

LEGAL STRUCTURE

COMPANY NAME:

Activity: Raw Hides Textile and synthetic for accessories Fur
 Finished leather Chemical products

Describe in a short sentence your collection (ex. calf skins for leathersgoods, double face for jackets & coats...):
.....

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)

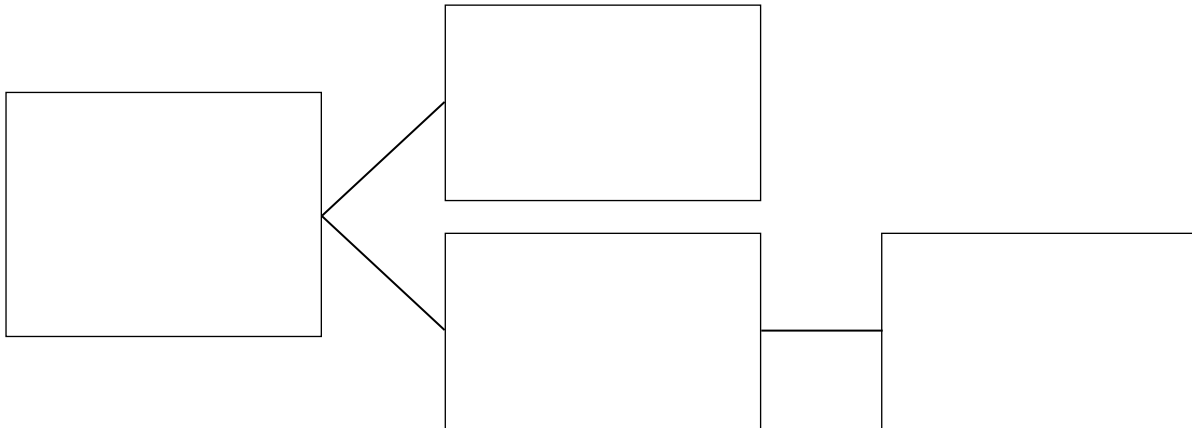
Name of affiliated	Localisation (City - Country)	Activity	% of shares held	Number of employees	Turnover 2021 (in €)

HISTORY

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

ORGANIZATION CHART

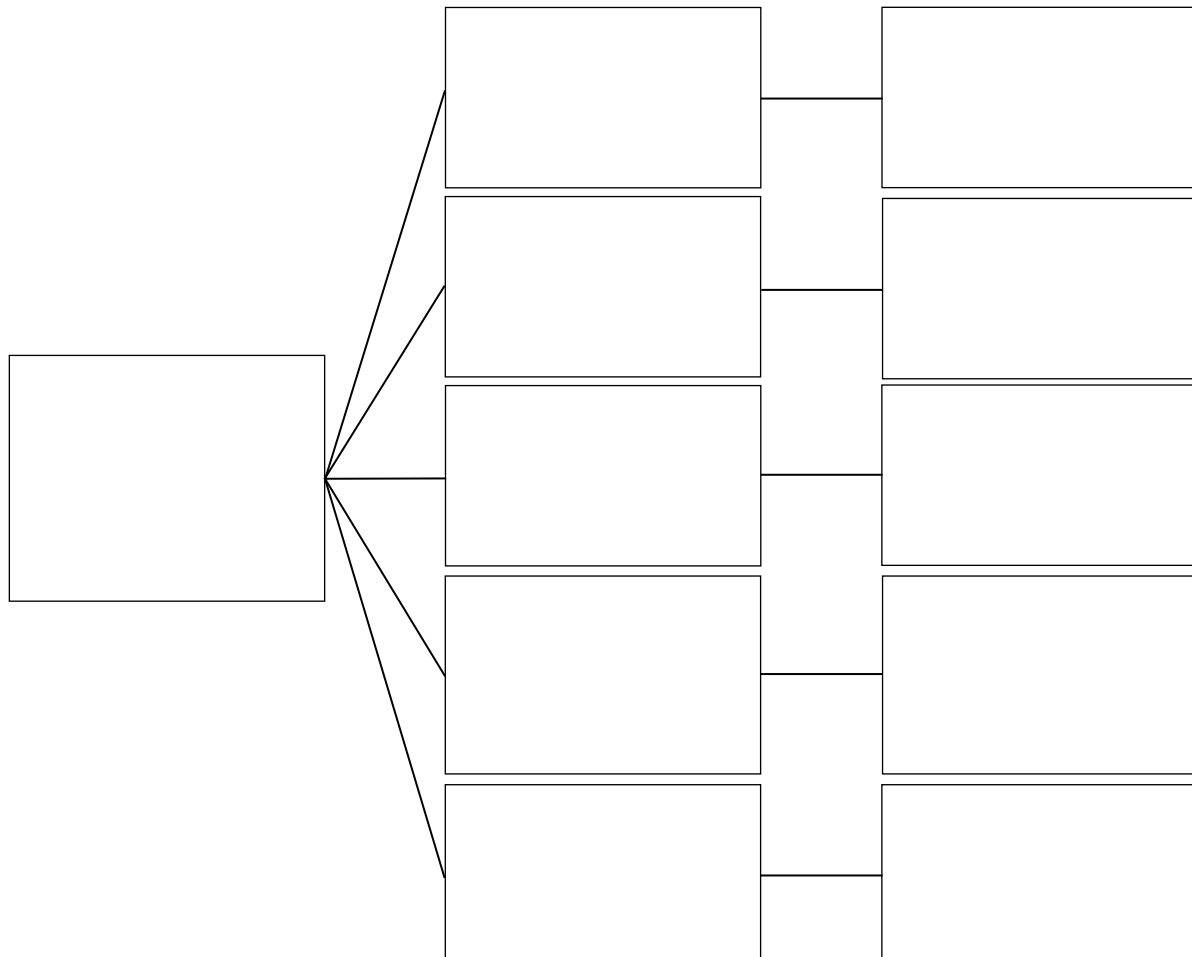
Please provide a detailed organization chart of the group with its subsidiaries if applicable



Please provide a detailed internal organization chart of the company:

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 number of skins)	Middle price <i>Calculated automatically, do not write yourself</i>
2019					€/skin
2020					€/skin
2021					€/skin

Annual production capacity (in skin number): %

A copy of your latest balance sheet and statement of profit and loss is required with your application.

PRODUCTION

Extent of integration in your tannery

Has your company integrated all tanning operations, from the raw hide to the finished leather?

Yes No

Please specify:

Funding source of your raw materials

Type of tanning	Part in % of your production	Race of the materials (lacaune lamb, Calf, deer, ...)	Country Area of origin
Raw Hides			
Pickled leather			
Wet-blue / Wet-white			
Crust			

Process Origin of your collection production	Manufactured in house in %	Subcontracted in %	Name of subcontractors	Location (City + Country)
Beamhouse				
Wet-end operations				
Re-tanning				
Dyeing				
Finishing				

Your type of tanning

- Chrome %
- Vegetable %
- Mixte %
- Synthetic %
- Total must be 100% %

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:

	Yes	No	Specify
Ethical national laws			
National social laws that guarantee good living standards and decent work conditions			

Do you have in-house specific:

	Yes	No	Specify
Ethical rules			
Social policies or initiatives that help your employees work in the best conditions			

ENVIRONMENTAL VALUES & TRANSFORMATION PROCESS

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

	Yes	No	Specify
Energy efficiency			
Water Management			
Waste Management			
Traceability			
Chemical Management & Responsible Finishing			
CO2 Management			

SUSTAINABLE PRODUCTS (for bags & shoes textile only)

Do you have in your collection RAW MATERIALS that are:

	Yes	No	Specify
Recycled			
Regenerated			
Organic			

Do you have in your collection ALTERNATIVE MATERIALS such as:

	Yes	No	Specify
Bio-based polymers			
New Yarns from optimized resources			

CERTIFICATIONS, ACCREDITATIONS, LABELS

Please send us a copy of your certifications

COMPANY:

- WRAP
- Sedex SMETA
- Amfori BSCI
- SA 8000
- UNIC Social accountability Standard
- OHSAS 18001
- ISO 26000
- ISO 14001
- ISO 50001
- ISO 9001
- EMAS
- EPV
- Origine France Garantie

LEATHER

SPECIFIC PROCESSES:

- LWG
- IVN Naturleder
- CSCB
- ICEC ECOPELLE/
ECOLEATHER UNI 11427
- ICEC - TS SC 410
- ICEC - TS PC 412
- ICEC - TS PM 414
- ICEC - TS 416
- ICEC - TS 418
- ICEC - TS 420
- ICEC - Certification
of companies' sustainability
- UNI EN 16484
- OEKO-TEX
LEATHER STANDARD

OTHER PROCESSES:

- DETOX
- REACH
- BLUESIGN
- ZDHC
- CRADLE TO CRADLE
- HIGG INDEX
- EPD
- EU ECOLABEL

PRODUCTS:

- GRS
- FSC
- PEFC
- USDA Biopreferred/
Certified Biobased Product
- WelFur
- Saga Furs

OTHER (Please specify):

SALES STRATEGY

Write the data without commas, dots and space.

Global turnover in 2021 €

EXPORT TURNOVER for 2021 €

EXPORT %

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

YOUR AGENTS

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

YOUR CURRENT CUSTOMERS

List some of your final customers and add «not directly invoiced» next to the customer name whenever applicable.

	Final customers names	Countries	% Turnover*
High range			
Middle range			
Mass distribution			
Wholesalers - Agent			

* the % of turnover generated by each market range

Total must be 100%

%

YOUR COMPETITORS

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

Name of domestic competitors	Name of international competitors

COLLECTIONS

YOUR EXPERTISE

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

YOUR DESIGN DEPARTMENT AND YOUR COLLECTIONS

How many designers do you have? How do your designers create new designs? According to the demands of your customers? Do you lead your customers with your own creations? How many designs do you create per year and per season? How many permanent designs do you have? What trend setters/organisations/magazines do you follow? What are your inspirations?

YOUR ACTUAL MARKETS

PRODUCTS

Leathergoods %
Shoes %
Apparel %
Upholstery %
Soles %
Belts and straps %
Other (Specify): %
.....
TOTAL MUST BE 100% %

MARKETS

Womenswear %
Menswear %
Junior %
Baby & Kids %
Other (Specify): %
.....
TOTAL MUST BE 100% %

RANGE

Top of the range %
Mid-market %
Mass market %

TOTAL MUST BE 100% %

Is the sampling of your products free of charge? Yes No

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.

Products	Minima for production	Price range <i>Precise if skins, sqft...</i>	Delivery time average

Quantity of production per month / Average number of skins:

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)
- E-shop / Marketplace:
- Press packs and press releases (please enclose copies of articles about your company)
- Social medias (Facebook, Twitter, Pinterest, Instagram ...)
Please specify which one:
- Other (sponsoring, patronage...)
Specify:

COMPANY STRATEGY

Participation in international trade shows (country + dates)

Membership to professional organizations

Yes No

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

PREMIÈRE VISION PRICE PACKAGE

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

HYBRID SHOW (physical & digital show)

Booth price: 465€ / sqm excl. VAT

Registration fees: 550€ excl. VAT*

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

Including:

- Fully equipped booth
- All exhibition services
- Première Vision Marketplace during 6 months
- Digital selection & trend forum

Requested stand area

- 15 sqm 18 sqm 21 sqm 24 sqm 30 sqm 36 sqm
 42 sqm 48 sqm 54 sqm 60 sqm

DIGITAL SHOW ONLY

Fees: 1000€ excl. VAT

Including:

- Première Vision Marketplace during 6 months
- Digital selection & trend forum

Do you have an interest in other PV International exhibitions?

- Première Vision New York Première Vision Shenzhen Fashion Rendez-vous Première Vision

NB: if your application is approved, you are entitled to exhibit to Première Vision Paris, Première Vision New York, Première Vision Shenzhen and Fashion Rendez-Vous.