



**2024**  
**JM garments**  
Company Profile

# Nanjing Jumei

## Company Introduction

- Established: 2010
- Turnover and workforce: \$40 Million
- Location: Nanjing, Jiangsu Province.
- Key Products: Strong focus on ladies loungewear , nightwear, light weight woven/jersey PJ sets, sealskin dressing gowns. We also produce mens and childrens nightwear and ladies casual daywear.
- Design: UK based design incl prints and AOPS
- 80% ladies, 10% kids, 10% men's
- Spare capacity & lead times:  
Total Capacity :800K units monthly(proposed site)  
Spare capacity for Tu: 200K units monthly  
Lead time: 12-14 weeks order lead time  
3-4 weeks sample lead time.
- MOQ:500-1,000pcs on different fabrication.

Market	Mix	Key Accounts
UK	40%	Next, Dunnes, Fat Face, Shop Direct, Boux Avenue, Joules, John Lewis
EU	10%	LPP, Ei Corte Ingles,
US	50%	Macy's, TJ Maxx, Nordstrom, BJ'S CLUB

Top 3	Mix	Customer	Product
1	20%	Boux avenue	All types of nightwear— jersey, woven, fleece.
2	20%	Macy's	PJ sets, dressing gown.
3	10%	Fat face	PJ sets, separate top/pants, robes

### Opportunities:

- Light weight woven/jersey PJ sets, dressing gowns, separate top/bottoms.
- Very strong UK base design support to offer more premium handwriting

## Nanjing Jumei-Our Customers

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### Major clients world wide



**DUNNES**  
STORES



**NORDSTROM**

**FATFACE**

**next**



**T.K. MAXX<sup>®</sup>**

**Sainsbury's**

**LPP**

**JOHN  
LEWIS  
& PARTNERS**



# Nanjing Jumei – strengths & Values

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# Nanjing Jumei-Office

## Our Global Offices



## UK - MANCHESTER



# Nanjing Jumei-factory

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	Factory Name (Year)	Product	Location	Turnover (Cap per month)	No of Lines	Machinery	Workers	MOQs	Lead time	Audit Status
1	Changzhou Qianyou knitted factory	Sleepwear, ladies knitwear	China	300,000pcs	10	350	300	500-1.000pcs	75days	SMETA, WARP,GRS
2	Soho Sheng he Cambodia Garment Co. Ltd  (Not used for TU)	Sleepwear, ladies knitwear	Cambodia	500,000pcs	20	700	600	5000pcs	90days	SMETA, WARP,GRS

## Factory Introduction – (Changzhou Qianyou knitted factory)

### Site Introduction

**Established: 1999**

**Turnover and workforce:**

Turnover 14 million and workforce :300persons

**Trading Model :** Joint Venture

**Site Location:** zhiqian town, jintan district, Changzhou, Jiangsu, China

**Product Strengths:** All jersey Cut & Sew

**Product Mix:** Men's 10%, Ladies 70%, Kids 20%

**Total Capacity ( Pcs/Month):** 300000pcs

**Offered Capacity ( Pcs/Month):** - 120000pcs

**Lead Time:** 90 days from booking to handover.

Market	Mix	Key Accounts
UK	40%	Joules, Next, Boux avenue, Fatface, John Lewis
EU	10%	LPP, ECI
USA	50%	TARGET, MACY'S, Tjmaxx

Top 3	Mix	Customer	Product
1	25%	Target	Daywear, Sleepwear
2	15%	MACY'S	Sleepwear
3	10%	Joules	Daywear, Sleepwear

### Strength:

- All kinds of knit products: nightwear, loungewear, daywear etc
- Factory has fabric weave, dye, finishing etc, also garment embroidery, printing etc
- Quick delivery : we can have 4-6 weeks repeat style lead time. Also Shanghai or Taicang port has vessel 28 days sailing to UK



# Factory introduction -(Changzhou Qianyou knitted factory)

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## Factory introduction -(Changzhou Qianyou knitted factory)



# Factory Introduction -(Changzhou Qianyou knitted factory)

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## Authorised Audits



FACILITY AND MERCHANDISE AUTHORIZATION

## Factory Introduction – (Soho Shenghe Cambodia factory)

### Site Introduction

**Established: 1999**

**Turnover and workforce:**

Turnover 30million and workforce :700persons

**Trading Model :** Joint Venture

**Site Location:** NO.21 Phov lum, phnom penh, cambodia

**Product Strengths:** All jersey, fleece Cut & Sew

**Product Mix:** Men's 10%, Ladies 70%, Kids 20%

**Total Capacity ( Pcs/Month):** 500000pcs

**Offered Capacity ( Pcs/Month):** - 150000pcs

**Lead Time:** 90 days from booking to handover.

Market	Mix	Key Accounts	
UK	30%	TESCO, NEXT	
EU&JAPAN	20%	GU, ETAM	
USA	50%	COSTCO, WALMART, CARTER'S	

Top 3	Mix	Customer	Product
1	30%	COSTCO	Daywear, Sleepwear
2	10%	TESCO	Sleepwear, daywear
3	10%	GU	Daywear

### Strength:

- All kinds of knit products: nightwear, loungewear, daywear etc
- This factory can make moq 5000pcs per style



# Factory Introduction – (Soho Shenghe Cambodia factory)



## OUR KEY PILLARS

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Vertical Management &  
Sourcing

Price Management

Fabric Management

Design & Development

Capacity & Production  
Management

# SUSTAINABILITY

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Reacting to current market trends and the drive towards circular sustainable product, we can offer products in Lenzing viscose, BCI cotton, Recycled polyester. All of our Fat Face production is fully sustainable.

Certified yarn suppliers	Lenzing, Liva, BCI, GRS
Accredited Mill	GRS certificate fabric mills
Dye houses	Oeko-tex certification & Reach (protection against harmful and hazardous chemicals)
Factory set up	Separate areas for recycled production & packing.
Packaging	We already supply sustainable packaging; recycled poly bags, hangers, swing tags & cartons



## SUSTAINABILITY FATFACE PRODUCTION REF

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73%LENZING  
VISCOSE/23%RECYCLE  
POLY/4%ELASTANE



50%LENZING  
VISCOSE/47%RECYCLE  
POLY/3%ELASTANE



71%RECYCLE  
POLY/25%LENGZING  
VISCOSE/4%ELASTANE



80%RECYCLE POLY

## Challenges & Market trends

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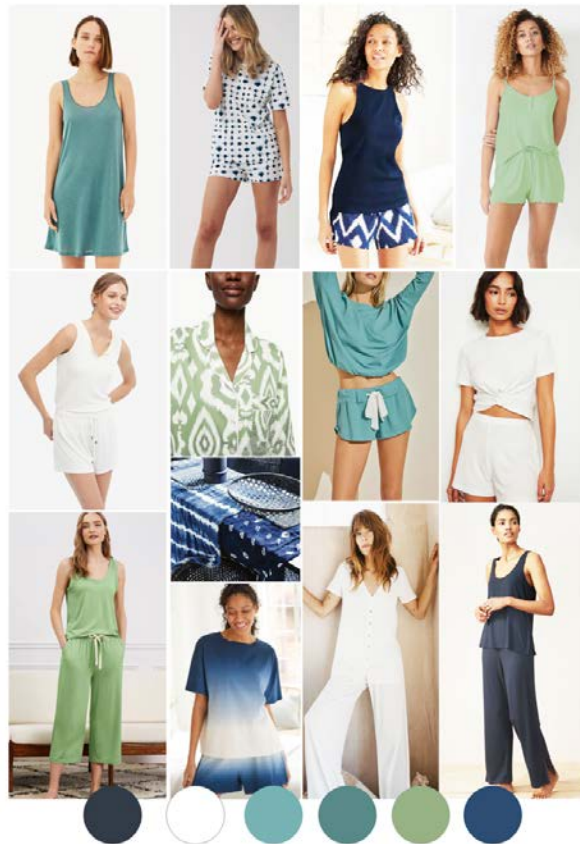
- To continue to meet our customer requirements for quality , value , newness and service in the face of global and economic challenges.
- To successfully aim towards 100% sustainable fabrics and packing components at workable prices.
- To always keep the customer excited and stimulated despite current economic challenges and reduced disposable income.
- Trend to develop lounge that also works as daywear.

## Design, Sourcing & Product Development

JM garments understand the importance of fabric/trim & block development in the fast moving world of fashion. We focus on sourcing from key mills, markets, trade fairs and global comp shopping to offer new season styles which are affordable & commercial.

We put together customer specific trend boards each season to support our concept samples/trim & fabric sourcing

### SS23 Watermark



A feminine bohemian feel with simplistic and unfussy silhouettes, fabrics have a soft handle such as modal and viscose jersey with drape. The organic prints of batik, washed treatments and ombres are taken from the colour palette of the sea and sky inky blues and ivory.

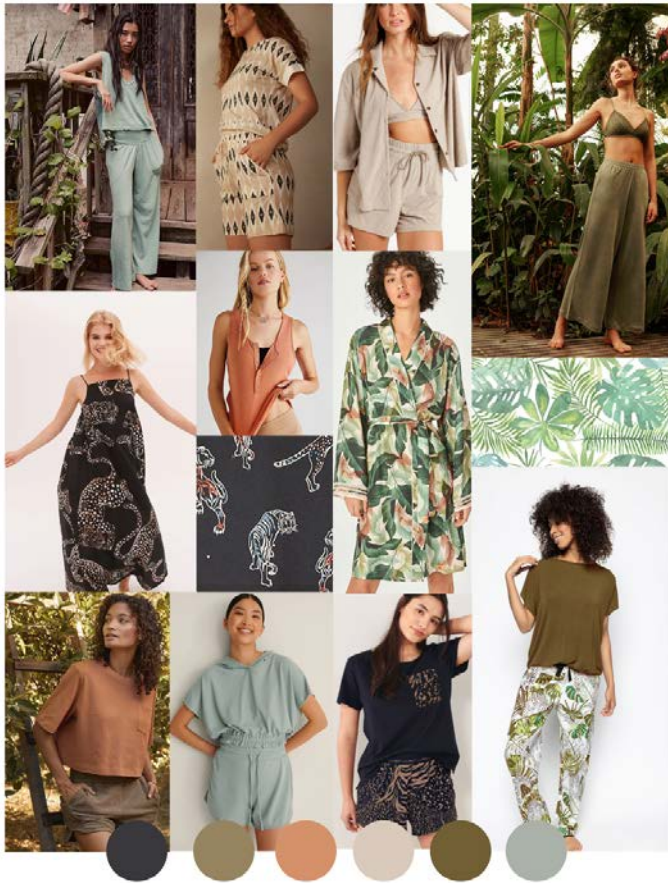
### SS23 Aloha Coast



Nostalgic travel references of sunny beaches, and a casual feel are key. Multi stripe sets and washed Hawaiian graphics give a fun feel. Printed tee sets and sleep tees with simple mono prints and embroideries give a younger feel. The palette is made up of soft pinks and sage green mixed with pale grey marl.



## SS23 Aztec Jungle



Layering pieces and texture are key with a rustic Tropical influence. Ikat and wild palm prints in deeper tones. Shirring details and washed fabrics are important with textured terry fabrics. The colour palette has tones of olive, faded blue and dusky pink.

## Trans 23 Soft Lounge



Soft viscose loopbacks, viscose sweats and brushed lounge fabrics are important as we go into Trans 23. Onesies and playsuits are still key silhouettes with button through co-ords and long line light cardigans. Light pastel Borgs are important layering pieces for this phase. Palette of soft nudes, cream, soft charcoal, heather and petrol toned blues.

## Sampling facility

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Our sampling facility focuses on providing fast response and superior finishing achieved by highly skilled personnel. We produce customer specific samples per phase using established & new blocks, correct quality & colour yardage & trims. We are also moving into 3D design to support updates to running fabric qualities/production.





## Examples of production

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We produce nightwear, loungewear and daywear products, ranging from soft satins, knitted ribs and woven viscose, through to viscose & poly based lounge and polyester snuggle fabrics.



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**JM garments**

SOURCING THE FUTURE