

Portuguese brand of classic menswear and shoes is seeking partners to enter into distribution and manufacturing agreements

Summary

Profile type	Company's country	POD reference
Business request	Portugal	BRPT20230822009
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement Commercial agreement	• World
Contact Person	Term of validity	Last update
Rita ELSTE - TOMSONE	22 Aug 2023 21 Aug 2024	22 Aug 2023

General Information

Short summary

A Portuguese-based producer of fine, yet affordable gentlemen's clothing and classic shoes is interested in widening its market by forming long-term distribution and manufacturing agreements.

Full description

This Portuguese men's clothing brand was founded in 2014 in the North of Portugal. The brand was created to redefine modern Portuguese design by blending novelty with tradition. Their collections are constructed from 100% natural materials - such as wool, linen, silk, cashmere, cotton, among others. Their focus is on responsible manufacturing, sourcing the highest-quality fabrics, creating original products at a fair price that are designed to last, and producing locally. The brand works alongside talented craftspeople and factories. The brand's strategy is not related to fast fashion, but rather, offers a functional, beautiful, classic product which holds its value through time. The company also supplies a top-quality range of footwear. The brand's shoes are made from the finest leather with stitched leather soles. The company prices their products fairly and is committed to supporting local businesses and paying a fair wage to their workers. The company's ambitions are to grow the business organically, continually expanding their brand. Based on this background, they welcome wholesalers and retailers to work with them directly under a distribution services

agreement and other partners requiring a bespoke service.

Advantages and innovations

This Portuguese company offers the following advantages to potential partners:

- Products are built to withstand the test of time through excellent workmanship and by only using the highest quality materials;
- Products are manufactured locally, to guarantee control over the entire process from concept to completion ensuring the highest quality possible;
- Focus on quality-over-quantity;
- The company's partners share their sustainable values.

Technical specification or expertise sought

The company seeks market penetration by forming long-term distribution partnerships with distributors and commercial agents with experience in the textile and fashion industry and established sales channels who can support them to access new markets and introduce the classic menswear to prospective end-users. The company is also available to work with partners looking for classic menswear.

Stage of development

Already on the market

IPR Status

Sustainable Development goals

- **Goal 12: Responsible Consumption and Production**
- **Goal 8: Decent Work and Economic Growth**

Partner Sought

Expected role of the partner

Partners should have d experience in the textile and fashion industry and established sales channels to support the brand to access new markets and introduce the classic menswear to prospective end-users. Those who are willing to develop new collections are also welcome.

Type of partnership

Supplier agreement

Commercial agreement

Type and size of the partner

- **SME 11-49**
- **Big company**
- **SME <=10**
- **SME 50 - 249**

Dissemination

Technology keywords

Market keywords

- **07002002 - Clothing and shoe stores**

Targeted countries

- **World**

Sector groups involved

Media

Images



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