

Information for Exhibitors



**Early booking
discount until
31 July 2024**

Regular prices from
1 August 2024

EUROVINO

Trade fair for wine. Karlsruhe.

9 + 10 March 2025

“The first EUROVINO proved that the small-scale wine industry needs more contact opportunities, in addition to the leading international fairs, in order to speak to potential suppliers both with focus and with the necessary calm. We really liked the format and Karlsruhe trade fair company did a professional job, right from the first run. We are already planning our attendance in 2025.”

Stephan Pellegrini, Stephan Pellegrini GmbH



“The flat-rate entry ticket price for our customers and prospective customers makes EUROVINO an exciting fair for fostering contacts and gaining new customers. With this, every exhibitor at the fair can invite customers and prospective customers, with no hidden costs, as well as knowing in advance which costs will be involved, irrespective of how many customers come. This makes it possible to achieve huge coverage and invitation distribution, without pre-selection of customers to be invited, which means that it brings the respective stand great visibility and therefore business.”

David Klenert, Klenert Winery



“What we particularly liked about EUROVINO was that the specialist fair is small and lovely, that quality comes before quantity, and that we had some great conversations. For us as one of the 18 federal research centres of the Julius Kühn Institute, the focus is on knowledge sharing – we provide information about PIWIs, our cultivation research and new grape varieties. And we will be back again in 2025.”

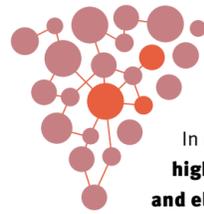
Julia Fuchs, Julius Kühn Institute (JKI) – Federal Research Centre for Cultivated Plants Geilweilerhof grape cultivation institute



“Right from the first event, EUROVINO has proved that a B2B wine fair focused on the German market certainly has potential. In two days, we were able to welcome many existing customers to our stand from all over Germany, and we ended the fair successfully with a number of new customer contacts. The relaxed setting in Karlsruhe and good fair organisation behind the scenes naturally contributed to this success.”

Alexander Ultes, Zotz Winery





EUROVINO – The platform for wine producers, marketers and buyers with a focus on the German-speaking and European market.

In March 2024 the first EUROVINO was a winning event at the trade fair centre in Karlsruhe, with a **high-quality exhibitor portfolio**, which was presented to a **strong specialist audience from Germany and elsewhere in Europe**. You too can use EUROVINO 2025 as your ideal specialist sales platform!

> 300 exhibitors

> 2,500 attendees

From a total of 10 countries in Europe

Exhibitors

How happy were the exhibitors?

Focus on Wine

Relevant

86 % Visitor quality
85 % Intention to participate again
97 % Transport connections

Personal

98 % Project management and exhibitor service
99 % General organisation + personal contact
96 % Overall concept of the fair

Fair

94 % Stand equipment
92 % Range of hotels
98 % Parking situation



Visitors

How happy were the visitors?

93 % with the fair overall
92 % with the range at EUROVINO
90 % recommending it to business partners and colleagues
90 % plan to attend the fair again
97 % praise the quality of the exhibitors

Visitor structure by industry

42 % Specialist wine trade, beverage trade, food trade, wholesale trade, internet trade
22 % Catering, sommeliers, hotel industry
15 % Wine producers
5 % Wine agents
5 % Wine marketers
2 % Import/export
9 % Other

Visitor intention to buy



have a decisive and significant influence in their company



plan to order after the fair or to do a business deal



have already introduced or plan to introduce a new wine or a new supplier in their range

How we support you with promotion to visitors

- Flat-rate voucher: Invite **all** your customers and business partners to attend the fair for free
- Extensive print and online promotional campaigns in all relevant specialist media
- Customised online banners and text templates for your customer communication
- Year-round listing of your wines in the **EUROVINO Weinguide** at eurovino.info/weinguide
- Many additional advertising opportunities available to book during the fair (value added services)
- Comprehensive PR

Wine Experience

EUROVINO offers all exhibitors, as well as wine growers and wine producers in attendance without a stand of their own, the opportunity to present their wines in the Wine Experience, the innovative EUROVINO tasting area.

How it works:

- Register the wines online: eurovino.info/en/exhibit
- Send the wines to Karlsruhe Trade Fair Centre
- Enter data about the wine in the exhibitor portal

We look after optimal presentation on site.

€ 60.00 per wine / **€ 90.00** per wine incl. digital presentation of your winery



Sustainability

EUROVINO was designed to be sustainable

- Focus on **sustainable stand construction**: Reusable stand modules improve sustainability and keep costs down for everyone involved.
- **Exhibitors who operate organically and sustainably** receive **greater visibility**.
- EUROVINO supports **sustainable travel to the event**.
- Karlsruhe Trade Fair Centre has **EMAS validation** and is therefore **committed to sustainability**.

Presentation Options

All packages include the following stand services:

- Stand construction and dismantling
- 2 exhibitor passes
- 3 kW power supply
- Basic marketing fee
- Unlimited invitation vouchers for your customers
- Glass hire, washing up service, bread service, crushed ice
- Fee for general additional hall costs
- AUMA fee

12 m² or 16 m² EUROVINO Full Stand

- Area 3 x 4 m² or 4 x 4 m²
- Octanorm system rear panels, height 2.5 m
- 3 or 6 chairs, 1 or 2 tables, 1 sideboard
- 1 or 2 residual wine containers (1)

	Early Booking (Until 31.07.24)	Regular
12 m ²	€ 2,349.00	€ 2,399.00
16 m ²	€ 2,809.00	€ 2,869.00



6m² New Style Full Stand

- Area 3 x 2 m²
- Rear panel 3 x 2.5 m² made of maritime pine
- 1 counter 2 x 0.9 m², wooden design, 1 shelf
- 1 residual wine container (1)
- Stand signage

Early Booking (Until 31.07.24)	Regular
€ 2,299.00	€ 2,349.00



Joint Presentation Examples (costing and price on request)

Stand space without stand construction

- Plus glass hire, washing up service, bread service, crushed ice (€ 95.00)
- Plus basic marketing fee (€ 265.00)
- Plus fee for general additional hall costs (€ 6.40 per m²)
- Plus AUMA fee (€ 0.60 per m²)

Row stand	€ 112.50/m ²
Corner stand	€ 120.00/m ²
Peninsula stand (from 15 m ²)	€ 129.00/m ²
Island stand (from 24 m ²)	€ 139.00/m ²



Additional stand construction & marketing upgrades available to book for all stands

EUROVINO Weinguide

The year-round digital platform that presents the exhibitors' wines and facilitates targeted searches: eurovino.info/weinguide

Online Stand Registration

All information for exhibitors at eurovino.info/en/exhibit



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Trade fair for wine. Karlsruhe.

Date **9 + 10 March 2025**

Frequency **Annual**

Opening hours **10 a.m. – 6 p.m.**

Power breakfast 9 a.m. – 10 a.m.

Get-together for the industry **networking evening** on the Sunday of the fair

Location **Karlsruhe Trade Fair Centre**

Messeallee 1 | 76287 Rheinstetten | Germany

Your Competent Contacts



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