

## ACCESSORIES

APR. 28-30 | 2021

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

You expressed the wish to exhibit in Premiere Vision Shenzhen.

**PREMIERE VISION ACCESSORIES** is a selective show. Its access is reserved to companies producing and selling accessories and components for the fashion and design sectors. Each new application is studied by a selection Committee that intervenes with the aim of enriching the show offer and by checking that the applicant proposes a creative collection.

### 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 criteria

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 representative samples of your collection and know-how with your application file: minimum 40 pieces.**

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).

#### ► COMPLEMENTARY DOCUMENTS

To support your application, 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.**

# ACCESSORIES

APR. 28-30 | 2021

## LEGAL STRUCTURE

COMPANY NAME: .....

- Activity:  Buttons  Embroidery  Ornaments  
 Metallic or Plastic Accessories  Lace  Functional trims  
 Textile Trims  Labels and tags  Packaging  
 Jewellery Components

Address: .....

ZIP code: .....

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

Phone N°: .....

E-mail : .....

Web site : .....

Founding date: .....

Total number of employees: .....

VAT number: .....

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

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

Function: .....

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

# ACCESSORIES

APR. 28-30 | 2021

## 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 2019 (in €): .....

## SUBSIDIARIES

Name	City - Country	Activity	Number of employees	Turnover 2019 (in €)

## HISTORY

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

# ACCESSORIES

APR. 28-30 | 2021

## FINANCIAL INFORMATION

Thank you to precise the figures of the company

Year	Turnover	Net profit	Number of employees	Turnover from exports
2017				
2018				
2019				

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)	% turnover of each category

### External production

(Subsidiaries, subcontractor,...)

% of the external production: .....

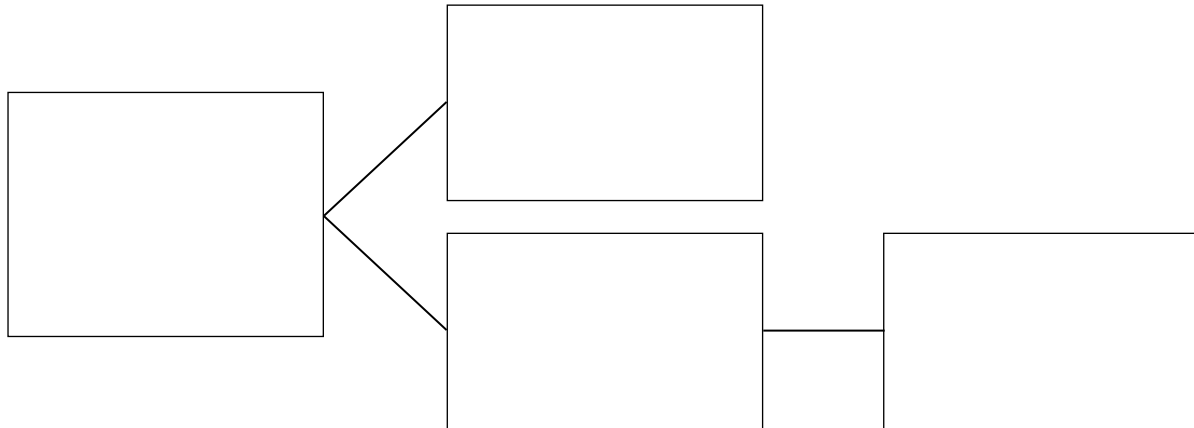
Products	Name and address of the producing company	Link with this company (integrated production or sub-contractor)

# ACCESSORIES

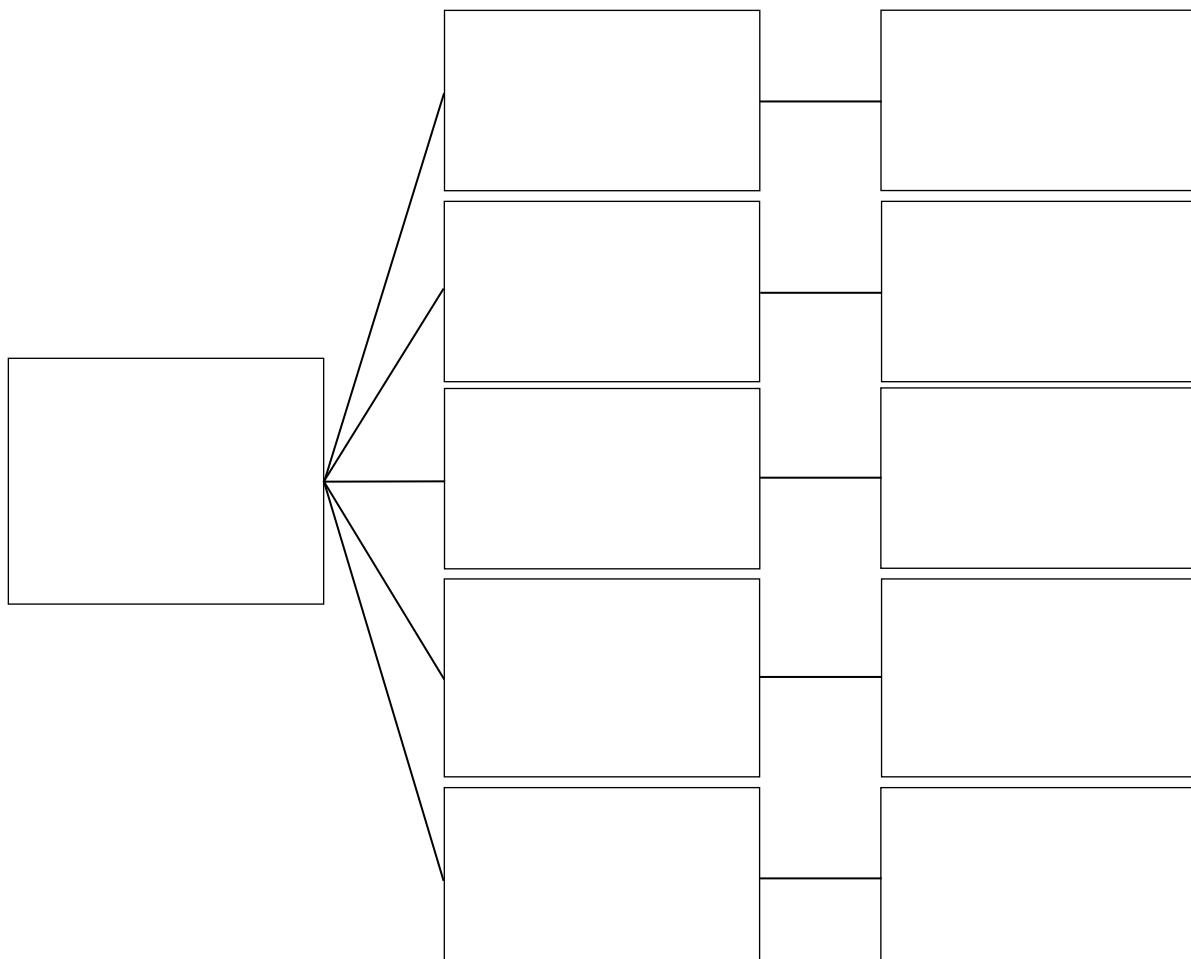
APR. 28-30 | 2021

## 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:  
(Please give the number of people per Department : Production, Sale, Marketing, Design, Quality, etc)



# ACCESSORIES

APR. 28-30 | 2021

## SALES STRATEGY

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>			

# ACCESSORIES

APR. 28-30 | 2021

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

Clients	Address	Contact person	E-mail

Do you have a special Young Designers oriented sales strategy?

Payment facilities    Yes     No

Comments.....

Sampling                Yes     No

Comments.....

Small quantities    Yes     No

Comments.....

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

I AUTHORISE PREMIERE VISION TO VERIFY THE ABOVE INFORMATION.

# ACCESSORIES

APR. 28-30 | 2021

## COLLECTIONS

Please make a complete description of the products you wish to present at the show.  
Describe in detail your know-how : for example, material, products features, recent innovations, special finishings or any specificity which can highlight your activity.

- ▶ 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?

- Apparel
- Women
- Footwear
- Men
- Leathergoods
- Junior
- Jewellery
- Children
- Belts
- Lingerie
- Swimwear
- Sportswear
- Hats
- Packaging
- Others (Specify): .....

Which range are these products positioned in?

Range	% of turnover
Luxury	
Middle - High	
Middle	
Mass market	

Is the sampling of your products free of charge?

- Yes  No



# ACCESSORIES

APR. 28-30 | 2021

**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.

Product	Minima for production	Price range	Delivery time average

## 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:

- Brochures, leaflets, etc. (to be enclosed with your application)
- Press packs and press releases (please enclose copies of articles about your company)
- Social medias. Please specify which one:.....
- Other (sponsoring, patronage...). Specify:.....

## COMPANY STRATEGY

Participation in international trade shows (country + dates)

Membership to professional organizations

### Recommendation

Please send us some recommendations letters (from your customers) to support your request for application as exhibitor.

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

# ACCESSORIES

APR. 28-30 | 2021

## ECO FASHION 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: .....

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: .....

# ACCESSORIES

APR. 28-30 | 2021

## ENVIRONMENTAL VALUES & TRANSFORMATION PROCESS

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

ENERGY EFFICIENCY      Yes       No

Specify: .....

WATER MANAGEMENT      Yes       No

Specify: .....

WASTE MANAGEMENT      Yes       No

Specify: .....

TRACEABILITY      Yes       No

Identification of the history and location of the material throughout its production chain - CO2 Management

Specify: .....

RESPONSIBLE FINISHING      Yes       No

Dyes and treatments respecting the strictest international standards (regarding laundering, the absence of heavy metals, water conservation, pollution-reduction)

Specify: .....

## SUSTAINABLE PRODUCTS

Do you have in your collection RAW MATERIALS

RECYCLED      Yes       No

A material with a majority of recycled resources: natural, artificial or synthetic

Specify: .....

REGENERATED      Yes       No

Polymers, Cupro, Tencel

Specify: .....

ORGANIC      Yes       No

A product with a majority of certified-organic natural material (Bio)

Specify: .....

## ACCESSORIES

APR. 28-30 | 2021

### Do you have in your collection ALTERNATIVE MATERIALS

BIOPOLYMERS    Yes     No

New generation of materials based on natural resources, transformed to deliver performance similar to that of synthetic materials

Specify: .....

NEW YARNS OR FIBERS    Yes     No

From blended material or food industry wastes, also called "biofibre"

Specify: .....

### CERTIFICATIONS, ACCREDITATIONS, LABELS

Please send us a copy of your certifications

#### COMPANY:

- OHASAS 18001
- ISO 14001
- EMAS
- ISO 50001
- SA 8000
- WRAP
- EU ECOLABEL
- ISO 26000 2010
- ISO 9001
- EPD
- DETOX
- REACH
- THE HIGG INDEX

#### TEXTILE PROCESS:

- BLUESIGN
- OEKO TEX STEP
- OEKO TEX STANDARD 100
- CRADLE TO CRADLE
- ZDHC

#### LEATHER PROCESS:

- LWG
- IVN
- CSCB
- OEKOTEX LEATHER STANDARD
- ECOPELLE/ECOLEATHER UNI 11427
- ICEC
- UNIC

#### PRODUCTS:

- RWS
- GOTS
- OCS
- ORGANICA
- AUTHENTICO
- GRS
- RCS
- FSC
- CAPONY STYLE
- ECO VERO
- FAIRTRADE
- BCI
- WELLFUR
- PROFUR
- SAGA FUR

## ACCESSORIES

APR. 28-30 | 2021

## 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?**

- 12 m<sup>2</sup>       24 m<sup>2</sup>       60 m<sup>2</sup>  
 36 m<sup>2</sup>       48 m<sup>2</sup>

**Do you plan to participate?**

- Only in April       Only in November       Both editions

# ACCESSORIES

APR. 28-30 | 2021

## ACCESSORIE SAMPLES PREMIÈRE VISION SHENZHEN

Dear Candidate,

You are going to send us your samples for Première Vision Shenzhen Selection committee. These samples will be restored from the end of the Committee on your request. Any sending by mail will be at your expenses.

Thank you for being willing to indicate us below the way by which you wish to get back your samples and the address to which we have to send back them to you.

Company name: .....

Address: .....

ZIP code: .....

Town: ..... Country: .....

Phone N°: .....

Name : .....

First Name: .....

**I wish to get back my samples by Express mail via my official carrier**  
(Indicate the name of your carrier and your customer's number so that we planned a removal at your expenses.)

Carrier Name (DHL, Fedex, Ups, coursier.....): .....

Tel or email or web : .....

Your Customer N°: .....

**I don't want to have my samples back.**  
Première Vision commits to destroy every sample in order to avoid counterfeiting.

DATE :

SIGNATURE :

## 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.



# ACCESSORIES

APR. 28-30 | 2021

## 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

**GL EVENTS CHINA CO. LTD.**

上海市长宁区延安西路1118号龙之梦大厦2201室  
邮编 200052

ROOM 2201, CLOUD NINE PLAZA  
1118 WEST YAN'AN ROAD  
SHANGHAI - CHINA 200052

收件人 : KAREN DAI | 戴蓓华

电话: +86 21 5255 8109

邮箱 : [karen.dai@gl-events.com](mailto:karen.dai@gl-events.com)

**PREMIÈREVISION**  
SHENZHEN  
品锐至尚