

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

You expressed the wish to exhibit in Premiere Vision Shenzhen. In order to know you well and to present your application to the Selection Committee, specially gathering weaver-exhibitors whose special mission is to examine the applications, 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, 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.

To complete the application file, we ask you to please send us a selection of 15 samples (hangers) from your Spring/Summer collection and 15 samples (hangers) from your Autumn/Winter collection. Thank you to write the price on each sample in Euro / meter. The samples will be destroyed at the end of the application process if no specific written demand is made by you.

**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:  Weaver  Knitter  Yarn Producer  
 Dyer/Printer/Finisher  Embroiderer  
 Converter  Wholesaler

Describe in a short sentence your collection (ex. fancy knitted fabrics for womenswear):  
.....

Adress: .....

ZIP code: .....

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

Phone N°: .....

Web site : .....

Founding date: .....

Number of employees: .....

Turnover 2020 (in €): .....

VAT number: .....

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

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

Function: .....

E-mail: ..... Direct phone: .....

## FABRICS

OCT. 13-15 | 2021

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

Name of the group: .....

Activites of the group: .....

Number of employees: ..... Turnover 2020 (in €): .....

Number of societies in the group: .....

### 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 2020 (in €)

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

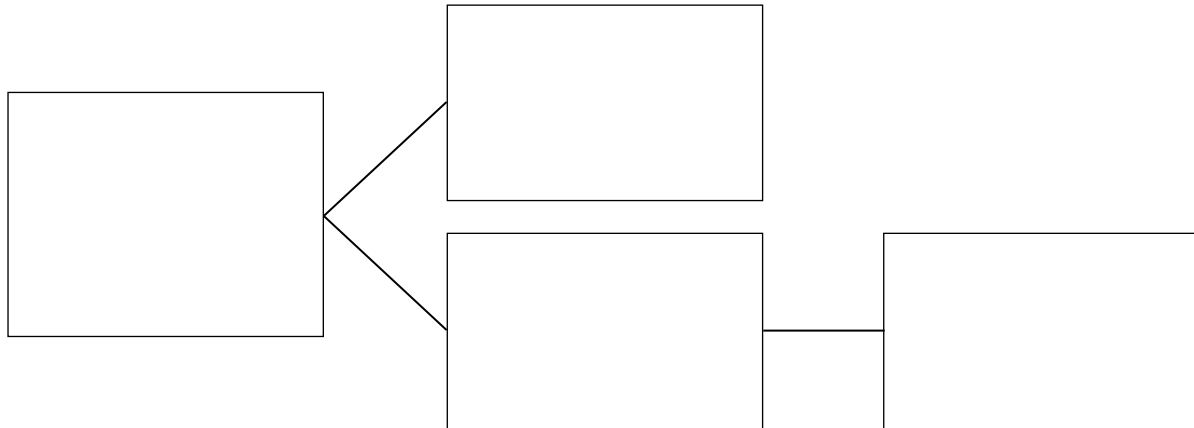
Name of affiliated	Localisation (City - Country)	Activity	% of shares held	Number of employees	Turnover 2020 (in €)

## HISTORY

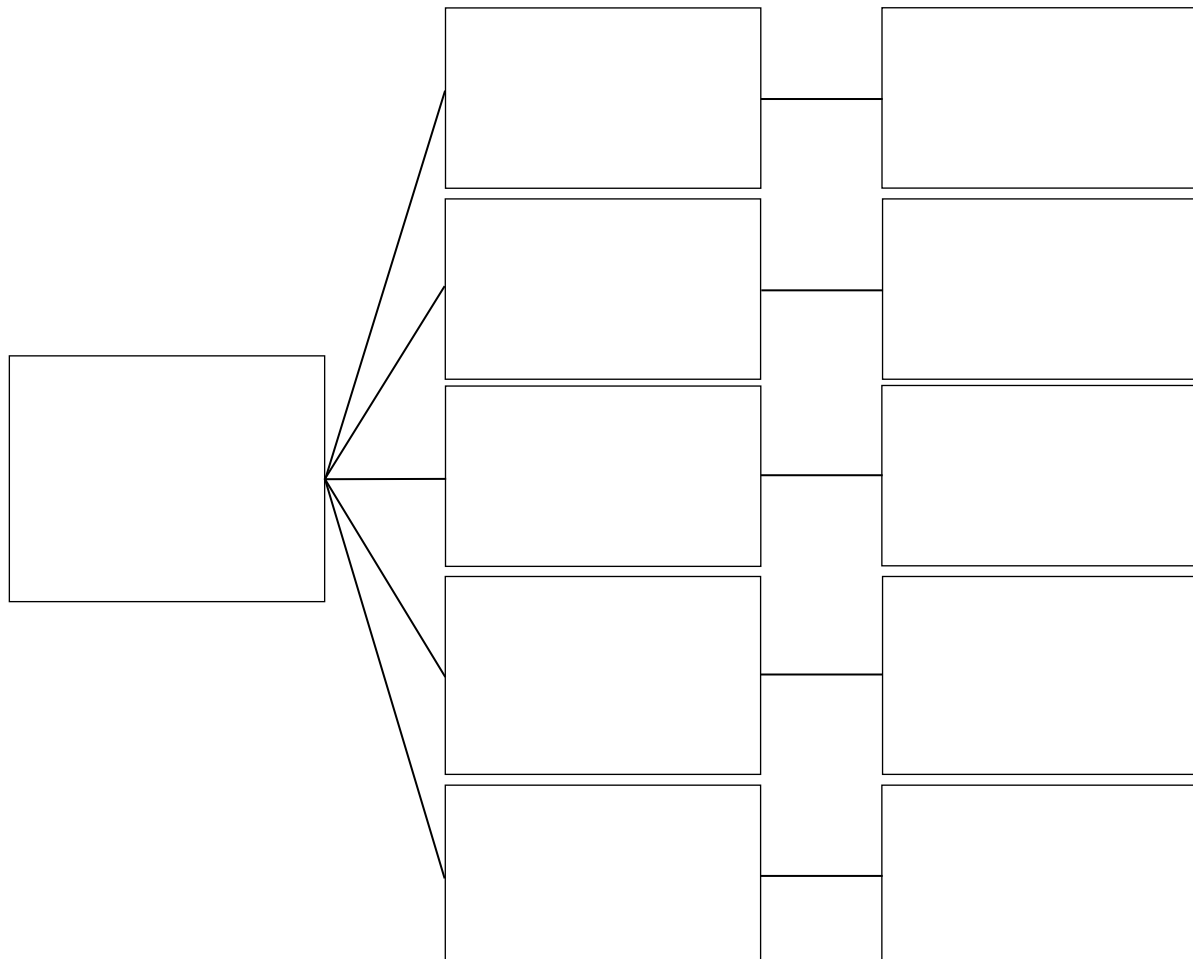
Please summarize the major stages of development in your company since its creation.

## 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 meters) fabrics only	Middle price of the fashion fabrics <i>Calculated automatically, do not write yourself</i>
2018					€/m
2019					€/m
2020					€/m
Fashion Fabrics: 2020 <input type="text"/> € <input type="text"/> %      Fashion Fabrics: 2020 <input type="text"/> meters <input type="text"/> % <input type="text"/> €/m Other (home, furnishing, etc.): <input type="text"/> € <input type="text"/> %      Other (home, furnishing, etc.): <input type="text"/> meters <input type="text"/> %					

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 IN 2020**

Production	% of annual turnover	% of annual production
Fashion fabrics		
Furnishing fabrics		
Household linens		
Other fabrics (please specify)		
Subcontracting		
Finished products (garments)		
Other activities (please specify)		
Total must be 100%		

For fashion fabrics only	annual production in %	annual turnover in %
Summer		
Winter		
Midseason		

For fashion fabrics only	annual production in %	annual turnover in %
Knitted fabrics		
Woven fabrics		

Process Origin of your collection production	manufactured in house in %	subcontracted in %	name of subcontractors	location (City + Country)
Spinning				
Weaving				
Knitting				
Embroidering				
Dyeing				
Printing				
Finishing				



## SALES STRATEGY

Global turnover in 2020 in €  €

Turnover in 2020 in €  
(fashion fabrics only)

€

What is your **EXPORT TURNOVER** for 2020 ? (only for fashion fabrics):

€

**EXPORT TURNOVER** for 2020 ? (only for fashion fabrics):

%

**Breakdown your fashion fabric turnover according to your 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				
	Roumania			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>		

**CURRENT CUSTOMERS**

**Please precise when not directly invoiced**

Name of principal clients		Country	% Turnover*
High end (Haute couture / Luxury / Designers)			
Mid-range (boutique ready to wear)			
Mass distribution			
Wholesalers			

\* the % of turnover generated by each market range

Total must be 100%

%

**Your competitors**

Please list at least three competitors per category (exhibiting or not at Première Vision)

Name of domestic competitors	Name of international competitors



## SALES STRATEGY - AGENTS

Please add the complete list of your agents (including name and contact information)

Country represented	Details (Name, address, tel, email...)

## COLLECTIONS

**Please describe your expertise** (weaving / knitting / printing / embroidering / lace / finishing, etc.)

Describe in detail your know-how : for example, material, products features, recent innovations, special finishings or any specificity which can highlight your activity

### Your design department and your collections

Could you briefly explain, about your R&D team? (How many designers do you have ?)

How do your designers create new designs? (Is it according to the demands of your customers? Do you lead your customers with your own creations?)

How many designs do you create per year, per season? How many permanent designs do you have?)

### Your actual markets

% Women

% Men

% Junior

% Children

*Total must be 100%*

% Active sport

% Bridal

% Casual sportswear

% Citywear

% Cocktail

% Homewear

% Jeanswear

% Lingerie

% Swim-beachwear

% Functional workwear

*Total must be 100%*

% Top of the range

% Mid-market

% Mass market

*Total must be 100%*

### The price range (€/m)

### Minimum quantity delivered per design and delivery time

### Stock service (Precise quality and quantity of fabrics in stock)

## COMPANY STRATEGY

Participation in any international trade shows (country + dates)

Membership in any professional organizations

## 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: .....

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 MANAGEMENT (water saving policy and waste-water treatment)      Yes       No

Specify: .....

WASTE MANAGEMENT (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 heavy metals etc...)

Specify: .....

CO<sub>2</sub> MANAGEMENT

Do you have any specific CO<sub>2</sub> management policy/initiative(s)?      Yes       No

Specify: .....

## SUSTAINABLE PRODUCTS

Do you have in your collection RAW MATERIALS that are:

RECYCLED      Yes       No

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

Specify: .....

REGENERATED      Yes       No

Polymers, Cupro, Tencel, Cellulosic fibers from verified and sustainably managed sources, and/or transformed using closed-loop processes and non toxic solvents

Specify: .....

ORGANIC      Yes       No

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

Specify: .....

Do you have in your collection **ALTERNATIVE MATERIALS** such as

BIO-BASED POLYMERS    Yes     No

Bio-based materials designed as new alternatives to fossil-based synthetics

Specify: .....

NEW YARNS FROM OPTIMIZED RESOURCES    Yes     No

New generation of fibers using waste (biomass from food & industry and/or textile) as a raw material

Specify: .....

## 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
- EPV
- Origine France Garantie
- France Terre Textile

### 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

### PRODUCTS:

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

## 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>       36 m<sup>2</sup>       48 m<sup>2</sup>  
 60 m<sup>2</sup>       72 m<sup>2</sup>       84 m<sup>2</sup>       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 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