

Important:

- All information must be completed in English.
- Exhibitors' information will be put in the Official Magazine and TDC fair website. You may as a result receive inquiries directly from interested buyers.
- The "Company Name" should be the same as appeared on the Business Registration Certificate and will be used to produce fascia board at your stand.
- Please attach 1) photocopy of Business Registration Certificate, 2) Participation fee & 3) Product Catalogue

Part I Company Information

1. Company Name: _____

2. Address: _____

City/Town _____ Postal Code _____
Country/Territory _____

Contact information to be used in the Official Magazine for receiving general inquiries

3. Tel No.: (Country Code) _____ (Area Code) _____ (No.) _____
4. Fax No.: (Country Code) _____ (Area Code) _____ (No.) _____
5. E-mail: _____
6. Web Site: _____

Contact information for fair related matters only.

7. Contact Person: Mr./Ms./Mrs. _____
8. Position: _____
9. Direct No.: (Country Code) _____ (Area Code) _____ (No.) _____
10. Fax No.: (Country Code) _____ (Area Code) _____ (No.) _____
11. E-mail: _____

Please make sure the email address you provided is a valid and frequently used email. The Organiser will communicate with your company via this email address only.

12. Wine Producing Region: _____
13. Exhibit Brand Name(s): _____

14. Exhibit Description (max.250 characters): _____

15. Business Registration No.: _____

16. Type of Business (Please indicate by a ✓)
- Wine/Spirits Maker Importer/Distributor Exporter/Re-Exporter
- Retailer Wholesaler Publisher
- Others (please specify) _____

17. Will your company source at the fair? Yes No
- Are you looking for agent or distributor in the below region (Select ONE only)?
- Hong Kong Chinese Mainland Other Asian Countries

18. Please provide details of you best sell selected wine

<p>Please provide the product name of one of the best sell selected wine</p>	
<p>Brand and/or series name</p>	
<p>Vintage</p>	
<p>Grape Varietal or Varietals and proportions (E.g.Cabernet Sauvignon 80%/ Merlot 20%)</p>	
<p>FOB unit price (USD)</p>	
<p>Wine Type</p>	<p>Table Wine / Fine Wine / Premium Wine <i>*Please select the appropriate one</i></p>
<p>Minimum order quantity for Trial Order & Bulk Order (E.g Trial Order: 100 Btl; Bulk Order: 500 Btl)</p>	

Part II Product Listing in the Fair Catalogue

Product Listing (please tick where appropriate)

You may select the below product listings free of charge. The same information will be used in the Exhibitors Locator System at the fairground. Please tick the appropriate product listing that your company wishes to be listed.

I. Liquor & Beverage Products

- Wine
- Spirits
- Brandy
- Sparkling Wine
- Beer
- Sake
- Whisky
- Champagne
- Cocktails
- Vodka
- Tequila
- Soju
- Rice Wine
- Yellow Wine
- Baijiu

II. Wine Services

- Wine Bottling
- Wine Labeling
- Packaging
- Wine Storage & Logistics
- Wine Tourism
- Trade Association & Media

III. Wine Education

- Wine Education

IV. Wine Investment

- Wine Investment

V. Wine Accessories & Equipment

- Wine Glasses & Glassware
- Spittoons
- Decanters
- Wine Cooler
- Corkscrew
- Wine Bag
- Wine Stopper
- Cocktail Shaker
- Ice Bucket
- Wine Bucket
- Wine Rack

VI. Friends of Wine

- Baked Products
- Confectionery
- Dairy Products
- Fresh Seafood
- Nuts
- Cooking oil and fat
- Spaghetti/ Pasta
- Preserved Food
- Processed Food
- Snacks

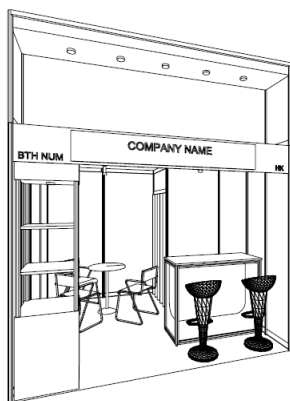
Part III Options of Participation

1. Admission & Opening Hours

Date	Opening Hours	Admission
5-6 Nov (Thur – Fri)	10:30-19:30	Trade Only (trade buyers aged 18 and above)
7 Nov (Sat)	10:30-18:00	Trade & Public (aged 18 and above)

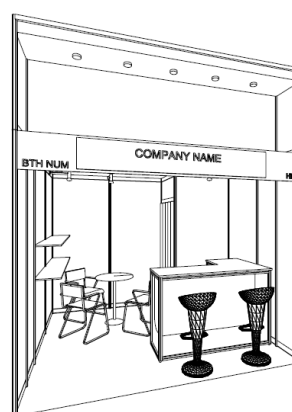
2. Booth Layout and Facilities 攤位規格及設施

Option 設計 (A)



BOOTH SPECIFICATIONS 展覽設施			QTY.
1	+	DISPLAY SHOWCASE 陳列櫃	1
2	□	BAR COUNTER 吧檯	1
3	▭	1000W x 300D WOODEN DISPLAY SHELF 木層板	2
4	⦿	LONGARMED SPOTLIGHT (300mm) 23 WATT ENERGY SAVING LAMP (YELLOW LIGHT) 射燈	3
5	○	ROUND MEETING TABLE 會議桌	1
6	○	BAR STOOL 吧檯椅	3
7	□	BLACK LEATHER CHAIR 黑皮椅	3
8		RUBBISH BIN & CARPET (Reqm.) 垃圾筒及地毯 (九平方米)	

Option 設計 (B)



BOOTH SPECIFICATIONS 展覽設施			QTY.
1	└┘	L-SHAPE BAR COUNTER L型吧檯	1
2	▭	1000W x 300D WOODEN DISPLAY SHELF 木層板	6
3	⦿	LONGARMED SPOTLIGHT (300mm) 23 WATT ENERGY SAVING LAMP (YELLOW LIGHT) 射燈	4
4	○	ROUND MEETING TABLE 會議桌	1
5	○	BAR STOOL 吧檯椅	3
6	□	BLACK LEATHER CHAIR 黑皮椅	3
7		RUBBISH BIN & CARPET (Reqm.) 垃圾筒及地毯 (九平方米)	

Deadline of Application: 17 July 2020

Government Convention and Exhibition Industry Subsidy Scheme

To further assist companies in exploring markets and business opportunities, the HKSAR Government has launched a one-off subsidy scheme to subsidise companies - local or overseas, large or small, to participate in exhibitions organised by the Hong Kong Trade Development Council. The scheme will last for one year. Companies will be subsidised 50 per cent of its participation fee per participation in TDC's exhibitions during the period, subject to a cap of HK\$10,000 (US\$1,282).

3. Options of Participation

1. Product Section (Please ✓ ONE appropriate box)

- i. Beer ii. Friends of Wine iii. Liquor & Beverage Products iv. Whisky
 v. Wine Accessories & Equipment vi. Wine Education
 vii. Wine Investment viii. Wine Media Zone ix. Wine Services
 x. Wine Storage & Logistics

2. Please select the appropriate option

Option		Facilities Provided	Booth Service Fee		Quantity	Rental
(1) STANDARD BOOTH 9sqm (3mX 3m)	(A)	Please refer to the booth layout on Page 4	US\$6,720 per booth	X	unit(s)	US\$
	(B)			X	unit(s)	US\$
(2) Upgrade Standard Booth 9sqm (3mX 3m)		Please refer to the relevant booth layout	US\$6,910 per booth (US\$6,720 per booth+US\$190 Upgraded Fees)	X	unit(s)	US\$
(3) CUSTOM-BUILT PARTICIPATION Minimum 18sqm			US\$668 per sqm	x	sqm	US\$
Sub-total			US\$			

3. Discount (if applicable) Please choose discount type

Below discount does not apply to the US\$190 upgraded fees

Discount Type		Criteria	Discount Rate	Please tick if appropriate
(1)	Early Bird Discount (Application with payment before 30 June 2020)	New Customers	5% Off	<input type="checkbox"/>
		Loyal Customers – Exhibitor of Wine Fair 2019	10% Off	<input type="checkbox"/>
(2)	Volume Discount 「展台折扣優惠」	18 to less than 45 sqm	3% Off	<input type="checkbox"/>
		45 to less than 90 sqm	5% Off	<input type="checkbox"/>
		90 to less than 180 sqm	8% Off	<input type="checkbox"/>
		180 sqm or above	10% Off	<input type="checkbox"/>
(3)	Referral Discount	Individual exhibitor who had successfully referred a new exhibitor to join Wine Fair 2020	5% Off	<input type="checkbox"/>
(4)	Bundle Discount	Exhibitors participating in HKTDC Food Expo 2020 and Wine Fair 2020 and applied both fairs before 15 April 2020 via the Online Application Platform of the respective fair	5% Off	<input type="checkbox"/>

Important Note:

- ♦ Applications received after 30th June 2020 will not be entitled to the Early Bird Discount.
- ♦ Early Bird, Volume, Referral and Bundle Discount can be applied in one application. **The maximum discount rate to be offered to each individual exhibitor shall not exceed 20%.**
- ♦ **Terms and Conditions on Referral Discount for Individual Exhibitors:**
 1. HKIWSF 2020 individual exhibitors can enjoy a maximum one-off 5% discount on the booth service fees (with a maximum of 20% discount ceiling on the booth service fees subject to the respective discount's qualifiability) if it (henceafter "referrer exhibitor") can directly refer a first-time participating company to join HKIWSF 2020 as a paid individual exhibitor (henceafter "new exhibitor").
 2. The referral discount is only applicable to HKIWSF 2020 individual exhibitors which made successful referral. Exhibitors in national/group pavilion will not be entitled to the referral discount.
 3. The new exhibitor must be exhibited as an individual exhibitor (instead of a member in national/group pavilion). The new exhibitor must inform the Organiser the name of referrer exhibitor by writing within 30 working days after its application is submitted electronically via the Exhibitor Online Platform of HKIWSF official website. Any late notification will not be entertained.
 4. Each new exhibitor can only be referred by one referee exhibitor. In the event that a new exhibitor is referred by more than one referrer, the successful referral will be based on the details of the referrer exhibitor confirmed by the new exhibitor.
 5. The referral discount will be applied only if the new exhibitor has made full payment and successfully exhibited in HKIWSF 2020. The discount will be refunded to the referee exhibitor within 60 working days after HKIWSF 2020 is held.
 6. The Organiser reserves the right to vary the terms and conditions, change or terminate the referral discount without prior notice.
 7. In case of disputes, the Organiser's decision is final and binding.
 8. Shall there be any discrepancy between the English and Chinese versions of Terms and Conditions, the English version shall apply and prevail.

Net Booth Service Fee	US\$
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4. Special Booth Request (Apply to Standard Booth option only)

Request are subject to availability at the discretion of the Organiser. The surcharge (if any), will be calculated and confirmed after the booth location is confirmed. Discount is not applicable.

Please select the appropriate option

	Booth Request			Surcharge
<input type="checkbox"/>	Booth of TWO-side open (min 18sqm)	5% Premium Charge per Booth Service Fee	=	US\$
<input type="checkbox"/>	Booth of THREE-side open (min 36sqm)	7.5% Premium Charge per Booth Service Fee	=	US\$

Participation Fee			
(1) Net Rental (Please refer to Part III)	=		
(2) Surcharge of Special Booth Request	=		
(3) Cost of Official Magazine & Enhanced Online Promotions	=		
Total	=		

Part IV 第四部份 Online Promotions and *hktdc.com* Free Sourcing Service 網上推廣計劃及*hktdc.com* 展覽商貿配對服務

Hong Kong exhibitors can enjoy 12-month's online exposure at the fair website and *hktdc.com* to promote their company and products. Simply complete the enclosed Information Submission Form for Online Promotions and submit it with three product photos.
香港參展商可透過展覽會網站及「買發網」推廣其公司及產品，為期12個月。所有申請必須填妥附件「網上推廣計劃資料申報表」及提交三張產品相片，以享此項服務。
The information will be used for the *hktdc.com* Free Sourcing Service that will encourage more buyers to visit your booth at the fair, and increase buyers' enquiries to your products before and after the fair.
所提交的資料將會用作免費的*hktdc.com* 展覽商貿配對服務，將有潛力的買家轉介到參展商的展台，並在展覽前後增加買家的產品查詢。

Part V 第五部份 Additional Promotion Package - Official Magazine & Enhanced Online Promotions 額外推廣計劃－大會指定產品雜誌及網上推廣計劃加強版

Please refer to the enclosed "Additional Promotion Package - Official Magazine & Enhanced Online Promotions Order Form"
請參閱附件「額外推廣計劃－大會指定產品雜誌及網上推廣計劃加強版申請表格」。

Part VI Booth Allocation Policy

1. Booth selection priority will be based on the following criteria, in descending order of importance. (i.e. 1>2>3>4>5)

1. Actual booth size	Large>Small
2.Format of Participation	Custom-built Participation>Standard Booth
3.History of Participation	Past Exhibitor (Wine Fair 2019)>New Exhibitor
4.Date of Application	Application will be processed in sequence according to the Date of Application
5.Others	If all conditions are the same, date of application and payment of the pavilion will be considered in the location assignment.

2. Application deadline – 17 July 2020

Exhibitors submitted their applications after the application deadline will be considered as late applications. They will be put under our waiting list. Booth space is not guaranteed subject to space availability. All booth assignment for late applications will be on first-come-first-serve basis.

3. Important Notes:

1. Exhibition's display on its stand must incorporate at least 60% of its display area exhibiting the appropriate products specified. Please refer to the specific product listing in Part 2 of application form.
2. A confirmation letter will be issued after booth selection. No refund will be made to the exhibitor after the confirmation letter is signed.
3. The Organiser reserves the right to decline any application should the applicants are not eligible to exhibit at the Exhibition pursuant to the Terms of Application and Exhibition Rules & Regulations.
4. All booth size/location requests are subject to space availability and Organiser's discretion.

PAYMENT METHOD

1. Payment should be made by the following methods::

Overseas Exhibitor

- A) Please enclose a Bank Draft payable to "Hong Kong Trade Development Council", or.
 - B) Remittance should be paid by telegraphic transfer to HONG KONG TRADE DEVELOPMENT COUNCIL, USD Account Number 006-391-61436992 with Citibank, N.A., Hong Kong Branch, SWIFT Code: CITIHKHX (All banking charges, if any, are to be borne by the applicant).
2. Please put down your company name and application ID on the TT remittance slip/back of bank draft/cheque.
 3. The cheque /TT remittance slip/ bank draft should be submitted together with the application form to "Wine Fair 2020", Exhibitions Department, Unit 13, Expo Galleria, Hong Kong Convention & Exhibition Centre, 1 Expo Drive, Wanchai, Hong Kong. If you are a hktcdc.com registered user, your copy of TT clip can also be submitted by logging in hktcdc.com.

Please return all application materials to:

Hong Kong Trade Development Council
Exhibition Department
Unit 13, Expo Galleria, Hong Kong Convention & Exhibition Centre,
1 Expo Drive, Wanchai, Hong Kong.
Tel: (852)2584 4333 Fax: (852)2824 0249
Email: exhibitions@hktcdc.org
website: <http://www.hktcdc.com/hkwinetfair>

Part VII Conditions for Participation

Compliance with Application Laws

DUTIABLE COMMODITIES ORDINANCE (Cap 109) makes provisions on taxation and control of liquors and licensing of certain dealings in liquors. Liquor means any liquid which contains more than 1.2% of ethyl alcohol. It is an offence to sell liquor without a licence. For application of liquor licence, please contact the Licensing section of the Food and Environmental Hygiene Department at <http://www.fehd.gov.hk/> (Hong Kong and Islands; Tel:2879 5728;Kowloon:Tel:2729 1237 and New Territories:Tel:3183 9255).

Part VIII Company Stamp and Signature

Company Stamp & Authorized Signature: _____

Name : _____

Position: _____ Date: _____

For details of terms and conditions, please refer to “Conditions for Participation” and “Terms of Application and Exhibition Rules & Regulation” listed at

If you do not wish to have your information on-passed to third parties for promotion of the Hong Kong International Wine & Spirits Fair 2020, excluding the printing of Visitors’ Guide Map and Official Fair Magazine, please ✓ against the box

- (If you are from a member state of the European Union (“EU”) / European Economic Area (“EEA”)), PLEASE tick here if you accept our use of your provided data for direct marketing purposes.
*For non-EU/EEA customers, please skip this box which is solely for EU/EEA customers as required by the relevant data protection law in the EU.
- (若閣下來自歐洲聯盟“(歐盟)”或歐洲經濟區的成員國)， 並同意我們將閣下的資料用作進行直接推廣的用途，請於方格內加上剔號。
- * 此選項是按歐盟有關保護個人資料法律的要求而設，對於非歐盟 /歐洲經濟區的客戶，請略過此項。