[65-80]	[50-65]	[20-35]	[65-80]
Export Sales (MT) (related, unrelated)	100	[95-110]	[80-95]	[95-110]	[80-95]	100	[110-125]	[140-155]	[125-140]	[65-80]
Employment	100	[95-110]	[95-110]	[95-110]	[95-110]	100	[95-110]	[95-110]	[95-110]	[80-95]

UK supporters

OPEN VERSION

[CONFIDENTIAL: THIS INFORMATION CONTAINS BUSINESS PROPRIETARY INFORMATION RELATING TO THE APPLICANTS WHICH IS BY NATURE CONFIDENTIAL. THE DISCLOSURE OF WHICH WOULD BE HARMFUL TO EACH COMPANY AND GIVE A COMPETITIVE ADVANTAGE TO COMPETITORS. AS A NON-CONFIDENTIAL SUMMARY, A RANGE OF THE INDEXATION BASED ON 100 IS PROVIDED WHERE POSSIBLE.]

Performance data						Q2 2020 - Q1 2021	Q2 2021 - Q1 2022	Q2 2022 - Q1 2023	POI (Q2 2023 - Q1 2024)	POI (Q3 2023 - Q2 2024)	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	Q2 2020 - Q1 2021	Q2 2021 - Q1 2022	Q2 2022 - Q1 2023	POI (Q2 2023 - Q1 2024)	POI (Q3 2023 - Q2 2024)	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2
Production (MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[95-110]	[95-110]	[80-95]	[80-95]	100	[95-110]	[110-125]	[95-110]	[80-95]
Capacity (MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[95-110]	[95-110]	[95-110]	[95-110]	100	[95-110]	[95-110]	[95-110]	[80-95]
Utilisation rate	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[95-110]	[95-110]	[80-95]	[80-95]	100	[95-110]	[110-125]	[95-110]	[80-95]
UK sales unrel (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[65-80]	[125-140]	[50-65]	[65-80]	100	[110-125]	[65-80]	[35-50]	[155-170]
UK sales unrel (MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[50-65]	[80-95]	[50-65]	[50-65]	100	[95-110]	[50-65]	[50-65]	[155-170]
UK sales unrelated (£/MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[110-125]	[155-170]	[110-125]	[95-110]	100	[95-110]	[95-110]	[80-95]	[80-95]
UK sales rel (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[335-350]	[335-350]	[185-200]	[110-125]	100	[50-65]	[35-50]	[20-35]	[20-35]
UK sales rel (MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[245-260]	[185-200]	[155-170]	[95-110]	100	[50-65]	[35-50]	[20-35]	[20-35]
UK sales related (£/MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[125-140]	[170-185]	[110-125]	[95-110]	100	[95-110]	[80-95]	[80-95]	[80-95]
Exports unrel (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[200-215]	[170-185]	[110-125]	[80-95]	100	[50-65]	[65-80]	[35-50]	[35-50]
Exports unrel (MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[155-170]	[110-125]	[95-110]	[80-95]	100	[50-65]	[65-80]	[35-50]	[35-50]
Exports unrel (£/MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[125-140]	[155-170]	[110-125]	[110-125]	100	[80-95]	[80-95]	[80-95]	[80-95]
Exports rel (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[110-125]	[140-155]	[95-110]	[95-110]	100	[170-185]	[155-170]	[185-200]	[110-125]
Exports rel (MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[80-95]	[80-95]	[95-110]	[95-110]	100	[140-155]	[170-185]	[170-185]	[95-110]
Exports rel (£/MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[140-155]	[170-185]	[95-110]	[95-110]	100	[110-125]	[95-110]	[95-110]	[110-125]
Full manufacturing costs (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[125-140]	[155-170]	[110-125]	[95-110]	100	[80-95]	[95-110]	[80-95]	[65-80]
Raw materials (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[125-140]	[170-185]	[110-125]	[95-110]	100	[80-95]	[95-110]	[80-95]	[65-80]
	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[95-110]	[110-125]	[110-125]	[110-125]	100	[95-110]	[95-110]	[95-110]	[80-95]
	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[200-215]	[260-275]	[155-170]	[125-140]	100	[65-80]	[80-95]	[65-80]	[35-50]
	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[110-125]	[125-140]	[125-140]	[125-140]	100	[80-95]	[95-110]	[80-95]	[80-95]
Energy costs (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[90-95]	[80-95]	[50-65]	[50-65]	100	[80-95]	[95-110]	[35-50]	[35-50]
Overhead expenses (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[335-350]	[530-545]	[365-380]	[380-395]	100	[80-95]	[50-65]	[110-125]	[95-110]
SG&A* costs (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[125-140]	[170-185]	[335-350]	[290-305]	100	[65-80]	[50-65]	[50-65]	[50-65]
Finance costs (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[125-140]	[170-185]	[110-125]	[95-110]	100	[80-95]	[95-110]	[80-95]	[65-80]
Full production cost (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[125-140]	[170-185]	[110-125]	[95-110]	100	[65-80]	[50-65]	[50-65]	[50-65]
Unit production cost (£/MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[125-140]	[170-185]	[125-140]	[110-125]	100	[80-95]	[80-95]	[80-95]	[80-95]
Total costs of UK sales to unrelated customers (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[80-95]	[140-155]	[65-80]	[65-80]	100	[80-95]	[50-65]	[35-50]	[140-155]
Profit of UK sales to unrelated customers (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	(100)	[(4,610)-(4,910)]	[(6,110)-(6,410)]	[(4,910)-(5,210)]	[(5,210)-(5,510)]	(100)	[(0)-(20)]	[(0)-(20)]	[(20)-(35)]	[(80)-(95)]
Profit of UK sales to unrelated customers (% of TO)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	(100)	[(6,110)-(6,410)]	[(4,310)-(4,610)]	[(6,510)-(6,810)]	[(7,610)-(7,910)]	(100)	[(0)-(20)]	[(0)-(20)]	[(65)-(80)]	[(50)-(65)]
Stocks EOP (MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[35-50]	[110-125]	[80-95]	[80-95]	100	[65-80]	[80-95]	[80-95]	[80-95]
Employees	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[95-110]	[95-110]	[95-110]	[95-110]	100	[95-110]	[95-110]	[95-110]	[80-95]
Productivity	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[95-110]	[95-110]	[80-95]	[80-95]	100	[95-110]	[110-125]	[95-110]	[95-110]
Investments (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[50-65]	[65-80]	[50-65]	[35-50]	100	[80-95]	[95-110]	[50-65]	[20-35]
Stock reconciliation (finished product only)																									
Opening stock	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]										
Production	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]										
Purchase (not part of own production)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]										
Sales	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]										
Exports	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]										
Resales (of purchased products)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]										
Samples & Others	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]										
Closing stock	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]										
Result (should be 0)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]										
Total sales (MT)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[95-110]	[95-110]	[80-95]	[80-95]	100	[95-110]	[95-110]	[95-110]	[65-80]
Exports % of total sales	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[95-110]	[80-95]	[95-110]	[95-110]	100	[110-125]	[125-140]	[125-140]	[95-110]
Total sales (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[140-155]	[155-170]	[95-110]	[95-110]	100	[95-110]	[95-110]	[95-110]	[65-80]
Total costs of goods sold (incl SGA) (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[140-155]	[170-170]	[110-125]	[95-110]	100	[80-95]	[80-95]	[80-95]	[50-65]
Total costs of goods sold (no SGA) (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[125-140]	[155-170]	[110-125]	[95-110]	100	[80-95]	[80-95]	[80-95]	[50-65]
Total profit (£)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	(100)	[95-110]	[(880)-(995)]	[(1,910)-(2,210)]	[(1,310)-(1,610)]	(100)	[20-(35)]	[65-(80)]	[(50)-(65)]	[(20)-(35)]
Total profit (%)	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	(100)	[65-80]	[(590)-(605)]	[(1,910)-(2,210)]	[(1,310)-(1,610)]	(100)	[(0)-(20)]	[65-(80)]	[(50)-(65)]	[(20)-(35)]
Total sales UK (£)						[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[140-155]	[185-200]	[80-95]	[80-95]	100	[65-80]	[35-50]	[20-35]	[65-80]
Total sales UK (MT)						[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[110-125]	[110-125]	[80-95]	[80-95]	100	[65-80]	[50-65]	[20-35]	[65-80]
Total sales exported (£)						[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[125-140]	[140-155]	[95-110]	[95-110]	100	[125-140]	[125-140]	[125-140]	[80-95]
Total sales exported (MT)						[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[95-110]	[80-95]	[95-110]	[80-95]	100	[110-125]	[140-155]	[125-140]	[65-80]
Total cost of production (£)						[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100	[125-140]	[170-185]	[110-125]	[95-110]	100	[80-95]	[95-110]	[80-95]	[65-80]
ROI						[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	(100)	[50-65]	[(0)-(20)]	[(0)-(20)]	[(0)-(20)]	(100)	[(395)-(410)]	[(155)-(170)]	[(110)-(125)]	[(125)-(140)]
Raw mat % in cost of production						[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	100 Average:	[50-65]	[50-65]	[50-65]	[50-65]	[50-65]	[50-65]	[50-65]	[50-65]	[50-65]
Raw mat % in final price						[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]										
Unit price						[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]	[SENSITIVE]										

Argent

OPEN VERSION

[illegible]

Greenergy

OPEN VERSION

[illegible]

Olleco

OPEN VERSION

[CONFIDENTIAL: THIS INFORMATION CONTAINS BUSINESS PROPRIETARY INFORMATION RELATING TO THE APPLICANTS WHICH IS BY NATURE CONFIDENTIAL, THE DISCLOSURE OF WHICH WOULD BE HARMFUL TO EACH COMPANY AND GIVE A COMPETITIVE ADVANTAGE TO COMPETITORS.]

[illegible]