

FENAVIN

Feria Nacional del Vino
Spanish Wine Fair

Ciudad Real, May 6 – 8, 2025

Organized by:



www.fenavin.com



PAVILIONS



29,340 square metres of exhibition space across **8** pavilions.

Around **2,000** Spanish wineries and cooperatives from all classifications.

Approximately **15,000** national buyers and **4,000** international buyers.

Over **500,000** business interactions through the fair's various networking tools.



TOOLS TO PROMOTE BUSINESS

Business Searcher

An online platform for exploring businesses and information about FENAVIN, allowing buyers to select wineries and products that match their commercial interests.

"Contact With..." Program

A digital tool that facilitates **connections between suppliers and buyers**, enabling them to arrange meetings and set up work schedules before the trade fair begins.

Wine Gallery

The space where a unique meeting between buyers and producers takes place, with wine as the centerpiece.

The main goal is to offer buyers a comfortable and peaceful setting to taste wines under ideal conditions.

Business Center

The Business Center is a dedicated space where importers and Spanish winemakers can forge commercial partnerships.



COUNTRIES REPRESENTED BY BUYERS AT FENAVIN

FENAVIN is the leading global trade fair for the Spanish wine industry. To maximise opportunities for both national and international business, FENAVIN has, since it first launched, welcomed **22,576** buyers from **118** countries.

EUROPE

Albania
Andorra
Austria
Belgium
Bosnia & Herzegovina
Bulgaria
Croatia
Cyprus
Czech Republic
Denmark
Estonia
Finland
France
Germany
Gibraltar
Greece
Hungary
Iceland
Ireland
Italy
Kosovo
Latvia
Liechtenstein
Lithuania
Luxembourg

Macedonia
Malta
Moldova
Montenegro
Netherlands
Norway
Poland
Portugal
Romania
Russia
Serbia
Slovakia
Slovenia
Spain
Sweden
Switzerland
Turkey
Ukraine
United Kingdom

NORTH AND SOUTH AMERICA

Argentina
Bolivia
Brazil
Canada
Chile

Colombia
Costa Rica
Cuba
Dominican Republic
Ecuador
El Salvador
Guatemala
Honduras
Mexico
Panama
Paraguay
Peru
Puerto Rico
USA
Uruguay
Venezuela

ASIA

Armenia
Azerbaijan
Belarus
Cambodia
China
Georgia
Hong Kong
India

Indonesia
Israel
Japan
Jordan
Kazakhstan
Kyrgyzstan
Laos
Lebanon
Macau
Malaysia
Myanmar
Nepal
Philippines
Singapore
South Korea
Sri Lanka
Taiwan
Thailand
United Arab Emirates
Uzbekistan
Vietnam

AFRICA

Algeria
Angola
Benin

Cameroon
Cape Verde
Democratic Republic of the Congo
Ethiopia
Gabon
Ghana
Guinea
Ivory Coast
Kenya
Madagascar
Mauritius
Morocco
Nigeria
Senegal
South Africa
Tanzania
Togo
Uganda
Zambia

AUSTRALIA

Australia
New Zealand

BUYER PROFILES

The buyers at FENAVIN represent a wide range of sectors and sales channels, ensuring that all types of demand are met. At FENAVIN 2023, buyer profiles included:

Importer/Distributor **62%**

Large hypermarkets, supermarkets, and retailers **18%**

Direct Sales **8%**

Horeca **7%**

Agents **5%**

FENAVIN



Galería del Vino
Globalcaja
Wine Gallery

20

Tintos
2016-2015
Red Wines
2016-2015

Galería del Vino
Globalcaja
Wine Gallery

21

Tintos 2015-2005
Destilados
Derivados
Red Wines
2015-2005
Distilled Derivatives

Galería del Vino
Globalcaja
Wine Gallery

22

Cavas / Espumosos
/ Mostos y Dulces /
Blancos 2021
Cava / Sparkling
Wines / Must and
Sweet / White Wines
2021

Galería del Vino
Globalcaja
Wine Gallery

23

Blancos
2021-2020

White Wines
2021-2020

CENTRO DE NEGOCIOS
WINE GALLERY

Galería del Vino
Globalcaja
Wine Gallery

24

Blancos 2020-2017
Rosados 2021-2020
Tintos 2021

White Wines 2020-2017
Rose 2021-2020
Red Wines 2021

Galería del Vino
Globalcaja
Wine Gallery

25

Tintos
2021-2020
Red Wines
2021-2020



THEY SAY ABOUT FENAVIN

Le Xuan Tan, from Vincorp JSC: *"FENAVIN's main strength is the broad selection of Spanish wines available, keeping me up to date with market trends."*

Jean-Luc Pirié from Vins Pour Dist, France: *"FENAVIN is ideal for strengthening relationships with my suppliers, discovering new wineries, and staying ahead of trends and developments in the Spanish wine sector to better position myself in the French market."*

Zsolt Szeredi, a Hungarian importer specialising in Spanish wines: *"Every year, FENAVIN brings fresh opportunities to expand the customer base, in a venue with access to a diverse selection of wines."*

Oscar García Brull, General Manager of Viníssim in Andorra: *"One of FENAVIN's key features is the smooth coordination between wineries and buyers, supported by the 'Contact with...' Program and the Business Center"*

Anna Gual, Communications Director of the Cava Producers Association (AECAVA): *"FENAVIN attracts many professionals, significantly boosting both national and international trade relations. It allows us to connect with buyers from around the world who are eager to invest in our cavas in their respective markets."*



Nahomi Takizawa, from Belluna, highlights FENAVIN's appeal: "The opportunity to negotiate face-to-face with wineries allows for more fluid exchanges of valuable insights."

Ivan Priesol, Director of Obchods Dobrým Vínom: "For a professional, FENAVIN is one of the top trade fairs for business."

Carlos Calderón, founder of the Brazilian company Urban Wines: "Only at FENAVIN can you find the best Spanish wineries."

Dusan Mrozek, Director of Czech gourmet stores Delmart: "Having most of the wine producers in one place is incredibly valuable for making the right selections. Fairs like Prowein don't offer this kind of opportunity."

Iban Oertle, purchasing expert for the South African distribution importer Woolworths: "The Wine Gallery is the best feature I've encountered at any trade fair—it's exceptional. I can make 10 new contacts a day and connect with another 50 from the wines I've sampled in the Gallery."

Amir Horvt, Director of Croatia's Dobra Vina: "While I could find the wines, I need at Prowein, the process at FENAVIN is much easier and more convenient."





CLIPPINGS

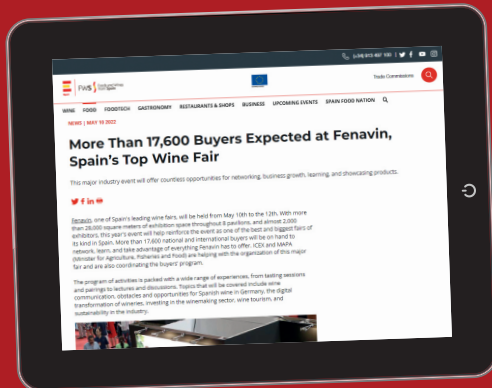
Tapas from Spain Media

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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SOCIAL MEDIA



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Organization

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Trade Fair Opening Hours:	May 6 and 7 9 AM to 7 PM May 8 9 AM to 4 PM

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