GARMENT IO

Smart manufacturing made simple.

GARMENT IO-
Powered by INDOS CORP

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FUNDING

- **Raised $150K** in March 2019
- **Raised $300K** in January 2020
- Raised $840K in January 2022

  Funding Expectations
  Current Round: $1.5M

REVENUE FORECAST

- **202:** USD 1M
- **2022:** USD 3M
- **2023:** USD 6.5 M
- **2024:** USD 12 M
- **Positive Cash Flow/ Break Even:** 2022

COMPETITIVE ADVANTAGE

- **Pioneers** in the Middle East Region to develop a real-time productivity solution using IoT & AI for the Garment factories.
- **In house** hardware & software design development.
- **Offer** an affordable, fast deployment system that is tailored to the garment industry.

KEY EXECUTIVES

- **Ahmed Nounou,**
  CEO & Co-Founder

- **Mahmoud Sabae,**
  COO & Co-Founder

- **Mohamed Shafei**
  Software Engineering Lead

PROBLEM

- The Garment Industry is a huge domain with a main compelling problem which is **lack of live actionable data** that costs the industry an estimate of **$100Bn** every year which means **40% loss in capacity.**
- Lack of live actionable data means **late** data on production problems, **inaccurate** data on production status and **no** data on worker performance.

SOLUTION

- Garment IO **gathers and analyzes** live data from the production floor and generates tailored, actionable insights to decision-makers using **IoT & AI.** Offering an **agile** manufacturing data ecosystem right for any factory size.
- The system **analyzes and integrates** all these data points to provide numerous live dashboards and historical reports on productivity, efficiency, quality and maintenance, line balancing, costing, quality levels and many others. It also uses this data to generate performance metrics to everyone working in these disciplines.

MARKET

- **Globally speaking,** the global garment manufacturing market size is around **$800Bn.** The **factories around the globe** loses around **$100Bn** due to the **loss in capacity.**
- This opens the door to the productivity enhancement technology market which is estimated to be **$6.7Bn** which is an already established market that Garment IO will compete in due its international expansion strategy.
- As for the **MENA Region,** we have an accessible market estimated to be **$500Mn.**

COMPETITIVE LANDSCAPE

- What differentiates us is we **invest in AI technologies** & **product know-how** to offer smart insights to the factories.
- We developed a real-time productivity tracking solution that simply logs productivity by workers which results in a higher accuracy level of insights compared to the paper-based & barcode scanning system that logs productivity by production line.
- **Affordable, agile, fast deployment and high scalability** are core aspects of the product.
- There are **few** global competitors that use RFID technologies like CGS BlueCherry & GPRO Technologies. However, in the **MENA region,** we are the first to market to offer a system that **gathers and analyzes live data** from the production floor and generates tailored, actionable insights to decision-makers using **IoT & AI.**

BUSINESS MODEL

- Our **full subscription model** covers both software and hardware which eliminates the risk associated with investing in hardware and software licenses for a quarterly, semi-annual, or annual subscriptions per workstation.
- Applying a fixed pricing strategy enables the factories to achieve **significant savings** with **minimal investment.** This allows us to offer more than **10X** return on subscription in terms of saving resulting from increased productivity up to **15%** & improvement percentage up to **68%.**

MANAGEMENT TEAM

4 Years Garment Manufacturing	10 Years Management Consulting

Ahmed Nounou
CEO

10 Years
Software serial entrepreneur
Co-foundead 4 startups
Delivered information systems in over 30 countries

Mahmoud Sabae
COO

10 Years
Software Engineering

Mohamed Shafei
Software Engineering Lead

SIEMENS   CBS COPENHAGEN BUSINESS SCHOOL   eSEED   giz   World Health Organization   Valeo   Andela

TRACTION TO DATE

- **30+** Factories onboard
- **+8000** Contracted Terminals (subscriber)
- **$1M** ARR
- **Breaking Even** since Q4 2023
- **11%** Compounded Monthly Growth Rate