

APPLICATION FILE

(CONFIDENTIAL)

PREMIEREVISION
MANUFACTURING

FILE TO BE RETURNED TO:

manufacturing@premierevision.com

SEPTEMBER 2021

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

You expressed the wish to exhibit in PREMIERE VISION PARIS show (either physically in Paris in September or digitally via the Premiere Vision Marketplace). In order to know you well and to present your candidacy to the Selection Committee, gathering suppliers and buyers 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, innovation)
- 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.

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 and garments**
- Write the price on each sample
- They must be the most representative of your know-how.

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 in consideration.

(The program used to optimize this file is acrobat 11).

The selection concerns the events and fairs organized by Première Vision Paris & Première Vision New York.

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LEGAL STRUCTURE

COMPANY NAME:

- Activity:
- | | | |
|--|---|--|
| <input type="checkbox"/> Cut / Make / Trim garment | <input type="checkbox"/> Leather goods | <input type="checkbox"/> Manufacturer |
| <input type="checkbox"/> Full Package garment | <input type="checkbox"/> Footwear | <input type="checkbox"/> Brand owner |
| <input type="checkbox"/> Flat knitting | <input type="checkbox"/> Leather garments | <input type="checkbox"/> Vertically integrated |
| | <input type="checkbox"/> Technical components for shoes | <input type="checkbox"/> Trading |

Describe in a short sentence your know-how:
.....

Address:

ZIP code:

City: Country:

Phone N°:

E-mail:

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:

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 2020 (in €):

Number of companies in the group:

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Affiliated companies (to be precised)

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

Interest in other companies (to be precised)

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

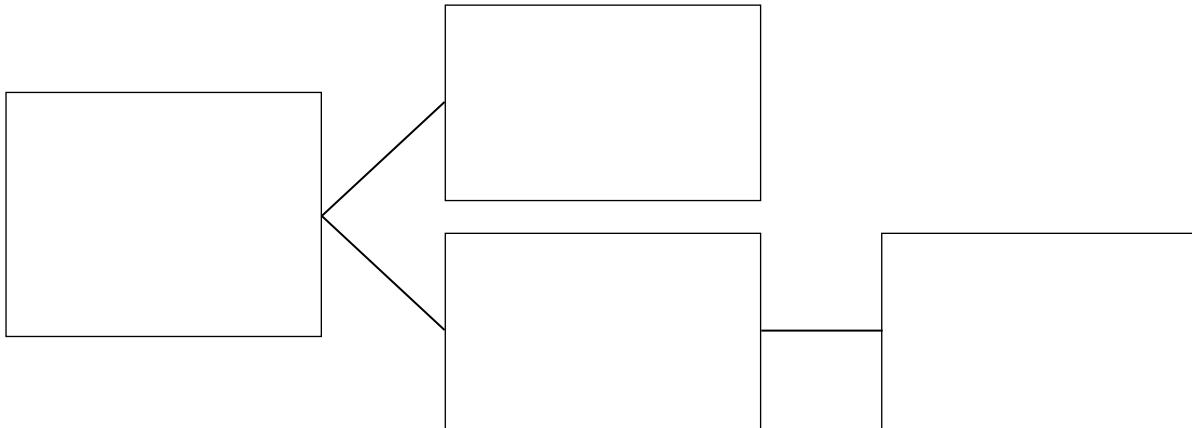
HISTORY

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

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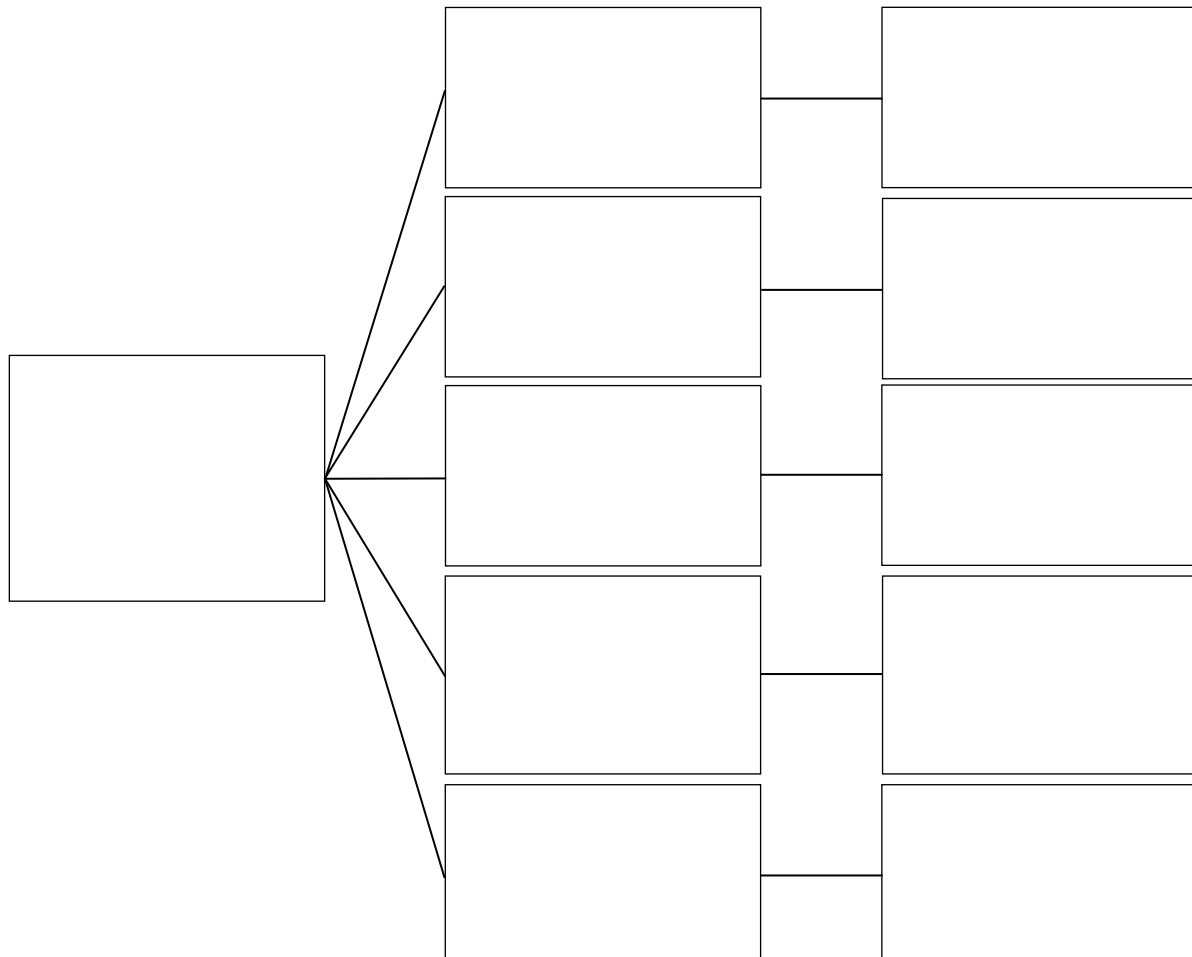
ORGANIZATION CHART

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, Sales, Marketing, Design, Quality, etc.)



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FINANCIAL INFORMATION

Please provide figures for the garment or leathersgood manufacturing only.
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 pieces	Annual production capacity (in pieces)	Average price per piece Calculated automatically, do not write yourself
2018						€/pcs
2019						€/pcs
2020						€/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.**

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PRODUCTION

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

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				

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FLAT KNITTING PRODUCTS

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

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

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LEATHER GARMENTS & 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

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PRODUCTION TOOLS

Department	Model of machine	Quantity	Year of Purchase

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

Company name	Purchase product	Country

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SALES STRATEGY

Global turnover in 2020 in € €

EXPORT TURNOVER for 2020 €

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				
	Hungary			Peru		Africa (specify countries)		
	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...)

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Your current customers

(Please provide details on your final customers, invoiced directly or not.)

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

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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?)

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% %

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Please provide the below details for your main products

Products (ex : trousers ; shirt...)	The price range (€) CM / CMT / OEM	The price range (€) for full package	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?

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FASHION ECO RESPONSABILITY STRATEGY

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:

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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
OK Biobased
- 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

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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**

Compulsory insurance: 29€ excl. VAT **

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

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

Which edition would you like to join:

February only

September only

Both

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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"/> SOFTWEAR	<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"/> LEATHER	<input type="checkbox"/> Leathergoods
	<input type="checkbox"/> Shoes
	<input type="checkbox"/> Garment

Do you have an interest in other PV International exhibitions?

Première Vision New York

Denim Première Vision

Première Vision Sport - Portland

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SAMPLES PREMIÈRE VISION MANUFACTURING

Dear Candidate,

You are going to send us your samples for Première Vision Manufacturing 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 :

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LABEL FOR SENDING SAMPLES

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

COMITÉ DE
SÉLECTION

PREMIÈREVISION
MANUFACTURING

PREMIÈRE VISION MANUFACTURING
MAISON DE LA MUTUALITÉ
28 RUE DE PONTOISE
75005 PARIS
FRANCE

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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.