

# Wilhelmina International, Inc. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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# **Abstracts**

Wilhelmina International, Inc. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between Wilhelmina International, Inc. and its competitors. This provides our Clients with a clear understanding of Wilhelmina International, Inc. position in the Commercial Services and Supplies Industry.

The report contains detailed information about Wilhelmina International, Inc. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for Wilhelmina International, Inc.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The Wilhelmina International, Inc. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios



pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes Wilhelmina International, Inc. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of Wilhelmina International, Inc. business.

# About Wilhelmina International, Inc.

Wilhelmina International, Inc. provides fashion model and talent management services in the United States. The company focuses on the representation and management of models, entertainers, artists, athletes, and other talent to various customers and clients, such as retailers, designers, advertising agencies, and catalog companies worldwide.

# Operations

The company has operating companies and divisions focused on the fashion model and talent management business, as well as business areas complimentary to the fashion model and talent management business, such as licensing and television. These companies include Wilhelmina International, Ltd. (Wilhelmina International); Wilhelmina – Miami, Inc. (Wilhelmina Miami); Wilhelmina Artist Management LLC (WAM); Wilhelmina Licensing LLC (Wilhelmina Licensing); and Wilhelmina Film & TV Productions LLC.

Wilhelmina International (based in New York City), Wilhelmina West, Inc. (based in Los Angeles and a wholly owned subsidiary of Wilhelmina International), and Wilhelmina Miami are the company's core fashion model management companies. WAM is a talent



management company that seeks to secure endorsement and spokesperson work for various high-profile talents from the worlds of sports, music, and entertainment. Wilhelmina Licensing oversees the licensing of the Wilhelmina name, mainly to local modeling agencies across the U.S. Wilhelmina TV participates in the development of certain reality television shows, such as The Agency (2007) and She's Got the Look that seek to capitalize on the company brand.

The LW1 division, based in Los Angeles, offers models the opportunity to be showcased on TV and film through its membership in the Screen Actors Guild. The company also owns a non-consolidated 50% interest in Wilhelmina Kids & Creative Management LLC, a New York City-based modeling agency that involves in representing child models, from newborns to children 14 years of age.

### **Operating Divisions**

The company divides its businesses into the following operating divisions: Fashion Model Management; Artist Management; Licensing; and Film and Television.

# Fashion Model Management Business

The company focuses on providing fashion modeling and talent product-endorsement services to clients, such as ad agencies, branded consumer goods companies, fashion designers, magazines, retailers and department stores, product catalogs, and Internet sites.

# Wilhelmina Artist Management Business

WAM represents superstars, such as Fergie, Zoe Saldano, Natasha Bedingfield, Nicole Scherzinger, Ciara, Estelle, and various others for whom the company seeks to secure fashion campaigns, endorsements, and marketing opportunities. In addition, WAM represents sports notables, such as Terrell Owens, golf teaching legend David Leadbetter, Olympic speed skater Allison Baver, U.S. Polo player Nicholas Rodan, and the Wilhelmina 7 or W7 referring to a group of seven women professional golfers represented as WAM talent. WAM has secured commercial endorsements, fashion campaigns, and sponsorships for its talent with clients, such as Avon, Brown Shoe, Coca-Cola, Cover Girl, Dessert Beauty, Donna Karan, Hershey's, Hugo Boss, L'Oreal, Mattel, Nautica, Nestle, Nike, Proctor & Gamble Company, and Pizza Hut.

### Licensing



The company's licensing collects third-party licensing fees in connection with the licensing of the Wilhelmina name. Third-party licensees include various fashion model agencies in local markets across the U.S. and Panama.

### Film and Television

The Film and Television business consists of television syndication royalties and production series contracts. The company has produced a television show, The Agency for the VH1 television network. It has entered into an agreement with the TV Land television network to develop a television series entitled She's Got the Look, which is in its third season.

#### Clients and Customers

As of December 31, 2009, the company had a roster of approximately 1,800 models under management contract, of which approximately 950 are active models. Its active models include Mark Vanderloo, Gabriel Aubry, Alex Lundqvist, Enrique Palacios, Andreas Segura, Nicolas Malleville, Noah Mills, Josh Wald, Tyson Ballou, RJ Rogenski, Alexandra Richards, Rebecca Romijn, Manon Von Gerkan, Line Goost, Esther Canadas, Camila Alves, Kate Dillon, Beverly Johnson, and Roshumba. It serves approximately 1,200 external clients.

# Competition

The company's principal competitors in the U.S. include DNA Model Management, Elite Model Management, Ford Models, Inc., IMG Models, Marilyn Model Agency, NEXT Model Management, and Women Model Management.

# History

Wilhelmina International, Inc. was founded in 1967.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.



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# **ANALYSIS FEATURES**

# **SWOT Analysis**

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

### **Enhanced SWOT Analysis**

Enhanced SWOT is a 3×3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

### **PESTEL Analysis**

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.



# Key Factors Examined by PESTEL Analysis:

Political – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

Economic – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

Sociological – What cultural and societal aspects will work upon the demand for the business's products and operations?

Technological – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

Environmental – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

Legal – What laws and legislation will exert influence on the style the business is carried out?

# IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors



integrated into one suggestive model.

# **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

# **VRIO Analysis**

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity



# Reputation

# Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?
Rare?
Costly to imitate?
Organized properly?



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