



FENAVIN

Feria Nacional del Vino
Spanish Wine Fair

Ciudad Real, May 9th – 11th, 2023



Organized by:



www.fenavin.com



DO LA MANCHA

EL ORIGEN DEL VINO

LA MANCHA
DENOMINACIÓN DE ORIGEN

MARQUES DEL ATRIO

Lanza

3
VINO
Calle 6

3
VINO
Calle 7

PAVILIONS 2023



FENAVIN 2022 INFORMATION

28,347 square meters of exhibition space, split up into **8** pavilions.

1,874 Spanish wineries and cooperative organizations, including grouped.

14,114 national buyers and **4,267** international buyers

509,615 commercial contacts via diverse business programs pertaining to the trade fair.

FENAVIN



TOOLS TO PROMOTE BUSINESS

Business Searcher

Fenavin's online business and information search tool that allows buyers to make selections based on their business interests.

Program "Contact With..."

The "Contact With" Program is a computer tool that promotes the meeting between supply and demand, being able to close work agendas before arriving at the trade fair.

Wine Gallery

The Wine Gallery is the place where a unique meeting between buyers and producers takes place where the wine is the only protagonist.

The main objective is that buyers have a comfortable and calm place to be able to taste wines under optimal conditions.

Business Center

The Business Center is a private area where Spanish importers and winemakers can bring together their positions and reach commercial agreements.

FENAVIN "Face-to-Face" Service

Business initiative between buyers and exhibitors, which puts forward 30-minute meetings in the Business Center to close deals between wineries and customers.



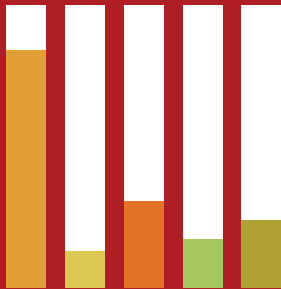
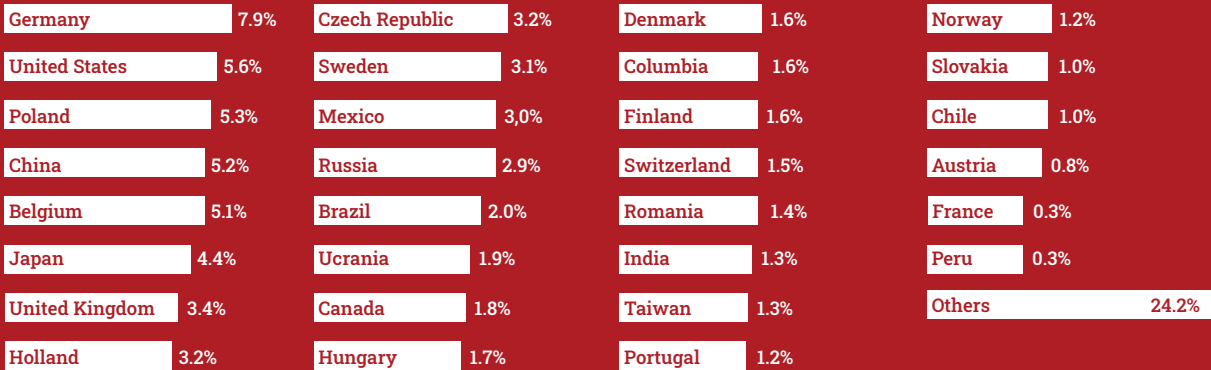
COUNTRIES OF THE BUYERS THAT ATTENDED FENAVIN 2022

FENAVIN is the trade fair for Spanish wine in the world.

FENAVIN continues to honor both of its fundamental foundational principles:

- » To promote national and international business possibilities between the offer and the demand to the utmost.
- » Analyze and maintain the stature of new paths in the world of wine.

Since its first edition, **21,929 buyers**, from more than **108 countries**, have been directly handled and steered by the Organization.



- Importers
- Agents
- Large hypermarkets, supermarkets, and retailers
- Horeca
- Direct Sales

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THEY SAY ABOUT FENAVIN

Andrew Stover, from Sierna Wines USA, considers FENAVIN to be: “an excellent showcase of all the wine regions of Spain”.

Frank Gronau, German buyer with EDEKA Rhein-Ruhr Stiftung & Co. KG, explains that he will be coming to Ciudad Real for the first time in May because he is so attracted by the image of FENAVIN in the world: “as the main benchmark for Spanish wine”.

Zsolt Szeredi, a Hungarian importer who is exclusively dedicated to selling Spanish wines: “FENAVIN contributes year after year with new wines to expand your client portfolio, in a space where you have access to a wide range of references”.

Yuzawa, from Sukoruni-wine, Japanese buyer for the Japanese company Belluna Ms, highlights “FENAVIN as the largest event with Spanish wine and the possibility of negotiating face-to-face with wineries more fluidly by sharing information that is useful in both directions”.

Eladio Martín Aniorte, Manager of DOP (protected designation of origin) Vinos de Alicante: “FENAVIN combines efficiency and professionalism and its strong point, without a doubt, are the work tools that it makes available, which are unique, reliable and effective, that is very powerful resources that the sector knows and with which it is more than familiar”.

Lola Nuñez Pinto, Manager of D. O. (designation of origin) Uclés: “It is a luxury that our wineries can establish contacts with buyers from different countries in advance, as this is one of the reasons why we choose to come back year after year”.

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Ana Jiménez Huerta, Manager of D.O. (designation of origin) Manchuela: “We have seen and experienced the evolution of the trade fair throughout these years and what began as a meeting with the presence of certain references, in particular regional references, has become the best National Trade Fair on Wine and of course a benchmark in the world, for its marked international and professional nature”.

Anna Gual, Director of Communications for the Asociación de Elaboradores de Cava (Association of Cava Producers) (AECAVA) “FENAVIN has a fine influx of professionals that favor both national and international trade relations in a very positive way, which in turn allows us to contact buyers from all over the world that are interested in our cavas and are willing to bet on them in their respective markets”.

Pedro Carreño. TVE Presenter Journalist: “One of the main connotations of wine is that of meetings and encounters. With more reason, this year Fenavin will be a special meeting point, because there is a tremendous desire to see each other and toast with good wine”.

Xelo Montesinos, Director General of Unicorn Content: “After the pandemic and now with everything that is happening, the wine sector has always been necessary, and even more so now as many families depend on it. It is for this reason that Spain would not be the same without this trade fair and what it does for the wine sector. We really did miss the face-to-face time”.

Virginia Feito. Write: “It is very important that any showcase promote Spanish wine, as FENAVIN does, because promoting wine is promoting happiness and culture”.





CLIPPINGS

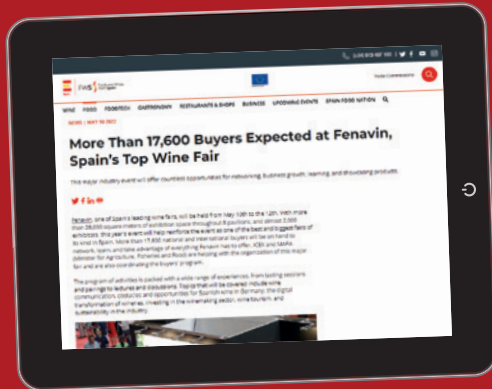
Tapas from Spain Media

The most important wine event in our country closes with very good feelings: FENAVIN has generated a business volume that will exceed 64 million Euros.



Food & Wines from Spain

More than 17,600 national and international buyers will be available to establish contacts, learn and take advantage of all that FENAVIN has to offer. This major industry event will offer countless opportunities for networking, business growth, learning and product showcasing.



El País

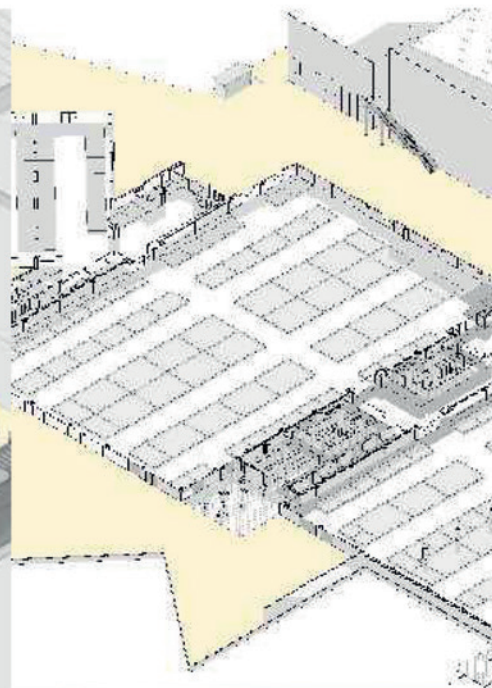
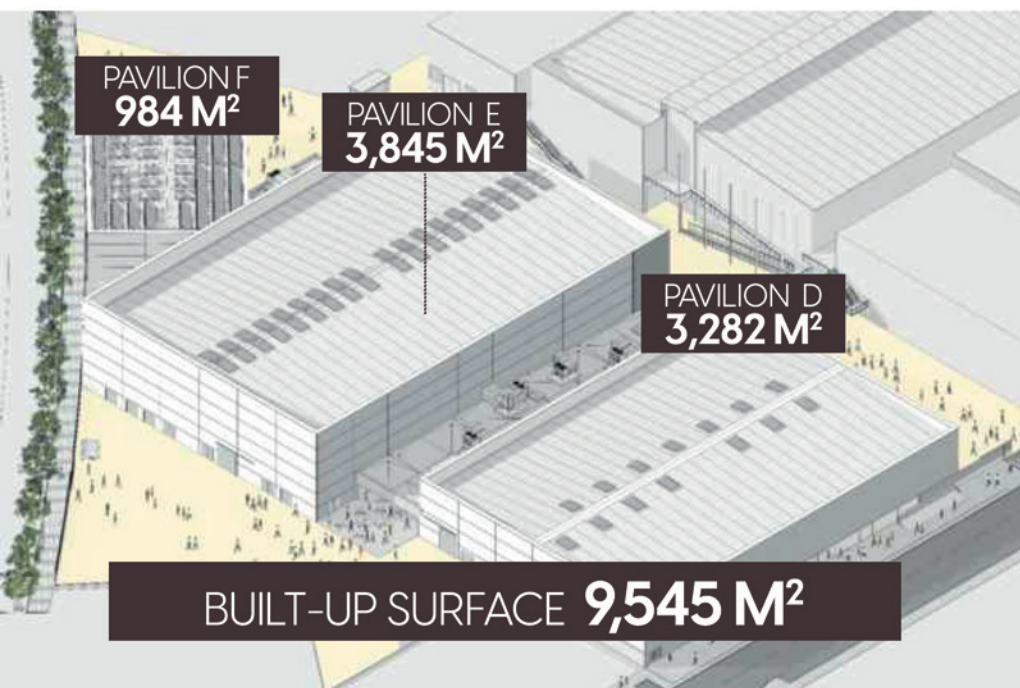
Trade fairs such as FENAVIN manage to consolidate the trend of Spanish wine sales in international markets. In the case of FENAVIN, digital tools have been part of the DNA since its inception, two decades ago.



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FENAVIN 2023

NEW FACILITIES



Organization:

Offices:

Diputación Provincial de Ciudad Real
Pabellón Ferial de Ciudad Real
Camino Viejo de Alarcos, 30
13005 Ciudad Real, Spain

Telephones:

+34 926 967 263 / +34 926 254 060

Email:

secretaria@fenavin.com

Secretary Hours:

Monday to Friday 9.00 am to 3.00 pm

Trade Fair Opening Hours:

9.00 am to 7.00 pm, on May 9th and May 10th
9.00 am to 4.00 pm, on May 11th

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