



Your B to B appointment for the Asian market

# REGISTRATION FORM – WINE PRODUCER

SINGAPORE

May 23<sup>th</sup> – 26<sup>th</sup>, 2019

**REGISTRATION FORM**  
to be returned completed:

Fax +33 (0)1 70 83 50 76  
Email: [wmm-asia@comexposium.com](mailto:wmm-asia@comexposium.com)

## YOUR INFORMATION

COMPLETE THIS FORM IN CAPITAL LETTERS

Company Name: .....

Address: .....

Zip/Postal code: ..... City: ..... Country: .....

Phone: ..... Fax: ..... Website: .....

E-mail(s): .....

Office(s) in Asia: .....

Annual production (per bottles): .....

VAT number: ..... SIRET number: .....

Workforce:       1 to 10                       10 to 50                       50 to 100                       100 to 500                       > 500

Turnover (Mio in Eur):       0 to 1.5                       1.5 to 7.5                       7.5 to 15                       15 to 75                       > 75

**Bio:**                       Yes    Under organic conversion phase    No    **Bulk:**    Yes                       No

Under which region would you like to appear in the official catalogue (one choice possible)? .....

Which regions do you represent? .....

Indicate the name you wish to have exactly displayed in the catalogue and the sign for your room: .....

## BILLING ADDRESS, IF DIFFERENT FROM PREVIOUS ONE

Company Name: .....

Address: .....

Zip/Postal code: ..... City: ..... Country: .....

Phone: ..... Fax: .....

Website: ..... SIRET number: .....

E-mail(s): .....

Person/department to contact for billing: .....

## PARTICIPANT(S)

*The documents concerning the organisation of your stay and the catalogue will be sent to Participant 1. Please note that Cell phone numbers are only for the use of the organization*

**Participant 1**-Title, First Name and Last Name: .....

Job title 1: ..... Direct phone: .....

Cell/Mobile: ..... E-mail: .....

**Participant 2**-Title, First Name and Last Name: .....

Job title 2: ..... Direct phone: .....

Cell/Mobile: ..... E-mail: .....

## PERSON IN CHARGE OF THE REGISTRATION IF DIFFERENT FROM PARTICIPANT 1

Title, First Name and Last Name: .....

Job title: ..... Direct phone: .....

Cell phone (only for the organization using): ..... E-mail: .....

## PACKAGES OF PARTICIPATION

✓ **Each ‘face-to-face’ meeting lasts for 35 minutes and takes place in a room that is allocated entirely for the use of your business. All the packages include the items below:**

- ❖ 3 nights hotel accommodation, breakfast included (nights of the 23<sup>rd</sup>, 24<sup>th</sup> and 25<sup>th</sup> included)
- ❖ 12 glasses, 1 spittoon and 1 ice bucket
- ❖ ANY OTHER NIGHT HAS TO BE PAID DIRECTLY TO THE HOTEL  
 ❖ A company presentation on our website  
 ❖ A pre-programmed meetings schedule  
 ❖ The on-line catalogue, containing details regarding the buyers and their needs  
 ❖ All participant contact details and the opportunity to them
- ❖ Service of glasses  
 ❖ Favourable rates concerning the transfer of samples to Singapore with our logistics partner  
 ❖ The catalogue of the participants  
 ❖ Gala Dinner participation + mini-expo  
 ❖ 2 lunches (24<sup>th</sup> & 25<sup>th</sup> of May)  
 ❖ Ice delivery

## PLEASE CHOOSE YOUR PACKAGE

<p><input type="checkbox"/> <b>PACKAGE 1: SUPERIOR REGISTRATION (ONLY 5)</b>  <b>9 450W EUROS</b></p> <p>Each ‘face-to-face’ meeting lasts for 40 minutes and takes place in an area that is allocated entirely for the use of your business. The area comprises of 1 office-bedroom suite per company and one bedroom for one participant.</p>	
<p><input type="checkbox"/> <b>PACKAGE 2: INDIVIDUAL REGISTRATION</b>  <b>7 390 EUROS</b></p> <p>Each ‘face-to-face’ meeting lasts for 40 minutes and takes place in an area that is allocated entirely for the use of your business. The area comprises of 1 office-bedroom.</p>	
<p><input type="checkbox"/> <b>PACKAGE 3: JOIN REGISTRATION</b>  <b>4 850 EUROS</b></p> <p>You share your meetings schedule and office with a ‘partner’ from a different business chosen by you or by Adhesion Group. The main difference between this package and the Individual Registration Package is that at each of your 40 minutes meetings, you will welcome new buyers jointly with your ‘partner’ in your office. You present your products either together or one after the other.</p>	

- I would like that Adhesion Group finds a partner for me:**  
 From (Region/country):.....
- I know my partner:** Company name: ..... Contact: .....
- ☎ / @:.....

## OPTIONS

✓ **PLEASE SELECT YOUR ADDITIONAL REQUIREMENTS FROM THE FOLLOWING:**

- Accommodation in the hotel for one person and 3 nights (incl. breakfast +lunch\*2 +dinner)..... 1.370.€
- Extra person sharing a double room with Participant 1 (incl. breakfast +lunch\*2 +dinner)..... 600.€
  - TWIN
  - DOUBLE
- Additional charge per person not staying at the hotel (lunch\*2 +dinner) ..... 450.€
- Fridge ..... 250.€

## MARKETING AND PROMOTIONAL OFFERS

DESCRIPTION	PRICE € excl. VAT
<input type="checkbox"/> <b>Your company video on a LCD/Plasma screen at the event welcome desk</b> Highlight your company by the repetitive video screening (10 minutes maximum) during the event <i>Video in HD format must be provided</i>	<input type="checkbox"/> 2 950 €
<input type="checkbox"/> <b>Your company logo displayed on a LCD/Plasma screen at the event welcome desk</b> Highlight your company by displaying your company logo among all the convention participants <i>Logo jpeg must be provided</i>	<input type="checkbox"/> 2 600 €
<input type="checkbox"/> <b>Your company Kakemono/Roll up display at the event welcome desk</b> Increase your company's visibility among all the convention participants <i>Your company kakemono/roll up banner must be provided</i>	<input type="checkbox"/> 850 €
<input type="checkbox"/> <b>Be a sponsor of dinners/lunches/welcome tasting exhibition</b> Lunches are where all the participants congregate (around 400 professionals per day) You can personalize the gathering space with your company image: <ul style="list-style-type: none"> <li>- Your kakemonos and/or banners at the dining hall entrance</li> <li>- A space dedicated for your products to be presented</li> <li>- The possibility to distribute goodies in your company's colors/image</li> <li>- Presentation speech on your company, expertise and savoir-faire (15 minutes maximum)</li> <li>- Partnership advertisement on our marketing materials (website, emailings, catalogue...)</li> </ul> <i>Kakemonos/banners/goodies must be provided</i>	<input type="checkbox"/> 1 700 €
<input type="checkbox"/> <b>Handing out of goodies/gifts</b> Give out company branded goodies (pens, stickers, note pads...) at start of the convention (around 130 buyers and 150 exhibitors) <i>Goodies must be provided</i>	<input type="checkbox"/> 950 €
<input type="checkbox"/> <b>Your logo on the Exhibitor list and map.</b> The Exhibitor list and map are given to all participants as a guide to locate participants Increase your visibility by adding your logo to your location <i>Logo jpeg must be provided – This offer is limited to 10 companies</i>	<input type="checkbox"/> 500 €
<input type="checkbox"/> <b>Conference presentation – 1h40 (1 hour of setup)</b> Buyers are always interested in new occasions to discuss important subjects in the wine industry Organizing a conference can make a big impression on a targeted audience in a short time <ul style="list-style-type: none"> <li>♦ Why present your own conference?               <ul style="list-style-type: none"> <li>- You can efficiently communicate your company strengths at multiple levels with an informative and non-aggressive commercial approach</li> <li>- With an education driven aim, a conference is a great business tool to learn and reflect on a subject of your choice with knowledgeable experts that you have selected for the event</li> <li>- During 40 minutes, workshops can be a both professional and convivial knowledge sharing occasions</li> </ul> </li> <li>♦ Included in the service offer:               <ul style="list-style-type: none"> <li>- Complete technical set up: hall equipped with a video projector, sound</li> <li>- Conference advertising in the program, catalogue and other convention tools</li> <li>- Management of participant registrations</li> <li>- Marketing campaign via our marketing tools (website, emailings, electronic catalogue...)</li> </ul> </li> </ul>	<input type="checkbox"/> 4 200 €

<input type="checkbox"/> <b>Tasting presentation / Master Class – 2h (1 hour of setup)</b> An exclusive promotional platform to have the undivided attention of buyers who signed-up for your master class ♦ 1 hour dedicated to your vineyard, region, grape varieties and unique selling points through a comparative tasting of different wines ♦ Explain to buyers your market presence and objectives: - share your positioning plans as to convince new buyers to list your wines - show your strengths as to provide marketing support - tell them exciting news to keep them interested ♦ The service includes : - Full technical set – up and support: the hall is equipped with a video projector, microphone, sound checks, glasses, ice buckets, spittoons - Advertisement of the event, on the program and electronic catalogue - Participant registration management, welcome and service staff - Marketing via our various marketing tools (website, emailings, electronic catalogue...)	<input type="checkbox"/> 8 500 €
<input type="checkbox"/> <b>Your banner on our website homepage www.wwm-asia.com</b> + link to your website (on-line 1 year until a new event is launched) Target: buyers, worldwide producers <i>Advertising banner must be provided - Format 150 x 300 pixels - jpeg - 40 ko max</i>	<input type="checkbox"/> 800 €
<input type="checkbox"/> <b>Your advertisement in the tasting booklet – 1 A4 page</b> Each participants receives a tasting booklet, it contains the convention program, map and list of exhibitors of their suites and space to make their tasting notes <i>Pdf 300 DPI must be provided – 148x210 mm + 5 mm bleed</i>	<input type="checkbox"/> 750 €
<input type="checkbox"/> <b>Your advertisement in the tasting booklet – 2<sup>nd</sup> or 3<sup>rd</sup> cover page (inside the booklet)</b>	<input type="checkbox"/> 950 €
<input type="checkbox"/> <b>Your advertisement in the tasting booklet – Back page</b>	<input type="checkbox"/> 1 400 €
<input type="checkbox"/> <b>Badge holder for each participant</b> Stand out at the convention. Put your company name on the badge holder lanyards <i>400 customized lanyard must be provided - This offer is restricted to one company</i>	<input type="checkbox"/> 2 300 €
<input type="checkbox"/> <b>Welcome folder</b> Each participant receives a welcome folder containing all the relative documents like badges, meetings schedule, program. Become the official sponsor of this folder/bag in your company colors <i>400 folders/bags must be provided (submitted for approval by the organizer beforehand) – Offer available for only one company</i>	<input type="checkbox"/> 1 700 €
<input type="checkbox"/> <b>Your logo on the convention catalogue (USB stick drive) with a link to your website</b> Print your logo on the side of a USB stick Used by each participant, the stick has all the company profiles saved on it + insert an electronic advertisement file with link to your site on the USB folder 400 USB sticks are given out <i>Vector-based image must be provided – Offer available for only one company</i>	<input type="checkbox"/> 2 700 €
<input type="checkbox"/> <b>Emailing campaign reaching around 8 000 targeted wine industry contacts</b> Increase your visibility of your company and products by appearing in an emailing directed to our contacts database. <i>Text &amp; logo jpeg must be provided</i>	<input type="checkbox"/> 1 300 €
<b>TOTAL</b>	..... <b>€ ex. VAT</b>

For any further information about our marketing and promotional offers, please contact: +33 (0)1 41 86 41 55

**TOTAL COST OF THE CONVENTION**

Package of the participation:..... €  
 Total Options: ..... €  
 Total Marketing and Promotional Offers: ..... €

<b>TOTAL*:</b>	<b>€ EXCL. VAT</b>
<b>* SEE CONDITIONS BELOW IN RED CHARACTERS</b>	

**The French companies will be invoiced with French VAT (20 % to be added to the total amount)**  
**EEC companies will be invoiced without VAT if they have a valid European VAT number.**  
**Non EEC companies will be invoiced without VAT.**

- **An initial reservation must be secured by paying a deposit of 60% of the total amount.**  
 Registration can only be confirmed upon reception of your completed and signed registration form accompanied with the deposit.
- **The balance should be paid within 60 days from the invoice date, and at least on the 2<sup>nd</sup> of May, 2019.**

**Payment Methods:**

Payments have to be made:

- By cheque to Adhesion Group
- By bank transfer with the reference of the name of your company to the account below:

<b>HSBC</b>		<b>Relevé d'identité bancaire</b>		
Code Banque	Code Guichet	Numéro de compte	Clé RIB	Cadre réservé au destinataire du relevé
30056	00004	00042084461	93	
IBAN (Identifiant International)			Code BIC	
FR76 3005 6000 0400 0420 8446 193			CCFRFRPP	
Domiciliation				
HSBC FR AGC				
ADHESION GROUP				

**Cancellation conditions:**

*45 days before the convention: 10% penalty on the owed total amount will be retained by the organizer.*

*30 days before the convention: 20% penalty on the owed total amount paid will be retained by the organizer.*

*No refunds can be made for cancellations made less than 30 days before the convention.*

Withdrawal from the event can only be notified to the organisers by registered letter with acknowledgement of receipt, the post-mark being taken as proof of postage. By signing the registration form, the participant shall be deemed to have agreed to be bound unreservedly by the clauses of these regulations. In the event of dispute, the participant undertakes to submit his complains to the organisers. In case of litigation, Nanterre will be the tribunal with jurisdiction.

<input type="checkbox"/> I have arranged the first payment of 60%, which has been sent to Adhesion Group - the remaining balance which will be paid at least 60 days before the convention, <b>and at least on the 2<sup>nd</sup> of May, 2019.</b>
<input type="checkbox"/> I have arranged the total payment, which has been sent to Adhesion Group.

Date: ..... Location: ..... Signatory's name: .....

Signature and company stamp:



## GENERAL REGULATIONS OF WWM ASIA SINGAPORE

### 1 - ORGANIZATION

WWM Asia Singapore 2019 is organized by the company ADHESION GROUP, 70 avenue du Général de Gaulle 92058 Paris La Défense Cedex

### 2 - OBJECT

These regulations define the conditions under which the company ADHESION GROUP organizes and runs this convention. It specifies the respective rights and obligations of the participant and the organizer. The participant formally agrees to comply with these regulations.

### 3 - PLACE AND DATE

WWM Asia Singapore convention will take place from May 23<sup>th</sup> to 26<sup>th</sup> 2019 in Singapore. In case of the impossibility to use the foreseen premises due to a case of force majeure, the organizer may change the place or postpone the date. The organizer may cancel the operation after having notified the participant, and in this case, the present application will be automatically cancelled without compensation to the participant except the reimbursement of paid participation.

### 4 - ADMISSION, REGISTRATION, REGULATIONS

To be valid, all registrations must be made through the formal application. The organization reserves the right to refuse an application for registration on whatever grounds and without having to justify its decision. The application for admission to WWM Asia Singapore is final and irrevocable. In case of withdrawal at whatever date or for any reason whatsoever, the person signing the application is liable for the full amount of their participation as of May 2<sup>nd</sup> 2019. In case of cancellation before this date, a percentage of the total participation fee will be due to the organizer, depending of the cancellation date. Payment of participation is to be made in the 60 days following the receiving of invoice and no later than 30 days prior to the event. Failing payment on the agreed date, this application will be automatically cancelled and the applicant is nevertheless indebted to these regulations of ADHESION GROUP.

### 5 - COMMERCIAL RULES

It is prohibited for participants to have another company benefit from services offered by the WWM Asia Singapore convention, whether partially or totally, without the agreement of the organizers. The participant will refrain from engaging offsite in similar activities to those exercised within the confines of the convention, during its total duration.

### 6 - INSURANCE

ADHESION GROUP bears civil liability as the organizer of WWM Asia Singapore. This responsibility does not extend to damage caused by third parties to the participants. The hotel responds to civil liability as the owner of the buildings and facilities, permanent or not, used for the convention, as well as business operations and activities it manages directly. It is the same for all exterior companies. The participant must be covered by a personal third party liability insurance and be responsible for all damage caused to others either caused by the participant, their staff or their facilities. The participant must be covered by an insurance policy guaranteeing the equipment they own or the equipment entrusted to the participant during the convention.

### 7 - APPLICATION OF REGULATIONS

The organizer has the right to decide over all cases not foreseen in these regulations and to bring to it all necessary amendments or additions that become immediately enforceable. The circulars subsequently sent to participants form officially part of these regulations. Any breach of these regulations may result in the exclusion of the offender, and will be at the sole volition of ADHESION GROUP, without notice and without reimbursing the participation fees or any sum paid which will remain vested in the organizer.

### 8 - COMPETENCE

By signing their application form, participants declare to accept without reservation to the clauses of these regulations where only the text in English prevails. In case of contestation and before any procedure, the exhibitor agrees to submit the complaint to the organizing committee. In case of conflict, the courts of ADHESION GROUP headquarter shall have exclusive jurisdiction.