



WINES OF PORTUGAL - VINWORLD
1ºEDITION AT BERLIN - November 11st - 12nd,
2017



REGISTRATION DEADLINE: July 16th, 2017

General information

In keeping with the 2017 Promotion Plan and aiming to identify new business opportunities for economic agents and to strengthen relationships with professionals and consumers, ViniPortugal will participate in the 1st edition of the event organized by VINUM magazine in Berlin - **VINWORLD 2017**.

VinWorld is an international event that aims to bring together all the world of wine in the same space. The whole event is developed around the countries represented by its producers giving the motto to the seminars and the tasted wines, so that they present the most prestigious wine regions. This event takes place for the first time in Berlin between 11 and 12 November 2017 at Palazzo Italia, one of the most prestigious venues in the German capital.

The aim of VinWorld's participation is to affirm Portugal as one of the most important producers of world wines among the consumers of Berlin, the capital of innovation in Germany and the city that marks the trends. In this first edition it was possible to guarantee a good presence of Portugal and an important position in terms of visibility.

VINWORLD will also include 2 seminars on Portugal, which will be conducted by speakers of international renown and where all companies will have the opportunity to present their wines.

Participation in the VINWORLD event in the city of Berlin will be limited to 15 producers. Maximum of 8 references per table.

We are counting on your presence!

Terms of Participation

- Registration open to all Economic Agents;
- Events require physical presence of the Economic Agent or company representative;
- Subject to the "General Conditions of Participation in Viniportugal Events", without dismissing the reading of the document.
- Program financed under the Internal Market program

Costs of Participation

- Cost per table: 635 € * + VAT at the legal rate in force (maximum 8 wines per table)

* For Economic Agents presenting Port or Madeira Wines or Wines of the Azores (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) will be add 50% to the cost of registration in the domestic market, in proportion to the number of Porto, Madeira and Azores wines registered for the event. Thus, for each wine of Porto or Madeira or the Azores added € 39.7 is 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 8 references, if this limit is exceeded, a surcharge of € 250 will be charged for additional reference.

In the case of table sharing there will be an extra fee of € 60 per additional Economic Agent, and the weight limits and wine references to be presented per table will be maintained.

Payment, Financial Conditions and Penalties

- **1st Payment:** 50% with table and wine registration until **July 16th, 2017** (late payment: 25% penalty fee)
- **2nd Payment:** 50% remaining until **September 30th, 2017** (late payment: 25% penalty fee)
- Payments can be made by bank transfer to the IBAN: PT50.0033.0000.45326908938.05 or by check to the order of ViniPortugal.

The AE considers itself enrolled in the event from the moment of registration on the ViniPortugal platform. However, registration is only effective for the purposes of allocation of space, after payment of the first payment. In case of stand sharing, registration is only effective for the purpose of allocating space, when full payment of the first part, regardless of the number of economic agents. No registration is accepted after August 30th, 2017, even with a penalty.

Cancellation of Registration

The cancellation of the registration of an Economic Agent, by its initiative, is allowed during the period of inscriptions. 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 generated has not yet been settled, ViniPortugal reserves the right not to issue a credit note on the invoice generated, maintaining the amount due.

Services Included in Cost of Participation

The Economic Agents will benefit from:

- Transportation of wines and promotional material from Portugal to the venue, according to the following limits:
 - Or 60 kg per table **;
 - 8 References per table.
- Exhibition of at least 1 wine in one of the 2 seminars, from a selection of the speaker. The transport of wine for seminars does not count towards the maximum weight limit to be carried for the event.
- General services described in the "General Conditions of Participation in Viniportugal Events".

** Failure to comply with the limits described above will result in payment of the extra kilos. In case the Economic Agent sends his wines to the carrier on behalf of more than one company, administrative costs will be charged for each additional company. In the event that charges for fortified wine are charged or unanticipated customs duties are levied, ViniPortugal will invoice each additional Economic Agent for the additional amounts in due proportion.

Stages for Participation

- **Step 1:** Online registration on the digital platform and sending a proof of 50% payment, by **July 16th**, 2017 to the email: saf@viniportugal.pt. In case of payment by check, send to ViniPortugal to the care of "Administrative and Financial Services";
- **Step 2:** ViniPortugal sends confirmation of registration;
- **Step 3:** Send proof of the remaining payment, until **September 30th**, 2017 to the email: saf@viniportugal.pt. In case of payment by check, send to ViniPortugal to the care of "Administrative and Financial Services";
- **Step 4:** Send the boxes with wine and promotional material to the carrier at a date and place to be communicated later.
- **Step 5:** Inform ViniPortugal via e-mail ines.pinto@viniportugal.pt of the actual delivery date of the wines on the transportation company.

Criteria for Admissibility of Wines for Events in the Internal Market

Under the terms of the WPT regulation, only DOC, PGI or Wine wines (with no DOC or IG) are allowed in this event, provided they are *Casta e Ano* type or as long as the bottling company is ISO 9001 certified, and can only be dispatched and Present in the events held in the Internal Market wines that comply with this regulation.

Space Affectation Criteria

Registration is not an automatic guarantee of space allocation / table / participation. In the event of overruns, and provided that they meet the above requirements and there are no debts due and not settled, priority will be given to the Economic Agents in the following order:

- With the highest historical participation in ViniPortugal events in Germany in calendar year 2016;
- With the highest historical participation in ViniPortugal events in the world in calendar year 2016,

The history is calculated on the basis of a weighted average (50% - 50%) between number of shares and total investment. "

Clarifications:

Event: Inês Pinto | ines.pinto@viniportugal.pt e Sara Leitão | sara.leitao@viniportugal.pt

Financial Area: Luís Franco | saf@viniportugal.pt