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## Fair regulations

(Last update 15/06/2023)

Millésime BIO 2024 will unroll in two events: a DIGITAL SESSION followed by the PHYSICAL FAIR at the Exhibition Centre in Montpellier, France.

By " fair " we mean both events altogether: the digital session and the physical fair.

### I – ORGANISER

The Millésime BIO trade fair is organised by SudVinBio, an interprofessional association.

### II – DATE, TIME AND LOCATION OF THE FAIR

#### 1-Digital session

The digital session will take place on **Monday 22 January 2024 and Tuesday 23 January 2024**.  
24 hours unlimited access from Monday 8am to Tuesday 6pm.

#### 2-Physical fair

The 31<sup>st</sup> edition of Millésime BIO will take place at the Exhibition Centre in Montpellier,  
Route de la Foire 34470 Pérols, on **Monday 29, Tuesday 30 and Wednesday 31 January 2024**.

Opening hours to visitors :

- Monday 29th January 2024: 10am – 7pm
- Tuesday 30th January 2024: 9am – 7pm
- Wednesday 31st January 2024: 9am – 5pm

### III – SANCTIONS FOR NOT COMPLYING WITH THE FAIR REGULATIONS

Any case of not respecting the fair regulations can lead to a penalty determined by SudVinBio: **immediate exclusion, exclusion from one to four years, warning or financial penalty**. The exclusion of a winery or a company leads to the exclusion of all the companies belonging to the same owner or group.

### IV – CONFORMITY OF THE WINES PRESENTED AT THE FAIR

**A legal certifying body leads inspections during the fair, as a partner of SudVinBio. Whatever the container (bottles of any size, bag in box, bulk etc.) presenting conventional or in conversion wines (in the list of products, on pictures, tasting or showing, open or closed container) will lead to sanctions (see article III).**

**→ The exhibitor commits to present neither in-conversion nor conventional wines, not even in an uncorked bottle or displayed on a picture.**

#### 1-Certificate of organic farming: France and International

▶ Exhibitors must have **the organic certificates of all the products and vintages that will be presented** (the certificates are to be uploaded during the registration process, see article VII).

**All wines presented must appear on the certificate of the company registered on the stand** (except from the agents or traders who must show the certificates of the companies they represent).

▶ Wines that comply with the **NOP regulations** (National Organic Program) established by the USDA, United States Department of Agriculture, section 205 from chapter 7 of the “Code of Federal Regulations” and whatever the category of certification “100% organic”, “organic” or “made with organic grapes” are also accepted at the fair.

▶ The date of validity of the Organic Farming certificate must run on the dates of the fair.

▶ **WARNING : to PRODUCERS** : the certificate “**Vegetal production**” (grapes) is not enough, **you must also present the certificate corresponding to “Preparation” or “Transformation” (vinification) of the final product that is ready to be commercialised and will be presented at the fair.**

## **2-Vintages that are older than the organic certificate**

**The vintages that are older than the final organic certificate** of the exhibitor, and any other product that doesn’t appear on the certificate on the day of the opening of the fair, **must not be presented.**

Blended wines from old vintages (e.g., solera method), that are not certified organic are also excluded from the fair.

## **3-Case of the 1st certified organic vintage**

Winemakers, whose wines has just been certified as organic for the first time for the current vintage, who haven’t been able to receive their final certification on time for the fair, **must have the certificates corresponding to the 3 years of conversion.** These certificates must also be uploaded beforehand on the MyVITIBIO administration portal.

## **4-Conventional or in-conversion wines**

Non-certified, **conventional, or even in-conversion wines are absolutely forbidden** at Millésime BIO.

## **5-Labels and compulsory reference**

The labels of the products that are presented must show **the mandatory reference related to the organic production process** (effective EU organic legislation 2018/848 defining the mandatory reference and the use of the European organic logo).

**In case of a temporary label** (e.g., a new label is being created, **vat samples, bulk**), the label must show: **the type of wine (that must correspond to the organic certification document of the exhibitor), the name of the bottling company, the organic mention, the name/code of the certifying body, and the percent proof.**

## **V – ADMISSION**

SudVinbio reminds you that selling organic products on European soil needs a certificate of conformity to the current European regulations.

▶ **References to the effective European organic legislation:**

**REGULATION (EU) 2018/848 OF THE EUROPEAN PARLIAMENT and of the Council of 30 May 2018 on organic production and labelling of organic products and repealing council regulation (ec) no 834/2007** effective from January 1<sup>st</sup>, 2022. (*Refer to articles 32 and 33 for information about labels mandatory reference*).

### 1-Exhibitors

Natural or legal persons whose role is to produce, make, pack and/or commercialise wines coming from organic farming, according to regulation (EU) 2018/848 can exhibit at the fair.

### 2- Wines

**Certified organic wines** according to the effective **Regulation (EU) 2018/848 of the European Parliament and of the Council of 30 May 2018 on organic production and labelling of organic products and repealing Council Regulation (EC) No 834/2007** can be displayed.

No alcohol wines are additional products that can be presented if they don't represent more than 20% of the references presented on the stand.

### 3- Other organic alcoholic beverages: beers, ciders, spirits, liquors and others

**Flavoured beverages made from organic wine, beers, ciders, spirits, liquors, and any other organic alcoholic beverage** (certified as organic according to the effective Regulation (EU) 2018/848 of the European Parliament and of the Council of 30 May 2018 on organic production and labelling of organic products and repealing Council Regulation (EC) No 834/2007) can be presented at the fair.

▶ No-alcohol organic beverages are additional products that can be presented if they don't represent more than 20% of the references presented on the stand.

### 4- Producers combining wine and other organic alcoholic beverages:

During the physical fair, the exhibitors who are **registered as producers only** but have a mixed range of products counting wine and other organic alcoholic beverages can choose to register either in the “wine” exhibition area or in the “other organic alcoholic beverages” exhibition area.

## VI – PARTICIPATION – LEGAL STATUS AND STANDS

Different company types for the Millésime BIO physical fair:

▶ For each stand booking request, before starting the process of registration and payment, SudVinBio *systematically checks the company's legal status and reserves the right to change the type of stand that was requested if necessary.*

▶ At the physical fair, all stands are identical whatever the type of stand (individual producer, shared producer stand, cooperative/multi-brand stand) but **the fee depends on the company's legal status** (fee available on MyVITIBIO).

### 1-PRODUCER STAND – Individual or shared stand

Is to be considered as a **producer**: a farm that only **produces its own wine with its own grapes**. **The exhibitor mustn't present any trade wine.**

Special case: if he wishes to participate with a trading company only commercialising the wines from his own production company, he can proceed with his registration as a producer by uploading all the documents enabling SudVinBio to study his case.

A producer (with no external trading activity) can register:

- Either on **an individual stand** (1 winemaker on the stand)
- Or on **a shared stand** (2 winemakers max on the stand)

**A producer-trader**, whose trading activity only consists in selling wines made from the grapes produced in the vineyard(s) of this producer-trader, must show the harvest declaration from their estate(s) and the declaration of production of the trading company (SV12 for France). These documents will enable to define the fee to be applied to the stand (winemaker or cooperative/multi-brand stand). If the trading activity exclusively concerns the estate(s) owned by the exhibitor, the winemaker fee can be applied (only one name will be displayed on the stand, except if the exhibitor buys an additional presentation – see article XI). Otherwise (external trading activity) the cooperative/multi-brand stand will be applicable.

**If the exhibitor produces and/or sells wine made with grapes that are not coming from his own production company, he cannot benefit from the winemaker stand fee. He must book a cooperative/multi-brand stand.**

### **2-COOPERATIVE/TRADER/BROKER/WINE AGENT/PRODUCERS ASSOCIATION – Cooperative/Multi-brand stand**

A producer with a trading activity, a cooperative, a trading or selling company, an agent, a broker, or a legally identified producers association (a copy of the statutes of the association/company may be asked by SudVinBio):

- **can only register on a cooperative/multi-brand stand.**

A cooperative/multi-brand stand can only welcome one company/association.

**Trading companies**, coming from any country, commercialising bulk and/or packing themselves wines made from grapes grown by organic farming/organic wines must have been controlled and certified in accordance with the European Regulation (UE)2018/848, by an official certifying body recognised by legal authorities, and this for all types of wines and vintages presented.

**Agents and brokers**, coming from any country, commercialising wines made from grapes grown by organic farming/organic wines that are already packed must have a certificate of conformity to the effective European Regulation (UE)2018/848 for all types of wines and vintages presented.

### **3-Producer status OTHER ORGANIC ALCOHOLIC BEVERAGES – Individual or shared stand**

For an exhibitor presenting other organic alcoholic beverages, **a unique fee is applied whatever the status of his company, and he is thus considered as a PRODUCER.**

As a result, he can register as:

- an **“individual stand”** (1 company only on the stand)
- a **“shared stand”** (2 companies max on the stand)

### **4-Case of the digital session**

Regarding the digital session, **there is only one fee regardless of the status of the company**, and only one company can appear on the stand. As for the registration process, it is the same than the physical fair registration process.

An exhibitor participating in both versions of the fair (physical + digital) must register to both **under the same company name**. If the exhibitor is registered on a shared stand for the physical fair, he has an individual online stand for the digital session.

## VII – REGISTRATION REQUEST

- Registration for the fair can only be made online on the exhibitor portal on MyVITIBIO <https://account.sudvinbio.com/>. If you cannot register online, please contact SudVinBio 00 33 4 99 06 08 41.  
→ Registration deadline on MyVITIBIO is on July 31<sup>st</sup>, 2023.

**However, since the number of stands available at the physical fair is limited, SudVinBio reserves the right to close registrations before this date and to start a waiting list.**

### 1- Choice of option: physical fair and/or digital session

During the registration request on MyVITIBIO (<https://account.sudvinbio.com/>), three options are available:

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

The fees for each option are available during the process online on MyVITIBIO.

### 2- Registration process

The exhibitor must send a **complete registration request** so that SudVinBio can examine the file and proceed to invoicing. To that end, the exhibitor must:

- A) Log onto his MyVITIBIO portal and **fill in the registration form**, making sure to respect his status (producer or cooperative/multi-brand), except for the exhibitors presenting other organic alcoholic beverages who are all under a “producer” status.
- B) **Upload his certificate(s) of conformity to organic production on MyVITIBIO.** The date of validity of the document(s) must include the dates of the fair. If the exhibitor wants to present wines from older vintages that don't appear on the valid certificate, he must also provide the old organic certificates of these wines.  
The new certificates that can't be provided during the registration process (in the process of establishment by a certifying body) must be uploaded on MyVITIBIO before the first day of the fair.  
The exhibitor must have with him all his final certificates (see article IV).
- C) **Read and agree with the internal fair regulations** (box to tick during the online registration process).

*SudVinBio checks the registration requests according to the order of arrival of complete files and decrees without having to justify its decisions.*

## VIII – INVOICING AND PAYMENT DEADLINE

Once a request is complete, SudVinBio processes the corresponding invoice that can then be downloaded on MyVITIBIO.

**Registration is only confirmed after the full payment of the registration fee. This date will determine the placement of the exhibitor at the physical fair** (see article XV).

The payment deadline is set on **September 15<sup>th</sup>, 2023**. After this date, SudVinBio reserves the right to cancel the registration request in favour of a request from the waiting list.

## IX – WITHDRAWAL

→ If an exhibitor withdraws **before September 15<sup>th</sup>, 2023** SudVinBio will refund the registration fee that would have already been paid, after deduction of administrative costs corresponding to 15% of the total paid amount (French VAT included for France and countries out of EEC ; VAT excluded for EEC countries).

→ If an exhibitor withdraw **after September 15<sup>th</sup>, 2023**, SudVinBio will not refund any paid amount.

### Special case:

If the physical fair couldn't take place from January 29<sup>th</sup> to 31<sup>st</sup> 2024 because of a new public health crisis (e.g., Covid-19) or because of another serious event happening out of SudVinBio's control, the 31<sup>st</sup> edition of the physical fair would be:

→ either postponed. In this case, registration fee would be kept and fully transferred to the next edition of the physical fair. A refund may be asked by the exhibitor as an exception (cessation of activity, sale of the estate...). Requests will be studied, and refunding conditions will be noticed afterwards by the Board of Directors of SudVinBio.

→ and/or turned into a 100% digital fair with fee conditions to be determined.

*On the day these regulations are being written, we are unable to predict any public health measures that would be established in relation to a pandemic or public health emergency, that would lead us to modify our propositions to exhibitors. If these measures were to be set, SudVinBio commits to notice exhibitors that would be registered to the 2024 Millésime BIO fair as soon as possible. Each exhibitor agrees to comply with any public health measures that would be set.*

## X – PRESENTATION OF OPTIONS AND SERVICES

Each exhibitor will benefit from the following services according to the option he will have chosen:

### 1-Physical fair (all types of stands)

#### ▶ Furniture & accessories

- 1 counter (190cm long) individual or shared for shared stands
- 2 chairs
- A tasting kit (spittoon, Orcel & Romieu bottle opener and 3 drop-stops)
- Spiegelau tasting glasses and free washing service and restock at the stand
- A water carage
- Unlimited water and ice self-service
- Cleaning of the stand every night

#### ▶ Communication and prospection services (providing the exhibitor uses them, see article XI)

- High signage
- Referencing on the communication media related to the fair (App, paper map, online exhibitors list...)
- 250 e-invitations
- Free access to the B2B meetings platform service and to the visitors list
- Presentation of a product on the Enoteca, the self-service tasting area
- A free licence to scan badges

▶ Non-included items: ice buckets, bread and cheese or any other tasting side element. **The stand is not equipped with an individual access to water or electricity.**

Bottle openers, ice buckets, aprons etc. can be bought from the info desk in every hall.

**It is strictly forbidden to display posters, signs, boards etc. in front of, behind or around the stand. The stand customisation must be limited to the personal arrangement of the counter.**

The signage set up by the exhibitor must not be higher than 180cm, including the counter height.  
On the signage pole set on each stand, only the communication decided by the organiser is allowed.

**The exhibitor must neither leave or uninstall his stand before the end of the physical fair. Except he must face a case of emergency, which would be subject to an explicit request made to the organiser, the exhibitor commits to being present at his stand until the closing of the fair on January 31<sup>st</sup>, 2024, at 5pm. Early departures that would not be justified would be reported and could lead to sanctions (see article III).**

## **2-Digital session**

- Mini website to manage presentation and live exchange platform 24 hours access during 2 days
- Access to the list of buyers participating in the digital session (willing visitors only, see article XIII)
- Access to the B2B meetings platform of the digital session
- 250 e-invitations
- Statistical report and list of contacts with exchanges

## **XI – PRESENTATION AND REFERENCING OF YOUR COMPANY**

The word « presentation » refers to the listing of a company on the signage and the communication media related to the fair (paper and online version of the map, exhibitors list, website, app...)

→ **To be listed on all the communication media**, the exhibitor is the only one in charge of filling in his data. This must be done on MyVITIBIO (set dates to be confirmed by SudVinBio: around September or October 2023). **In case there is no entry, the exhibitor will not appear in the exhibitors list and will not benefit from the B2B platform services.**

Each presentation includes :

- 1 high signage
- Referencing on the communication media related to the fair (App, paper map, online exhibitors list...)
- Presentation of a product on the Enoteca for 3 days
- 250 e-invitations
- 1 unlimited access to the B2B platform service
- 1 free licence to scan badges

### **1-Presentation – physical fair**

Number of presentations included in the fee of the stand:

- Individual producer stand : 1 presentation
- Shared producer stand : 2 presentations (1 for each producer)
- Cooperative/multi-brand stand : 1 presentation

**ADDITIONAL PRESENTATIONS** may be added as an option, with a fee of €1 020 VAT included (France and out of EEC countries) or €850 VAT excluded (EEC countries). They can only be bought by cooperative/multi-brand stand that want to list the members present at their stand(s) or to the estates or companies wishing to display



a second estate or company **that belongs to them** (same and only owner). This additional option includes all the services previously mentioned.

**Only two additional presentations** are allowed for each stand (and not for a company: a shared stand will be able to display two additional presentations, not four). This option can be added by the exhibitor during the online registration process.

If any question about the additional presentations, exhibitors can contact SudVinBio.

## 2-Presentation – digital session

**Regarding the digital session:** 1 company per stand, being 1 presentation maximum corresponding to the name of the company listed on the mini website. Exhibitors will be displayed on the digital session's exhibitors list.

## XII – INVITING VISITORS

Each exhibitor will get 250 e-invitations. No paper invitation will be supplied by SudVinBio. The exhibitor can invite his contacts (clients, prospects) from his exhibitor portal. The exhibitor commits to **only inviting professionals from the wine trade industry** (wine merchants, importers, traders, sommeliers, larger retailers, online selling, HORECA, etc.).

IMPORTANT: these e-invitations don't lead to a valid admission to the fair. Only professional wine and other alcoholic beverages buyers are admitted to the fair. In order to keep a professional context, a business card may be asked when entering the exhibition, and a job check will take place.

## XIII – PRE-REGISTERED VISITORS LIST NOT SHARED

According to the European regulation on the protection of personal data, the pre-registered visitors list cannot be shared in any situation by SudVinBio. However, in the situation of their registration, visitors will be asked to agree to be contacted by exhibitors before the fair. To these "willing visitors", exhibitors will be able to send meeting requests before the fair, using the B2B meetings platform available from their exhibitor portal.

## XIV – DISTRIBUTION OF THE EXHIBITOR'S COMPUTER DATA

The exhibitor agrees with the distribution and uploading of his data on any communication media used by the organiser of the fair: the website [www.millesime-bio.com](http://www.millesime-bio.com), the smartphone app, the digital session, the fair guide...

## XV – PLACEMENT ASSIGNMENT AT THE PHYSICAL FAIR

The map of the fair and the assignment of the stands are determined by SudVinBio that is the only project manager regarding the stands locations. The elements taken into consideration in the placement assignment are, among other things, **the date on which SudVinBio receives the complete registration request and the full payment from the exhibitor**, as well as the countries and regions mixing, which is one of the specificities of the fair. Regarding stands that are shared by 2 producers, **both files must be complete** before the registration is considered to be complete. **It is the date on which the last payment of both files is received that is taken into account for the placement assignment.**

## **XVI – ADJOINING STANDS REQUESTS AT THE PHYSICAL FAIR**

Since the mixing of countries and regions is one of the specificities of the fair, big gatherings are forbidden. SudVinBio will thus not agree with requests for adjoining stands for several companies. Only stands that are booked and presented under the same and only company name, or 2 companies owned by the same owner can be next to each other. **Counters will yet not be moved to be adjoined.** The organiser will offer the exhibitor who would have booked 2 stands, under the same company name, an extension (charged option, subject to availability). If a company books more than 2 stands on its name or with the same owner, stands will have to be dispatched 2 by 2 maximum in the same hall.

## **XVII – INSTALLATION OF THE EXHIBITORS AT THE PHYSICAL FAIR**

The installation of the exhibitors before the official opening of the exhibition must be done on Sunday 28<sup>th</sup> January 2024 from 4pm or on Monday 29<sup>th</sup> January 2024 before the opening to visitors (hours will be noticed later). On Tuesday 30<sup>th</sup> January 2024 and on Wednesday 31<sup>st</sup> January 2024, exhibitors must come between 8am and 9am.

## **XVIII – SAMPLES DELIVERY: CHARGED LOGISTICS SERVICE FOR THE PHYSICAL FAIR – ALTER EGO**

**No personal delivery is allowed at the Exhibition Centre for the whole duration of the fair.**

→ **Exhibitors who can't bring their samples at the fair by themselves can benefit from a charged service available to all exhibitors in partnership with the transportation and logistics company Alter Ego.** Alter Ego offers to deal with collecting the samples at their warehouse before the fair, delivering them at the Exhibition Centre before the fair, and providing them during the installation of exhibitors. This option can be added from the exhibitor portal which access will be confirmed to each exhibitor by SudVinBio. Alter Ego will be the direct interlocutor of the exhibitor who would have subscribed to this option and will directly send the corresponding invoice to the exhibitor.

→ **The delivery fee from the sending place to Alter Ego's warehouse is not included in this package.**

Each exhibitor freely chooses his transportation company for this part of the delivery. Alter Ego and SudVinBio assume no liability in case of an incident, robbery, or damage on the bottles during the transportation from the estate/company building to Alter Ego's warehouse.

→ **1 package = 1 exhibitor**

In case of a common delivery between several exhibitors, each exhibitor must order and pay in advance his own logistics service package. If the common delivery comes from a country other than France, each exhibitor must provide his own export documents.

→ **Special warning for delivery from countries out of EU :**

It is compulsory to check if the chosen transportation company is able to proceed to DDP (Delivery Duty Paid) delivery and use the TRACES device (available since April 2017). If this is not the case, the package will be detained by the French customs and sent back or destroyed, and additional fee will be charged to the exhibitor. We highly recommend you to deal with a forwarding agent instead of an express delivery company.

→ **Maximum allowed** : 20 packages, limited to 120 bottles containing 0.75 cl maximum, or 168 bottles containing 0.25 cl / 0.33 cl. Each package must not contain more than 12 bottles containing 0.75cl or 24 bottles containing 0.25 cl / 0.33 cl.

→ **Ordering deadline** for sample delivery service : 31<sup>st</sup> October 2023.

**Important** : carefully read the full process indications sent by Alter Ego once the order is paid and confirmed, to prevent the package from being detained or declined. Any registration to the logistics service is final and cannot be refunded.

### **XIX – LUNCH CATERING**

A charged service will be offered with different options.  
SudVinBio will share information about the catering process before the fair.

### **XX – CLEANING AND MAINTENANCE OF THE STAND**

The exhibitor commits to keep his stand neat and clean during the day. A cleaning service will be provided during the night (dropping off the empty bottle that would have been put **IN FRONT OF THE STAND**, cleaning of the countertop). The exhibitor commits not to damage the provided furniture. In case of confirmed damage (including putting stickers on the signage or the furniture) SudVinBio reserves the right to charge the necessary cleaning and repairs.

### **XXI – ROBBERY ON THE PHYSICAL STAND**

SudVinBio assume no liability in case of robbery or damage on the stand. We recommend that you don't let any valuable object on the stand when the fair is closed. You should watch your valuable bottles and object and not let them unattended on your stand at night.

### **XXII – INSURANCE FOR THE PHYSICAL STAND**

The exhibitor must have a personal liability insurance coverage.

### **XXIII – IMAGE REPRODUCTION RIGHTS**

→ **At the physical fair**, a professional photographer is hired by SudVinBio to make a photo report on the fair. Unless otherwise stated, the exhibitor agrees that these photos, and other films or recordings of any kind, be freely used by SudVinBio for the promotion of the fair (brochure, press kit, press articles etc.).

→ **On the digital session**, the exhibitor agrees that screenshots of his stand or products may be used by SudVinBio for promotional and communication purpose.