



INFLECTION POINT VENTURES
PROPOSAL SYNOPSIS - Thimblerr
Date: 14th Jun 2025



Company: Thimblerr Commerce & Technology Private Limited	Founder: Piyush Jalan & Rishav Papneja
Years in Business: 2.5	Industry: Manufacturing
Domestic Peers: Zyod, Groyyo, Fashinza	International Peers: Lefty, TEG
Customers: B2B	Existing Investors: 3one4 Capital, Better Capital, AL Trust
Executive Summary: Thimblerr is transforming India's fast fashion manufacturing landscape in response to a market now valued at over \$13 billion and projected to triple by 2032, driven by Gen Z's impatience for trends and demand for constant newness. Traditional supply chains, with 180+ day lead times, are unable to keep pace with this shift toward frequent micro-collections and rapid product drops, leading to missed trends, inventory pile-ups, and margin pressure for brands. Thimblerr addresses these challenges with a tech-enabled, asset-light platform that cuts design-to-production cycles to just 45-60 days, leveraging AI-driven trend forecasting, rapid digital sampling, and a distributed network of partner factories. This model empowers brands to launch new styles rapidly, respond to trends in real time, and minimize inventory risk, while providing real-time production visibility and high factory utilization. Founded in 2022 by a team with deep experience from IIT, NIFT, and leading fashion-tech companies, Thimblerr has quickly validated its approach, onboarding 21+ leading brands, achieving >90% client retention, and driving 11x revenue growth in just eight months. The company's flexible engagement models—ranging from outright manufacturing to sale-or-return and marketplace-linked partnerships—allow brands to choose the best fit for their business needs. Backed by strong operational execution, robust technology, and a visionary founding team, Thimblerr is positioned as a strategic enabler for brands aiming to win in India's hyper-competitive, trend-driven fashion market. Its platform not only solves the speed and assortment challenges faced by brands but also offers the scalability, transparency, and resilience needed to thrive as fast fashion continues to evolve at breakneck speed.	
Objects of Fund Raise: Factories expansion, Tech, Team building, Vendor expansion, International expansion	

2. Key Numbers				
Particulars (in Cr)	FY24(A)	FY25(A)	FY26(P)*	FY27(P)
Gross Revenue	0.7	18.4	66.9	180.0
Net Revenue	0.7	15.5	61.0	179.4
COGS	0.6	11.6	51.0	145.0
Gross Margin	0.1	3.9	10.0	34.4
Gross Margin(%)	7.8%	25.4%	16.4%	19.2%
CM1	0.0	1.9	9.0	32.0
CM1(%)	1.1%	12.1%	14.8%	17.8%
EBITDA	-4.1	-10.2	-7.5	-12.4
EBITDA (%)	-609.2%	-65.8%	-12.3%	-6.9%

*The company is expected to close Q1 of FY26 with a revenue of ₹10-12 Cr, indicating strong early traction and validating the growth assumptions

INR Cr	Parameter	Multiple	Pre - Money	Raise	Post Money
Pre-seed Round (Mar'23)	-	-	95.0	23.0	118.0
Current Round (Jun'25)	FY 26(P) - Net Revenue	2.2 x	135.0	17.0	152.0

Score : 80	Minimum Ticket Size : INR 3.6 Lakhs (Premier Deal AIF only)
Expected Runway: 12-15 M	Minimum Ticket Size (MBA) : INR 1 lakh (Premier Deal AIF only)
Valn / Share Sought: TBD	Valn / Share Recommended : TBD
Positives: Experienced & qualified founders with family business in exports and retail, huge market prospects with positive industry tailwinds, tight control on supply chain, sustained growth with profitability	
Risks: Competition from organised/unorganised players, Price point and discounting pressure, Failure to keep up with design changes, Ability to manage working capital	

Valuation Summary: Thimblerr is raising ₹17 Cr at a pre-money valuation of ₹135 Cr, with a ₹1 Cr carve-out for IPV (including a green-shoe option of ₹0.5 Cr). They've already raised ₹7.2 Cr — money in the bank — from existing investors like 3one4 Capital and Vcats. Additionally, they have soft commitments of around ₹3 Cr from other funds and angels. Another ₹5 Cr carve-out is currently under discussion with a new fund.
This is a Premier deal (AIF Only), where Premier+/Premier investors, including Premier+/Premier Main Bhi Angel(MBA) members in AIF, will have exclusive access.
Effective 1st May 2025, under the MBA (Main Bhi Angel) program, you have an option to commit a minimum amount of INR 1 Lakh, applicable for your first 3 deals (if committing via AIF Route).
Order of Allocation: Preferential allotment of commitments will be first to Premier+ members followed by Premier members.

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