

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 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 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.

To complete the application file, we ask you to please send us samples below:

- Yarns on cones/ fiber samples
- Pieces of fabrics/ final products made out of your yarns/fibers
- Color cards

These samples must be the most representative of your know-how. Thank you to write the price on each sample in euros / meter. They 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 OF THE CANDIDATE TO PREMIÈRE VISION SHENZHEN**

Company name: .....

- Activity:  Spinner  Throwsting or texturizing  
 Fibre production  Trading  
 Fibre promotion

Adress: .....

ZIP code: .....

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

Phone N°: ..... Fax: .....

E-mail : .....

Web site : .....

Founding date: .....

Number of employees: .....

Turnover 2020 (in €) please write an estimation: .....

VAT number: .....

# YARNS

OCT. 13-15 | 2021

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

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

Function: .....

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

**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)**

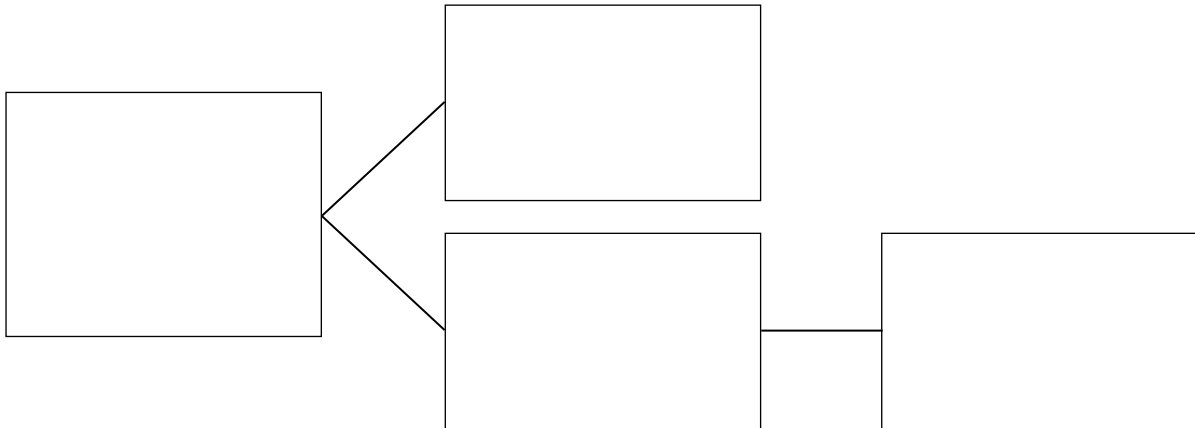
Name of affiliated	Localisation (City - Country)	Activity	% of shares held	Number of employees	Turnover 2020 (in €)

## HISTORY

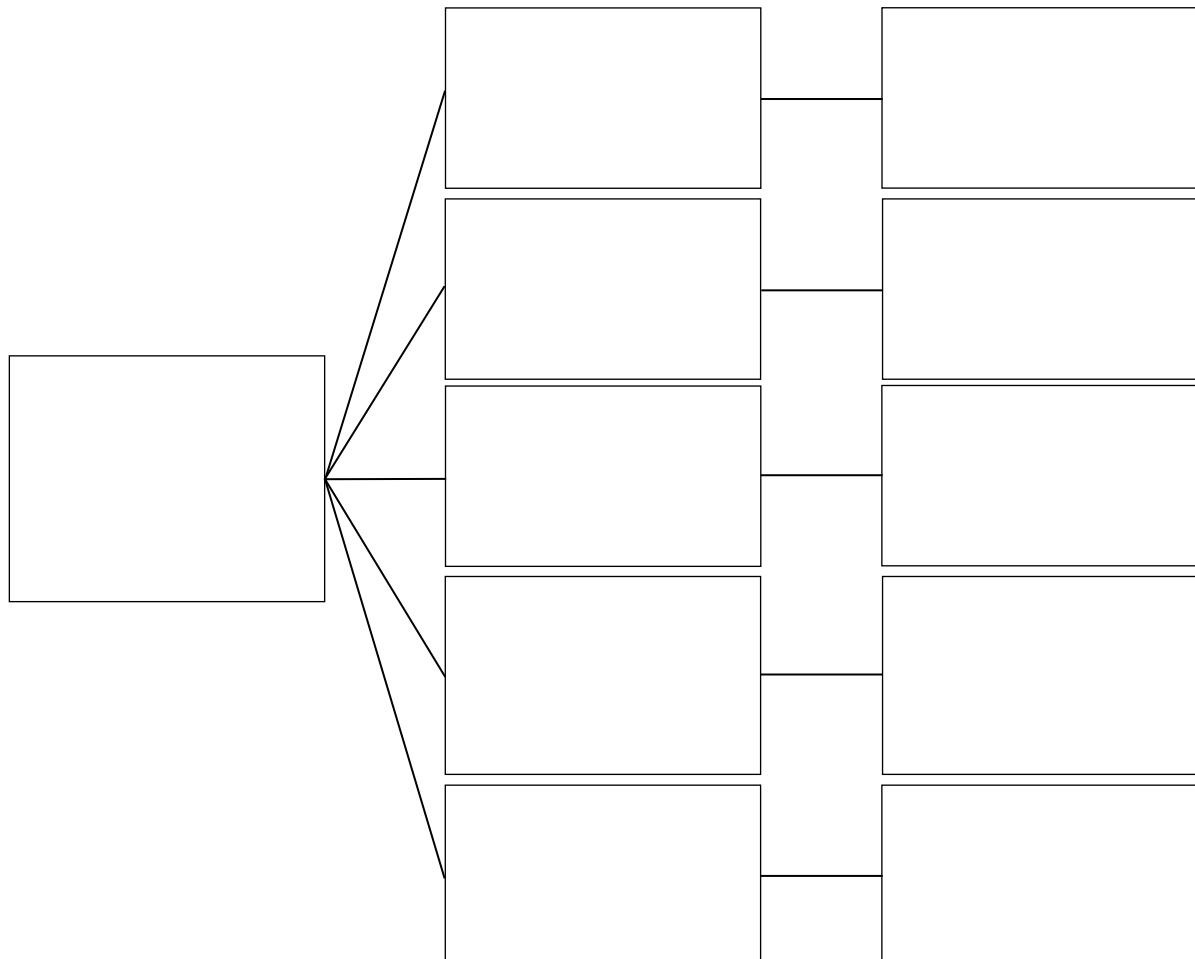
Please summarize the major stages of development in your company since its creation.

**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 FOR THE CANDIDATE TO PREMIERE VISION SHENZHEN**

*Write the financial data without commas*

Year	Global turnover (in €)	Net profit (in €)	Number of employees	Annual production kg/year	Middleprice <small>Calculated automatically, do not write yourself</small>
2018					€/kg
2019					€/kg
2020					€/kg

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 OF THE CANDIDATE ONLY**

**Your own manufacturing facilities**

Operation(s)	Location	Number of employees

Business sector	% annual production	% annual turnover
Fibre promotion		
Fibre production		
Ring spinning		
Open-end spinning		
Airjet or Vortex spinning		
Compact spinning		
Worsted spinning		
Carded or woollen spinning		
Linen spinning		
Throwsting or texturizing		
High fancy yarn twisting		
Trading		
Others		

**Possible integration downstream (of the group)**

- Flat knitting
- Circular knitting
- Weaving
- Other (please specify)

# YARNS

OCT. 13-15 | 2021

## PRODUCTION OF THE CANDIDATE ONLY

Total production capacity of the candidate: ..... tonnes / year

Total volume of your sales: ..... tonnes / year

## TOOLING

Department/Machinery	Model of the machine	Quantity	Year of acquisition

Your YARNS are for:

	% TURNOVER	% PRODUCTION
FASHION		
HOUSING		
FURNISHING		
OTHER (please specify)		

Operations	Manufactured in house in %	Subcontracted in %	Name of subcontractors	Location (city/country)

# YARNS

OCT. 13-15 | 2021

If you buy your yarns, who do you buy them from:

Company name	Location	Details of yarns

## SALES STRATEGY

Global turnover in 2020  €      Export turnover in 2020  €      % Export

Main export markets for YARNS only (in% of your total sales)

N°1	%	N°4	%
N°2	%	N°5	%
N°3	%	N°6	%

### Current customers

(Please precise if the names indicated are the names of the customers invoiced or if they are the final customers but not invoiced directly)

Name of principal clients		Country
Spinners		
Fabric manufactures		
Fashion Brands		
Others		

# YARNS

OCT. 13-15 | 2021

**Your competitors**

(Exhibiting or not at PREMIÈRE VISION YARNS)

Name of domestic competitors	Name of international competitors

## SALES STRATEGY- AGENTS

Please add the complete list of your agents (with their address).

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



**COLLECTIONS**

Your know how / your specialty

**Main outlets**

- |   |  |  |
|---|--|--|
| <input type="checkbox"/> Apparel wovens         | <input type="checkbox"/> Hand knitting yarn        | <input type="checkbox"/> Blankets / trimmings        |
| <input type="checkbox"/> Apparel circular knits | <input type="checkbox"/> Furnishing fabrics        | <input type="checkbox"/> Textiles for technical uses |
| <input type="checkbox"/> Lace, embroidery       | <input type="checkbox"/> Home linen                | <input type="checkbox"/> Other (please specify)      |
| <input type="checkbox"/> Hosiery                | <input type="checkbox"/> Carpet and floor covering | <input type="text"/>                                 |
| <input type="checkbox"/> Flatbed knitwear       | <input type="checkbox"/> Curtains and nettings     |  |

Main accounts of your collection of yarns (Nm)

In term of colors in your collection, do you sell?

- Greige yarn or fiber  
 Dyed yarn or fiber

Customer services: do you offer stock service?

- Yes     No

Please specify the minima that are required for any production order (greige or dyed), and the price bracket of your various ranges of products

Range of product	Price bracket	Minima for production

## 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

Basic cost for a booth completely equipped as well as all exhibition services provided :

**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**

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**PREMIÈREVISION**  
SHENZHEN  
品锐至尚