



THIMBLERR

Thimblerr enables 'fast-fashion manufacturing' for apparel brands, at scale.



Annualised GMV
\$9.8Mn

CM1
13%

of Clients
21

Avg QoQ Growth
30%

Repeat GMV
85%

Repeat Clients
16
(>90% retention)

Styles created/month
2,000+
(Zara launches 600 styles /month)

RMs in stock
7,000+
(across 115 suppliers)

Monthly Capacity
400K+units
(16 factories)

Sampling Time
7 Days
(Mkt avg 75 days)

1st Sample Accuracy
75%
(Mkt avg 20%)

Bulk Production Time
45 Days
(Mkt avg 90-120)

We drive innovation in fashion.

Fast Fashion



D2C



Traditional



madame



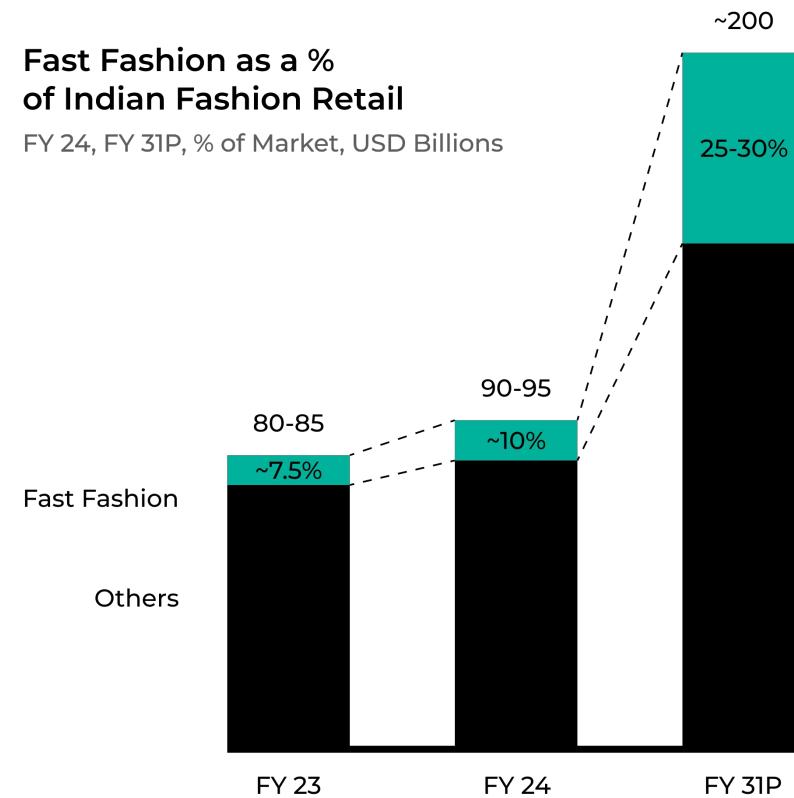
E-Commerce



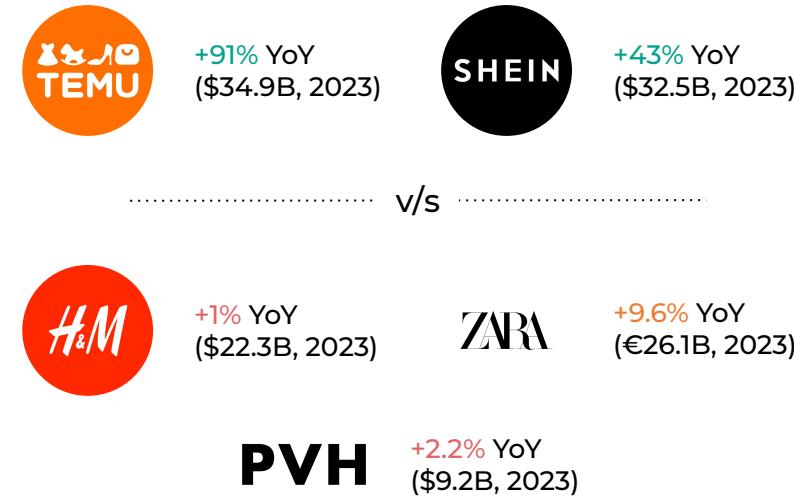


Fast fashion is growing 6X faster than the traditional fashion industry

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Traditional large brands are facing existential challenges from ultra-fast fashion, globally



The fastest growing brands in India launch fast.



- 500 launches/week
- ₹80 Crore GMV (+700% YoY)



- New Collections Every week
- ₹540 Crore GMV (+150% YoY)



- 600 launches/week
- ₹1300 Crore GMV (BSPL) (+130% YoY)

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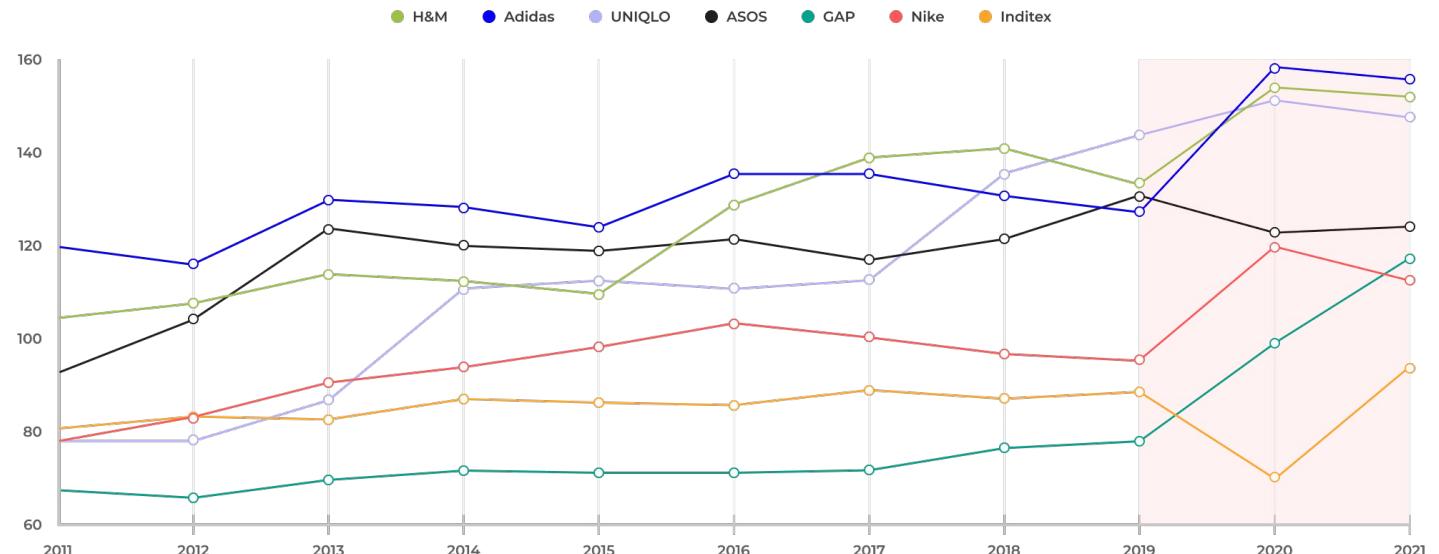
Need for a wide assortment puts tremendous inventory pressure on brands



6 Month SKU width growth of top brands



Inventory turnover among global fashion players (in days)



"Top priority for H&M is to produce what we can sell. That's where you also need tech as enabler to get to that point."

Helena Helmersson
Chief Executive, H&M Group



"We still as an industry have too long lead times, & there is a big opportunity to better match planning & buying to demand."

Stefan Larsson
Group Chief Executive, PVH Corp

Traditional supply chains have structural gaps making them slow & bulky



Lengthy and Manual trend research

Supply chain impact data unavailable

Lack of price transparency

Multiple rounds of negotiations

High MOQs

Large queues adds to lead time



Design

75
Days



Sampling

15
Days



Costing Closure
& PO

60
Days



Raw material
sourcing

30
Days



Bulk production

180 Days

Limited product development capabilities

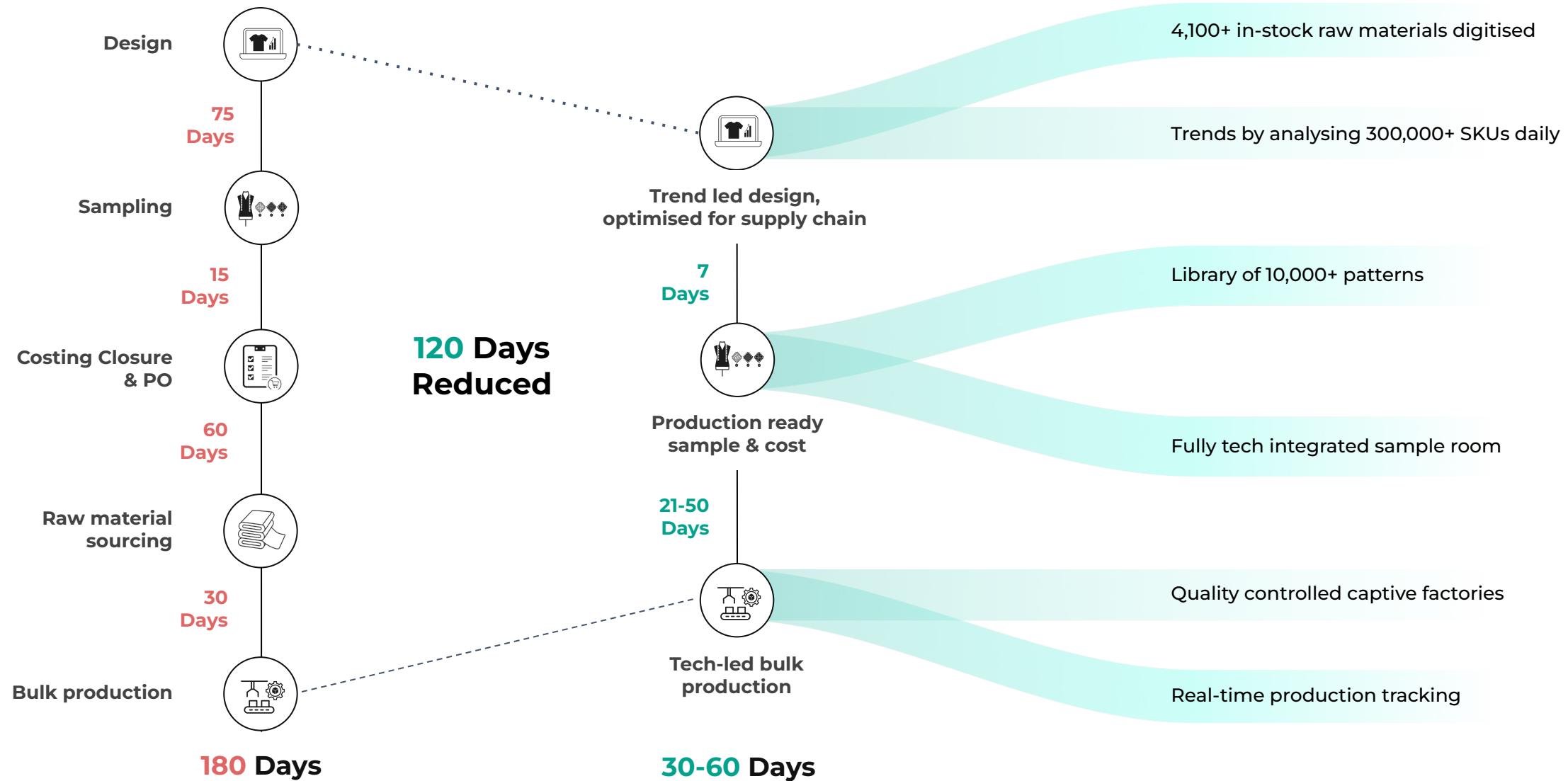
Low accuracy of samples made from scratch

High lead time for made to order fabrics

Minimum quantity constraints

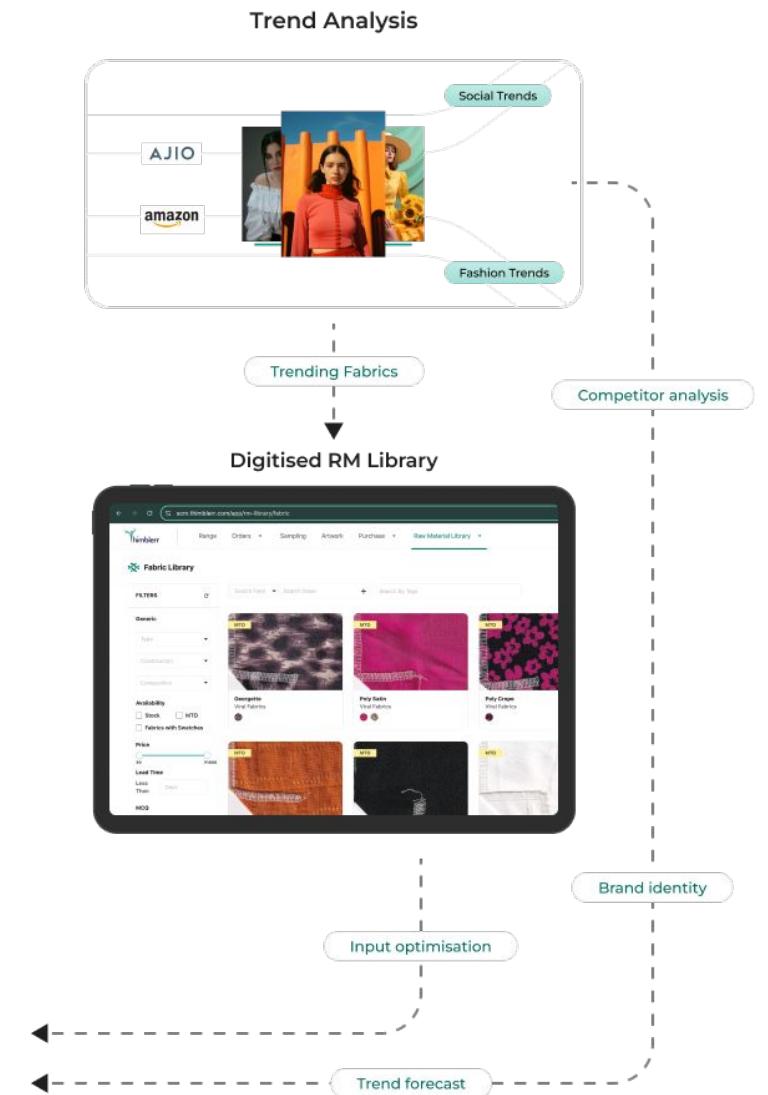
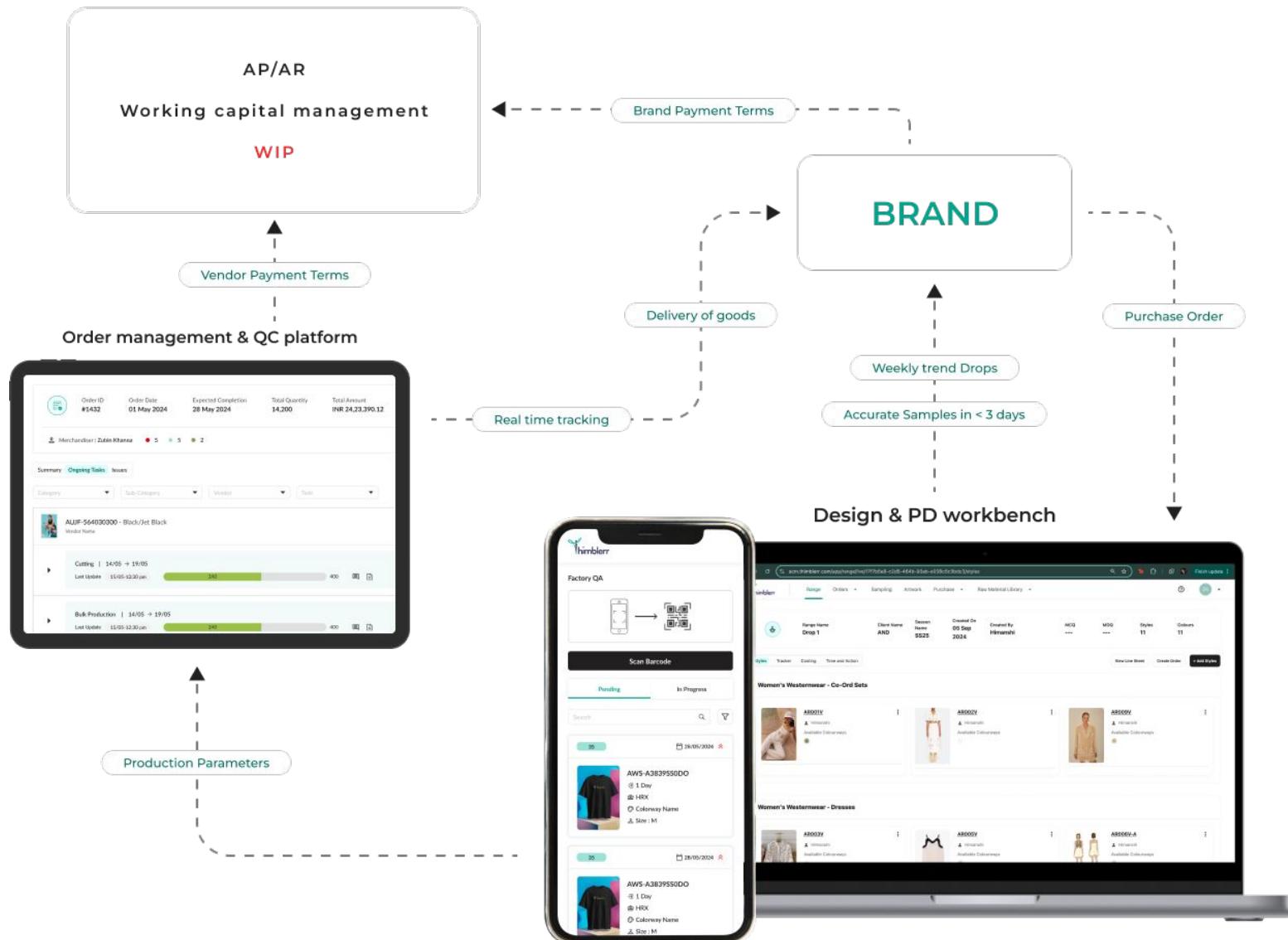


Thimblerr's vertically integrated supply chain is 5x faster





Tech & data-led platform enables scale & drives efficiencies at each step





Strong traction from market leading brands, with high retention

Booked GMV in USD Mn

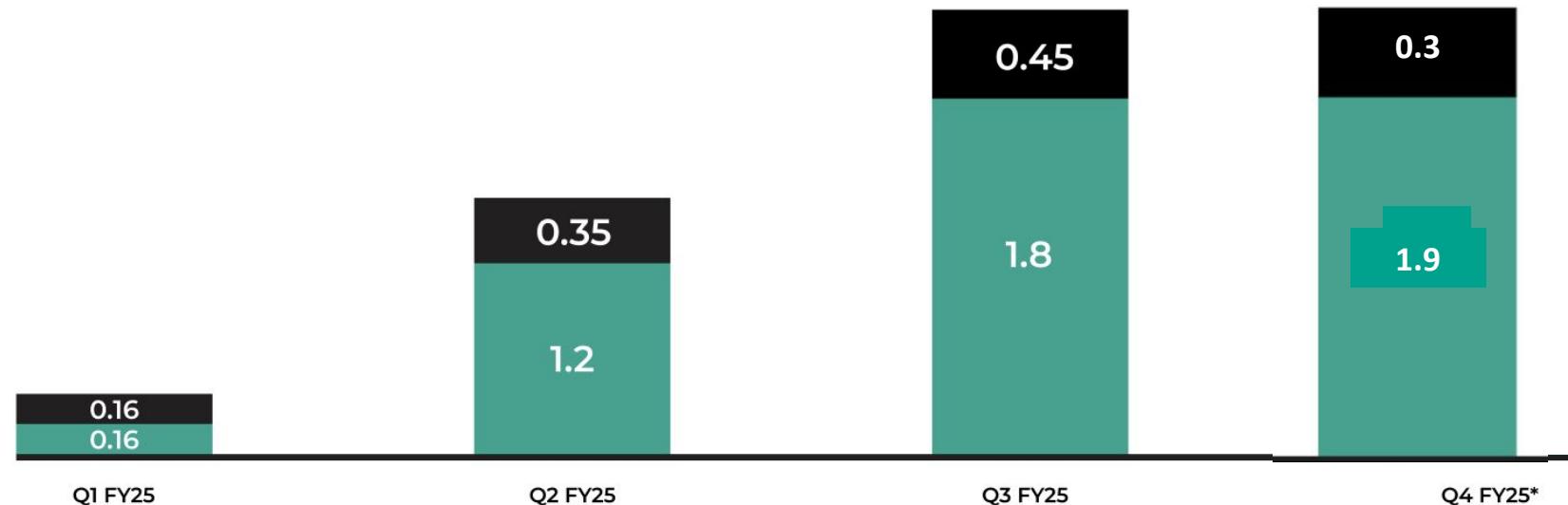


New Clients



Repeat Clients

Closing FY25 at
an GMV of **USD
Mn 9.8**



POWER LOOK
MEN'S FASHION



CHEMISTRY



LimeRoad



MAGRE



HOUSE OF PATAUDI

globus



TWENTY DRESSES

STYLE UP

Siyaram's



BEWAKOOF®



PANTALOONS



VISHAL MEGA MART

SHOPPERS STOP

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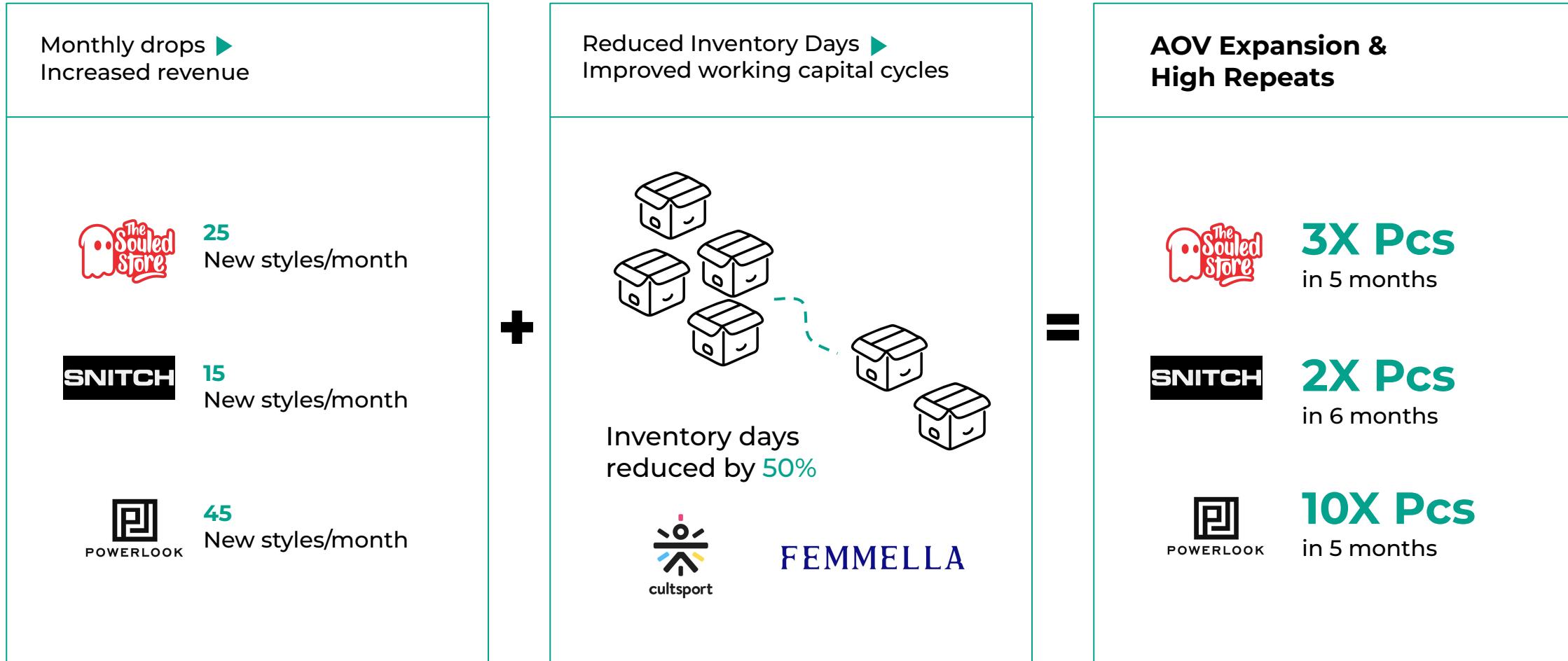
New brands opened every month

Brands with active conversations



Direct PnL impact leading to strong PMF within market leaders

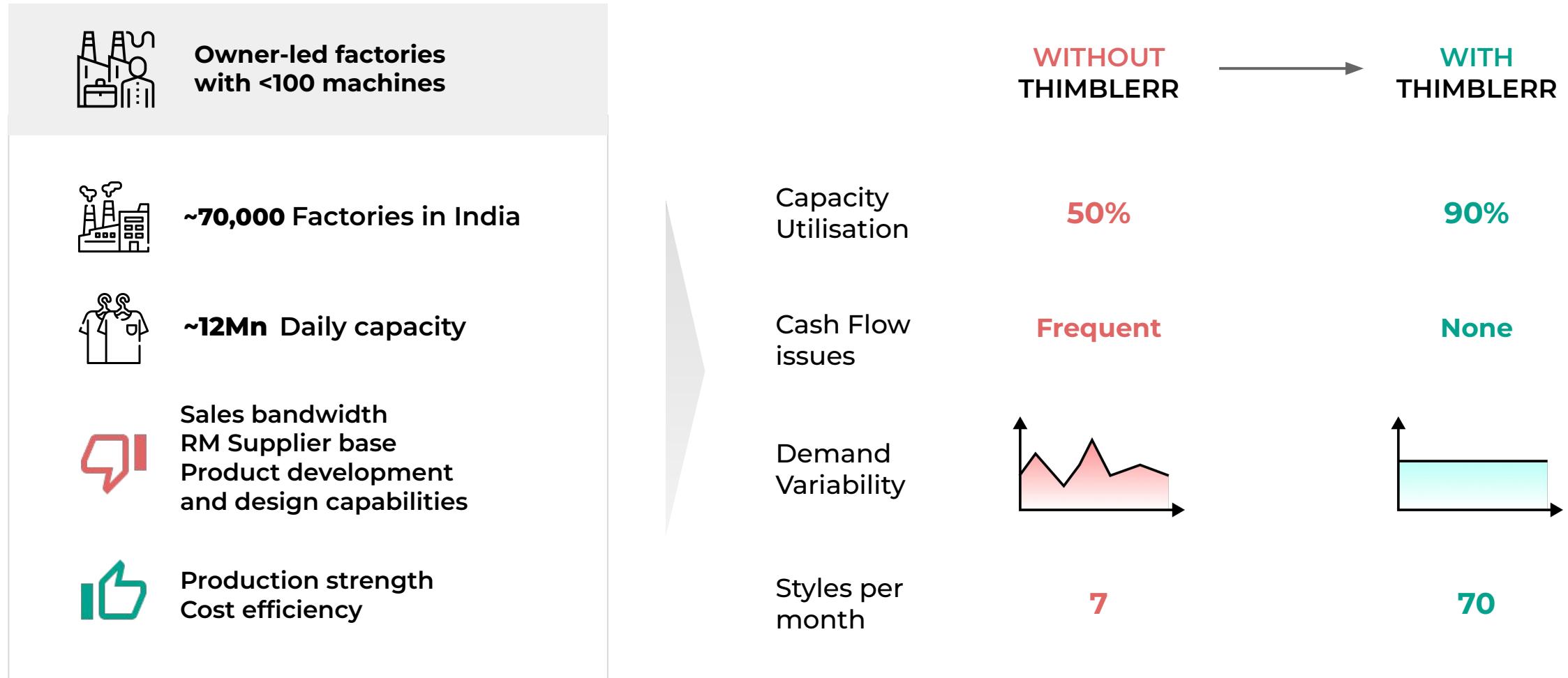
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Wallet share expansion to just 10% within existing clients will result in a ~300Cr yearly business

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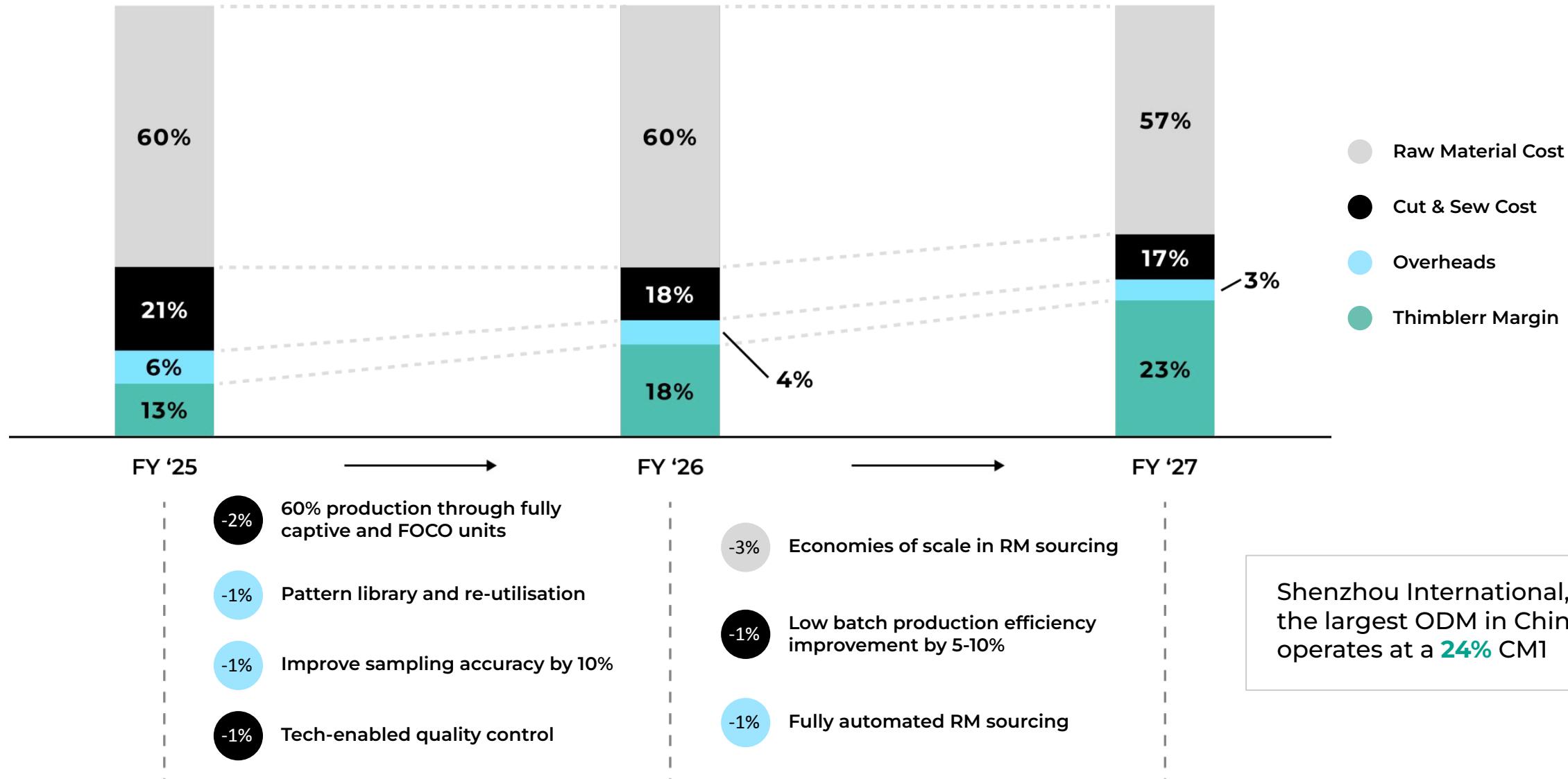
Captive supplier base ensures market leading SLAs & competitive pricing



90% Retention | 75% Captive capacity | 8% Lower cost to Thimblerr



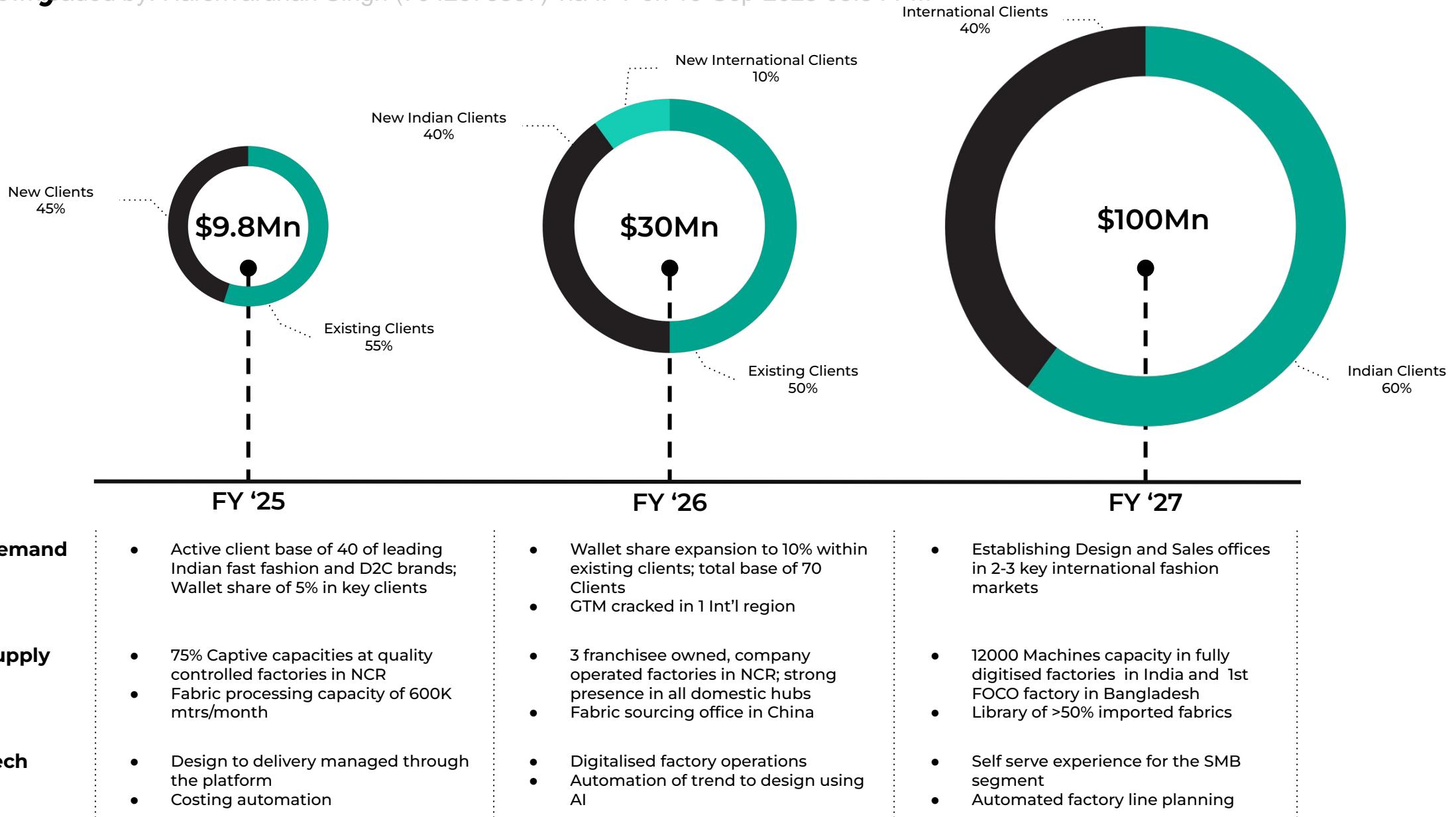
Clear path ahead to improve CM1 from 13% to 23% by FY'27





The way ahead

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Team combining industry expertise & experience of scaling businesses



Leaders



Piyush Jalan

Co-Founder
Ex-Founder, Jarvis
IIT Kanpur



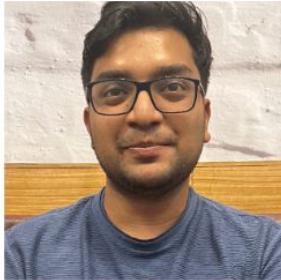
Rishav Papneja

Co-Founder
Ex-Category head, Uber
IIT Delhi



Mahim Agarwal

Business Head - Westernwear
Ex-Sourcing head - Coverstory
NIFT



Shubham Singla

Product Lead
Ex-Newton School
BITS Pilani

Team



Shereen

Design Head Activewear
Ex-Fila, FIFA WC
NIFT



Dorothy

Design Head, Western Wear
Ex-Ajio, Triburg
NIFT



Prachi

PD Lead - Western Wear
Ex-Coverstory
NIFT



Kumaravel

PD Lead - Active wear
Ex-Zivame



Yashika

Founders' Office
Ex-Fashinza,
IIT kanpur



Siddharth

Sr. Manager, BD & Growth
Ex-Fashinza



Ashish

Head, Fabric Sourcing
Ex-Triburg

Thank you!



Total Enquiries of more than 30 - 40 Cr potential revenue

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Sr. No	Brand	Current Enquiries	# Styles	#Options	ASP	#Pcs/options	Total Value	Total Pieces	Conversion	Realistic	Value	Remarks
1	The Souled Store	printed t shirts knits	12	12	350	1000	4200000	12000	90%	10800	3780000	Current
2	Snitch	linen & luxe range	39	117	600	1000	70200000	117000	50%	58500	35100000	Entire Season
3	Powerlook	Denim washed shirt and f/s shirts	5	15	400	1000	6000000	15000	100%	15000	6000000	
4	Madame	AW 25	15	45	900	800	32400000	36000	80%	28800	25920000	
5	Dennis Lingo	Travel range	8	24	350	470	3948000	11280	100%	11280	3948000	
6	Femmella	cotton linen + rayon	12	24	550	250	3300000	6000	100%	6000	3300000	
7	Being Human	Shirts, active wear and t-shirts	30	75	500	1500	56250000	112500	40%	45000	22500000	
8	Rockit	AW 25 knits + wovens	70	210	350	1500	110250000	315000	10%	31500	11025000	
9	Limeroad	womens dresses	26	52	350	1200	21840000	62400	20%	12480	4368000	
10	Celio	Flatknit polos and sweaters	20	40	600	2000	48000000	80000	20%	16000	9600000	
11	Bewakoof	Mens shirts, womens dresses, active wear	30	60	500	1000	30000000	60000	50%	30000	15000000	
12	Nobero	Shackets	6	6	600	5000	18000000	30000	100%	30000	18000000	
13	Ultratribe					0	0			0	0	Post delivery
14	The Bear House	Shirts and Flatknits	30	60	400	1000	24000000	60000	70%	42000	16800000	
15	Zecode					0	0			0	0	Post delivery
16	Cult.Sport	AMJ	2	4	450	500	900000	2000	100%	2000	900000	Post delivery
17	HRX	HRX OR	25	75	380	250	7125000	18750	100%	18750	7125000	Post factory onboarding
18	VMart	Mens and Women's wear	60	120	350	6000	252000000	720000	10%	72000	25200000	
19	Jockey	Cargos	4	12	600	10000	72000000	120000	100%	120000	72000000	
20	Shopper stop								300000	20%	60000	24000000
21	Liverpool Mexico								0		0	0
22	Landmark Dubai								0		0	0
23	Taking Shape (Meydan Group)								0		0	0
24	West Side								0		0	0
25	Citykart								0		0	0
26	Pantaloons								0		0	0
27	Lifestyle								0		0	0

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