



PARIS

10 - 12 FEB. 2020

An abstract graphic featuring thick, flowing brushstrokes in shades of gold, orange, and red, creating a sense of movement and elegance. The strokes are layered and curved, filling the background of the lower half of the page.

PRESS KIT

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VINEXPO.COM | THE WORLD OF WINE & SPIRITS



VINEXPO

PARIS

10 - 12 FEB. 2020

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#VinexpoParis #BeSpirits #WOW

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vinexpo.com

EDITORIAL

BY RODOLPHE LAMEYSE

CEO OF VINEXPO

The first edition of Vinexpo in Paris, the iconic capital of gourmet cuisine and tourism, will be inaugurated on the 10th of February 2020. In the heart of Europe, the choice of the City of Light reflects our commitment to combine prestige and rationality during an event bringing together all the French regions and some twenty countries. The Vinexpo group is now positioning itself in Paris thanks to a new business event with global reach.

We have chosen to hold VINEXPO PARIS with WINE PARIS to allow buyers to optimise their business potential and to discover a broad offer representing French and international terroirs. This is the first concrete expression of our proposed alliance with Comexposium announced last month. Our objective is to become the leading global organiser of events dedicated to wines and spirits, welcoming over 78,000 visitors from 140 countries each year, in addition to 5,900 exhibitors. Through our alliance with Comexposium, we will bring together our respective expertise, footholds and know-how, a major step forward to serve the growth of the industry and provide support to its stakeholders throughout the year and across the globe.

For the first joint edition in Paris, the quality of the exhibitors and visitors expected shows the appeal of our events and of the services they offer. With Vinexpo Paris, we continue to assert the heritage of the Vinexpo brand and its global footprint in the wines and spirits sector.



A KEY PLAYER FOR THE WINE INDUSTRY

Thanks to **40 years of experience** in understanding the market and creating a broad network of influent distributors, Vinexpo is an **internationally reputed** brand in the wine and spirits sector, which establishes it as a major business event bringing together vineyards from all over the world.

As a genuine meeting point for producers and buyers of wines and spirits, Vinexpo connects a great number of stakeholders in the vine-growing and winemaking industry to **promote sales and stimulate markets**.

It is the only independent international event dedicated to wines and spirits covering the three main continents where they are enjoyed. Vinexpo is present in five cities throughout the world (Bordeaux, Hong Kong, New York, Shanghai and now Paris), in addition to an event organised in different locations, Vinexpo Explorer.

VINEXPO PARIS, A FIRST

From the **10th to the 12th of February 2020, the Paris-Versailles Exhibition Centre** will become the “world epicentre of wines and spirits”. To cater to market expectations and make the most of growth opportunities envisaged for the world wines and spirits market, Vinexpo will establish a **new international landmark** in Paris.

The city was not chosen by chance. As the international capital of gourmet cuisine and the world's leading tourism destination, Paris offers a wide range of hotel and transport services which make it easily accessible for buyers from all over the world...

... and as a **European capital**, Paris is a strategic gateway to the European market and a key crossroads for exchanges and promotion of all the French and international regions and terroirs.

By participating in Vinexpo Paris at the beginning of this year, professionals and businesses will optimise their sales potential on a key date for buyers, allowing them to taste the latest vintage.

The first edition of the Vinexpo Paris event will have the honour of being placed under the **High Patronage of Mr Emmanuel MACRON**, President of the French Republic, as was the case for the latest edition of the Bordeaux event. This recognition justifies the ambition of Vinexpo to establish France as a major player on the world map.

The French government has identified business events as opportunities to promote the appeal of France as a destination. The economic impact of the business events industry is estimated at 7.5 billion Euros. The new event organised in Paris will contribute to the economic vitality of the country.

In an increasingly demanding global context, with 12.2 billion Euros in export turnover in 2018, France is the leading exporter of wines and wine spirits in value. This represents over 2 billion bottles exported to over 200 countries.

With over 11.5 billion Euros, the wine and spirits sector is the second contributor to the French trade balance, and the leading agribusiness contributor.

AN INTERNATIONAL EVENT

Vinexpo Paris 2020 offers many highlights and theme events organised in situ. Together, Vinexpo Paris and Wine Paris welcome:

- Some 30,000 national and international visitors with very diverse profiles: importers, wine shops, restaurant owners and hotel managers, sommeliers, central purchasing entities, wine merchants, specialised distributors and wholesalers, sales representatives...
- 2,800 exhibitors from all over the world, including 35% international exhibitors. It represents a genuine national recognition with all the French regions in the spotlight, but also an international focus with 20 countries representing 60 winegrowing regions throughout the world (including South Africa, Spain, Georgia, Poland, Portugal, Argentina, Guatemala, Chile, Germany, Italy, the United States, Canada, Lebanon...)

ONE-TO-WINE MEETINGS, A TOOL TO SCHEDULE VINEXPO MEETINGS

Vinexpo is again organising the One-to-Wine Meetings initiated in 2017. This platform allows exhibitors and visitors to contact each other by scheduling their meetings before the fair.

The principle is simple: before the exhibition, visitors indicate their needs in terms of products (category, price range, etc.) as well as their availability and the exhibition teams send them appointment suggestions. Once they have confirmed their appointments, visitors receive a personalised schedule.

ABSOLUTE MUSTS AND NEW CONCEPTS

With a focus on a new form of business, the event will make several essential spaces available, each with their own identity and organisation.



WOW!: A SPACE DEDICATED TO ORGANIC & BIODYNAMIC WINES

Hall 7.2

In light of the increasing importance of organic products, Vinexpo launched the **WOW! World of Organic Wines** “event within the event” in 2017. It is increasingly successful from one edition to the next.

Bringing together some **110 producers** of labelled biodynamic or organic wines, **WOW!** represents a genuine lever for wineries seeking to develop their business and reputation on the international scene.

At the WOW! space, visitors will discover wines from different countries in the world: Lebanon, South Africa, Chile, Italy, Spain and Germany, along with a broad range of French wines.





BE SPIRITS

By Vinexpo

NEW ! BE SPIRITS

Hall 7.2

Vinexpo Paris will devote an event entirely to spirits and mixology, with a totally innovative concept: Be Spirits. This show within the show, created to cater to the expectations of major global importers and distributors in addition to the European hotel and catering industry, will be organised around a space dedicated to spirits at the heart of the fair. The hub will be the Infinite Bar, welcoming 20 mixologists from leading Paris bars, with cocktails taking centre stage.

Be Spirits brings together all the professionals in the industry: importers, distributors, key buyers, prescribers, major e-commerce players, travel retail, restaurant chains, duty free, etc.

A hundred-odd brands will be present for the first edition of the event, showcasing spirits from the United Kingdom, Tibet, Canada, Portugal, Italy, Spain, the United States, Belgium, Germany, Poland, Guatemala, the Dominican Republic, Mexico and France, with a very complementary offer (Cognac, gin, vodka, whisky, liqueurs, rum, mezcal...).

Visitors will discover new spirits, complete their offer, taste amazing cocktails at the Infinite Bar and perfect their knowledge during many masterclasses and conferences moderated by leading European experts.

Focus on two not-to-be-missed highlights of Be Spirits: the “**Be Mixology**” and “**Be Brand**” cycles of conferences, masterclasses and tastings.

BE MIXOLOGY

Market trends and major challenges

Monday 10 February, 15:30 - 16:30

An opportunity to review major current and future trends in the world spirits market.

Speaker: Alexandre Vingtier, internationally renowned spirits expert.

Bar identity

Tuesday 11 February, 14:00 - 15:00

There are more and more cocktail bars and bar identity is becoming a real criterion for choice. How do brands hold their own and to what extent does the notion of identity apply?

Speakers: Be Dandy Agency, specialist in luxury and corporate brand strategy and design / **Mido Yah**i, bartender and owner of Café Moderne in Paris, winner of the World Class Competition in France in 2014.

No/Low trend

Tuesday 11 February, 15:30 - 16:30

Deep-rooted trend or niche market, what are the reasons for the success of no/low alcohol beverages?

Speakers: Artonic, French Cognac firm / **Dan Gasper**, founder of the Distill Ventures investment fund and international consultant.

Glassware & servicing rituals, the secrets of the consumer experience

Wednesday 12 February, 15:30 - 16:30

How do bars immerse us in a unique consumer experience around cocktails and fooding?

Speaker: Christopher Gaglione, Bar Manager at the Solera bar in Paris.

BE BRAND

Craft: brand ethics and engagement

Monday 10 February, 17:00 - 18:00

Environmental concerns have an impact on the spirits industry and represent a genuine challenge for brands who want to endure through time. What commitments can spirits brands make?

Speakers: Paul Bungener, international ambassador for Fair, a fair-trade spirits brand / **Domaine des Hautes Glaces**, French organic whisky brand / **Stauning**, Danish spirits brand.

Forgotten liqueurs and vintage spirits

Tuesday 11 February, 11:30 - 12:30

Why have we forgotten these old alcohols and how are they now back in the cocktail spotlight?

Speakers: Marlene Staiger & Camille Hedin, founders of French liqueur brand H. Theoria / **Jean-Pierre Cointreau**, owner of the family-owned group Vedrenne, consisting of French distilleries and liquoristeries.

Gin, behind the scenes of a white spirit that features on every cocktail list

Tuesday 11 February, 17:00 - 18:00

Gin was popular in the 1950s and 60s and is now back with a vengeance in cocktail bars and wine shops. Pre-empted by James Bond and widely appreciated in the United States, gin is also encountering great success in Europe, where consumption figures have increased significantly.

Speakers: **Serge Bouchard**, co-owner of Distillerie du Fjord / **Jean-François Rheault**, Manager of Distillerie du Quai / **Jean-Sébastien Robicquet**, owner of Maison Villevert (G'Vine) / **Paul Thirion**, co-founder of Erika Gin.

From the distillery to the customised product

Wednesday 12 February, 14:00 - 15:00

France has a long distillation tradition, the number of distilleries keeps growing and it seems easy today to create a brand. To what extent are customised products contributing to the development of spirits brands?

Speakers: **Mathieu Sabbagh**, CEO of Alambic Bourguignon / **Nicolas Julhès**, whisky expert and founder of Distillerie de Paris.



THE INFINITE BAR OR “THE LONGEST COCKTAIL BAR IN THE WORLD”

Hall 7.2

To facilitate discussions among all the different players in the spirits ecosystem, this original concept will place 20 spirits brands in the spotlight, with a bar spanning a length of 50 metres. Each brand will have a section of the bar available, in partnership with a Parisian hotel or bar and moderated by its mixologist.

The Infinite Bar offers a great opportunity for brands, whether they are already well-known or still expanding, to promote their products in an exceptional setting...

... and will offer visitors an immersive experience that they can continue in the evening thanks to the partner bars.



L'AVENUE

PARIS

THE PREMIUM BRANDS AVENUE

Hall 7.1

Vinexpo is launching *L'Avenue*, a totally novel concept presenting eight major wine and spirits brands wishing to stand out in an elegant Parisian setting. Brands are presented like window displays of prestigious Parisian boutiques, with a décor in the Haussmann style offering participants a new upscale experience.

List of the brands present on the Avenue:

DVINI	FRANCE	FH 52
ARAEX	SPAIN	HJ 49
BOISSET FGV	FRANCE	F 47
CHAMPAGNE DEUTZ & DELAS FRERES	FRANCE	FH 48
CHAMPAGNE NICOLAS FEUILLATTE	FRANCE	HJ 53
GRUPO PEÑAFLO	ARGENTINA	D 46
LES DOMAINES PAUL MAS	SPAIN	F 51
MARQUES DE CACERES	FRANCE	D 50



ACADEMY

— 10-12 FEB. 2020

PARIS

VINEXPO ACADEMY

“A platform where wine professionals meet and exchange views”

The purpose of **Vinexpo Academy** is to offer visitors top-level **training courses** in the area of wines and spirits. Professionals and businesses can benefit from unique learning opportunities and acquire **new skills** thanks to a **comprehensive programme** including a panel of **tastings, conferences** and **masterclasses** moderated by Masters of Wine, the Best Sommeliers of the World (Association de la Sommellerie Internationale) and great names in wines and spirits.

This opportunity to share and exchange knowledge and views also favours networking among passionate professionals.

Three major conferences will take place on Monday February 10th (Hall 7.2, room 4):

- 10:00 - 11:30 - IWSR **conference** on global trends in the wines and spirits market
- 12:00 - 13:30 - conference on **E-commerce** challenges: how to sell wine Direct To Consumers (DTC)
- 14:30 - 16:00 - conference on **Brexit**: what changes does it implies for businesses in 2020 and beyond?

DISCOVER THE HIGHLIGHTS OF THE VINEXPO ACADEMY PROGRAMME

Discover the diversity of Austrian Wines

Monday 10 February 10:00 - 11:30 / Hall 7.2, room 1

Moderated by **Mark Almert**, Best Sommelier of the World 2019 (ASI), Head Sommelier at Baur au Lac & Baur au Lac Vins

One might characterise Austrian wines on a global scale as discreet yet exceptional. No mass production, only rare creations. Austrian wine is deemed to be one of the remarkable phenomena in the world of wine. It is paired with fine foods, appreciated by connoisseurs and lauded by critics. The expression “Austrian wine miracle” is now well known throughout the world. But what makes Austrian wine so different? In fact, the explanations are multifactorial and justified, all contributing to the exceptional enhancement of the quality of these wines, particularly in the last two decades.

Tasting of Médoc Crus Bourgeois

Monday 10 February 10:00 - 17:30 / Hall 7.2, room 3

Moderated by **Olivier Cuvelier**, President of Crus Bourgeois du Médoc

Tasting of many Crus Bourgeois du Médoc with different vintages proposed (2016 for all crus, along with a choice of 2015 or 2017). Crus Bourgeois du Médoc are red wines crafted on the left bank of Bordeaux, including wines from the 7 prestigious Médoc appellations: Médoc, Haut-Médoc, Listrac-Médoc, Moulis-en-Médoc, Margaux, Pauillac & Saint-Estèphe. This is the last tasting in France before the Classification of Crus Bourgeois du Médoc is published.

Brandy, far-reaching changes for iconic spirits!

Monday 10 February 11:45 - 12:30 & Wednesday 12 February 10:00 - 10:45 / Hall 7.2, Be Spirits space

Moderated by **Christine Schaad**, Master Blender - **Eymeric Bernard**, Managing Director at Lucien Bernard & cie

Often seen as the little brother of Cognac, brandy is today in the spotlight, like many “forgotten” alcohols returning to the world stage and targeting a new clientele eager to discover something different. The objective of the masterclass is to allow participants to (re)discover a category often not well understood by professionals, brandy.

The category has adapted to new trends, premiumisation and the “cocktail culture” by offering an extraordinary diversity of products: unaged brandy, wood-matured brandy, old brandy, mixology or tasting brandies...

Oltrepò Pavese: the latest emerging vineyard for bubbles in Italy

Monday 10 February 16:00 - 17:30 / Hall 7.2, room 1

Moderated by **Lorenzo Ruggieri**, International Editor of the Gambero Rosso guide

This masterclass organised by The Vini Oltrepò Pavese and Gambero Rosso Consortium will highlight 10 of the greatest pinot noir cuvees crafted in the province of Pavia. The region produces an exemplary spumante style characterised by high acidity, intensity and structure. Each year, the number of award-winning wines in Vini d'Italia increases thanks to many young winemakers in the region who set increasingly high standards in terms of quality. In total, 3,000 hectares of pinot noir are cultivated, making Oltrepò the leading production area for this varietal in Italy, and the third-ranked in Europe.

Tre Bicchieri live from Paris

Tuesday 11 February 14:00 - 18:00 / Hall 7.2, room 3

The highest distinction in the Vini d'Italia guide has become a global reference for wine buyers and collectors. Gambero Rosso is proud to present the first Tre Bicchieri event in Paris, offering a broad selection of cuvees selected in the framework of Vini d'Italia 2020. The Tre Bicchieri world tour is reserved for cellars awarded the highest distinction in the guide. No other Italian wine event implements such a selective selection filter, guaranteeing premium quality. The tasting will provide a unique opportunity to taste the first vintages live from the producers. This huge portfolio of indigenous varietals will cover the entire country, from Trentino Alto-Adige to the southernmost tip of Sicily.

Purchasing or selling a vineyard

Tuesday 11 February 10:00 - 11:30 / Hall 7.2, room 4

Moderated by **David Lawton**, Invest-Bordeaux Mergers and Acquisitions - **Philippe Bonnin**, Ulysse Law Firm specialised in wine - Claude Gaudin, Vitigestion Propriétés Viticoles - Céline BAILLET, Inlex Consultancy in Industrial Property - Pierre de BOUSSAC, Chartered Accountant at Cabinet Acthéos

In a single conference, a group of wine experts will explain how to invest (directly or through a GFV winemaking entity) in a winery, manage it or convey it (sale, succession, donation...). What is the value of a vineyard and its inventory? Who can invest? How much should you invest? How can you secure your investments financially and legally? How can investors benefit from investment aid? How can the value of your brands be enhanced? How can you optimise conveyancing of a vineyard?

“Mass retail: Trends and consumers, what are the innovative initiatives in supermarkets?”

Tuesday 11 February 12:00 – 13:30 / Hall 7.2, room 4

Moderated by **Olivier Dauvers**, Editions Dauvers, expert in mass retail - **Eric Marzec**, IRI unit Manager - **Frédéric Guyard**, Senior Editor at Rayon Boissons - Xavier Leclerc, Purchaser at Auchan

During this session moderated by Olivier Dauvers, four mass retailing professionals and key experts in wines and spirits will exchange views on wine trends, decoding consumer behaviour and supermarket responses.

- Eric Marzec, unit manager at IRI, will provide figures explaining the reasons for the decline of wines and spirits in mass retail.
- Olivier Dauvers, from Editions Dauvers, will decode consumer behaviour and present the initiatives of 10 inspiring supermarkets on their wine shelves.
- Frédéric Guyard, senior editor at Rayon Boissons and Xavier Leclerc, wine purchaser for Auchan, will bring their expert views and experience.

An ideal opportunity for buyers in the wine and spirits sector in mass retail to exchange views with experts.

Who are the Médoc Crus Bourgeois?

Tuesday 11 February 14:30 - 16:30 / Hall 7.2, room 4

Moderated by **Olivier Cuvelier**, President of Crus Bourgeois du Médoc

A masterclass to find out everything you need to know about this family of growths which will publish its Classification on the 20th of February 2020. Crus Bourgeois will reveal the wineries classified as “Cru Bourgeois”, “Cru Bourgeois Supérieur” and “Cru Bourgeois Exceptionnel” for the next five years. The wines are tasted at a blind tasting by an independent body and comply with Specifications and a Verification Plan.

Coravin tasting challenge: “Dare to compare”

Tuesday 11 February 16:00 - 17:30 / Hall 7.2, room 1

Moderated by **Greg Lambrecht**, inventor of Coravin & Member of the Board of Directors

During this challenge, two series of five glasses of two different wines will be served. The objective will be to test the Coravin system by detecting the difference between a bottle from which wine was poured using Coravin a few months before and a control sample.

Wine shops: What levers should be activated to boost turnover?

Tuesday 11 February 17:00 - 18:00 / Hall 7.2, room 4

Moderated by **Cyril Coniglio**, professional cellarman at “Rhône Magnum” and best cellarman in France 2018

Tastings or sales by the glass? What are the advantages and constraints (regulations and licences)? Organic wines and environmental labels: Taking trends and consumer behaviours into account, how can we adapt to these new demands? Advising customers on food and wine pairings: The role of the wine shop as a major asset for business and customer relationship benefits.

FEVS Press Conference: Report on French wine and spirits exports in 2019

Wednesday 12 February 10:00 - 11:30 / Hall 7.2, room 1

Moderated by **Antoine LECCIA**, President of FEVS

Presentation of the results of French wine and spirits exports. The Federation of Wine and Spirits Exporters will discuss the main trends observed in 2019, present the breakdown in volume and in value of exported products, the market ranking and future prospects.

By registration: contact@nathaliecosta.com

Caviar Battle Pairing

Wednesday 12 February 13:00 - 14:30 / Hall 7.2, room 1

Sturia CEO **Laurent Dulau** will moderate this unique event, with the participation of **Markus Del Monego** - Best Sommelier of the World 1998 - **Piotr Pietras**, 6th Best Sommelier of the World 2019

In cooperation with ASI, Association de la Sommellerie Internationale, three of the best sommeliers of the world, Raimonds Tomsons, Piotr Pietras and Markus del Monego each selected exceptional wines that will serve as the ideal accompaniment for the most luxurious of foods: caviar! Which of these sommeliers will find the perfect match? They will be ranked by tasting two "haute couture" caviars: the Vintage and Oscietra caviars and three exceptional wines selected by our speakers.

The Vinexpo Challenge

Wednesday 12 February 10:00 - 11:30 / Hall 7.2, room 4

Moderated by **Marc Almert**, Best Sommelier of the World 2019

The Vinexpo Challenge was created in 2015 and is now organised during each edition of Vinexpo, in cooperation with the ASI - Association de la Sommellerie Internationale. The contest provides an opportunity for professionals to test their skills by means of a blind tasting of 10 exceptional wines produced by exhibiting winemakers. The winner will receive a prestigious prize.

MOËT HENNESSY AT VINEXPO: SHARING, ENGAGING WITH AND UNITING AROUND LIVING SOILS

Hall 7.1, Stand AC42

Moët Hennessy takes part in Vinexpo Paris with an agora dedicated to sustainable issues. These three days of discussions and conversations between experts aim to paint a picture of current winegrowing models, accelerate the ecological transition in the industry and brainstorm together on how to build a sustainable future that's respectful of the environment. This exhibition is also an opportunity for Moët Hennessy to present its commitment to Living Soils.

"We wanted to share our experience and our approach and organize expert forums on key topics surrounding sustainable winemaking during this new edition of Vinexpo, the event where the winemaking world comes together. We're opening our doors to industry fellows and all those who wish to take part in creating an increasingly sustainable viticulture."
comments Philippe Schaus, CEO of Moët Hennessy.

THE LEADING RESPONSIBLE FORUM ON VINE, WINE AND SPIRITS ENVIRONMENTAL CHALLENGES

Moët Hennessy has invited a community of experts: vineyard directors, researchers, sommeliers, spokespeople from international institutions, NGOs, and young companies specializing in technology and sustainability. Each panel is comprised of experts from Moët Hennessy's Maisons and specialists from around the globe. They will take turns addressing the current state of soils and biodiversity, exposing their theories and advances, and will share their solutions regarding current production models to accelerate the ecological transition.

The format of these discussions is voluntarily open and dynamic: a series of conversations lasting thirty minutes followed by a ten-minute Q&A session with the public. This program will be punctuated with moments of sharing, in the form of tastings and masterclasses around products of Moët Hennessy Maisons.

THE COMMITMENT OF MOËT HENNESSY: LIVING SOILS

During Vinexpo, Moët Hennessy will present its approach and the actions that have been undertaken these past years: significant investments in equipment respectful of the environment, training in new technologies for winegrowers and farmers, assistance in acquiring sustainable winegrowing certifications, as well as supporting scientific and university projects to share and disseminate knowledge. Moët Hennessy will also announce its commitments for the future. Hence, it's under the designation "Living Soils" that Moët Hennessy aims to unite its communities across the world and develop its social responsibility program.

IN TUNE WITH THE NEW GENERATION

Because they are the actors of the future, Moët Hennessy is inviting members of the next generation to these discussions. On the last day of Vinexpo, a conversation on the future of winegrowing with Philippe Schaus, CEO of Moët Hennessy, will be devoted to them. This debate will be followed by workshops on the future of gastronomy and wines in 2050, with the exceptional participation of Alain Ducasse and led by the Institute for Desirable Futures. Indeed, professions within the gastronomy industry are increasingly attracting young talents from across the world and in France, whose prestige in this area is undisputed. For this reason, Moët Hennessy has decided to bring together leadership and millennials of its various Maisons, Grand Chefs, students from Sciences Po and the Ferrandi school of culinary arts and hospitality. Together, they will reflect on the future of sustainable gastronomy and deliver their conclusions.

AO YUN • ARDBEG • BELVEDERE • CAPE MENTELLE
CHANDON • CHÂTEAU D'ESCLANS • CHÂTEAU DU GALOUPET
CHEVAL DES ANDES • CLOS19 • CLOUDY BAY
DOM PÉRIGNON • GLENMORANGIE • HENNESSY
KRUG • MERCIER • MOËT & CHANDON • NEWTON
NUMANTHIA • RUINART • TERRAZAS DE LOS ANDES
VEUVE CLICQUOT • VOLCÁN DE MI TIERRA • WOODINVILLE

Moët Hennessy

OUR PARTNERS

OFFICIAL PARTNERS

AIRFRANCE 



A DHL company
GORI
Wine and spirits logistics



INDUSTRY PARTNERS



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AIR FRANCE

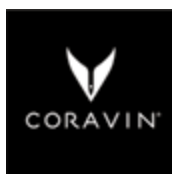
Air France is regularly awarded for the quality of its wines selection and particularly in 2019 for the best champagne served in the La Première cabin. Every year, Air France offers its customers 800,000 bottles of wine in La Première and Business cabins and 750,000 bottles of champagne, including in the Economy cabin. All the wines and spirits, in all travel cabins, are selected by our expert Paolo Basso, taking into account the constraints linked to the specific environment of air transport.



CAISSE D'EPARGNE

CAISSE D'EPARGNE

After Bordeaux in 2019, Paris in 2020! For the second year in a row, the Caisses d'Epargne, regional banks, are partners of Vinexpo. By being alongside key players in the wine and spirits industry, the Caisses d'Epargne show their willingness to support the development of these companies which embody more than anything the diversity of our territories in France and abroad. This will be an opportunity for our advisers dedicated to the viticulture market to share their expertise and answer questions from visiting winemakers and/or exhibitors.



CORAVIN

Coravin's mission is to change the way the world drink wine. For hundreds of years wine lovers have been constrained by the way wine is sold to them - they purchase by the bottle and drink by the glass. With Coravin, they are able to break free from those constraints and drink any wine, in any amount – without pulling the cork. Wine lovers worldwide now have the freedom to enjoy a glass of wine without worrying about finishing the bottle.

A DHL company



Wine and spirits logistics

GORI

GORI, your logistics specialist, 100% dedicated to wines and spirits, is your partner in all your overseas projects. Within DHL group, GORI is the specialized branch for Wines and Spirits. As a multimodal freight forwarder, we have worked for more than 30 years, on exports and imports, by air or by sea. Our strength: our teams, through our own international network. We are present in the most significant producing and importing countries, and also in new emerging markets. Our solutions: warehousing & logistics operations, full containers, consolidations and LCL.



GUALACLOSURES

International leader in aluminum closures, Guala Closures Group sells more than 15 billion closures per year in 100 countries. The Italian manufacturer presents a wide range of caps, from safety to luxury closures for spirits, wine, olive oil and water. Thanks to its 5 R&D centers, Guala Closures offers exclusive technological solutions, such as connected closures, and works on the development of sustainable products and processes. Present on five continents, the company adapts to the specific needs of its customers thanks to its 29 factories and local commercial, service and assistance networks.



JD.COM

JD.com is a leading technology driven e-commerce company and retail infrastructure service provider in China. Its cutting-edge retail infrastructure enables consumers to buy whatever they want, whenever and wherever they want it. The company has opened its technology and infrastructure to partners, brands and other sectors, as part of its Retail as a Service offering to help drive productivity and innovation across a range of industries. JD.com is the largest retailer in China, a member of the NASDAQ100 and a Fortune Global 500 company.



WSET

The Wine & Spirit Education Trust (WSET), the leading global provider of wine and spirit qualifications, is delighted to be one of Vinexpo Paris 2020's industry partners. WSET's team of experts will deliver an exciting programme of educational wine and spirits conference and masterclass sessions throughout the show including Making Great Wine in Cool Climates, Around the World in 5 Whiskies and Get to Grips with Sake. All events will take place in the WSET Academy Room, PAV 7.2 - ROOM 2.



IWSR

The IWSR is the leading source of data and intelligence on the alcoholic beverage market. The IWSR's database, essential to the industry, quantifies the global market of wine, spirits, beer, cider and mixed drinks by volume and value in 157 countries, and provides insight into short- and long-term trends, including five-year volume and value forecasts. Our analysts travel the world in order to meet over 1,600 local professionals to capture market trends and the 'why' behind the numbers.



THE ASI

The ASI represents 61 national sommelier associations around the world and works to promote the profession of sommelier across the five continents through annual international competitions, certification exams and activities designed to make this great profession known to the general public. The ASI also brings together all wine enthusiasts, so the basis for our partnership with Vinexpo is self-evident. After all, aren't sommeliers the natural ambassadors of winegrowers?



KEDGE BUSINESS SCHOOL

With a presence at the heart of the various bodies of the wine-producing industry, relaying information and influence, KEDGE Wine & Spirits Academy aims to train and of supporting changes in the industry by offering help in decision making, by developing local & international projects to provide economic support to stakeholders. Our expertise is available through different programs: MSc Wine & Spirits Management, Worldsom - Sommelier Expert, Caves and MSc Wine & Hospitality with EHL.



PULLTEX

Pulltex, World Reference has more than 20 years of experience manufacturing corkscrews and accessories for professionals and wine lovers. In just a few years, Pulltex has become the leader for double lever corkscrews. At the cutting edge of innovation, Pulltex has also developed a revolutionary anti-oxidation stopper. Today, Pulltex offers a full range of customizable products for unblocking, corking, serving and preserving wine. In the framework of an established partnership since 2016, Pulltex is « Official Supplier » of Vinexpo.



RIEDEL

The Austrian family-owned Riedel crystal factory is the world leader in oenological glasses. A true pioneer, Claus Riedel discovered in the 1950s that the same wine could express very different characteristics depending on the container used, both on the nose and in the mouth. He was thus the first to create glasses on the basis of only sensory and taste considerations, through a meticulous work of comparative tastings. His son Georg and grandson Maximilian continue today this research for the grape varietal specific glasses, through numerous workshops across the world.



ABATILLES

Abatilles natural mineral water has been drawn every day since 1925 from a spring 472 meters (1,549 feet) deep, located a few kilometers outside Bordeaux on Arcachon Bay, a magnificent haven, where the sea, sand and pine forest meet. Because of the unique depth from which it comes, this water contains zero nitrates and has a low mineral content. Its subtle taste and fine bubbles enable wines and food to express their full flavors, making it a true grand cru water, ideal for chefs and devoted foodies.



VINTEC

Vintec is a leading global specialist and expert brand in climate-controlled wine cabinets, trusted by Professionals and Consumers alike. Vintec wine cellars are designed to recreate the ideal storage conditions found in the best natural underground cellars – to protect, store, serve and display wines at their best. Vintec products are now available across Asia-Pacific, Europe and NA for Professionals and Consumers. Vintec is proud to partner with Vinexpo and to be the official wine storage partner and supplier for its exhibitions in Bordeaux, Paris, Hong Kong and Shanghai.



STURIA

Pioneer in sturgeon breeding, Sturia is the first producer of caviar in France and puts special emphasis on the respect of its fishes, environment and consumers. Sturia offers natural caviar produced in Aquitaine using traditional methods. Both subtle and powerful, a perfect balance that enhances the full expression of hazelnut and iodized flavors that are features of Caviar d'Aquitaine. As a farmer, producer, selector and refiner, Sturia offers a large range of taste from the specie to the maturation. Each consumer will find the caviar to suite their own taste.



DESTINATION GRAND COMPTOIR

Since 20 years, "Destination Grand Comptoir" has been a main actor in the Organic World. Coffees, Teas, Infusions, Canned Sugars & Cocoa. From Sourcing to Blends, Toasting to Packaging, we manage all step by step. "From the Earth to Your Mugs", for your greatest pleasure. Artisan, our Coffees are Toasted Slowly, at Low Temperature, to Preserve their Perfumes & Aromas. Healthy, Good, and Organic "Made in France".

PRACTICAL INFORMATION

DATES: Monday 10 to Wednesday 12 February 2020.

OPENING HOURS: Open to visitors from 9:00 am to 7:00 pm (the exhibition will exceptionally close at 5:00 pm on Wednesday 12 February).

VENUE: Paris Convention Centre - Halls 7.1 and 7.2 - Paris Expo Porte de Versailles.

PRICE: 40 EUR online and at the entrances.

Visitors will have a badge providing access to both events (Vinexpo Paris and Wine Paris).

For more information, see vinexpoparis.com

UPCOMING VINEXPO EVENTS

NEW YORK	2 - 3 MARCH 2020
HONG KONG	26 - 28 MAY 2020
SHANGHAI	21 - 23 OCT. 2020
PARIS	15 - 17 FEB. 2021
BORDEAUX	1 - 4 JUNE 2021

ABOUT VINEXPO

In an initiative spearheaded by the Bordeaux-Gironde Chamber of Commerce and Industry, VINEXPO came into being in 1981 and today is the leading events organiser in the wine and spirits sector. In 39 years, Vinexpo has gained a unique understanding of the market and gathered a huge global network of influential distributors. The brand now organises events in five cities worldwide (Bordeaux, Hong Kong, New York, Shanghai and Paris), in addition to a roadshow, Vinexpo Explorer. Every year, the group also publishes one of the most exhaustive market studies on global wine and spirits consumption: the Vinexpo/IWSR report.



Vinexpo has obtained ISO 20121 certification. Vinexpo runs a CSR (Corporate Social Responsibility) initiative through a number of measures aimed at reducing its environmental impact and optimising local, social and economic benefits. Vinexpo is demonstrating its commitment to group-wide performance by ensuring its business is managed in compliance with ISO 20121 certification on “Event sustainability management systems”.



vinexpo.com