

# Fair Regulations

(last update 09/06/22)

At the time of writing these fair regulations, we are unable to foresee any possible health restrictions that may be put in place in connection with a pandemic or health problem (e.g. the fight against Covid-19), and which would lead us to modify our offer to exhibitors. Should these restrictions be put in place, Sudvinbio pledges to inform the exhibitors registered for the 2023 fair as soon as possible. Each exhibitor pledges to respect the sanitary restrictions that would be imposed.

**Millésime BIO 2023 will be held in two stages in January 2023: a digital session followed by the physical fair at the Montpellier Exhibition Center, France.**

For the digital session, one stand equals one company.

For the physical fair, three types of stands are possible depending on the status of the company, with one or more companies per stand.

See articles 5 and 6.

**The term "fair" refers to the two events combined: the digital session and the physical trade fair.**

## 1 – Organiser

Millésime BIO is a trade fair organised by SudVinBio.

## 2 – Dates, times and location of the fair

Digital session :

From Monday 23 January 2023 – 8:00 am to Tuesday 24 January 2023 – 6:00 pm

Unlimited online access 24 hours a day

Physical fair :

The 30<sup>th</sup> Millésime BIO will be held at the Montpellier Exhibition Centre, Route de la Foire, 34470 Pérols, France, on 30& 31 January and 1<sup>st</sup> february 2023. The opening hours for visitors are as follows:

Monday 30 january 2023                    from 10:00 am to 7:00 pm

Tuesday 31 january 2023                from 9:00 am to 7:00 pm

Wednesday 1st february 2023        from 9:00 am to 5:00 pm

## 3 – Sanctions for not respecting the fair regulations

Any case of not respecting the fair regulations could lead to a penalty determined by SudVinBio: the exhibitor may be excluded from the fair immediately or for a period of one to four year years ,warned, or being required to pay a settlement fee. The exclusion of a winery or a company leads to the exclusion of all companies belonging to the same owner or group.

## 4 – Compliance of wines displayed at the fair

**The exhibitor pledges not to show wines in the process of conversion towards organic certification, or conventional wines, even in unopened bottles for presentation or in photos.**

Exhibitors must have in their possession the organic certificates for all products and vintages presented (certificates already transmitted in the registration procedure, see article 6).

Older vintages before the final organic certification of the exhibitor, and any other product missing on the certificates on the opening day of the fair, can in no case be displayed, neither for tasting nor for decoration, or included in the list of products. Blended wines from old vintages (e.g. solera method) and not certified organic, are also excluded from the fair.

Winegrowers, whose wines have just been certified organic for the first time for the current vintage, not having been able to have their final certificate in time, must have in their possession their certificates of the 3 years of conversion. These certificates must also be deposited beforehand on MyVITIBIO.

All presented wines must be on the certificate of the company holding the stand (except for agents or brokers who must provide the wine certificates of the wineries they represent).

Controls are carried out at the fair by an official certifying body, in partnership with SudVinBio. **Whatever the container (bottles of any size, bag-in-box etc.), the presentation of in-conversion or conventional wines (in the products list, for tasting or decoration, in photos, open or unopened container) leads to sanctions (see article 3).**

The displayed products must bear a label with required information on organic production methods (current EU organic regulations specifying the compulsory indications and the use of the European organic logo).

In the event of provisional labels being used (e.g. new label in progress or vat sample), these must show the category of the wine (which must correspond to the exhibitor's organic certificate) the name of the wine, the name of the bottler, a reference to organic certification, the name/code of the certification control body, the volume in centilitres and the alcohol content.

## 5 – Admission

The following may exhibit: individuals and/or companies producing, making, packaging and/or marketing wines made from organically grown grapes and organic wines (wording allowed from the 2012 harvest).

The following

may be exhibited: wines certified as organic in accordance with the currently applicable European regulation on the production and labelling of organic products.

Flavoured drinks made from organic wine, beer, cider, spirits and any other organic alcoholic beverage are also allowed to be exhibited, provided they are certified organic in accordance with the currently applicable EU Organic Production and Labelling Regulation.

Organic non-alcoholic beverages are a possible addition to the range that can also be exhibited as long as they do not represent more than 20% of the references presented on the stand.

At the physical fair, exhibitors registered as producers only and with a mixed range of wine and other organic alcoholic beverages may choose to register in the "wine" exhibition area or in the "other organic alcoholic beverages" exhibition area.

Wineries/companies participating regularly and exclusively in Millésime BIO (exclusivity on the dates and during the opening hours of the fair) are given priority by SudVinBio.

For the digital session, the fee is a single flat rate regardless of the company's status, with only one company possible on the stand. In terms of registration procedure, the requirements are identical to those for the physical fair.

An exhibitor registered for both versions of the fair must be registered for both under the same company name. If the exhibitor is registered on a shared stand at the physical fair, he has a stand in his name only at the digital session.

At the physical fair, all the stands are identical regardless of the type of stand (Individual Winegrower, Shared or Collective) but the rate varies according to the status of the company:

Exhibitor in the wine exhibition area:

A winegrower (without a wine merchant activity) can register

- Either for an "individual" stand (only one winegrower on the stand)

- Or on a "shared" stand (maximum of 2 winegrowers on the stand)  
A winegrower with a wine merchant activity or a wine cooperative or a wine merchant company or an agent or a wine broker or a certified winegrowers' association (a photocopy of the statutes of the association/company may be requested by Sudvinbio) can only register for a Collective stand.

A Collective stand can only accommodate one company/association.

Exhibitor in the other organic alcoholic beverages exhibition area :

For an exhibitor presenting mainly other alcoholic beverages, a single rate is applied regardless of the type of the company. The stand can also be shared with another other organic alcoholic beverages exhibitor at a preferential rate (rate available on MyVITIBIO).

For each request for stand reservation, before beginning the registration procedure and invoicing, Sudvinbio systematically checks the status of the company and reserves the right to modify the type of stand requested if the status of the company requires it.

Different company statuses at the Millésime BIO fair :

A **Winegrower** is a company producing only its own wine from its own grapes. The exhibitor will not be allowed to display any wine from a wine merchant activity. If the exhibitor makes and/or markets wine with grapes that are not produced by their own producing company, they are not eligible for a Winegrower stand. They must instead register for a Collective wine merchant stand. Particular case: if they wish to exhibit with a trading company, marketing only the wines made by their own producing company, they can go on with their registration as a Winegrower and upload all the documents that will allow Sudvinbio to examine their case.

**French winegrower-merchants**, whose commercial activities exclusively concern the sale and marketing of wines from grapes produced on their own estate(s), must provide the harvest declaration from their estate(s) and their merchant production declaration (SV12 for France). These documents will enable us to determine the applicable stand rate (Winegrower or Collective). If the merchant activities exclusively concern the estates for which the exhibitor is the owner, the "Winegrower" rate may be applied (only one name may be displayed on the stand, unless the exhibitor books an additional presentation - see article 9). If this is not the case (trading activity outside the company), the "Collective" rate must be applied.

**Wine merchants** from any country who sell in bulk and/or package wines made from organically grown grapes / organic wines must be controlled and certified in compliance, or equivalent, with the currently applicable European regulations for organic products by an official control body which is duly approved by the authorities, and so for all of the wines and vintages presented.

**Agents and brokers** from any country selling wines made from organically grown grapes / organic wines already bottled by a winegrower must provide a certificate of compliance or equivalence with the currently applicable European regulations for organic products for each wine and vintage presented.

Only wines certified as complying with or equivalent to the European Organic Regulation may be exhibited.

Also accepted: wines which are certified in accordance with the USDA's (United States Department of Agriculture) National Organic Program (NOP), section 205 of chapter 7 of the Code of Federal Regulations, in all certification categories: "100% organic", "organic" or "made with organic grapes" .

Important reminder: organic products which are sold in the EU zone need to be certified in compliance with the current organic European regulation.

References to the current European organic regulation:

European Parliament and Council regulation (EU) 2018/848 of 30 May 2018 on the production and labelling

of organic products, repealing regulation (EC) 834/2007 and which comes into effect on 1 January 2022.

For mandatory labelling information, refer to articles 32 et 33.

## 6 – Application for registration

Registration for the fair can only be done online on the MyVITIBIO exhibitor portal: <https://account.sudvinbio.com/>.

If you are unable to register online, please contact Sudvinbio.

The deadline for application on MyVITIBIO is **31 July 2022**.

**However, as the number of places for the physical fair is limited, Sudvinbio reserves the right to close registrations before this date and to open a waiting list.**

When applying for registration on MyVitibio (<https://account.sudvinbio.com/>), three options are available:

- Option P: Physical fair only
- Option D: Digital session only
- Option M: Mixed formula (physical fair + digital session)

The rates for each option are available when you apply online on MyVitibio.

The exhibitor must submit a **complete application form** for Sudvinbio to proceed with the study of the file and the invoicing. To do so, all exhibitors must:

a. Submit on MyVITIBIO their certificate of compliance with organic production methods with a validity date mandatorily covering the dates of the fair. If the exhibitor wishes to present previous wines and vintages not listed on the current certificate, he must also provide the previous organic certificates for these wines. The grape certificate is not sufficient; the certificate of the finished marketed product presented at the fair must be provided.

New certificates missing at the time of registration (being drawn up by the certifying agency) must be uploaded on MyVITIBIO before the opening of the fair. The exhibitor must have certificates for all their wines. (see article 4)

b. Read and accept the fair regulations (check boxes on the online registration).

SudVinBio examines the complete applications in order of their arrival and decides without obligation to motivate its decisions.

## 7 – Deadline for payment

When the application is complete, Sudvinbio edits the corresponding invoice, which can be downloaded from MyVITIBIO. Registration is valid only upon full payment of the registration fee. **This date will determine the location of the exhibitor within the physical fair** (see article 11).

The deadline for payment is **15 September 2022**. After this date, Sudvinbio reserves the right to cancel the application.

## 8 – Registration fees

The rates can be consulted on MyVitibio. See details of how the fair pricing works in articles 5 and 6. Full payment of registration fees must be made by 15 September 2022 at the latest.

If the exhibitor decides before 15 September 2022 not to attend (also valid for exhibitors who have chosen to defer their registration fees from Millésime Bio 2022 to Millésime Bio 2023), Sudvinbio will refund registration fees already paid, less administrative costs amounting to 15% of total paid amount (incl. French VAT for France + outside the EU zone; excl. French VAT for EU zone).

If the exhibitor decides after 15 September 2022 not to attend, Sudvinbio will not be liable to any refund.

Exceptional case:

If the fair could not be held from 30 January to 1 February 2023 due to a new epidemic disease (Covid-19 type), the 30th edition of the physical fair would be:

- Either postponed: in this case, the registration fees would be retained and carried over in full to the next physical edition. In specific cases, reimbursement may be requested by the exhibitor (cessation of activity, sale of the wine-growing holding). The modalities of this reimbursement will be specified later by the Board of Directors of SudVinBio.

- Or/And transformed into a 100% digital fair, with pricing arrangements to be specified.

## 9 – Fair guide

A fair guide (print and/or digital version) including the exhibitors list will be available to all the participants of the fair. For optimal presentation in the list of exhibitors in its various supports (print and/or digital) the exhibitors are fully responsible for entering all their personal data online. The "CATALOG entry" must be made via MyVITIBIO (dates to be confirmed by Sudvinbio: from 15 September 2022). Failure to enter data will result in the exhibitor not being included in the exhibitors' list and won't be able to benefit from the business connection service with buyers.

For the physical fair only (digital session: 1 company per stand, i.e. 1 presentation maximum):

Number of company profile presentations included in the price of the stand :

- Individual Winegrower stand: 1 presentation
- Shared stand for 2 winegrowers: 2 presentations (1 per individual winery)
- Collective stand: 1 presentation

Additional presentations are available as an option, invoiced at the unit price of €1,020 incl. French VAT (France + outside the EU zone) or €850 excl. French VAT (EU zone). They are strictly reserved for associations or groups wishing to display the individual information of their members present on their stand(s), or for a winery or company wishing to display a second winery or company **belonging to them**.

The number of additional presentations is limited to **two** per stand.

For questions about additional presentations, exhibitors should contact Sudvinbio as this option is not directly accessible on MyVITIBIO..

## 10 – Publishing of exhibitor data

The exhibitor accepts to have their data published and put online on all the media used by the fair organiser: website [www.millesime-bio.com/](http://www.millesime-bio.com/), smart phone app, digital session, fair guide, etc...

## 11 – Allocation of exhibition space at the physical fair

The fair layout, floor plan and distribution of stand space are determined by Sudvinbio which is solely responsible for stand layout and allocation. The criteria applied when allocating stands is dependent on the date of reception by Sudvinbio of the complete application and full payment, and the fair's unique specificity of mixing regions and countries. For a stand Shared by 2 wineries, both applications must be completed before both wineries can be confirmed as registered. The date taken into account when allocating places is the

reception of payment for the last of both applications. For exhibitors who have postponed their registration from Millésime BIO 2022 to Millésime BIO 2023, it's the date of the new registration application on MyVITIBIO, including the new organic certificates and a potential payment of the digital session (for those choosing the Mixed formula) that is taken into account.

### 12 – Request for adjoining stands at the physical fair

As the mix of countries and regions is one of the specificities of the fair, large groupings are prohibited. Sudvinbio cannot accept requests for stands side-by-side between different exhibitors. Only stands booked and presented under a single company name or 2 wineries held by the same owner may be side-by-side. However, **the counters cannot be moved to be joined together.** The organiser may propose to the exhibitor who has booked 2 stands, with the same company name only, a removable connection system (paying option, within the limit of the available stock of extensions). If a company books more than 2 stands in its name or with the same owner, they will be distributed on a 2-by-2 basis in the same hall

### 13 – Installation of exhibitors at the physical fair

Prior to the official opening of the fair, it is compulsory for exhibitors to install their stands on Sunday 29 January 2023 afternoon or Monday 30 January 2023 before opening to the visitors (installation schedules will be specified later). On Tuesday 31 January and Wednesday 1 February 2023 exhibitors must arrive at the fair between 8am and 9am.

### 14 – Presentation of the stands and services

Each exhibitor will be provided with

At the physical fair:

- 1 high counter (length 190 cm)
- 2 stools
- 1 spittoon
- Tasting glasses
- Glass cleaning service
- Water carafe (to be taken away by the exhibitor at the end of the exhibition)
- Ice and water, available in self-service
- A high company signage. No signage should be common to several stands other than this signage
- A badge scan system to collect the digital contact details of the visitors you receive on your stand (application to be used with your own smartphone or tablet)

Digital session:

- Access to the back-office preparation of the digital stand via MyVITIBIO from 15 september 2022
- Unlimited 24-hour access to the digital session on 23 & 24 January 2023

Digital session and/or physical fair:

- Digital invitations via MyVITIBIO (strictly intended for professionals in the wine buying trade)
- A platform for appointment making with visitors and management of an appointment calendar (possibility to make an appointment request with consenting visitors only, see article 18)
- A company profile presentation in the different versions of the exhibitors' list (reliant on exhibitors entering their data, see article 9)

In case of sanitary constraints, some services may be modified or readapted (spittoon, glass washing, etc.).

**NOT provided:** corkscrews, ice buckets, bread and cheese or other tasting accompaniments. **The stand will not have individual access to water or electricity.**

Corkscrews, ice buckets, aprons etc. are for sale in each hall at the reception desks.

It is forbidden to place posters, signs, notices, etc. in front of, behind or around the stand. Personalisation of each stand is strictly limited to the arrangement of the presentation counter provided. Exhibitor signs on the counter must not exceed a height of 180cm, including the counter height. On the stand's signpost, the only signage authorised is the one provided by the organiser.

**Exhibitors may not leave or dismantle their stands until the end of the physical fair. Apart from in exceptional circumstances, which must be fully explained to the organiser, the exhibitors commit to remain at their stand until the fair closes on 1 February 2023 at 5pm. Early departures, without justification, may be subject to sanctions (see article 3).**

### **15 – Lunchtime catering**

A paid-for service with several options.

Sudvinbio will give more information on the catering arrangements before the fair.

### **16 – Delivery of samples: optional paid-for logistics service for the physical fair**

For exhibitors unable to transport their samples to the fair, a paid-for service is open to all exhibitors in partnership with the transport and logistics company Alter Ego. Alter Ego will manage the reception of samples from arrival at the depot, transfer to the Exhibition Centre prior to the fair, and redistribution during the exhibitors' installation at the fair.

**Maximum authorised:** 20 parcels with a maximum limit of 120 bottles.

Transport from the initial address to the Alter Ego depot is not included in the price. Exhibitors are consequently free to choose their own transport agent. Alter Ego and Sudvinbio may not be held responsible for any incidents, theft or damage to bottles during transport from the estate/company to the Alter Ego depot.

### **1 paid-for logistics service = 1 exhibitor!**

If transport is organised for several exhibitors, each exhibitor must order and pay a logistics service charge prior to shipment. If transport is organised together for several exhibitors from countries outside France, each exhibitor must provide the relevant export documents.

**Particular attention must be given to shipments from non-EU countries:** it is essential to check that the transporter is authorised to deliver DDP (Delivered Duty Paid). If this is not the case, the shipment may be detained by French customs, destroyed or returned, and the exhibitor will be invoiced for extra costs. To reduce risk, it is strongly advised to use the services of a freight forwarder rather than an express delivery provider.

Deadline for entering the order for sample shipment on MyVITIBIO : 16 october 2023.

Important: in order to prevent shipments being refused or placed in quarantine, please carefully read over the full procedure sent by Alter Ego once the order is paid for and confirmed. Registration with the logistics service is final and non-refundable.

### **17 – Visitor invitations**

Invitations are dematerialised. Exhibitors can invite their contacts (clients & leads) via MyVITIBIO. Exhibitors pledge to restrict invitations to the wine trade only (wine retailers, importers, wine merchants, sommeliers, hyper-supermarkets, mail order, HORECA, etc.). **Important** : These invitation cards do not guarantee entry to the fair. Only visitors who are professional wine buyers are authorised to enter the fair. In order to preserve a professional working environment, a business card will be requested upon arrival with a systematic control of the trade. Other trades, especially suppliers of winegrowing equipment, will be refused access to Millésime BIO.

### **18 – List of pre-registered visitors not to be published**

In accordance with the European regulation on the protection of personal data, the list of pre-registered visitors can under no circumstances be distributed by Sudvinbio. However, as part of their registration, visitors will be asked for their consent to be contacted by exhibitors prior to the fair. Exhibitors will be able to make meeting requests to these "consenting visitors", before the fair via MyVITIBIO.

### **19 – Cleaning and maintenance of the physical stand**

The exhibitor undertakes to ensure the cleaning and cleanliness of his stand throughout the day. A cleaning service will be provided at night (removal of empty bottles deposited in the evening in the aisle in front of the stand, cleaning of the stand tray). The exhibitor undertakes not to damage any of the furniture made available to him. In the event of proven damage, Sudvinbio reserves the right to charge for cleaning or repairs.

### **20 – Theft on the physical stand**

Sudvinbio cannot be held responsible for any theft and/or damage at the stand. We recommend removing items of value while the fair is closed. It is recommended to be careful with valuable bottles and in particular not to leave them at the stand for the night.

### **21 – Insurance for the physical stand**

Exhibitors must be covered by a personal liability insurance policy.

### **22 – Image rights**

A professional photographer is appointed by Sudvinbio to take pictures during the fair. Unless otherwise indicated, the exhibitor accepts that these pictures, as well as films and other recordings, can be used freely by Sudvinbio for the promotion of the fair (brochure, press kit, articles in the press etc.).

In the digital session, the exhibitor agrees that screen shots of his stand or products may be used by Sudvinbio for communication and promotion purposes.