

**ALL INFORMATION AS WELL AS FORWARDED DOCUMENTS
WILL OBVIOUSLY REMAIN STRICTLY CONFIDENTIAL.**

You expressed the wish to exhibit in Première Vision Shenzhen. In order to know you well and to present your application to the Selection Committee, we thank you to fill in (all grey fields) and return the following file as soon as possible by e-mail.

CRITERIA OF SELECTION

The decision of the Committee is given on the basis of marks for several criteria:

- collection (creativity, technical know-how, performance)
- financial structure
- distribution and commercial policy
- tool production
- ethical criteria

Each criteria has a coefficient, the final marks must be the average of the global result.

DOCUMENTS TO ENCLOSE WITH YOUR APPLICATION

- ▶ A documentation on your products (catalogues, pictures...) +15 samples. Please write the price on each sample. (The samples will be destroyed at the end of the application process if no specific written demand is made by you.)
- ▶ A copy of your latest balance sheet and a statement of profit and loss. (Information supplied will be strictly confidential. We need this information to select our exhibitors.)

THIS APPLICATION FILE IS STRICTLY VALID FOR PREMIERE VISION SHENZHEN ONLY.

This file is editable on your computer, please don't change its format. The handwriting files are not taken in consideration. (The program used to optimise this file is acrobat 11)

LEGAL STRUCTURE

Company name:

- Activity: Manufacturer Full Package Weaver Leather garments
 Brand owner Vertically Integrated Spinner Footwear
 Cut / Make / Trim Trading Leather goods Technical components for shoes

Address:

ZIP code:

City: Country:

Phone N°: Fax:

E-mail :

Web site :

Founding date:

Number of employees:

Turnover 2021 (in €):

VAT number:

Owner of the company: Ms Mr Name:

Form filled in by Ms Mr Name:

Function:

Email: Direct phone:

Corporate affiliation (to be specified if the company is a subsidiary of a group)

Name of the group:

Activity of the group:

Number of employees: Turnover 2021:

Affiliated companies (subsidiaries, sister companies, joint-ventures, etc.)

| Name of affiliated | Location (City - Country) | Activity | % of shares held | Number of employees | Turnover 2021 (in €) |
|--------------------|------------------------------|----------|---------------------|------------------------|-------------------------|
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HISTORY

Please summarize the major stages of development in your firm since its creation.

ORGANISATION OF THE PRODUCTION

| Your activity (ex: Designing, Sampling, Cutting, etc.) | Manufactured in-house in % | Subcontracted in % | Name of subcontractors | Location (city + country) |
|--|-------------------------------|--------------------|------------------------|------------------------------|
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PRODUCTION TOOLS

| Department | Model of machine | Quantity | Year of Purchase |
|------------|------------------|----------|------------------|
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Trading: % of your total turnover (Finished products bought in and resold as purchased)

| Suppliers | Country | Manufactured items |
|-----------|---------|--------------------|
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Main fabrics, trims, leather and technical components suppliers: % purchased in Europe:%

| Company name | Purchase product | Country |
|--------------|------------------|---------|
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SALES STRATEGY

Global turnover in 2021 in € €

What is your **EXPORT TURNOVER** for 2021 ? €

EXPORT TURNOVER %

Breakdown of your turnover per country

| Continent | Countries | % | Continent | Countries | % | Continent | Countries | % |
|------------------------|----------------|-------|------------------|-------------|---|------------------------------------|------------------------------|---|
| European union | Austria | | N. America | USA | | Middle East (specify countries) | | |
| | Belgium | | | Canada | | | | |
| | Bulgaria | | S. America | Argentina | | | | |
| | Czech Republic | | | Bolivia | | | | |
| | Denmark | | | Chile | | | | |
| | Finland | | | Brazil | | | | |
| | France | | | Colombia | | | | |
| | Germany | | | Ecuador | | | | |
| | Greece | | | Paraguay | | Africa (specify countries) | | |
| | Hungary | | | Peru | | | | |
| | Ireland | | | Uruguay | | | | |
| | Italy | | | Venezuela | | | | |
| | Luxembourg | | Mexico | | | | | |
| | Netherlands | | Asia - Australia | Australia | | | Other (specify countries) | |
| | Poland | | | China | | | | |
| | Portugal | | | Hong Kong | | | | |
| | Romania | | | India | | | | |
| | Slovakia | | | Indonesia | | | | |
| | Spain | | | Japan | | | | |
| Sweden | | Korea | | | | | | |
| Europe (outside EU) | Norway | | | Malaysia | | | | |
| | Russia | | | Philippines | | | | |
| | Switzerland | | | Singapore | | | | |
| | United kingdom | | Taiwan | | | | | |
| | Turkey | | | | | | | |
| | | | | | | TOTAL (must be 100%) | | |

SALES STRATEGY- AGENTS

| Agent name | Covered area | % Turnover |
|------------|--------------|------------|
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Current customers

(Please provide details on your final customers, invoiced directly or not.)

| Name of principal clients | | Country | % Turnover |
|---------------------------|--|---------|------------|
| Department stores | | | |
| Chainstores | | | |
| Buying offices | | | |
| Supermarkets | | | |
| Mail order | | | |
| Luxury/Up Market | | | |
| Own label retailer | | | |
| Wholesalers | | | |
| Retailers | | | |

TOTAL MUST BE 100%

Your competitors

| Name of domestic competitors | Name of international competitors |
|------------------------------|-----------------------------------|
| | |

COLLECTIONS

Your know how / your specialty (skirt, dress, suit, shirt, leather goods, footwear, leather garments, technical components, etc.)

Your design department and your collections

Please describe your R&D capabilities and process (How many designers do you have? How do they create new designs? Are the new designs based on customers' request only, or suggested to customers? How many designs do you create each season / year? How many permanent designs do you have?)

Your actual markets

MARKETS

- Womenswear %
- Menswear %
- Junior %
- Baby & Kids %
- Other %
- TOTAL MUST BE 100%** %

PRODUCTS

- Suit %
- Coat %
- T-Shirts %
- Sweat-shirts %
- Polo-shirts %
- Shirts %
- Jeanswear %
- Sportswear %
- Lingerie %
- Swimwear %
- Baby/Kids %
- Accessories %
- Dresses %
- Citywear %
- Casualwear %
- Cardigan %

- Jumper %
- Shawls/Scarves %
- Tops %
- Other %
- TOTAL MUST BE 100%** %

RANGE

- Mass Market %
- Moderate %
- Mid-range %
- Premium %
- Luxury %
- Haute Couture %
- Other %
- TOTAL MUST BE 100%** %

ONLY FOR LEATHER GOODS MANUFACTURER

- Leather goods %
- Small leather goods %
- Footwear %
- Leather garments %
- Gloves %
- Other %
- TOTAL MUST BE 100%** %

Please provide the below details for your main products

| Products (ex : trousers ; shirt...) | Production type | Price range (€) | Minimum Order Quantity | Lead time (in days) |
|--|-----------------|-----------------|---------------------------|------------------------|
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Minimum quantity delivered per design and delivery time

INFORMATION TO BE COMPLETED ONLY FOR KNITWEAR MANUFACTURER

The yarns and fibers you mainly use in your collection

Natural fibers, animal

- Cashmere
- Silk
- Wool
- Other

Synthetic fibers

- Acrylic
- Polyamide
- Polyester
- Other
- Organic
- Recycled

Natural fibers, plant

- Cotton
- Linen
- Other

**Artificial fibers /
cellulose**

- Viscose
- Other

Yarns

- Carded
- Compact
- Dry spun /
wet spun linen
- Fancy
- Open end
- Worsted

Characteristics of your knits in your collection

Knit gauge

- Very fine gauge (16-18)
- Fine gauge (12-14)
- Medium gauge (7-10)
- Heavy gauge (3-5)
- Multi-gauge

Finishing

- Cables
- Inlay/beaded
- Inlay/weft
- Intarsia
- Jacquard/single
- Jacquard/double
- Openwork

Fancy knits

- Embroidery
- Piece-dyed
- Print

COMPANY STRATEGY

Participation in international trade shows (country + dates)

Membership in professional organizations

Does your company hold any internationally recognized quality or safety certification?

CERTIFICATIONS, ACCREDITATIONS, LABELS

Please send us a copy of your certifications

COMPANY:

- WRAP
- Sedex SMETA
- Amfori BSCI
- SA 8000
- ICS
- The Fairtrade Mark/
Max Havelaar
- WFTO
- Fair Wear Foundation
- OHSAS 18001
- ISO 26000 2010
- ISO 14001
- EMAS
- ISO 50001
- ISO 9001

PROCESSES:

- DETOX
- REACH
- BLUESIGN
- ZDHC
- CRADLE TO CRADLE

- THE HIGG INDEX MSI
- EPD
- EU ECOLABEL
- OEKO-TEX STEP
- OEKO-TEX
MADE IN GREEN
- Nordic Swan
- OEKO-TEX
STANDARD 100

LEATHER SPECIFIC PROCESSES:

- LWG
- Tannery of the future
- IVN Naturleder
- CSCB
- ECOPELLE/
ECOLEATHER UNI 11427
- ICEC - TS SC 410
- ICEC - TS PC 412
- ICEC - TS PM 414
- UNI EN 16484
Leather from Italy

- ICEC - TS 416
- ICEC - TS 418
- ICEC - TS 420
- ICEC - Certification of
companies' sustainability
- OEKO-TEX
LEATHER STANDARD

PRODUCTS:

- RWS
- Nativa
- Authentico
- ZQ Wool
- GOTS
- OCS 100
- OCS blended
- IVN NATURTEXTIL
certified BEST
- GRS
- RCS 100
- RCS blended

- FSC
- PEFC
- Capony Style
- Masters of Linen
- European Flax
- TÜV Austria OKBiobased
- VINÇOTTE OK Biobased
- DIN-Geprüft biobased
- NEN Bio-based content
- USDA Biopreferred/
Certified Biobased Product
- VINÇOTTE OK Compost
- The Seedling Compostable
mark
- DIN-Geprüft Industrial
Compostable
- BPI Compostable
- WelFur
- ProFur
- Saga Furs

During the last year, did your company invest heavily in the reorganization or improvement of the firm's production processes (including machinery acquisitions) with the aim of reducing environmental impacts?

Yes No Specify:

During the last year, did the company publish a sustainability or environmental report, or other communication to the stakeholders showing measurable achievements and improvement plans? If so, please share a copy with us.

Yes No

Do you have any quantified specific CO2 management policy/initiative(s)?

Yes No Specify:

Has the company appointed an internal manager for sustainability?

Yes No

Do you have in-house specific ethical rules?

Yes No

Do you have in-house social policies or initiatives ensuring good work conditions (wage & work time, human treatment)?

Yes No Specify:

Do you have in-house social policies or initiatives on employee wellbeing (continuous training plan, employee satisfaction measurement, specific welfare system...)?

Yes No Specify:

Is your company active in social support to its local community?

Yes No Specify:

Please detail any responsible and / or sustainable initiative within your company and / or group
(social and education programs, energy, water and waste management, sustainable materials used, zero waste production, etc.)

PREMIÈRE VISION SHENZHEN BOOTH

Standard price : 1800RMB/sqm, VAT (6%) included

Including fully equipped booth and all exhibition services.

Which surface would you like ?

- 24 m² 36 m² 48 m² 60 m²
 72 m² 84 m² 96 m²

Which edition would you like to join:

- Only in April
 Only in October
 Both editions

CRITERIA AND SELECTION PROCESS OF EXHIBITORS

All the Première Vision Shenzhen exhibitors must match quality, creativity, technical know-how, performance and reputation criteria studied by a Selection Committee, which validates new exhibitors on its own. This requirement guarantees the exceptional offer we provide to international buyers, and it participates in our success and renown towards fashion professionals.

Selection criteria

Première Vision Shenzhen is a selective show. Access to the show is restricted to companies who create, produce and sell products destined for the apparel market, leather goods, shoes, jewelry, accessories, companies whose files have been accepted by the Selection Committee, who are there to ensure the constant enrichment of the salon's overall offer. Meeting one or several of the criteria mentioned below is not sufficient for a file to be accepted. Applicants must refer to and provide information pertaining to each criteria in their applications.

The following criteria are taken into account in the selection process:

QUALITY AND CREATIVITY

Applicants must help strengthen the pertinence of the salon's offer for each market segment represented in the show.

CONTINUAL DEVELOPMENT OF ORIGINAL COLLECTIONS

Selection is made individually for each clearly identified product line. A company with several collections within the same corporate body must detail in its application file all product lines it intends to present at the salon. The applicant may be refused the right to present one or several collections at the salon if these collections do not meet the necessary criteria.

To be selected each product line must be the result of a recurrent creative process that is unique to the company, and which results in a significant seasonal updating of the articles proposed. Each collection presented must be characterized by its coherence and an identifiable fashion/market orientation.

PRODUCTION EQUIPMENT

Première Vision Shenzhen favors collections benefiting from directly controlled production equipment.

QUALITY OF SERVICE

The selected company must provide such services as are pertinent to a complex, targeted and international market. Criteria such as short deadlines, reduced order minimums and special developments will be considered positively in the selection process, without being sufficient for a dossier to be accepted.

ABILITY TO RESPOND TO INTERNATIONAL DEMAND

Whatever its country of origin, the company must be satisfactorily capable of addressing the global demand for samples and production as expressed at the show.

COMMERCIAL REPUTATION

The applicant companies shall not be involved in known litigation with

the reputable exhibitors and/or buyers at Première Vision, in particular in the field of counterfeiting. On the contrary, it must be supported by a portfolio of clients and suppliers, who themselves enjoy top international reputations.

FINANCIAL SENIORITY AND SOLIDITY

Applicants must demonstrate a legal and operational existence of at least two years. Appreciation will be given to the capacity of the candidate to satisfy its short-term deadlines, to maintain and develop its activity in the mid-term. Accounting and legal documents must be submitted to the Committee.

RESPECT OF ETHICAL CRITERIA

Companies that do not respect the social and environmental criteria commonly agreed upon by the major decision-making bodies (the ILO, the EU, etc.) cannot be selected.

SELECTION PROCESS AND PARTICIPATION CONDITIONS

- All exhibitors at Première Vision Shenzhen must first be selected by one of the Selection Committees, and the take-over of an exhibiting brand or company does not equal selection of the buyer for any other product lines or activities that have not been previously selected.
- Application files are delivered by the Application Service on the basis of an informed initial enquiry, and only files deemed acceptable by the Application Service shall be presented to the Selection Committee: complete files, answering to the current selection criteria, followed by the necessary elements (collections, presentation of collections, balance sheet, annual statement, etc.)
- Selection of files is made for the Shenzhen edition of Première Vision. This result is not valid for other shows of the group.
- An exhibitor whose evolution of collections, business activity, financial situation and/or commercial practices put it outside of the salon's selection criteria may no longer be invited to participate in following editions.
- All changes related to business activity, product offer, financial structure or commercial practice brings a company's participation in the salon into question. Admission and participation in the salon are valid only for the conditions under which the company was admitted.
- An application rejected by the Selection Committee cannot be renewed before two editions.
- An application rejected three consecutive times by the Selection Committee cannot be renewed before 4 editions.

**MANUFACTURING
APPLICATION FILE**

(CONFIDENTIAL)

品锐至尚 **PV** SHENZHEN

17 - 19 OCTOBER 2022

FILE TO BE SENT BACK TO
PREMIÈRE VISION SHENZHEN
Mrs Karen DAI
k.dai@premierevision.com

LABEL FOR SENDING SAMPLES

Label to cut and stick on the parcel with your selection of samples.



SELECTION
COMMITTEE
评选委员会

智奥会展(上海)有限公司

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SHENZHEN