



NEW YORK | LOS ANGELES | LONDON | BERLIN | TOKYO
BARCELONA | HO CHI MINH | DALIAN | ADDIS ABABA

MOTIVESINTERNATIONAL.IO

M

Style.
Substance.
Craft.
Creativity.

A GLOBAL FAMILY BUSINESS

**We are more than just
a factory, we make more
than just fashion, we
are a global family with
generations of excellence
and innovation in
apparel production.**



YEARS OF EXPERIENCE

Our Story

Motives International is a global family business. As one of the leading apparel manufacturers in the world with a global footprint and joint ventures on four continents, we operate with the humanity and accountability of a multi-generational family endeavor. Founded in the suiting business, we understand craftsmanship and bring together the best of manufacturing’s worlds to create a unique offering; fashion, factories and family.

We produce for many of the largest, and most well-known apparel brands worldwide. When asked why customers continue to build their business with Motives, the answer always reflects our understanding that our customers are our partners, and part of our extended global family. We recognize that orders placed with Motives are not simply a request for product. The success of each order has a direct reflection on the person, and teams, placing that business with us. We take this responsibility very seriously.

We combine our competitive sourcing and production capacities with reliable services, to transform the ideas and designs of our customers into exceptional clothing. With offices and factories in New York, Los Angeles, London, Berlin, Barcelona, Tokyo, Ho Chi Minh, Dalian, Cambodia and Addis Ababa (Ethiopia), we remain nimble and solution oriented with a focus on adapting to the speed required for success in the market.



Trust is the most important product we produce. Our priority is forging close relationships with our extended global family, built on trust, earned and maintained over decades of performance.

We value integrity, accountability and innovation – trailblazing new territories, methods and sourcing with service and attention to detail that can only be described as old-world. Most importantly we honor our customers and employees every day, by treating them like family.



CORE PRODUCTION FACILITIES

Production

Motives core production facilities are based in Vietnam, China, Cambodia and now Ethiopia. We have more than 10,000 factory operators dedicated to our customers’ production on a monthly basis. By owning this capacity in our factories, we can maximize cost efficiencies, and ensure that full compliance is upheld throughout our supply chain.

While we understand that speed is vital, our global team is passionate about the work they do, providing meticulous attention to detail and a near obsessional dedication to excellence. With a core competency in men’s and women’s tailored clothing, we have mastered the complex production needs of these sophisticated garments and have applied that knowledge to all other garment categories currently in our manufacturing spectrum.

From men’s suits to women’s dresses, to children’s clothing to technical outerwear and everything in between, the proud team of global experts at Motives International always makes it happen.



500

TEAM MEMBERS WORLDWIDE

What We Do

We begin with a respect for classic tailoring and attention to detail, and bring this thoughtful perspective to every technology we implement. Our team consists of over 500+ team members dedicated to perfecting all phases of production and design. These individuals specialize in their respective areas of expertise – from pattern design and construction, to sourcing, costing, sampling and merchandising, from identifying new spinning and finishing technologies, to sustainable fabric development and seasonal fashion trends. With our long standing relationships and high volume purchasing, we are able to produce an ever-expanding range of product categories including men's and women's tailored clothing, dresses, outerwear, children's clothing, shirting and uniforms.

It is through our dedicated teams' efforts that we have elevated the level of product development and client satisfaction beyond what is traditionally seen in large-scale manufacturing operations. By bringing together the best of design, production and technology we are able to offer speed to market, cost efficiency as well as personal customer service and accountability. We are more than just a factory, we make more than just fashion – we are a global family with generations of excellence and innovation under our belts in apparel production.

**Our range includes
Men's Tailored Suits
& Sport Coats,
Men's Outerwear,
Women's Tailored Suits,
Women's Outerwear,
Dresses, Children's
Apparel, Shirts,
Activewear, PPE
and Uniforms.**



120

QUALITY CONTROL EXPERTS

Quality Control

We understand that our success is hinged on the success of our clients. And their success is dependent on product arriving exactly as designed, on time, on budget and as specified. In short, beautifully done. These requirements are not mere suggestions, they are a way of life and one that we take very seriously.

To ensure we are able to deliver on this promise we have over 120 quality control experts on staff to ensure a consistent, disciplined product of the highest standards. Independent quality control teams are continuously monitoring all of our factories, in order to ensure that all criteria are maintained. This includes a review of laboratory testing, tolerance measurements, seam slippage, full in-line and end line-in inspections.

Throughout our entire operation, maximizing speed is another important priority, from sourcing to final delivery. Our teams are fully synchronized to maximize efficiency even under extremely tight schedules, in order to meet our customer's deadlines.



100

PERCENT COMPLIANT FACTORIES

Transparency & Compliance

If trust is built on one thing, it is transparency – an ethical imperative at Motives since our inception. Embracing transparency has been a key to our success and continues to be a cornerstone of our ideology. We have always encouraged our customers to become directly engaged in our process, from sampling to factory production, from sourcing to compliance, we give them a clear window into everything that’s happening. This gives our customers control over how things are done in each step of the production process. This philosophy has helped Motives forge the many long-standing relationships built on trust – which is the hallmark of our offering and the reason our customers generally stay for life.

Compliance isn’t an inconvenience that we have to get through; it is something that we believe defines, in part, who we are. It is the functional result of our philosophy of transparency and the substantiation of our ethical practices. Further, a strict adherence to the highest compliance standards has a significant impact on our performance and reflects the honorable character of our business.

We work closely with local, state and federal agencies to ensure that US and European requirements are adhered to throughout the manufacturing process. Each of our clients is assigned a Chief Compliance Officer who is responsible for overseeing all certifications and audits. Our goal and commitment to our customers is delivering 100 percent compliance in our factories. That’s something we’re very proud of.



Fashion.
Factories.
Family.
We Make It
Happen.

30

**YEARS OF FASHION DESIGN, FROM LUXURY TO
MASS MARKET AND EVERYTHING IN BETWEEN**

Innovation Center

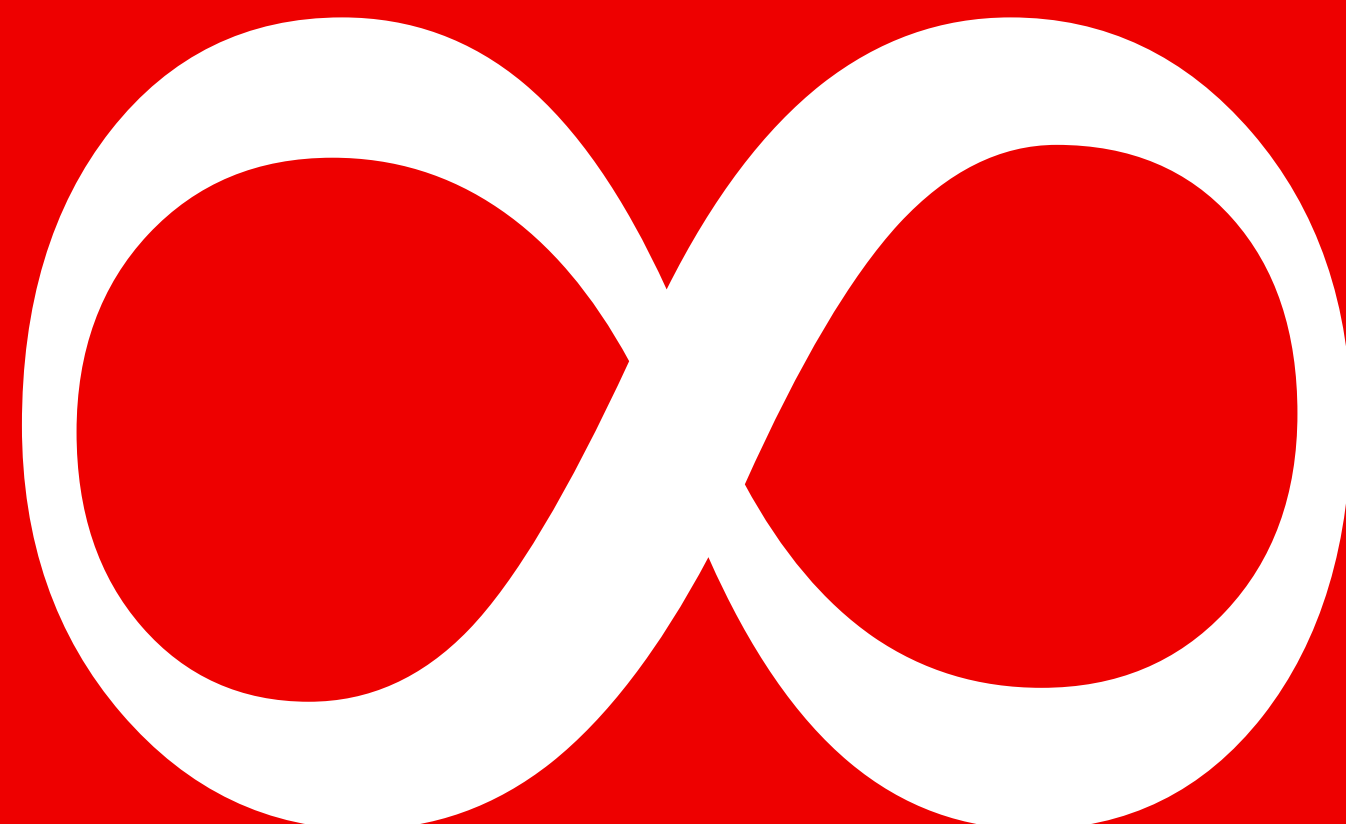
Helmed by an industry veteran and celebrated designer, our Los Angeles-based Innovation Center is where trend forecasting and design take place. Keeping a keen eye on the fashion landscape by attending the worlds major fabric shows and staying on top of current fashion trends, our team is up to speed and able to execute against any design and sampling needs requested by a client.

From sketch work, to fabric and trim recommendations, as well as production requirements, our team works closely with our clients to rapidly and accurately meet their needs. With the same attention to detail, customer service and accountability that our clients have come to expect from the Motives International team, our Innovation team is part of our extended family – and a vital part of our unique offering.

Sample making is a key part of the business. To meet our customers needs, our offices in Vietnam and China have dedicated sample making facilities – with over 100 dedicated personnel. This enables us to turn samples with the speed required to maintain the requests of our “fast-fashion” customers.

Trailblazing New Territories, Methods & Sourcing.





LOOKING AHEAD TO LIMITLESS POSSIBILITIES

The Future

3-D TECHNOLOGY

Fast turn is key in the success of apparel companies. We are constantly asked what new technology is available to facilitate cost savings and quick turn time, particularly in sampling. Several new 3-D technologies have now become available, allowing us to view and modify designs with our customers in real time, using 3-D imagery. This technology can reduce the need for over-sampling, and allow for more transparent discussions between the design and sampling teams.

AUTOMATION IN FACTORIES

Production lead time is a critical topic, as our customers are constantly pushed for speed to market. Traditional lead times are no longer acceptable. Motives has adjusted to this market by introducing automation into our factories. We work closely with the leading machinery companies worldwide to ensure our factories are equipped with the necessary technology to support the need for speed.

THE MOTIVES BUILDING

One of our proudest achievements is the design and development of the Motives Building in Vietnam. Located in the heart of Ho Chi Minh city, built a 10-story office building to house all of our employees. The office includes a dedicated sample room with over 100 operators, fitness center for employees, fully functional canteen and more. As we continue to grow, we will ensure that our home in Vietnam will be representative of everything that we stand for.

TRACKING QUALITY CONTROL DATA IN REAL TIME

Traditional quality control systems have worked well for us, but we recognize the need to change with the times. Our teams require real-time data and analytics to continually improve the production outcome. We are now one of the only apparel manufacturers who are tracking and collecting data from in-line and end-line inspection, in real time. This data is then summarized and discussed on a daily basis across all of our quality control teams.

A full-page photograph of two male factory workers in blue uniforms and yellow hard hats shaking hands in a large industrial facility. The background shows various pieces of machinery and a polished floor with yellow safety lines. The text 'We honor our customers and employees every day, by treating them like family.' is overlaid on the left side in a white serif font.

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Offices in New York, Los Angeles, London, Ho Chi Minh, Dalian, Tokyo, Barcelona, Berlin, & Addis Ababa

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