

Rheingau Gourmet Festival 2018- Germany

PORTUGAL COUNTRY INVITED

March 4th Hotel Kronenschlösschen em Eltville-Hattenheim – near of Frankfurt

Data Limite de Inscrição: 22 de Maio 2017

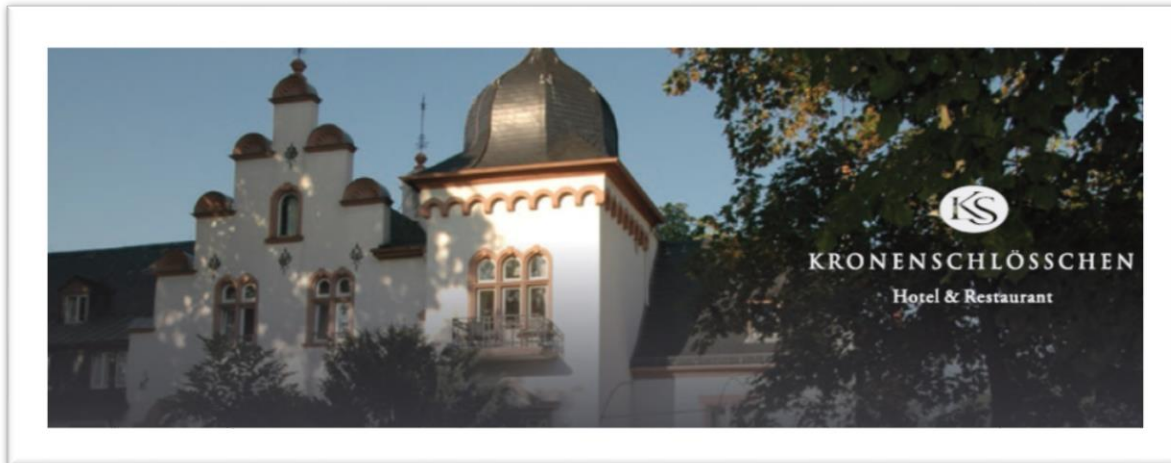
General Information

In order to strengthen Portuguese wines positioning and notoriety in the German market, ViniPortugal accepted again the invitation of the *Rheingau Gourmet Festival*, to be the guest country in 2018.

This event, is a well-established big culinary event in Germany. For 14 days world-renowned chefs present their refined culinary delights and top winemakers recommend their wines for the ideal wine pairing. Every year the festival attracts around 6,500 *gourmets* from around the world. The festival will take place at **Hotel Kronenschlösschen in Eltville-Hattenheim** (near Frankfurt) from February, 22th to March, 11th 2018.

Within the festival, on **March 4th** (from 11am to 5pm), will be organized a classical wine tasting with the restricted presence of **30 Portuguese producers (tables)** along with 30 German wine producers of this wine region. In parallel, other events related to wine, gastronomy will also take place. This event is aimed mainly at a specific, wine and food lover consumer and it will count with the participation of local Trade, Gastronomy and Media professionals- 1200 visitors in total.

This Classical wine tasting is **recommended to the Portuguese companies with distribution** in German market.



Participation Conditions

- Subject to the “General Conditions for Participation in events organized by ViniPortugal”, not relieving the reading of the document;
- Physical presence of the Producer, or its representative, required;
- Event with participation costs.

Participation Costs: March 4th

Cost per table 450€

Notes:

- **VAT at legal rate.**
- Presence Limited to 30 Portuguese Producers/tables
- This event benefits from financial support of the Internal Market.

For Economic Agents presenting **Port Wines, Madeira Wines or Azores Wines** (wine not subject to the promotion rate referred to in Decree-Law no. 94/2012 of April 20, regulated by Administrative Rule No. 426/2012 of December 28) **Adds 50% to the registration cost**, in proportion to the number of Porto, Madeira and Azores wines registered for the event. Thus, for each Port, Madeira or Azorean wine inscribed plus € **56.25€** to the cost of registration. Applying the appropriate discounts to entities with protocols signed with ViniPortugal.

Each table allows the presentation of a **maximum limit of 4 references**.

In the case of table sharing, there will be an **extra charge of € 60** per additional Economic Agent, which weight limits and wine references to be presented per table remain the same.

Payment, Financial Conditions and Penalties

- Payment with wine registration until April 21, 2017 (late payment: 25% penalty fee)
- Payments can be made by bank transfer to the IBAN: PT500033.0000.00017405837.22 or by check payable to ViniPortugal.

The AE considers itself enrolled in the event from the time of registering on the ViniPortugal platform. However, the registration is effective only for proof purposes, after payment of the first part.

Registration is not accepted after April 30, 2017, even with a penalty.

Payment, Financial Conditions and Penalties

- **1st Payment: 50%** with table and wine inscription until **May, 22th 2017** (payment after the deadline will feature a penalty of 25%);
 - **2nd Payment: the remaining 50%** until **Decembre, 31th 2017** (payment after the deadline will feature a penalty of 25%);
- Payments must be done by bank transfer to IBAN: PT50.0033.0000.45326908938.05 or by Check payable to ViniPortugal.

The EA is considered subscribed at the event from the moment of registration on the platform at ViniPortugal. But the **registration will only be finalized after the first payment**. In case of sharing of stand, the inscription is effective only for the purposes of allocation of space, at the time of full payment of the first installment, regardless of the number of economic agents. We won't accept registrations after **March 31th 2017**, even with penalty.

Cancellation of registration

The cancellation of registration of an EA, on its own initiative, shall be permitted during the period of registration. This cancellation will only entitle the refund of the registration fee if ViniPortugal is able to cancel all the commitments already made with its suppliers in the context of that registration. Otherwise, the cancellation of the reservation will be made without the right to refund the registration fee.

After the registration period, ViniPortugal reserves the right not to make any return of the registration fee. In cases where the invoice has not yet been settled, ViniPortugal reserves the right not to issue a credit note on the invoice, maintaining the amount due.

Parallel Events exclusive for registered agents on this event:

All producers who wish to participate in parallel events, have to register by completing the attached table and send an email to ines.pinto@viniportugal.pt and sara.leitao@viniportugal.pt until **May 22th**, with wine information and with wines available for these activities. The Selection of wine for each lunch / dinner will be the Chef's responsibility, respecting the diversity of criteria imposed by ViniPortugal and will subsequently communicated to the AE indicating the time (lunch or dinner) in which they will participate.

These events **have no additional costs** for the producer, 120-140 participants are expected and require sending of wines that can vary between 18-24 bottles per reference and the **physical presence of the representative of the company** in these lunches / dinner.

TABLE:

Wine name	Year	Region/Denomination

Services Included in the Participation Cost

- Wines and promotional materials transportation from Portugal to the event venue, according to the following limits:
 - 40Kg per table**
 - 4 references per table.
- Exposure of a selection of wines in the seminars designed for professionals, according to the speaker’s selection. The wine transportation for the seminars is not part of the 40Kg limitation for the event.
- General services in the “General Participation Conditions in ViniPortugal Events”;

**The in compliance of the limits written above, implies a payment of the extra weight directly to the transport agency by the producer (value to be defined afterwards);

In the cases where the EA sends his wines to the transport company in more than one company name, administrative costs will be charged for each additional company name;

In the case of extra non predicted costumes taxes, are applied to fortified ViniPortugal will **invoice each producer afterwards** for the extra values in the correct amount.

Participation Steps

- **Step 1:** Registration on the online platform and send of the 50% payment proof until May 22nd 2017 to: saf@viniportugal.pt. If the payment is made by check, please send it to ViniPortugal, to “Serviços Administrativos e Financeiros”;
- **Step 2:** ViniPortugal will confirm the registration;
- **Step 3:** Sending of the remaining payment until **December 31th 2017** to: saf@viniportugal.pt. In case of payment by check, send to ViniPortugal, to “Serviços Administrativos e Financeiros”;
- **Step 4:** Send wine and merchandising to the transport company in date and time to be confirmed afterwards;
- **Step 5:** Inform ViniPortugal through ines.pinto@viniportugal.pt of the effective date of the wine delivery on the shipper.

Space Allocation Criteria

The online registration is not a guarantee of space/table allocation. In case of overbooking, and if the requirements are fulfilled above and there are no debts due and not settled, priority will be given to EA by the following order:

- Highest number of participations in ViniPortugal events in German, in 2016;
- Highest number of participations in ViniPortugal events all over the world in 2016;

Given that the history is calculated on the basis of a weighted average (50% - 50%) between number of participations and total invested

For Additional Information:

Event: Inês Pinto | ines.pinto@viniportugal.pt | +351 21 356 98 98 Sara Leitão| sara.leitao@viniportugal.pt +351 967871663

Invoice: Luís Franco | luisfranco@viniportugal.pt | +351 21 356 98 90