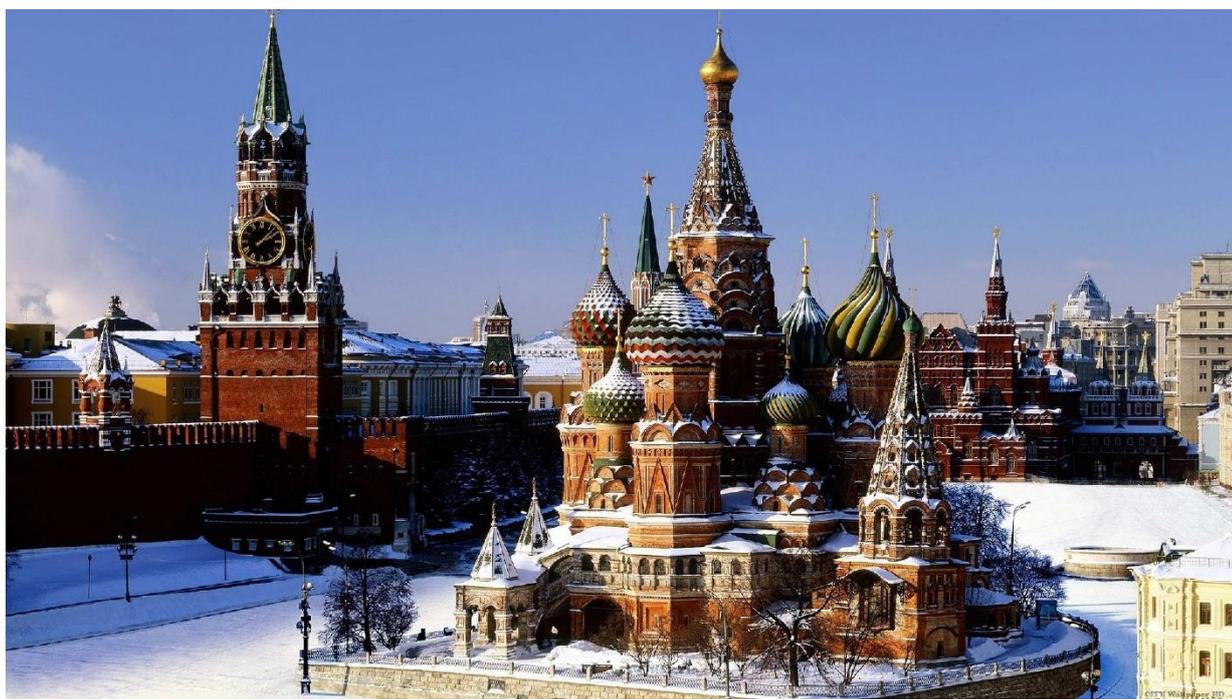


RUSSIA FIND IMPORTERS DAY



Registration Deadline: August, 29th 2017

General Information

In compliance with the 2017 promotion plan and with the objective of expanding Portuguese wine imports in Russia, ViniPortugal will host an importer's trip to Portugal for 12 importers that cover different Russian regions, with the purpose of widening Portuguese wine portfolio. Then all registered AEs will have the opportunity this week to be visited on their property by one of two groups of 6 importers and one journalist. The trip will happen from October 15th to 21th 2017.

ViniPortugal invites all Economical Agents to sign up as soon as possible!

Importers List (updating)

We will have in this tour the following 12 importers (more info soon):

1. ROUST

<http://roust.com/>

Yulia Achmiz



"Founded in 1992 Roust is a group of consumer- focused companies with market-leading brands in Russia, Ukraine, Poland, Italy and Hungary and a presence in more than 80 markets around the world.

Today Roust portfolio is presented by famous international alcohol brands: own brands, such as Vodka (Russian Standard, Zubrowka, Green Mark, Parliament etc), Italian brand Gancia (sparkling wine & vermouths). Also Roust is a leading distributor of premium spirits brands in Russia – Remy & Cointreau, Jagermeister, Sierra, De Kuyper.

Wine portfolio of Roust is presented by Chilean wine producer Concha y Toro, Californian producer Gallo Family and popular French wine house J.P. Chenet."

2. Vintage-M Ltd

<http://www.vintage.ru/>



Svetlana Arsenashvili – Business Development Director

"VINTAGE-M" started its activities in 2002 and during this time held a firm place in the Russian market, having collected more than 500 names of rare wines and exclusive alcohol of the highest quality at reasonable prices: from France, Italy, Spain, Portugal, Scotland and even Cuba.

The perfect quality level and attractive prices of the whole range of our products are provided with the following factors:

- Selection of line items for our collection is done by experts of the VINTAGE-M company by summarizing the opinions of leading world wine critics such as: WineSpectator, R.Parker, Decanter, etc. and own experience of tastings together with our partners wine-makers, sommeliers and clients.
- We work only with the small family wineries making wines in limited amount only from they own grapes.
- We buy wines directly from producers, without intermediaries.
- The professional level of our team provide the best delivery and storage conditions in our warehouse.

We create the most favorable conditions for our clients: top restaurants, wine boutiques and grocery shops all across the Russia, as far as private clients and corporate customers with a world reputation. At our customers' requests we are making wine charts, tastings and presentations.

We invite you to cooperation and look forward to maintaining a good and reliable partnership in nearest future.

3. MARINE EXPRESS

<http://marexwine.ru/en>



Mr. Andrei Filinkov - Category Manager

“Marine Express” is one of the Russian leading importers and distributors of wine and liquors. We also were one of the first who offered wines imported from the countries outside former Soviet Union by prices affordable to wide consumer. That step allowed us to take up larger market share and shortly claim to be an important player in this market.

- Currently we're N 3 in volume of imported sparkling wines according to customs statistics.
- Our distribution covers all Russian regions and goes through all distributional channels: clientele numbers over 400 customers in more than 60 cities.
- Among the clients there are chain retailers, restaurants and hotels, catering and wholesale companies.
- Our assortment has wide diversity: from entry level products to fine wines, unique blends and even rarities.

4. MBG

<http://mbg-wine.ru>



Ms. Evgenia Brednikova – Brand Manager

It all began in 1995, when one of the first wine boutiques in Russia called "Intendant" opened on Kutuzov Avenue in Moscow, which has been offering its customers the best wines and strong alcoholic drinks from the main wine-growing regions of the world for 20 years. It was with the boutique "Quartermaster", whose name was given to the oldest in Bordeaux wine store "L'INTENDANT", the history of the MBG Company began.

20 years for the history of modern Russia - a whole era. The era of active development and development of business. The time when the country was actively developing restaurant and club business, retail and distribution. IBG responded quickly to the needs of the market, having traveled for these years from a small wine boutique to a professional trading company,

one of the top three importers of alcoholic beverages.

5. RUSIMPORT

<http://www.rusimport.ru>



Mrs. Evgeniya Brednikova - senior product manager

Natalia is a senior product manager at Rusimport of one of the biggest and oldest importer in Russia.

Rusimport has been on the Russian market for 20+ years. The company is headquartered in Moscow but has 30+ branches throughout Russia. Rusimport is currently working with all trade channels. Natalia has been with Rusimport since 2006. She has a strong knowledge of wines and 10+ years of experience.

6. NORDEX

Mr. Mikhail Alifanov - Profile: development director

NORDEX is a wine importer and distributor, founded in 1998 and based in St. Petersburg, Russia. Annual sales: ~10 mln. litres

Customers: retail chains, regional distributors. Permanent participant of the salons wine VINEXPO, ProWein, Vinitaly, Fenavin, etc.

Organized wine events: the wine salon of the Nordex 2017 St. Petersburg Gala dinner with Baron Philippe de Rothschild at the Grand Hotel Europe St. Petersburg, etc. with the participation of Christian Bodies, the chef of the train "Orient Express".



Note: The information of the remaining guests will be sent as soon as possible, with the total number of guests being 12 importers + 2 journalists.

Details for the Trip to Portugal:

The trip will feature 5 working days and it will be organized in the following way:

Day 1 | October, 16th | Monday

Local Hotel Intercontinental, Porto

9:30am- Importers arrival
10:00am- 12:00pm- Masterclass about portuguese wines (exclusively for importers)
12:00pm – 14:00pm- Lunch (Open to participation of producers registered in the program *)
14:00pm- 16:00pm- Tastings and 1-2-1 meetings**
16:00pm -16:30pm- Coffee break
16:30pm – 18:30pm- Tastings and 1-2-1 meetings**
18:30pm -19:30pm- Workshop - "How to be successful in the Russian market: Importer's perspective" (Open to participation of producers registered in the program)

*price €25/per person. Registration directly on the platform when registering for the event.

**tasting with the first group of wineries. Each registered producer participates in only one day of tastings. A maximum of 5 references / table will be allowed by producer.

Day 2 | October, 17th | Tuesday

Local Hotel Intercontinental, Porto

10:00am – 12:00pm- Tastings and 1-2-1 meetings**
12:00pm -14:00pm- Lunch (Open to participation of producers registered in the program *)
14:00pm – 16:00pm- Tastings and 1-2-1 meetings**
16:00pm -17:00pm Workshop - "How to be successful in the Russian market: Importer's perspective" (Open to participation of producers registered in the program)
20:00pm-22:00pm- Dinner at one of the producers registered in the program.

*price €25/per person. Registration directly on the platform when registering for the event.

**tasting with the first group of wineries. Each registered producer participates in only one day of tastings. A maximum of 5 references / table will be allowed by producer.

Day 3/4/5 | October, 18th/19th/20th | Wednesday to Friday

Visit to producers registered in the program ***

Importers will be divided into 2 groups of 6. All registered producers will receive the visit of one of these groups on their property according to the itinerary that will be provided. During this visit you will be able to present your project and present the most extensive range of your portfolio (max. 5 wines).

10:00am – 12:00pm - Visit 1
13:00pm -16:00pm - Visit 2 w/ Lunch
18:00pm – 21:00pm - Visit 3 w/ Dinner

*** ViniPortugal reserves the right to propose a different place of visit to the producer if its property is in a location that is difficult to reach or that is impossible to reconcile with the rest of the itinerary.

Participation Costs:

Participation Costs: 790€* + VAT

***For EAs that present Port wines, Madeira Wines or Azores Wines** (wine that is not subject to promotional tax - D.L. nº94/2012 of 20 of April, regulated by ordinance nº 426/2012 of 28th of December) **increases 33% to the base cost of registration, in the proportion of the number of Port wines, Madeira Wines or Azores wines signed up for the event.** This means that, for each Port, Madeira or Azores wine registered, there's an extra participation cost of **26€ + VAT** to the registration base cost.

Per table it's allowed to present up to 10 SKUS (5 wines for 1-2-1 meetings and other 5 for the property visit), if this limit is exceeded a surcharge of **79€ per still wine** and **105€ for Port Wine, Madeira Wine and Azores will be charged.**

Participation Conditions:

- Subject to the "[General Participation Conditions in ViniPortugal Events](#)", not sparing document reading;
- The event requires the physical presence of the EA; (at least 30min earlier)
- Each EA during the tasting and the one to one meeting is allowed to present a maximum of 5 wines;
- All the producers must present their project in a short text (maximum 150 words) in English, in the respective field of the application form;
- All registrants should upload on the platform the technical sheets in English of the 5 wines they will present;
- Program financed by the OCM program.

Wines Eligibility Criteria

- Registered wines must respect Viniportugal events participation general conditions, must be DO, IG wines or with grape indication or the year, and predominantly native grapes varieties;
- All styles of wine can be registered, from still to fortified, however, the portfolio submitted must always contain still wines and reasonable quantities available for sale in 2017.

Payment, Financial Conditions and Penalties

- 50% of the payment with the registration until **April, 7th 2017**;
- 50% of the payment with the registration until **May, 31th 2017**;
- The payment after deadline has a **penalty of 10%** on the cost of participation;
- Payments may be made by bank transfer to the **IBAN PT50.0033.0000.45277716746.05** or by check to the order of ViniPortugal.

Participation Steps

- **Step 1:** Online registration in the digital platform;
- **Step 2 :** Sending of the 50% payment proof until **April, 7th 2017** to saf@viniportugal.pt. In case of payment via check send to ViniPortugal to the care of "Serviços Administrativos e Financeiros";
- **Step 3:** ViniPortugal will confirm participation in the event.

Space allocation

The registration **it's not guarantee** of space/table/participation allocation. In case of registrations exceed the available space, as long as in compliance with the above requirements and if there is no overdue debts or not settled invoices, will be given priority to EAs by the following order:

- Participation record in Viniportugal events in the World last year.
Considering that participation record is calculated based on the weighted average (50% - 50%) between the number of participations and total investment.

Clarifications

Event: Cátia Moura | +351 961 376 124 | catia.moura@viniportugal.pt

Registrations: Miguel Vicente | +351 213 569 895 | miguel.vicente@viniportugal.pt

Invoicing: Luís Franco | +351 213 569 890 | luis.franco@viniportugal.pt