

THCLOTHES

# THIS IS OUR WORLD

2023



EST. 1998

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# I N D E X

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# THIS IS OUR WORLD

TH Clothes is a brand owned by Organizações Biscana, whose headquarters are in the central region of Portugal, more specifically in Batalha. Having started its journey in 2006, the brand appears on the market with the aim of filling the need to supply certified quality products at a fair price. The years that followed, namely between 2010 and 2015, translated into an exponential growth of the brand in the Portuguese market, as a result of the clear commitment to the development of new products with added value for its customers, and consequently, the internationalization of the brand, which became represented in 12 European countries.

2016 was a year of great importance in terms of innovation and new products development. It was in this period that the brand reinforced its avant-garde positioning, with the presentation of 37 new items on the market.

In 2017, with the aim of consolidating its position in the market, TH Clothes' strategy was mainly based on three important pillars: the constant focus on innovation in terms of the development of new products, the doubling of stock, with the brand now having around 6 million items, and finally, we highlight the remarkable work of selecting potential markets and the respective expansion of its distribution, which currently represents sales to 27 countries.

In 2018, the brand once again reinforces its permanent stock, and expands its range of colors, introducing five new items considered essential in the promotional market. That same year, it became a member of Fair Wear Foundation, an international entity that certifies and attests to the brand's collaboration in the constant improvement of working conditions in the factories where its products are produced.

2019 brought a revolution in terms of its color palette, with the brand introducing ten options in the main items of its most important ranges. In the same year, due to market demands, some premium items were also presented, thus reinforcing the archetype of quality and modernism characteristic of the brand.

In 2020, TH Clothes further expanded its range of products, presenting to the market a line of workwear, which reflected the perfect alliance between the quality and durability of materials, with a touch of unique design characteristic of the brand. In the same year, the global pandemic of COVID-19 dictated a new reality and created new needs, and the brand responded with the creation of THC Atlântida and THC Atlântida Kids, a customizable mask with the CITEVE level III seal of approval for protection society against COVID-19.

In 2021, the brand once again continues its innovative tradition and launches the first sneaker on the market with a removable and customizable patch. It was also the first year of the Less Plastic Initiative, an action that aims to demonstrate the brand's commitment to significantly reducing plastic consumption.

2022 brings with it continuity, both in terms of investing in new products and the introduction of new colors, however, what stands out most this year was the effort to develop substantially more efficient logistics, with the modernization of the layout of the main warehouse in Portugal and consequently with the introduction of a new intelligent software, which made possible a faster and more assertive dispatch of all its products. In yet another field, and in order to complement the brand's approach to customers, a new website was presented, with a more modern and intuitive design.



📍 Mosteiro de Santa Maria da Vitória,  
Batalha, Leiria, Portugal

# THIS IS OUR CULTURE



In order to ensure working conditions for people in the ready-made garments industry and to avoid incidents in the countries where we purchase our products, TH Clothes considered essential to become a member of the International Health and Safety Agreement in Textile and Clothing Industry (International Agreement).

This agreement is legally binding between clothing brands and unions, with the aim of making textile factories safer. TH Clothes thus takes extreme care with the working conditions of all those who contribute to the production of its products, so it provides all the guidelines so that they are safe throughout the production process. In this way, TH Clothes, in partnership with Bangladesh suppliers, ensures that all measures are being taken to build a better future for the clothing business.



TH Clothes becomes a member of the Fair Wear Foundation. This commitment reflects the brand's willingness to respect the code of labor practices based on internationally recognized standards, namely with regard to the following pillars free choice of work, non-discrimination in employment, non-existence of child labor, freedom of association and collective bargaining, fair wages, reasonable working hours, health and safety, and legally recognized contractual relationships.



The DNA of the Portuguese people is widely recognized in the textile world. Its success story dates back to the 16th century with the construction of the sails used by Portuguese ships. Since that time, the quality of construction and the design of Portuguese brands is appreciated all over the world, so these were the bases that contributed to the fact that, nowadays, Portuguese textiles mean flexibility, speed, consolidated knowledge and innovation. Based on these premises, TH Clothes continues to invest heavily in the quality of its products and in the expansion of its ranges, always with the vision of a future marked by differentiation and added value at the most diverse levels.



TH Clothes has always taken on a huge commitment with the quality of its products. Proof of this is the obtaining of the Standard 100 by Oeko-Tex certificate, which aims to guarantee the use of regulated substances free from health hazards. Obtaining this certificate is a worldwide synonym that ensures responsible textile manufacturing, and consequently, represents a guarantee for industry, commerce and consumers.



Today our vision is a reality. The Better Cotton Initiative (BCI), or simply Better Cotton, is the largest cotton sustainability program in the world. In just over a decade, BCI has managed to convince stakeholders that span the sector to be its partners, namely, farmers, ginners, spinners, suppliers, manufacturers, brand owners, retailers, adding now more than 2,300 members in the Better Cotton network.



**RE-BOX**

We are currently experiencing a worldwide appeal for a more active and intense awareness of packaging, so, following its plastic reduction process, the brand has increasingly invested in the use of biodegradable materials, such as cardboard. This time, a program was created to reuse all shipping packaging, in order to minimize waste and ensure responsible use.



**LESS PLASTIC! THIS IS NOT JUST AN ACTION, IT'S A POSITION!**

THClothes takes environmental responsibility very seriously, and It's precisely for this reason, and committed to reducing plastic consumption in our transactions, that we have decided to reduce drastically this material in most of our packaging. In addition to this measure, we have eliminated plastic straps in our boxes, which is another step in strengthening our commitment to environmental responsibility.

# THESE ARE OUR VALUES



## HONESTY

in the products we place on the market, guaranteeing the trust of partners and consumers.

## HUMILITY

it is the quality of those who act with simplicity, a characteristic of people who know how to assume their responsibilities, without arrogance.



## SINCERITY

We act on our own initiative, with corporate responsibility, and we fight for our goals with determination.

## RESPONSIBILITY

We act prudently and responsibly for the benefit of society and the environment.



These values are the driving force by which we are governed, the basis of all our present and future decisions in regards to our mission and our strategic vision.

# GROWING STEP-BY-STEP

**1998**

*Ready to print. **th** to wear*  
**Biscana**

In 1998, Mauro Silva established the company Organizações Biscana - Comércio e Representações Unipessoal, Lda., as a wholesaler of promotional textile.



**2006**

**th**  
clothes

Mauro Silva decided to create its own brand and TH Clothes was born.



**2019**

**EXPANSION**

TH Clothes is present at 12 countries represented by local distributors.



**2018**

**COMMITMENT**

Become a member of FAIR WEAR Foundation.





## 2015 QUALITY

OEKO-TEX STANDARD 100 and starts the internationalization process through Europe.



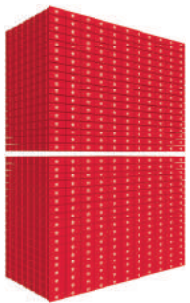
## 2016 INNOVATION

Created 37 new products.



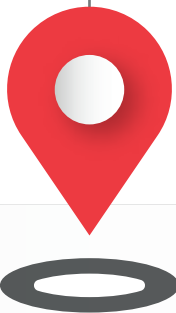
## 2017 STOCK

Reinforced the stock capacity.



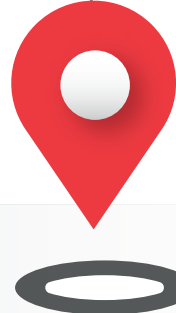
## 2020 LESS PLASTIC

TH Clothes in 2020 reduced the packaging plastic consumption in 90% at the main articles (t-shirts, sweatshirts and polos).



## 2022 RENEWAL

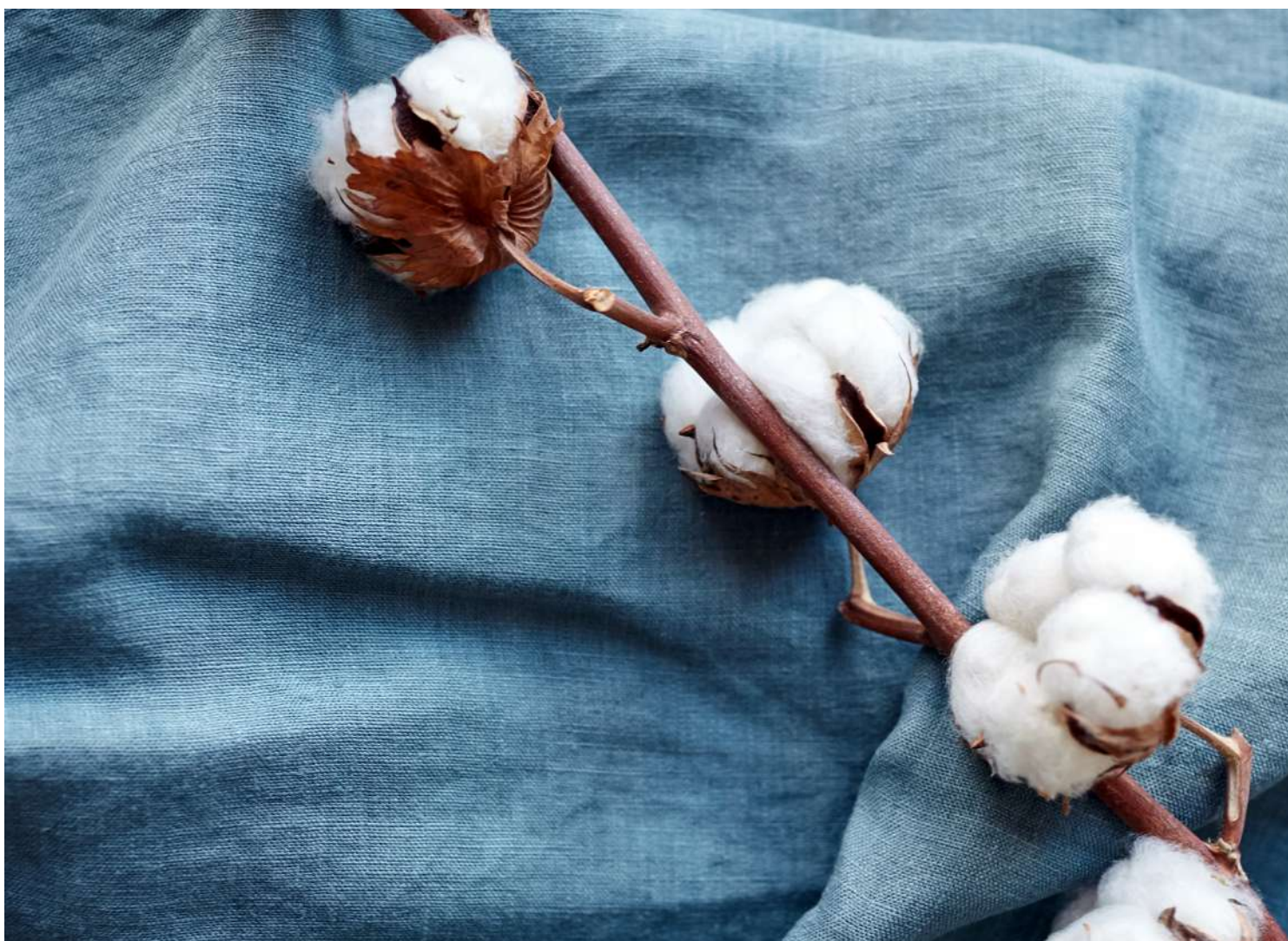
8 new products and dozens of new colours on existing items.



# PURCHASING WITH CRITERIA

At TH Clothes we believe that the right partners are a very important asset to a company success. Over the last 15 year, TH Clothes was able to create a network of suppliers that commit to offer the best products, aligned with the needs of a certified company.

From the yarn, to the fabric and mesh, going through the finishing details, we follow with our suppliers all the production steps, to guarantee the ideal personalization of our items, so our products can become our client's identity and expression.



# WE DEVELOP PRODUCTS TO EXPRESS THE CREATIVITY

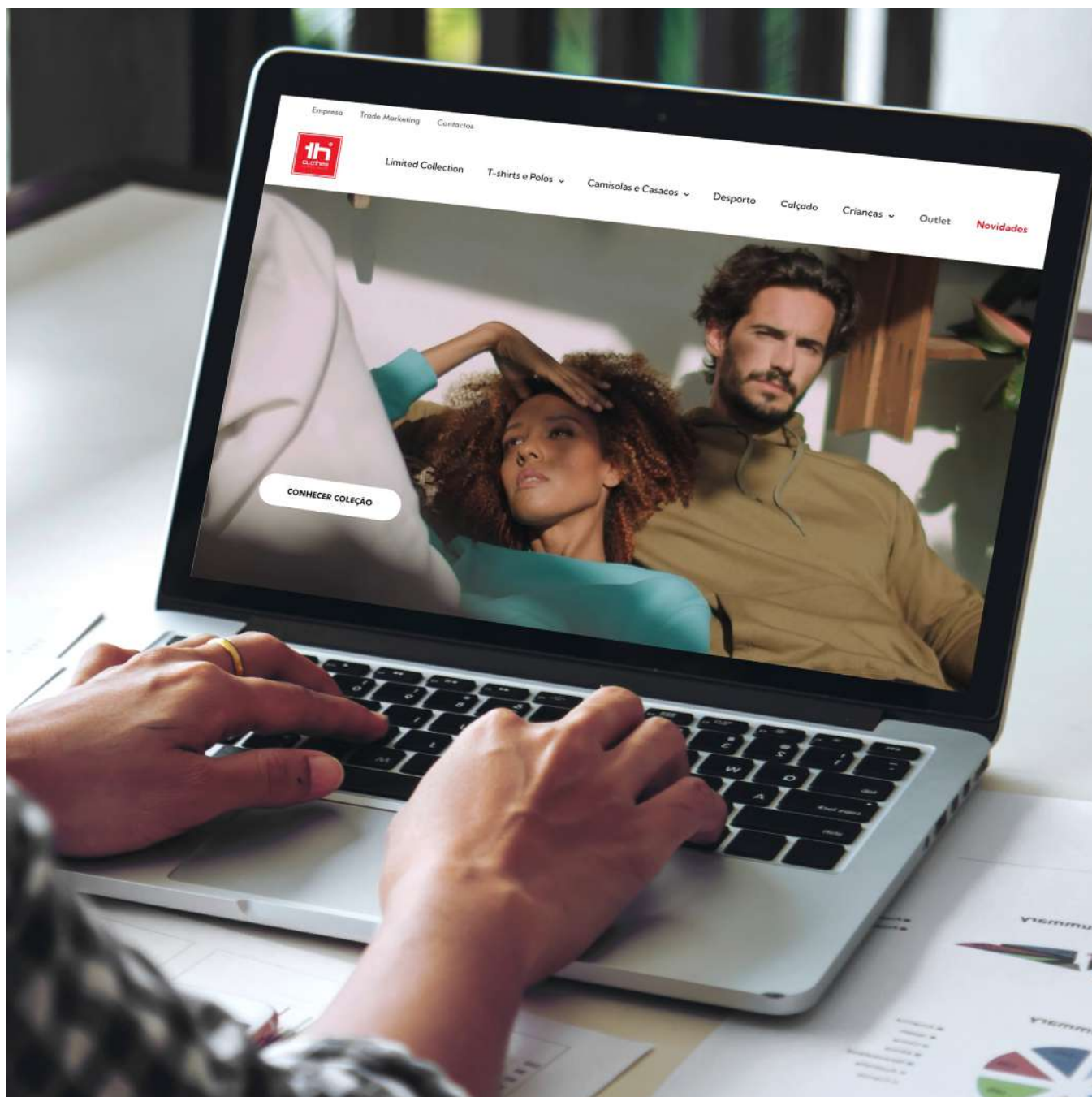


Our products are developed carefully considering the most important technical attributes for garment personalization, as well as quality and design.



# TOOLS TO OUR DISTRIBUTORS

- Online Store with real-time updated stock, for your convenience;
- Marketing tools for digital and POS communication;
- Download area with high quality images, catalogue, editable promotions and more;
- Technical datasheets with product details;
- Customer service and real-time support;
- Fast delivery and order tracking;
- Marketing tools catalogue;



# HOW WE DO **BUSINESS?**

- B2B focus brand with 15 years of experience;
- Our distributors are our brand ambassadors;
- Engagement and support is the base of our distributors relationship;
- By being TH Clothes partner you can reach 6.000.000 stock items ready to be delivered to Europe between 3 to 5 working-days.



Want to be a TH Clothes distributor?

[www.thclothes.com](http://www.thclothes.com)

Want to know more about us?  
send us an email to [thclothes@thclothes.com](mailto:thclothes@thclothes.com)  
or call us through +351 244 769 515



thclothes.com

**Distribution** Portugal Spain Greece Netherlands Italy Croatia Belgium Slovenia Lithuania  
Serbia Hungary Poland Angola Cabo Verde Roménia Camaroon Finland