



Circular Fashion Hub

Press Kit

2023



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Advanced Clothing Solutions (ACS) is one of the U.K.'s leading circular and sustainable fashion fulfilment facilities. ACS enables fashion brands and retailers to join the circular economy.

For 25 years, ACS has specialised in rental fulfilment and clothing renewal. After defining and perfecting an innovative and scalable fulfilment solution for the traditional men's formal hire market, ACS expanded into new markets within the fashion industry and is proud to enable the shift towards access over ownership.

ACS aspires to transform the fashion industry from the traditional linear take-make-dispose model toward a circular fashion solution that extends the life of existing textiles and diverts clothing from landfills. With ACS, brands and retailers can introduce a rental or resale model alongside their existing e-commerce model.



ACS enables consumers to rent fashion from high street names such as LK Bennett, Marks & Spencer, French Connection and Oasis, amongst others, from its base in Scotland. In addition, it has developed a full resale service allowing consumers to access the increasing area of pre-loved items through its various partner relationships.

With circular fashion lauded as the future of sustainable style, fashion brands across the U.K. are embracing resale and rental in the name of circularity. ACS provides the resource to help retailers quickly scale their rental and resale ambitions.

ACS provides a complete rental and resale fulfilment service, managing the entire process from its purpose-built facility at Eurocentral, located in a developing biodiversity area with beehives, wildflowers and a wormery. It can store over three million items at its dedicated 200,000 sq ft fulfilment warehouse.

From environmentally friendly cleaning to brand authentication, garment repair, photography, tailored branded packaging and delivery, ACS takes care of the whole process of returns and resale for all fashion goods and accessories. Using ozone technology to clean garments, ACS employs microplastic filters to minimise water pollution and recycles the by-product to make building bricks.

A WORD FROM OUR CEO



Andrew Rough,
Chief Executive Officer

"The future of circular fashion requires several elements for success, from sustainability in production and material selection to a solution to solving the U.K.'s returns crisis problem, which often amounts to clothing being sent to landfills rather than resold. However, making circularity, a reality can be a challenge for the fashion industry, from stock management to logistics, item repair and cleaning within their current retail offering. At ACS, we are proud to provide the solution to fashion's sustainability crisis, making circular and sustainable fashion practices a reality.

"Resale is a compelling market for business and is expected to outgrow the fast-fashion need significantly over the next five years. With consumers looking to shop more sustainably, there is a great and glaring opportunity for brands to increase their sustainability by introducing circularity into their processes whilst benefiting from increased revenue and extended customer loyalty.

"While fast fashion might show signs of losing its appeal against the backdrop of the pollution the fashion industry is responsible for, the rise of the sustainable wardrobe is growing with cultural attitudes shifting towards pre-loved and pre-owned fashion. Consumers are more conscious now than ever of the carbon footprint of their clothing and are also more motivated to rent clothing or accessories rather than buy for special events."

OUR STORY

After defining and perfecting an innovative fulfilment solution for the traditional men's formal hire market in 1997, ACS expanded into new markets within the fashion sector and is now proud to enable the shift towards access over ownership.

ACS aspires to transform the fashion industry and enables fashion brands and retailers to introduce a scalable rental or resale model alongside their existing e-commerce or retail model.



THE ACS SOLUTION

ACS has developed **three streams to reinvent fashion**



RENTAL, RENEWAL, AND RESALE

With the capacity to store over three million items at its 200,000 sq ft circular fashion hub, ACS takes care of fashion returns, renewal and resale.

RENTAL

ACS builds bespoke, fully managed fashion fulfilment plans to suit individual business needs, which integrate with I.T. systems.



RENEWAL

At present, only 50% of online clothing returns go on to be resold; the rest are reused, recycled, destined for landfill, or burned. A recent study by GlobalData revealed that online returns in the U.K. are predicted to increase by 27.3% in the next five years and hit a total of 5.6 billion pounds by 2023 – forecasts that cannot be ignored. Partnering with ACS enables brands to reverse this trend and renew these 'non-usable' returns. ACS can restore damaged 'non-usable' returns to like-new condition so they can be resold.

RESALE

Resale is expected to outgrow the fast-fashion market significantly over the next five years. ACS enables brands and retailers to introduce a resale model alongside their existing retail model. It takes care of textile repairs, eco-friendly cleaning, quality control and more to get those pre-loved items back on the shelf.

ACS IS CURRENTLY WORKING WITH

 EcoSki

 bundlee

 goodkynd



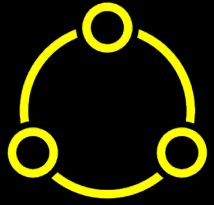
 hewi.

 CAMERON ROSS
— FORMAL HIRE —

 REFLAUNT

And many more...

FACTS ABOUT FASHION WASTE



\$700B

Opportunity by 2030 for circular business models in sectors such as rental and resale have the potential to claim 23% of the global fashion market.

- *Ellen MacArthur Foundation*



+800%

Growth in the renewal sector of circular fashion models - Resale, repair, and Remaking.

- *Ellen MacArthur Foundation*



2.1b

Billion tonnes of greenhouse gas (GHG) emissions in 2018 – 4% of the global total.

- *Mckinsey*

ACS & THE ENVIRONMENT

Environmental considerations are at the core of ACS; the circular fashion hub is in a developing biodiversity area with beehives, wildflowers and a wormery. Only environmentally friendly cleaning ozone technology is employed to sanitise garments, microplastic filters are used to minimise water pollution, and the by-product is used to make building bricks.

ACS is measuring its environmental impact on society by calculating its scope 1, 2 and 3 emissions, enabling it to visualise its progress and understand the steps to create a sustainable future.

ACS aims to be Net Zero by 2023, working in collaboration with a range of industry partners, academia and the National Manufacturing Institute Scotland, who identified 12 projects to support this Net-Zero journey

THE ACS TEAM



Andrew Rough

Chief Executive Officer

Andrew joined ACS in late 2009. Through this period, ACS has become the largest apparel rental & renewal operation in the UK as well as setting up the US business to its sale in August 2018. Prior to joining ACS, Andrew held several financial and commercial positions in industry with both US listed and UK private companies. Prior to this, Andrew was a Senior Manager with Arthur Andersen. Andrew qualified as a chartered accountant in 1995 after previously graduating from Edinburgh University with a BEng (Hons) Electrical & Mechanical Engineering in 1990.



Anthony Buns

Chief Operations Officer

Tony joined ACS in 2006. Throughout this period, Tony has led the company's operations through the execution of the long term growth strategy. Tony has driven operational alignment and effectiveness across the business, both in the UK, and in the US to exit. Tony has held a variety of senior operational and planning roles in third-party logistics companies, and in-house operations. Tony graduated with a BEng (Hons) in Civil Engineering in 1996 and followed this with an MSc in Logistics and an MBA at Strathclyde Business School in 2013.



Joni O'Brien

Customer Services Director

Joni joined ACS in 1998. In this period, Joni has become an expert in the traditional menswear rental sector and is a specialist in running large customer service teams. Joni ensures that customers' requirements are met and, where possible, exceeded. Joni is a skilled professional and she promotes a positive customer services ethos throughout the organisation.



Chris Mooney

Chief Revenue Officer

Chris joined ACS in 2021. Starting his career in sales with the global sports brand Adidas, he has worked through managing commercial revenue in distributors, wholesale & retail for Ecco footwear globally, Under Armour & New Era in Europe, to leading the UK fashion division for Lectra, a technology SAAS business. Chris has a strong network of contacts throughout fashion retailers & brands, he is driven by challenging the fashion industry through change.



Andrew Shannon

Chairperson

Andrew sits on Circularity Capitals Investment Committee and on a number of the portfolio company boards where he helps drive growth and unlock circular economy value. Andrew believes that the innovative solutions that are required to solve many of today's social and environmental challenges will be delivered by entrepreneurs and SMEs, like ACS, and that the circular economy provides a robust framework to deliver triple bottom line returns.

ENABLING BRANDS TO JOIN THE CIRCULAR ECONOMY

ACS

**ADVANCED
CLOTHING SOLUTIONS
EST 1997**

**#TeamACS
#PoweredbyACS
#RePoweredbyACS**