



INVESTEE PROFILE: FABRIC AID

Company Contact Info:	Omar Itaj , Co-founder and General Manager omar@fabricaid.me https://fabricaid.me/
Location:	Jordan and Lebanon
RLI Category:	Potential R3 company with products/services and employment for refugees
Company Background:	FabricAID, a social enterprise founded in 2017, operates at the intersection of recycling and retail, focusing on establishing a socially and environmentally conscious value chain for the apparel industry and sustainable management of textile waste by collecting unsold stock, donated clothes, and other fabric materials. They then sort, clean, classify, and either sell these items in their retail outlets or upcycle them into new clothing. This process not only addresses environmental issues but also provides affordable clothing options to marginalized communities. <i>Part of Scale Jordan, led by Amam Ventures and supported by IFC.</i>
Industry/Sector:	Recycling and Retail
Products/Services:	Collection Points: FabricAID sets up clothing collection bins and has partnerships with international governmental organizations and fashion brands to collect unsold and donated clothes. Retail Stores: Currently operating 16 stores that serve marginalized communities where the clothing is sold at affordable prices. Each store employs 2-3 individuals. Upcycling Facilities: Utilizes tailoring factories to upcycle unsellable garments into new clothing. The main upcycling facility is in Lebanon, with a smaller operation in Jordan.
Export Activity:	
Financial Performance:	The return on investment on a new store is less than three months.
Management Team:	
Employees and Refugee Workforce:	80 in Lebanon (incl. 20-25 refugees), 36 in Jordan (no refugees on payroll due to restrictions but as contractors). The company is expanding aggressively in Jordan, with plans to open eight new stores, which will likely increase the number of both local and refugee employees.
Market Overview and Trends:	A critical issue for FabricAID is the acquisition of enough clothing to meet demand. The company needs to scale up to form more significant partnerships with retail companies. They are exploring KSA for this along with investment.
Estimated Investment Needs:	<ul style="list-style-type: none"> • Mainly focused on equity investments as loan products are too expensive unless they are impact-focused, concessional loans, which are not large enough at this stage for the company. • With a multi-million-dollar equity investment, they would especially want to expand collection sites (a couple of thousand) in Egypt, KSA, Gulf countries to scale the company. In Jordan, they can open 50 stores but need access to clothes. • Working on impact investment deals from Egypt and KSA.

Prior Experience with Investment:	<p>FabricAID has raised funds through multiple rounds:</p> <ul style="list-style-type: none"> ● Pre-seed round: \$500,000 ● Seed round: \$1.5 million ● Series A: Targeting \$4 million, with \$3 million secured. <p>Investors include Impact Green Fund, Lebanese angel investors, and various other entities focused on both social and environmental impact. Fundraising in the region is complicated due to their niche positioning between impact and venture capital interests.</p>
RLI Thesis and Impact Opportunity:	<ul style="list-style-type: none"> ● FabricAID has aided over 200,000 families by providing access to affordable clothing, which not only improves their standard of living but also contributes to the dignity of these individuals. ● There is refugee employment potential as operations and stores expand in Jordan. ● The upcoming investments will likely facilitate further scale, allowing the company to collect and recycle more clothing and expand its influence in the sustainability sector.
RLI Technical Assistance Needs:	<p>Potential needs include support for identifying large-scale, stable corporate partners for providing unsold/used clothing; navigating international markets; securing more stable funding sources, and technical partnerships to enhance product development and implementation. Will also benefit from RLI networking and storytelling to support narrative change.</p>

