

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

You expressed the wish to exhibit in PREMIÈRE VISION SHENZHEN is a selective show; its access is reserved to firms which commercialise Leather, Furs and Textile for Accessories, for the fashion and design sectors. Each new application is studied by a selection Committee that intervenes with the aim of enriching of the show offer and in order to check that the applicant proposes a collection.

We thank you to fill in (all the 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, innovation)
- financial structure
- distribution and commercial policy
- production process
- ethical
- sustainability

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

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

#### DOCUMENTS TO ENCLOSE WITH YOUR APPLICATION

##### ► COMPULSORY SAMPLES

You must join samples representative of your collection and know-how with your application file: minimum 20 pieces (10 pieces of your Spring Summer Collection / 10 pieces of your fall Winter Collection).

Size of the samples: 40 x 40 cm. If possible please send us some large samples (entire skins or 1/2 skins)

The selection and presentation of the samples are really important in the decision of the applicants' admission.

You have to precise for each sample the price ranges in Euro (CIF or FOB).

The samples will not be returned after the committee (except exotics skins and furs, at the applicant charge).

##### ► COMPLEMENTARY DOCUMENTS

To support your candidacy, you can enclose any document that is likely to show for the added-value, the creativity or the dynamism of your company: specialized magazines in which you have ads, press articles, leaflets of your company, partnerships with a renowned brand / designer, annexes of the data sheet to precise some points which seem important to you.

Any incomplete file will not be presented to the selection committee.

**LEATHER**

APR. 19-21 | 2022

## LEGAL STRUCTURE

Company name: .....

Activity:  Raw Hides       Textile and synthetic for accessories       Fur  
 Finished leather       Chemical products

Address: .....

ZIP code: .....

City: ..... Country: .....

Phone N°: .....

E-mail: .....

Web site: .....

Founding date: .....

Number of employees: .....

Turnover 2021: .....

VAT number: .....

Owner of the company:  Mrs       Mr      Name: .....

Form filled in by  Mrs       Mr      Name: .....

Function: .....

Email: ..... Direct phone: .....

# LEATHER

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

Name of the group: .....

Activities of the group: .....

Number of employees: ..... Turnover 2021 (in €): .....

**Affiliated companies of the company or of the group (to be precised)**

Name of affiliated	Localisation (City - Country)	Activity	% of shares held	Number of employees	Turnover 2021

**Interest in other companies of the company or of the group (to be precised)**

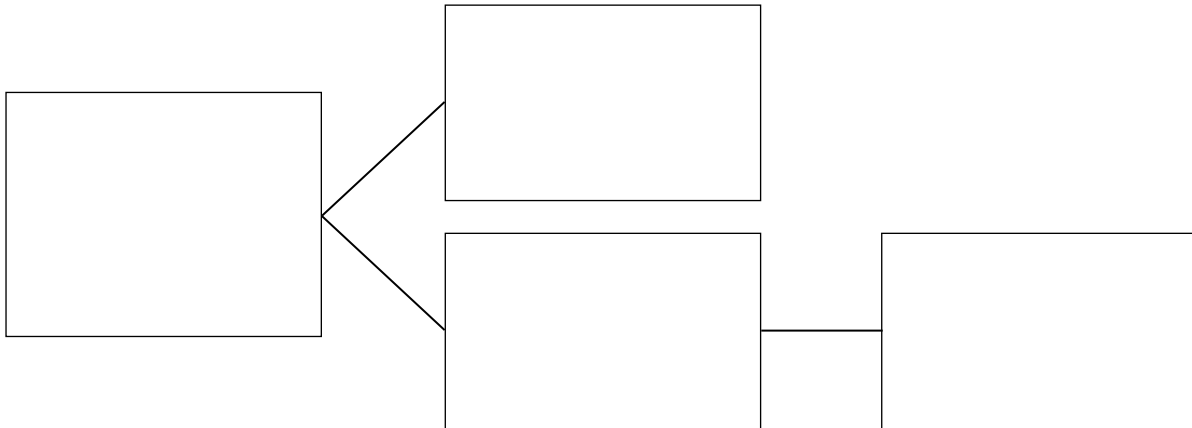
Name of affiliated	Localisation (City - Country)	Activity	% of shares held	Number of employees	Turnover 2021

## HISTORY

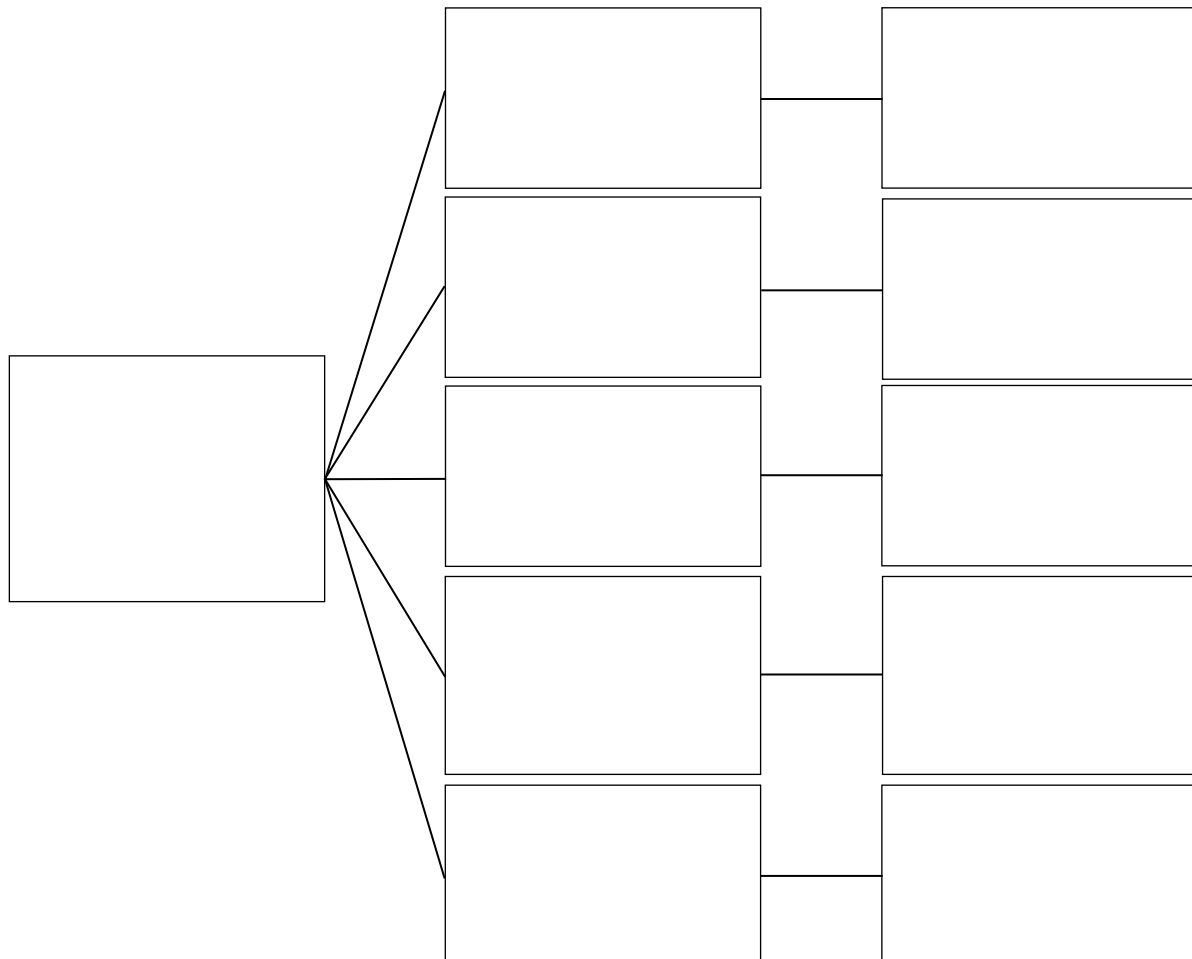
Please summarize the major stages of development in your company since its creation.

## ORGANIZATION CHART

Please provide a detailed organization chart of the group with its subsidiaries if applicable



Please provide a detailed internal organization chart of the company:  
(Thank you to precise number of people per Department).



## FINANCIAL INFORMATION

Thank you to precise the figures of the company.

Please don't change the format of the sheet. Write the financial data without commas.

Year	Global turnover (in €)	Net profit (in €)	Number of employees	Annual production (in number of skins)	Middle price <i>Calculated automatically, do not write yourself</i>
2019					€/skin
2020					€/skin
2021					€/skin

In addition to the above information, please provide the last two balance sheets and income statements in English and calculated in euros. This data should be in Excel format and sent via e-mail together with this file.

## PRODUCTION

Internal production

% of the internal production: ..... %

Products (please make a description)

External production

(Subsidiaries, subcontractor,...)

% of the external production: ..... %

Products	Name and address of the producing company	Link with this company (integrated pro- duction or sub-contractor)

# LEATHER

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Extent of integration in your tannery

Has your company integrated all tanning operations, from the raw hide to the finished leather?

Yes  No

Please specify:

Funding source of your raw materials

Type of tanning	Part in % of your production	Race of the materials (lacaune lamb, Calf, deer, ...)	Country Area of origin
Raw Hides			
Pickled leather			
Wet-blue / Wet-white			
Crust			

Your type of tanning

- Chrome % .....
- Vegetable % .....
- Mixte % .....
- Synthetic % .....

## FASHION ECO RESPONSIBILITY STRATEGY

### CONCEPT

Do you have any products or activities oriented towards sustainable or ecological development?

Please write in detail about it:

### SOCIAL AND HUMAN RESOURCES MANAGEMENT

Do you work under specific:

ETHICAL NATIONAL LAWS Yes  No

Specify: .....

*« Considering that all above information is strictly confidential, disclosing said information to third parties would have a damaging effect on the PREMIÈRE VISION Group. You are subject to a strict confidentiality obligation and all disclosure is strictly forbidden »*

# LEATHER

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NATIONAL SOCIAL LAWS THAT GUARANTEE GOOD LIVING STANDARDS AND DECENT WORK CONDITIONS  
(minimum wage, work time, minimum work age...) Yes  No

Specify: .....

**Do you have in-house specific:**

ETHICAL RULES Yes  No

Specify: .....

SOCIAL POLICIES OR INITIATIVES THAT HELP YOUR EMPLOYEES WORK IN THE BEST CONDITIONS  
(wage policy, work time, work conditions, human treatment...) Yes  No

Specify: .....

## ENVIRONMENTAL VALUES & TRANSFORMATION PROCESS

**Do you have any specific policy / initiative(s) about:**

ENERGY EFFICIENCY Yes  No

Specify: .....

WATER SAVING POLICY AND WASTE-WATER TREATMENT Yes  No

Specify: .....

OFFICE WASTE & PRODUCTION WASTE Yes  No

Specify: .....

TRACEABILITY Yes  No

Identification of the history and location of the material throughout its production chain

Specify: .....

CHEMICAL MANAGEMENT & RESPONSIBLE FINISHING Yes  No

Specify your chemical management or reduction policy, and/or use of dyes and treatments respecting the strictest international standards (pollution reduction, absence of hazardous chemicals etc...)

Specify: .....

CO2 MANAGEMENT Yes  No

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

Specify: .....

**CERTIFICATIONS, ACCREDITATIONS, LABELS**

Please send us a copy of your certifications

**COMPANY:**

- WRAP
- Sedex SMETA
- Amfori BSCI
- SA 8000
- ICS
- UNIC Social accountability Standard
- The Fairtrade Mark/ Max Havelaar
- WFTO
- Fair Wear Foundation
- OHSAS 18001
- ISO 26000 2010
- ISO 14001
- EMAS
- ISO 50001
- ISO 9001
- EPV
- Origine France Garantie

**ALL 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

**LEATHER SPECIFIC PROCESS:**

- 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
- NEN Bio-based content
- VINÇOTTE OK Compost
- The Seedling Compostable mark
- DIN-Geprüft Industrial Compostable
- BPI Compostable
- WelFur
- ProFur
- Saga Furs



**LEATHER**

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## SALES STRATEGY

Global turnover in 2021 (in €)  €

What is your **EXPORT TURNOVER** for 2021 (in €)?  €

**Breakdown of your turnover according to countries (depending on final customers)**

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

# LEATHER

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Names and addresses of your main customers (all countries).

	Companies	Country	% Turnover
High range			
Middle range			
Mass distribution			
Wholesalers - Agent			

Who are your main competitors (exhibiting at PREMIERE VISION or not)?

I AUTHORISE PREMIERE VISION TO VERIFY THE ABOVE INFORMATION.

*« Considering that all above information is strictly confidential, disclosing said information to third parties would have a damaging effect on the PREMIÈRE VISION Group. You are subject to a strict confidentiality obligation and all disclosure is strictly forbidden »*

## COLLECTIONS

Please make a complete description of the products you wish to present at the show.

- ▶ Do you have an integrated design office?      Yes       No   
Number of staff in your design office:.....
  
- ▶ Do you call on outside designers?      Yes       No   
How many?.....
  
- ▶ How many new collections do you present per year?      1       2       More

Which sectors are your collections intended for?

- Leathergoods:      % .....
- Shoes:      % .....
- Apparel:      % .....
- Upholstery:      % .....
- Soles:      % .....
- Belts and straps:      % .....
  
- Others (Specify): .....

# LEATHER

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Is the sampling of your products free of charge? Yes  No

**Production order:**

Please specify the minima and the delivery time average that are required for any production order and the price range for each product type.

Products	Minima for production	Price range	Delivery time average

Quantity of production per month / Average number of skins:

## PROMOTION-COMMUNICATION

Do you advertise in the trade press?

Yes  No

If yes, specify the main media that you use

Other means of communication used:

- Website: www.....
- Social Media (Facebook, Twitter, Pinterest, Instagram ...)
- .....
- Brochures, leaflets, etc. (to be enclosed with your application)
- Press packs and press releases (please enclose copies of articles about your company)
- Other (sponsoring, patronage...)

Specify: .....

## COMPANY STRATEGY

Participation in international trade shows (country + dates)

Membership to professional organizations Yes  No

Please indicate what you think the main assets of your company are and what you will bring to the show in terms of creativity and product offering.

## PREMIÈRE VISION SHENZHEN BOOTH

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

Including fully equipped booth and all exhibition services.  
Please note that minimum stand size is 12 sqm.

Which surface would you like?

- |  |  |  |  |
|--|--|--|--|
| <input type="checkbox"/> 12 m <sup>2</sup> | <input type="checkbox"/> 24 m <sup>2</sup> | <input type="checkbox"/> 36 m <sup>2</sup> | <input type="checkbox"/> 48 m <sup>2</sup> |
| <input type="checkbox"/> 60 m <sup>2</sup> | <input type="checkbox"/> 72 m <sup>2</sup> | <input type="checkbox"/> 84 m <sup>2</sup> | <input type="checkbox"/> 96 m <sup>2</sup> |

Do you plan to participate?

- 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.

## 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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**PREMIÈREVISION**  
SHENZHEN  
品锐至尚