

FOR THE OFFICE USE ID : CIAL : SECTEUR : SURFACE : DATE:

PRE-QUALIFICATION FORM

COMPANY NAME

CONTACT NAME

POSITION

ADDRESS

POST & ZIP CODE CITY

COUNTRY PHONE

E-MAIL

WEBSITE

HOW TO APPLY

Send this dully completed form along with:

- √ A product catalogue
- √ List of trade prices excluding taxes
- √ Visuals of stand projects
- √ Press release

Selection Committee:

A Selection Committee will treat your application with complete confidentiality, and decide if you will be admitted for participation, according to its orientations and available space.

Your contacts:

“MAISON” pole
Ms Fleur Vanbesien
fleur.vanbesien@safisalons.fr

“OBJET” pole
Ms Frédérique Lalanne
frederique.lalanne@safisalons.fr

“INFLUENCES” pole
Ms Sophie Sauvagnac
sophie.sauvagnac@safisalons.fr

Contact details:

SAFI – Candidate Application
Indicate contact’s name
08 rue Chaptal - CS 50028
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France
Tel. +33 (0)1 44 29 02 00

1. COMPANY INFORMATION

1.1 YOU ARE

- Agent Craftsman Creator Designer Editor Manufacturer Importer

1.2 YOUR AREA OF BUSINESS

- Furniture Lighting Fabrics Fashion Accessories
 Tableware/Kitchenware Overall decoration concepts Decorative accessories Gifts
 Fine foods Fragrances Furniture / accessories for
 Carpets High-tech products children

Please specify in a few words:

.....

1.3 WHICH OF THESE CATEGORIES BEST MATCHES YOUR COLLECTIONS

- High-end Mid-range Mass market Unique pieces Limited editions Luxury

1.4 COMPANY'S TURNOVER

Percentage of turnover in your country%

Percentage of turnover from exports:% and non EU%

Main export countries (rank in order of importance)

1/ Share in total turnover in%:

2/ Share in total turnover in%:

3/ Share in total turnover in%:

1.5 NUMBER OF EMPLOYEES

1.6 YOUR COMPANY IS THE SUBSIDIARY OF A GROUP:

- Yes No

Group Name:

Country of the group:

1.7 YOUR SUBSIDIARIES:

Country

Country

Country

1.8 YOUR FOREIGN SUBSIDIARIES:

- Yes No

If yes, in which country/countries?

2. YOUR DISTRIBUTION

ANSWERING THESE QUESTIONS WILL HELP US DEFINE THE MOST COHERENT ENVIRONMENT FOR YOUR UPCOMING EXHIBITION

2.1 SHARE OF TURNOVER

Through traditional channels% (boutiques, concept stores, department stores, etc)

From specifiers% (hospitality, contract, residential, interior designers, etc.)

2.2 YOUR CLIENTS

Retail & Department Stores:

- Retail Independent
- Retail (chain store)
- Department store
- E-commerce & mail order

Distribution:

- Import
- Wholesale
- Agent
- Buying group
- Distribution

Manufacturer & Brands:

- Manufacturer
- Craftsmanship

Product Design:

- Product Design

Architecture & Interior Design Studio:

- Architect
- Interior Design / decoration
- Landscape architect
- Urban design

Hotel trade & Restaurant:

- Boutique hotel
- Business & leisure hotel
- Resort
- Restaurant

End user:

- Property developer
- Public building

Other:

- please specify:

2.3 ARE YOU TRYING TO TARGET CLIENTS DIFFERENT FROM THE ONES YOU HAVE?

- No
- Yes - please specify your targeted clients:

.....

.....

3. YOUR SALES FORCE

3.1 YOUR COMPANY HAS AN EXPORT DEPARTMENT:

Yes No

Number of people working in this department:

YOUR COMPANY HAS A DEDICATED TEAM FOR SPECIFIERS:

Yes No

Number of people working in this department:

3.2 YOUR COMPANY HAS ITS OWN OUTLETS:

Franchises: Number of outlets: Name of the store

Of your own: Number of outlets: Name of the store

Factory outlets: Number of outlets:

3.3 SUSTAINABLE DEVELOPMENT:

Have your products been given “ecological or green” certification? Yes No

If yes, which:

3.4 DIGITAL:

Do you have your own E-shop / mail order service? Yes No

Would you like to expand it? Yes No

4. TRADE SHOWS IN WHICH YOU PARTICIPATE REGULARLY

4.1 FRENCH TRADE SHOWS / EVENTS (please specify the hall number)

- | | |
|------------------------------------------------------------|----------------------------------------------------------|
| <input type="checkbox"/> Architect@work City : | <input type="checkbox"/> Museum Expression (Paris) |
| <input type="checkbox"/> Baby Cool (Paris) | <input type="checkbox"/> Playtime (Paris) |
| <input type="checkbox"/> Batimat (Paris) | <input type="checkbox"/> Première Classe (Paris) |
| <input type="checkbox"/> Biennale de St Etienne..... | <input type="checkbox"/> PSI (Paris)..... |
| <input type="checkbox"/> Bijorhca (Paris) | <input type="checkbox"/> Puces du Design (Paris) |
| <input type="checkbox"/> Bisou (Nice) | <input type="checkbox"/> SADECC (Lyon)..... |
| <input type="checkbox"/> Designer's Days (Paris)..... | <input type="checkbox"/> SIAL (Paris)..... |
| <input type="checkbox"/> Design Parade (Hyères) | <input type="checkbox"/> SIRHA (Lyon) |
| <input type="checkbox"/> Elec (Paris) | <input type="checkbox"/> Smac (Paris) |
| <input type="checkbox"/> Equip'Hôtel (Paris) | <input type="checkbox"/> Tradexpo (Paris) |
| <input type="checkbox"/> Esprit Meuble (Paris) | <input type="checkbox"/> Tranoi (Paris)..... |
| <input type="checkbox"/> HEXAGONE City : | <input type="checkbox"/> Who's next (Paris) |
| <input type="checkbox"/> Meet my project.com (Paris) | <input type="checkbox"/> Other, please specify |
| <input type="checkbox"/> Meuropam (Lyon) | <input type="checkbox"/> No other trade show |

4.2 INTERNATIONAL TRADE SHOWS / EVENTS (please specify the hall number)

- | | |
|--------------------------------------------------------------------------|--------------------------------------------------------------------------------------|
| <input type="checkbox"/> 100% Design (London) | <input type="checkbox"/> Incontri (Milan) |
| <input type="checkbox"/> Ambiente (Frankfurt)..... | <input type="checkbox"/> Intel (Milan)..... |
| <input type="checkbox"/> Architect@work / Country | <input type="checkbox"/> International Bathroom Exhibition (Milan) |
| <input type="checkbox"/> Cersaie (Bologna)..... | <input type="checkbox"/> Interieur (Kortrijk)..... |
| <input type="checkbox"/> Deco Oh (Brussels) | <input type="checkbox"/> ISF International Spring Fair (Birmingham) |
| <input type="checkbox"/> Decorate life (Frankfurt)..... | <input type="checkbox"/> Kind + Jugend (Koln)..... |
| <input type="checkbox"/> Decorex (London) | <input type="checkbox"/> Kleine Fabriek (Amsterdam)..... |
| <input type="checkbox"/> Design Week / City: | <input type="checkbox"/> Light & Building (Frankfurt)..... |
| <input type="checkbox"/> Domotex (Hanovre) | <input type="checkbox"/> HOMI (Milan)..... |
| <input type="checkbox"/> Eurocucina (Milan)..... | <input type="checkbox"/> Las Vegas Market (USA) |
| <input type="checkbox"/> Euroluce (Italy)..... | <input type="checkbox"/> Mobel Moscow..... |
| <input type="checkbox"/> Expohogar (Barcelona) | <input type="checkbox"/> NY now! New York (USA) |
| <input type="checkbox"/> Formex (Stockholm) | <input type="checkbox"/> Pulse (London)..... |
| <input type="checkbox"/> Formland (Denmark)..... | <input type="checkbox"/> Pure (London) |
| <input type="checkbox"/> Furniture Chine (Shanghai)... | <input type="checkbox"/> Salon du Meuble de Milan – I Saloni..... |
| <input type="checkbox"/> High Point (USA)..... | <input type="checkbox"/> Salon du Meuble de Milan –OFF..... |
| <input type="checkbox"/> Ideas y Pasion (Valencia, Spain)..... | <input type="checkbox"/> Salon du meuble de Madrid - FIM..... |
| <input type="checkbox"/> I Saloni Crocus (Moscow) | <input type="checkbox"/> SLEEP (London) |
| <input type="checkbox"/> IAF International Autumn Fair (Birmingham)..... | <input type="checkbox"/> Stockholm Furniture fair..... |
| <input type="checkbox"/> ICFF (New-York) | <input type="checkbox"/> Tendence (Frankfurt) |
| <input type="checkbox"/> IFFQ (Singapore) | <input type="checkbox"/> Top Drawer (London)..... |
| <input type="checkbox"/> IMM (Koln)..... | <input type="checkbox"/> other(s):..... <input type="checkbox"/> No other trade show |

5. YOUR PARTICIPATION AT MAISON&OBJET - MANDATORY

5.1 PRODUCTS YOU WOULD LIKE TO EXHIBIT:

Describe the product offer that you would like to exhibit (attach a presentation, photos, prices of these products and application)

.....

5.2 REQUESTED SPACE (MINIMUM OF 9 SQ. M²) (MANDATORY)

BARE STAND:sqm x (Minimum : Maximum :.....)

- Do you already have a stand structure that you would like to use at MAISON&OBJET?

Yes No

If so, please send us some photos and tell us the size and height of the structure

5.3 STAND CONFIGURATION:

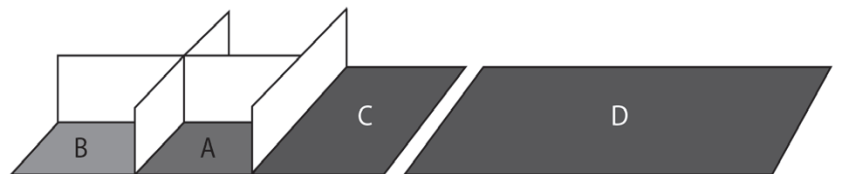
Number of open sides: A B C D

A : 1 open side

B : 2 open sides

C : 3 open sides

D : 4 open sides (island)



5.4 IS THIS PARTICIPATION PLAN PART OF A BUSINESS STRATEGY TO:

Launch your business

Launch a new range of products:

Grow your sales on the French market

Grow your export turnover

Main export target markets:

Strengthen your brand image in the press and among professionals

Launch or expand your sales into new distribution channels

If so, which

5.5 HOW LONG IS THIS PARTICIPATION PLAN INTENDED TO LAST:

6 months (1 session of MAISON&OBJET)

2 years

1 year (2 sessions of MAISON&OBJET)

Other: