

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

We thank you for your interest in PREMIÈRE VISION PARIS.

In order to get to know better your company and to present your candidacy to the Selection Committee, gathering suppliers and buyers, please complete all the fields of this file and return it by email as soon as possible.

CRITERIA OF SELECTION

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

- know-how (creativity, technicity, innovation)
- financial structure
- distribution and commercial policy
- production tool
- ethical and environmental

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

DOCUMENTS TO BE RETURNED

- The **application file** – *Compulsory*
- The **balance sheets and income statements** of the past 2 years – *Compulsory*
- Copies of your **certifications** – *Compulsory*
- A **presentation of your company**, press articles, partnerships with a renowned brand/designer, catalogues, pictures...
- Customers' **recommendation letters**

SAMPLES TO BE SENT

- **Minimum 15 pieces for garment and knitwear**
- **10 pieces for leather goods, shoes and garments**
- Write the price on each sample
- They must be the most representative of your know-how.
- We will return your samples after the committee at your own expense.
Please complete the information p.18 to enable us to contact your official carrier.

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

*This file is editable on your computer, please do not change its format.
The handwriting files are not taken into consideration.
The program used to optimize this file is acrobat Pro DC 21.*

**NB: IF YOUR APPLICATION IS APPROVED,
YOU ARE ENTITLED TO EXHIBIT TO PREMIÈRE VISION PARIS,
PREMIÈRE VISION NEW YORK & PREMIÈRE VISION SHENZHEN**

LEGAL STRUCTURE

COMPANY NAME:

- Activity: ☐ Cut / Make / Trim garment ☐ Leather goods ☐ Manufacturer
☐ Full Package garment ☐ Footwear ☐ Brand owner
☐ Flat knitting ☐ Leather garments ☐ Vertically integrated
☐ Technical components for shoes ☐ Trading

Describe in a short sentence your know-how:

Address:

ZIP code:

City: Country:

Phone N°:

E-mail :

Web site :

Founding date:

Total number of employees:

Turnover 2021 (in €):

VAT number:

Owner of the company: ☐ Mrs ☐ Mr Name:

E-mail: Mobile:

Form filled in by ☐ Mrs ☐ Mr Name:

E-mail: Function:

Mobile: Direct phone:

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 €):

Number of companies in the group:

Affiliated companies (to be precised)

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

Interest in other companies (to be precised)

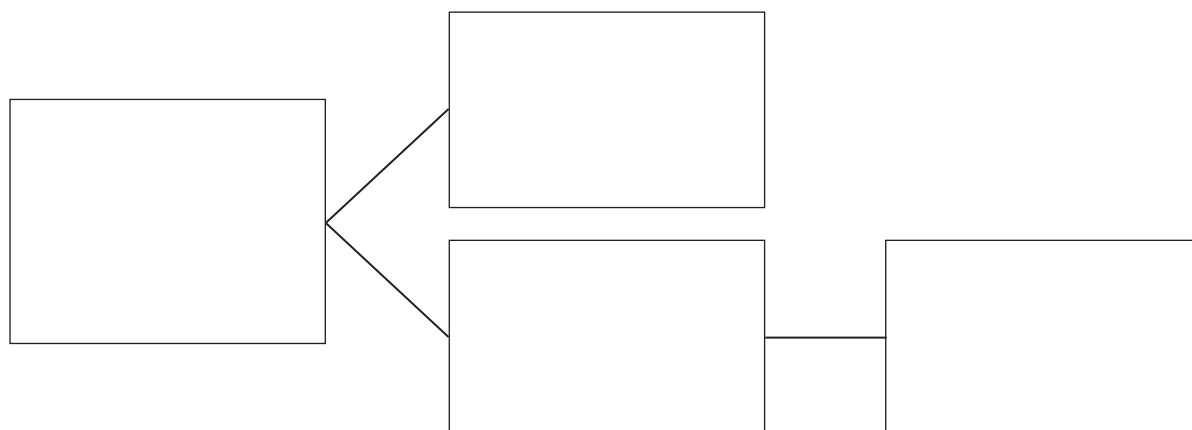
Name of affiliated	Localisation (City - Country)	Activity	% of shares held	Number of employees	Turnover 2021 (in €)

HISTORY

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

ORGANIZATION CHART

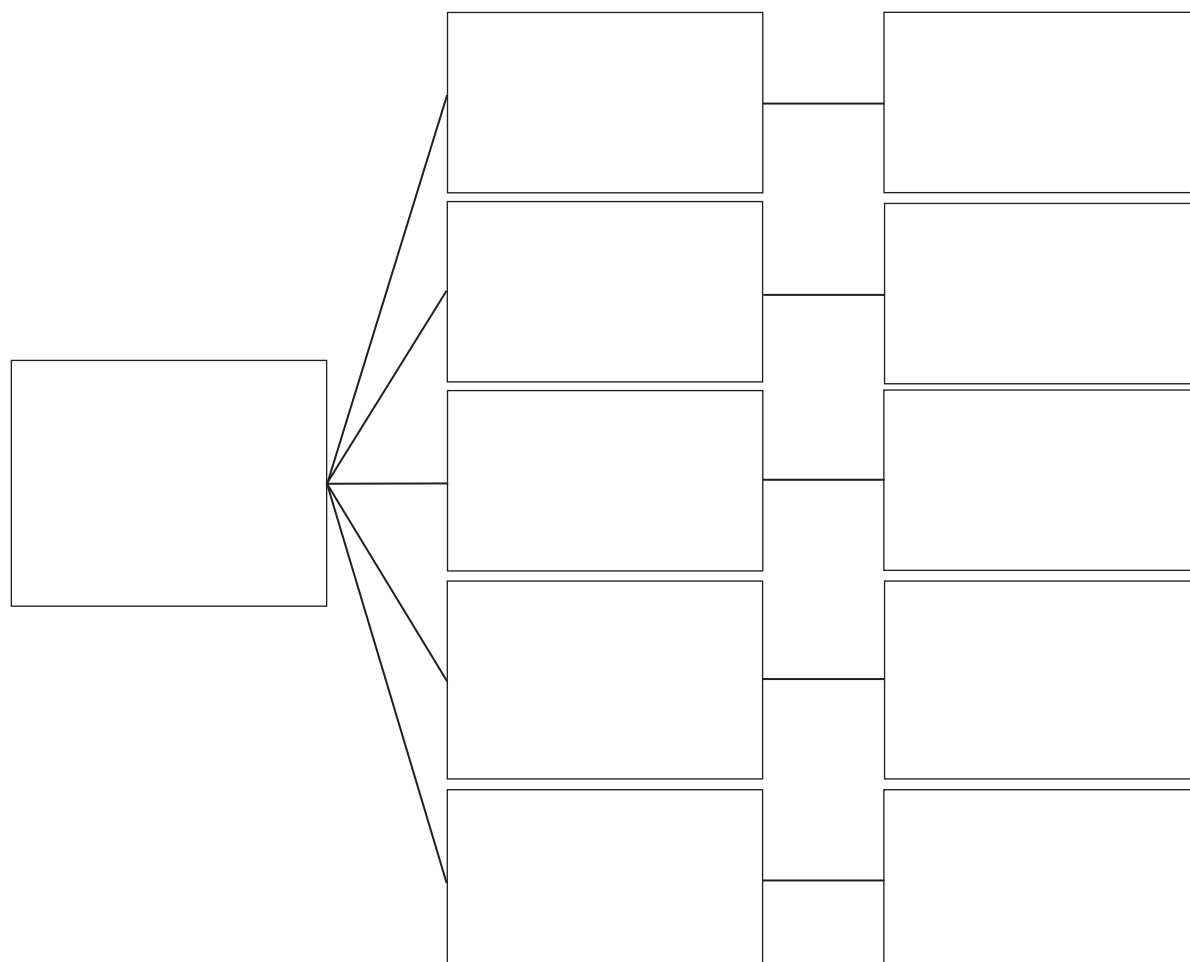
Please provide a detailed organization chart of the group with its subsidiaries if applicable



Please provide a detailed internal organization chart of the company:

Thank you to precise number of people per department: Production, Sale, Marketing, Design, Quality, etc.

The total number of people must be consistent with the total number of employees mentioned p.2



FINANCIAL INFORMATION

Precise only the figures of the company applying (not the group).

Write the financial data without commas, dots and spaces.

Year	Global turnover (in €)	Net Profit (in €)	Number of employees	Annual production in pieces	Annual production capacity (in pieces)	Average price per piece Calculated automatically, do not write yourself
2019						€/pcs
2020						€/pcs
2021						€/pcs
Production <input type="text"/> pcs <input type="text"/> %						

A copy of your latest balance sheet and statement of profit and loss is required with your application.
Any information and document provided will be treated as strictly confidential.

PRODUCTION



Complete only the production stages of the product category you are manufacturing and applying for
(1 out of the 3 next pages)

IF YOU PRODUCE CUT & SEW GARMENTS

Your activity	Manufactured in-house in %	Subcontracted in %	Name of subcontractors	Location (city + country)
Designing				
Sampling				
Cutting				
Sewing / Assembly				
Washing / Bleaching				
Printing /Embroidering				
Control / Packaging				

IF YOU PRODUCE FLAT KNITS

Your activity	Manufactured in house in %	Subcontracted in %	Name of subcontractors	Location (City + Country)
Designing				
Spinning				
Flat knitting				
Linking				
Dyeing				
Cutting & Sewing				
Finishing				
Control / Packaging				

Production of flatbed knitting only	% Annual turnover 2020	% Annual production 2020
Summer collection		
Winter collection		
Midseason collection		

The yarns and fibers you mainly use in your collection:

Naturals fibers, animal:

- ☐ Cashmere
☐ Silk
☐ Wool
☐ Other:

Synthetic fibers:

- ☐ Acrylic
☐ Polyamide
☐ Polyester
☐ Recycled
☐ Other:

Natural fibers, plant:

- ☐ Cotton
☐ Linen
☐ Organic
☐ Recycled
☐ 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 knit:

- ☐ Embroidery
☐ Piece-dyed
☐ Print

IF YOU PRODUCE LEATHER GARMENT, SHOES OR LEATHER GOODS

Description of your activity in your factories

Indicate the % of in-house production: %

Country / City	Nb. of employees	Products manufactured	% of your business

Sub-contracted production

Indicate the % of sub-contracted production: %

Sub-contracted activity	Name of subcontractor	Country / City	% subcontracting

Trading: % of your total turnover (Finished products bought in and resold as purchased)

Suppliers	Country	Manufactured items

PRODUCTION TOOLS

Department	Model of machine	Quantity	Year of Purchase

Main material suppliers (fibers, yarns, fabrics, trims, leather, technical components...): % purchased in Europe: %

Supplier name	Purchased product	Country

SALES STRATEGY

Write the data without commas, dots and space.

Global turnover in 2021 in € €

EXPORT TURNOVER for 2021 €

EXPORT %

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				
	Poland			China				
	Portugal			Hong Kong				
	Romania			India		Other (specify countries)		
	Slovakia			Indonesia				
	Spain			Japan				
	Sweden			Korea				
Europe (outside EU)	Norway			Malaysia				
	Russia			Philippines				
	Switzerland			Singapore				
	United kingdom			Taiwan				
	Turkey					TOTAL (must be 100%)		

YOUR AGENTS

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

YOUR CURRENT CUSTOMERS

You can list some of your final customers and add «not directly invoiced» next to the customer name

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

* 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

COLLECTIONS

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

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?

What trend setters/organisations/magazines do you follow? What are your inspirations

YOUR ACTUAL MARKETS

MARKETS

- ☐ Womenswear %
- ☐ Menswear %
- ☐ Junior %
- ☐ Baby & Kids %
- ☐ Other: %

TOTAL MUST BE 100%

RANGE

- ☐ Mass Market %
- ☐ Moderate %
- ☐ Mid-range %
- ☐ Premium %
- ☐ Luxury %
- ☐ Haute Couture %
- ☐ Other: %

TOTAL MUST BE 100% %

CUT & SEW PRODUCTS

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

TOTAL MUST BE 100% %

LEATHER PRODUCTS

- ☐ Leather goods %
- ☐ Small leather goods %
- ☐ Footwear %
- ☐ Leather garments %
- ☐ Gloves %
- ☐ Others: %

TOTAL MUST BE 100% %

KNITWEAR PRODUCTS

- ☐ Cardigan %
- ☐ Coat %
- ☐ Dress %
- ☐ Jumper %
- ☐ Shawls/Scarves %
- ☐ Sweaters %
- ☐ Tops %
- ☐ Citywear %
- ☐ Casualwear %
- ☐ 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)

Minimum quantity delivered per design and delivery time

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

COMPANY STRATEGY

Participation in international trade shows (country + dates)

Membership in professional organizations

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

FASHION ECO RESPONSABILITY STRATEGY

% of your products made out with certified and/or sustainable materials: %
You can explain more in depth this information in the next question

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.)

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 Specify:

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:

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

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

PREMIÈRE VISION PRICE PACKAGE

If your application is approved, you wish to attend to the:

☐ **HYBRID SHOW** (physical & digital show)

Booth price :

Cut & Sew / Knitwear : 470€ / sqm excl. VAT

Leather : 439€ / sqm excl. VAT

Registration fees : 500€ excl. VAT**

Insurance: 29€ excl. VAT **

*** Mandatory with the reservation of a stand at Première Vision Paris.*

Including:

- fully equipped booth
- all exhibition services
- your e-shop on Première Vision Marketplace during 6 months
- integration of some of your products in the digital selection & trend forum

Which surface would you like ?

☐ 12 sqm

☐ 24 sqm

☐ 48 sqm

☐ 18 sqm

☐ 36 sqm

☐ 54 sqm

☐ **DIGITAL SHOW ONLY**

Fee: 1000€ excl. VAT

Including:

- your e-shop on Première Vision Marketplace during 6 months
- integration of some of your products in the digital selection & trend forum

2021 current prices & fees. PV Paris 2022 prices & fees to be confirmed.

Which edition would you like to join:

☐ February only

☐ July only

☐ Both

SECTOR

Première Vision Manufacturing exhibitors are placed based on their main product category.

Please select below your sector based on your main products.

Première Vision reserves the right to change your sector based on the samples received for the Selection Committee.

SECTOR	PRODUCT GROUP
<input type="checkbox"/> SUITWEAR	<input type="checkbox"/> Suit
	<input type="checkbox"/> Coat
<input type="checkbox"/> TEE'S & CO	<input type="checkbox"/> T-shirts
	<input type="checkbox"/> Sweat-shirts
	<input type="checkbox"/> Polo-shirts
<input type="checkbox"/> SPECIAL SKILLS	<input type="checkbox"/> Lingerie
	<input type="checkbox"/> Swimwear
	<input type="checkbox"/> Baby/Kids
	<input type="checkbox"/> Accessories
	<input type="checkbox"/> Sportswear

SECTOR	PRODUCT GROUP
<input type="checkbox"/> SOFTWARE	<input type="checkbox"/> Eveningwear
	<input type="checkbox"/> Cocktail wear
	<input type="checkbox"/> Citywear
	<input type="checkbox"/> Casualwear
<input type="checkbox"/> SHIRTS UP	<input type="checkbox"/> Shirts
<input type="checkbox"/> UPPER JEANSWEAR	<input type="checkbox"/> Jeanswear
<input type="checkbox"/> KNITWEAR	
	<input type="checkbox"/> Leathergoods
<input type="checkbox"/> LEATHER	<input type="checkbox"/> Shoes
	<input type="checkbox"/> Garment

Do you have an interest in other PV International exhibitions?

- | | |
|---|---|
| <input type="checkbox"/> Première Vision New York | <input type="checkbox"/> Première Vision Shenzhen |
| <input type="checkbox"/> Première Vision Sport - Portland | <input type="checkbox"/> Denim Première Vision |
| <input type="checkbox"/> Première Vision Sport - Boston | |

SAMPLES PREMIÈRE VISION MANUFACTURING

Dear Candidate,

Your samples can be returned after the committee upon request and at your own expense.
Please complete the below information if you wish your products to be returned

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.

DATE :

SIGNATURE :

LABEL FOR SENDING SAMPLES

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



COMITÉ
DE SÉLECTION

**MAISON DE LA MUTUALITÉ
PREMIÈRE VISION**
CANDIDATS PV - 7th Floor
To: Yvan DACQUAY
28 rue de Pontoise
75005 Paris - FRANCE

SERVICE CANDIDATS
MANUFACTURING



CRITERIA AND SELECTION PROCESS OF EXHIBITORS

Selection criteria

Première Vision Manufacturing is a selective trade show. Access is reserved to manufacturers, subcontractors and garment-makers, working on outsourcing in the mid to top-end apparel, household textiles and fashion accessories sectors, whose applications are accepted by the Selection Committee, which works to ensure that the show's overall product range is constantly enriched.

Fulfilling one or several of the criteria outlined below does not guarantee the acceptance of an application. Company applications are required to mention and fully comply with each point stipulated.

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

QUALITY AND CREATIVITY

Première Vision Manufacturing favours companies that offer direct and full control of their production facilities.

SERVICE QUALITY

Companies selected are required to offer services relevant to a complex, targeted and international demand: short turnaround times, low minimum orders, special developments. While these criteria may be given positive consideration in the selection process, they do not suffice for the acceptance of an application.

CAPACITY TO RESPOND TO INTERNATIONAL DEMAND

Irrespective of their country of origin, companies must be capable of providing a satisfactory response to the worldwide demand for sampling and production expressed at the show.

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 file to be accepted.

COMMERCIAL REPUTATION

Applicant companies shall not be involved in known litigation with the reputable exhibitors and/or buyers at Première Vision, in particular in the domain of counterfeiting.

Applications should, on the contrary, be supported by a portfolio of customers and suppliers which also enjoy an impeccable reputation on an international scale.

EXPERIENCE AND FINANCIAL STABILITY

Applicant companies shall demonstrate legal and operational experience of at least two years. Companies' capacities to fulfil short-term requirements will be evaluated, as well as their ability to maintain and develop their business and turnover in the mid-term. Accounting and legal documents must be supplied to the Committee.

COMPLIANCE WITH ETHICAL CRITERIA

Companies that fail to comply with the social and environmental criteria commonly accepted by major international authorities (ILO, EU, etc.) shall not be selected.

SELECTION PROCESS AND PARTICIPATION CONDITIONS:

- All exhibitors at Première Vision Manufacturing are subject to a compulsory selection process carried out by the Selection Committee. The takeover of an exhibitor company does not guarantee the selection of any of the buyer's additional business activities which have not yet been selected.
- Only those applications which Première Vision Manufacturing has judged as suitable shall be presented to the Selection Committee: duly completed applications, complying with the current selection criteria, accompanied by the appropriate supporting documents (brochures, balance sheet, etc.)
- Should changes in an exhibitor's business, financial situation and/or commercial practices mean that they no longer comply with the show's selection criteria, they may not be invited to participate in subsequent editions.
- Any change in activity, product range, financial structure or commercial practice may call into question the company's show participation. Admission and participation at the show only apply to the conditions in which the company was admitted.
- Applications rejected by the Selection Committee may be renewed for the subsequent session, provided that new elements are supplied.