

# A French footwear company is seeking European textile and non-leather manufacturers for subcontracting

## Summary

Profile type

**Business request**

Company's country

**France**

POD reference

**BRFR20260112004**

Profile status

**PUBLISHED**

Type of partnership

**Commercial agreement**

Targeted countries

**• World**

Contact Person

**Enrico FRANZIN**

Term of validity

**12 Jan 2026****12 Jan 2027**

Last update

**12 Jan 2026**

## General Information

### Short summary

A French family-owned company operates in the footwear industry, designing and marketing B2B shoes for men and women, including safety, outdoor and casual models. In order to expand its range of non-leather products, the company is seeking European textile footwear manufacturers under a subcontracting cooperation to support flexible, EU-based production with short lead times and high quality standards.

#### Full description

Founded in 1929, a French family-owned company has built a long-standing reputation in the footwear industry, specialising in high-quality shoes for men and women. The company operates exclusively on a B2B basis and supplies a wide range of customers, from specialised shoe stores to large retail chains, mainly located in France. Combining traditional know-how with reliable industrial processes, the company designs and markets various footwear models, including safety and protective shoes, hiking boots, slippers ("charentaises"), as well as casual and seasonal fashion footwear. Products are developed with a strong focus on durability, comfort, and quality materials. Depending on order volumes, models can be adapted or customised to meet market requirements. In order to diversify its product range and support a strategy of production development within the European Union, the company is seeking manufacturing partners specialized in non-leather footwear. This approach aims to reduce transport costs and delivery times while increasing supply chain agility, without compromising product quality or price positioning.

The selected cooperation type is a subcontracting partnership with European producers. This cooperation is intended to allow the French company to introduce new non-leather models to the market more rapidly and flexibly, while relying on partners with proven industrial capabilities and sourcing expertise.

The future cooperation would work as follows: the French company would provide the designs and technical specifications of the footwear models. The manufacturing partner should be able to produce samples for design validation and commercial prospection within a couple of weeks after receiving the designs. Once the model is validated and an official order is placed, the partner will be responsible for sourcing appropriate quality materials and producing the required quantities by models and sizes within a maximum lead time of 40 days.

No minimum order quantity is expected, allowing the French company to test new models, manage seasonal demand, and adjust production volumes according to market feedback. This flexible cooperation model is designed to build a long-term partnership based on responsiveness, reliability, and shared quality standards.

#### Advantages and innovations

#### Technical specification or expertise sought

The manufacturer must have proven experience in the production of high-quality non-leather and textile footwear, based either on existing models or on designs provided by the client's design team.

The partner should be able to manufacture development samples for validation purposes and ensure industrial production within short lead times. Strong expertise in sourcing or producing comfortable and durable outsoles, suitable for everyday and professional use, is required.

#### Stage of development

**Already on the market**

#### IPR Status

**IPR granted**

#### IPR Notes

#### Sustainable Development goals

**• Goal 12: Responsible Consumption and Production**

## IPR Notes

## Partner Sought

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### Expected role of the partner

Under a subcontracting agreement, the partner will be responsible for the industrial implementation of non-leather footwear models designed by the client.

The manufacturer will produce development samples for design validation and commercial prospection within a couple of weeks after receiving the designs. Once an official order is placed, the partner will ensure the sourcing of relevant quality materials and the production of the ordered quantities by models and sizes within a maximum lead time of 40 days.

The partner is expected to offer high production flexibility and will not require any minimum order quantity for production orders.

### Type of partnership

**Commercial agreement**

### Type and size of the partner

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

## Dissemination

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### Technology keywords

### Market keywords

- **07004001 - Clothing, shoes and accessories (including jewellery)**

### Targeted countries

- **World**

### Sector groups involved