



# • Organizer

- About the SALON
- Salon+: Chinese Fine Wine Tasting

# Venue

On-line B2B





## lockvin乐酒客 \*\*\*

始于2013年的先锋葡萄酒行业媒体 B2B线上展平台专业服务商 助力进口商/酒庄/经销商采销 关注行业渠道动态

> Since 2013 | Leading Wine Media B2B On-line Trade Platform Importer/Winery/Wine Buyers Wine Industry News Observer

 Since 2013, Domestic pioneer wine media – LOOKVIN welcomes over 10,000+ readers daily through a full media coverage platform, disseminating and sharing domestic & foreign wine business information, industry trends, columns, events follow-up.

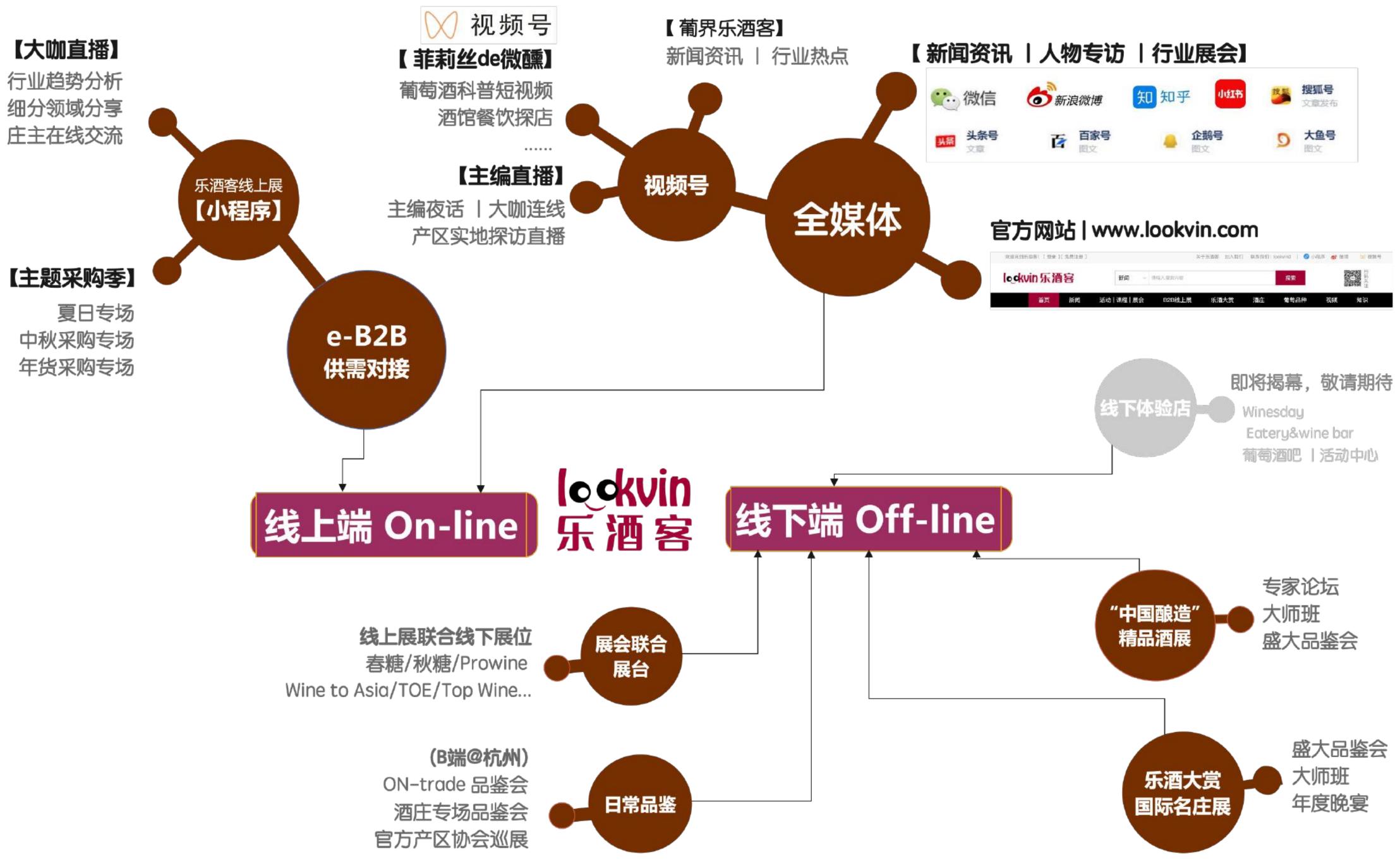
• B2B solutions for wineries&importers media exposure; wine campaigns; Co-branding; wine buyers resourcing.. Professional organizer of on/offline events and branding projects for wineries, importers, professional institutions and enthusiasts.

• Over 300+previous events; Partners includes 30+ official wine region association; wine fair organizers; PR agencies; 30+ wechat chating groups, B2B trade groups.













## 乐酒大赏往届 现场精彩回顾



GRAND BATEAU

event, LOOKVIN continued the 2 Edition in September 2021, increasing to 260+ wineries from 17 countries.

#### Wine seclection for Salon:

High scores by authoritative institutions/critics ; High grade of official /region classification; Media/Magazine award list: Best Winery of the Year/World TOP100/WS100… Blazing star winemarkers&wineries/garage wines/new stars…

- Invitation 10%
- WeChat); Certified B2B buyers are free to read product&winery information and find contacts on it.
- Richer Tasting Salons.

2022 3rd Edition, LOOKVIN Fine Wine Grand Tasting (Hangzhou) will be launched on Sunday October 23 (Master Classes on Saturday October 22), Welcome to join us!

2019 The 1st Tasting Edition —— LOOKVIN Fine Wine Grand Tasting (Hangzhou) attracted over 800 professionals&wine lovers to join, which widely gathering trade buyers & consumers of Hangzhou-zhejiang. Based on the quality of the

**Visitors Segmentation:** Wine lovers 60% / off&on Trade | Wholesalers | buyers 30% /Media & KOL & Professionnels by

**LOOKVIN Fine Wine Grand Tasting (Hangzhou)** is an in-depth exchange between importers, wineries and buyers, as well as a super tasting for wine lovers. Further more, each exhibitor has a e-booth at the same time (mini-program from

2022, LOOKVIN launch a new project – "Vinified in China" 100% Chines Fine Wine Tasting salon, which includes 40+ Chinese Wineries' grand tasting, Winery Forum hosted by Fonyee Walker MW and 4 masterclasses. The Chinese Salon will be Launched at the same day with LOOKVIN Fine Wine Grand Tasting(Hangzhou) in different ballrooms. Larger, Better,



## 2021 TASTING SALON BRANDS

#### 法国 France

#### Champagne

Champagne Taittinger Champagne Valentin leflaive Champagne Autreau de Champillon Champagne Pertois-Moriset Champagne Alfred Gratien Champagne Deutz Champagne Pierre Peters Champagne Mingnon Champagne Geoffroy Champagne Pol Roger Champagne Lombard & Medot

#### Burgundy

Domaine A&P de Villaine **Domaine Bernard Bonin Domaine Billaud Samuel Domaine Christien Clerget** Domaine d'Ardhuy **Domaine Fèvre** Domaine Henri Magnien **Domaine Josephy Roty Domaine Laroche Domaine Lucien Boillot Domaine Michel Gros** Domaine Michel Magnien **Domaine Nicolas Rossignol Domaine Poulleau Domaine Ponsot Domaine Pieure-Roch Domaine Rougeot Domaine Roulot** Au Pied du Mont Chauve Chapuis&Chapuis **Douhairet Porcheret** Hospices de Beaune Hospices de Nuits-Saint-Georges Laurent Ponsot **Philippe Pacalet** Louis Jadot

#### 自由品鉴会参展酒庄 2021.9.251杭州

#### Burgundy

Domaine G.&C. Felettig Pascal Marchand-Tawse Louis Max Maison Pierre Brisset

#### Bordeaux

Château Beychevelle Château Bel Air Château Bellegrave Château Clerc Milon Château Coutet Château de Birot Château de Pez Château Figeac Château Grand-Puy-Lacoste Château Hosanna Château Latour Canet Château Laroze Château Leoville-Poyferre Chateau Moulin Riche Château Pape Clement Château Palmer Château Rayne Vigneau Château Smith Haut Lafitte Château Montviel Clos du Clocher Laithwaite

#### South West

Château du Cedre Château Couronneau Château de Chambert Domaine Capmartin Château Lamartine

#### Loire

Le Clos du Tue boeuf Loire Alliance Terre de l'Elu

#### 法国 France

#### Langedoc&Roussillon

Domaine du Clos des Fées Domaine de Baron'Arques Domaine of the Bee Clos Bagatelle Gerard Bertrand Château Haut-Blanville Matthieu Barret Sarl Famille Fabre

#### Beau jolais

Domaine Julien Sunier Château de Julienas Domaine Jean-Paul et Charly Thevenet

#### Rhone Valley

Matthieu Barret Sarl Domaine du Pegau Francois Villard Famille Perrin

#### Alsace

**Gustave Lorentz** 

#### 意大利 Italy Piedmont

Pira Luigi Vittorio & Figli Bricco dei Guazzi Cantina San Silvestro Mirafiore Bera Vittorio & Figli

#### Abruzzo

Masciarelli Ausonia La Valentina

## 自由品鉴会参展酒庄 2021.9.251杭州

#### Sicily

Pellegrino Terre Nere Pietradolce Tasca

#### Tuscany

Grattamacco Castello Banfi Canalicchio di Sopra Vecchia Cantina di Montepulciano Tenuta San Guido Fattoriata I Collazzi Societa Agricola Marchesi Antinori Tenuta Perano Luce della Vite Tenuta Castelgiocondo Villa al Cortile Caparzo Tenuta Moraia Tua Rita

#### Veneto

Gini Tenuta Sant'Anna Monte dall'Ora Zyme Secondo Marco Costa Arente Santa Colomba Cantina Di Negrar Villa Canestrari Pieropan





## 2021 **TASTING SALON BRANDs**

## 西班牙 Spain

意大利 Italy

Other regions

**Torre Rosazza** 

Conti Ducco

Conti Zecca

Sella&Mosca

Il Marrineto

Arnaldo Caprai

Agricola Punica

Raina

Falesco

A Mano

Pesquera Vina Tondonia **Bodegas Garmon Bodegas Coral Duero** Altos Baron de Ley

#### 葡萄牙 Portugal

Dow's (Port) H&H (Madeira)

#### 德国 Germany

Dr.Loosen Weingut Markus Molitor Weingut Dr. Bürklin-Wolf e.K. Weingut Schloss Johannisberg Weingut Von Hövel Stefan B. Ress KG Weinkellerei Weingut Joh. Bapt. Schäfer

奧地利 Weingut Ploder Rosenberg

# Vik

Simi Winery Ravenswood Winery



#### 阿根廷 Argentina

Bodega Monteviejo Elorigen Kaiken Estate Finca El Origen El Esteco

#### 希腊 Greece

**Chatzivaritis Estate Estate Raptis** Holy Great Monastery Of Vatopedi

### 澳大利亚 Australia

Langmeil Wild Duck Creek Estate Timo Mayer Dr. Mayer Ten Minutes by Tractor Estate Curly Flat **Pacific Vintners Pty** 

#### 智利 Chile

**Torreon de Paredes** Seña Santa Carolina **Montes Wines** Ventiaquero Vina San Rafael Viu Manent

#### 美国 USA

自由	品鉴	会参	展酒	庄	2021

新西兰 New Zealand	中国 China	日本」
Babich Wines Borthwick Brookfields	九顶庄园 中法庄园 莱恩堡酒庄	獭祭 (Sal 梵(Sake)
Blank Canvas Mount Edward Starborough Nanny Goat	丝路酒庄 九月兰山 长和翡翠	更多展商加入。
Abel	甘麓酒庄	
Greystone Wild Earth	兰树酒庄	

ナール市ゴルトスソク

#### 大师班与自由品鉴会门票互不通用,请悉知。

<b>\</b>		
上午话 11:00-12:30 会议厅A	<b>勃艮第膜拜名庄PONSOT-2017年份对比 Domaine Ponsot VS Laurent Ponsot</b> 主讲人:陈翔宇,知名葡萄酒讲师 Corton Charlemagne 2017 Domaine Ponsot Clos Vougeot 2017 Domaine Ponsot Clos de la Roche 2017 Domaine Ponsot Clos de la Roche 2017 Domaine Ponsot Corton Charlemagne 2017 Laurent Ponsot Clos St Denis 2017 Laurent Ponsot	
<mark>11:00-12:30</mark> 会议厅B	<b>德国精品酒大师班</b> 主讲人:吴坦,德国葡萄酒协会中国代表处总监 (即将开放场次,敬请期待)	
下午场	去上到88日 天花休暇。65晚天天大小日收	
13:30-15:00 会议厅A	意大利明星: 西施佳雅 &如雅垂直年份品鉴 主讲人: 梁扬, 知名葡萄酒讲师 Tenuta San Guido Sassicaia 2015 西施佳雅 Tenuta San Guido Sassicaia 2016 西施佳雅 Tenuta San Guido Sassicaia 2017 西施佳雅 Tenuta San Guido Sassicaia 2018 西施佳雅 Agricola Punica BARRUA 2013 如雅 Agricola Punica BARRUA 2014 如雅 Agricola Punica BARRUA 2015 如雅 Agricola Punica BARRUA 2016 如雅	
16:30-18:00 会议厅A	<b>智利标杆名庄:桑雅Sena 25周年垂直品鉴</b> 主讲人:桑雅亚洲区总监 Julien Pourtier Sena 2011/2012/2014/2016/2017/2019 更多大师班场次,即将发布,敬请期待。	



# Timeline 2022

18th July Media Release lst August 6th July – 20th September Exhibitor Submission Mid-September 15th–20th October Wine & POSM Delivery 22nd October 23rd October

- Tickets Opening (Early Bird)
- Offline Press Release (Hangzhou)
- Chinese Wine Forum/ Master Classes / Gala Dinner
- LOOKVIN Grand Tasting Salon + Chines Wine Tasting



Dev. volocy	
MOMEIA MAAYS MINNAT	
JTENETC	
BAROLO WINNAGE VINNAGE	

#### Salon Schedule 2022

## 22nd October Saturday

#### 14:00–16:30 "Vinified in China" Forum

Host: Fonyee Walkeer MW Speakers:

Lin Hai HAO (Director of the Management Committee of the Ningxia Helen Mountain East Foot Industry Zone) Jian Hong CAO (Chairmen of Yunnan Shangri-La Grape Industry) Development Association) Yanzhi ZHANG Owner if XI GE Winery (Ningxia)

**Fang WANG** (Owner&winemaker of Kanaan Winery)

**Charles Treutenaere** (General Manger of Domaine Longd Dai)

### 18:30 - 20:30

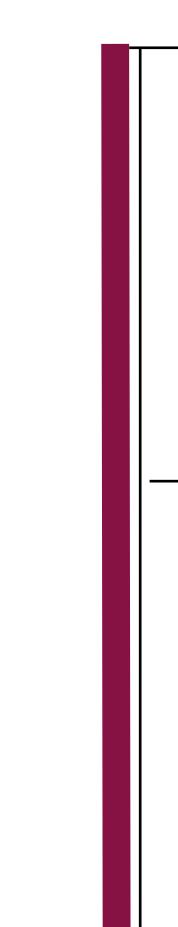




#### T-MALL X LOOKVIN Awards Dinner

LOOKVIN will cooperate with Tmall (Alibaba) to release the annual e-commerce wine sales big data award list, inviting domestic winery owners, foreign wineries representatives and distributors to attend the dinner.

#### 10:00-18:00 Master Classes (International Wineries)



## 23rd October Sunday

#### **12:00–18:00** Tasting Salon LOOKVIN Fine Wine Grand Tasting (1F Ballroom) "Vinified in China" Tasting(3F Ballroom)

#### 10:00-18:00 Master Classes

(4 Session Confirmed)

Ao Yun – MHD (New Vintage Release) Long Dai –Lafite Rothschild (First Session) Silk Road Winery (by De Mei LI) Long Yu Winery

# Tickets 2022

### All-Pass Ticket

1 free tasting ticket for 2 Tasting Salons, from 12:00–18:00, 6 hours in total.

## **Tickets for Wine Lovers**

1 Person: RMB788/ticket

- 2 People: RMB1399/ticket
- 3 People: RMB1800/ticket

#### Early Bird

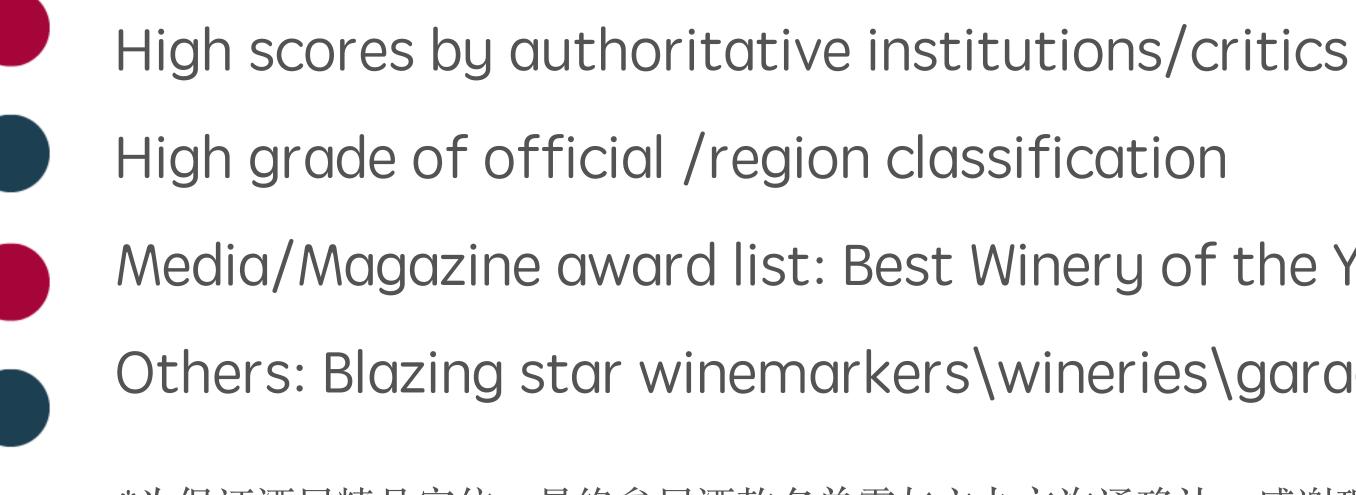
- 1 Person: RMB 588/ticket
- 2 People: RMB1099/ticket
- 3 People: RMB1500/ticket

## **Special Tickets for Trade Buyers**

LOOKVIN opens Special Tickets Channel for trade buyers : 50% OFF RMB388/tickets all-pass.

Off&On Trade professionals/sommeliers/ wholesalers/wine educators/importers could purchase the special price ticket after the submission certified by organizer.

# Wine Standard for Tasting



\*为保证酒展精品定位,最终参展酒款名单需与主办方沟通确认,感谢理解。

- Media/Magazine award list: Best Winery of the Year\World TOP100\WS100 $\cdots$
- Others: Blazing star winemarkers\wineries\garage wines\new stars…
- To guarantee the quality of tasting, all the final wine lists of exhibitors should be confirmed with the organizer(Lookvin).

# Exhibitor Package

Category	Service	Value	Standar
Offline IBM Booth	Standard POSM: KT board;water; spitton;ice backet;napkins;corkscrev	v, etc. 5500	$\checkmark$
	Duration: 6 Hours (12:00–18:00)		$\checkmark$
Communication	Continuously visibility boosting from June to September(brand story\logo\wine introduction…)	2000	$\checkmark$
	Personalized promotion poster	3999	$\checkmark$
	Priority chance for city road show class of pre-heat tasting(2 months) - live stree	am	$\checkmark$
On-line E-booth	365 days' booth(1 year avalible)		$\checkmark$
	Free upload of VCP/catalogue/portfolio/PDF		$\checkmark$
	Review of customer data/comments from programs backstage	2000	$\checkmark$
	Free SEO clicpping(website\mobile/miniprogram)	3999	$\checkmark$
	Exhibitor livestream room(set by yourself, can collect visitor's info)		$\checkmark$
	One-click snarfing to WeChat group of your e-booth		$\checkmark$
Interaction	Bottle sponsor/exposure for on-site interaction/ tasting games		$\checkmark$
Gala Dinner	1 seat (Saturday October 22) Winery owner&CEO&Driector&BA	3000	$\checkmark$
Tickets	3 invitation tickets		$\checkmark$
	P	ackage	RMB6999





## **2021 Exhibitors**

## 1.83m\*0.45m IBM Booth for Salon



# Master Class

## Saturday October 22 (Open to international brands) 13:30-15:00 / 16:30-18:00

Sessions are available to reserve. Please contact Lookvin for more details.

### Sunday October 23 (full) 10:00-11:30 /13:00-15:30/16:30-18:00

Ao Yun – MHD (New Vintage Release) Long Dai –Lafite Rothschild (First Session) Silk Road Winery (by De Mei LI) Long Yu Winery



. . .

**Topics in Previous years:** 

Domaine Ponsot/Laurent Ponsot(France) WS TOP 1 : Tenuta San Guido Sassicaia(Italy) Vertical Tasting of Viña Errazuriz (Chile) Vertical Tasting of Sena(Chile)

Speakers in Previous years:

Yusen Lin (Famous Taiwan wine writer) Sam Chen (Wine Lecturer, Bland Tasting Champion $\cdots$ ) Leon Liang (Wine Lecturer, Italy wine specialist)



# Part Three Salon+: "Vinified in China" **Chinese Fine Wine Tasting**





## Saturday 22nd October 14:00-16:30



赵凤仪 Fonyee Walker MW



重磅嘉宾

宁夏贺兰山东麓葡萄与葡萄酒联合会主席 郝林海 迪庆香格里拉葡萄产业发展协会会长 曹建宏 西鸽酒庄 庄主兼酿酒师 张言志 (宁夏) 迦南美地酒庄 庄主兼酿酒师 王方 (宁夏) 丝路酒庄 庄主 李勇 (新疆) 中粮长城桑干酒庄总经理兼总酿酒师 于庆泉(河北) 中国盛唐·国宾酒庄副总经理温向彬 (山东)

... 更多嘉宾即将披露!

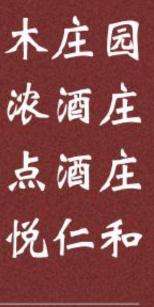






## 2022 Wineries joined:

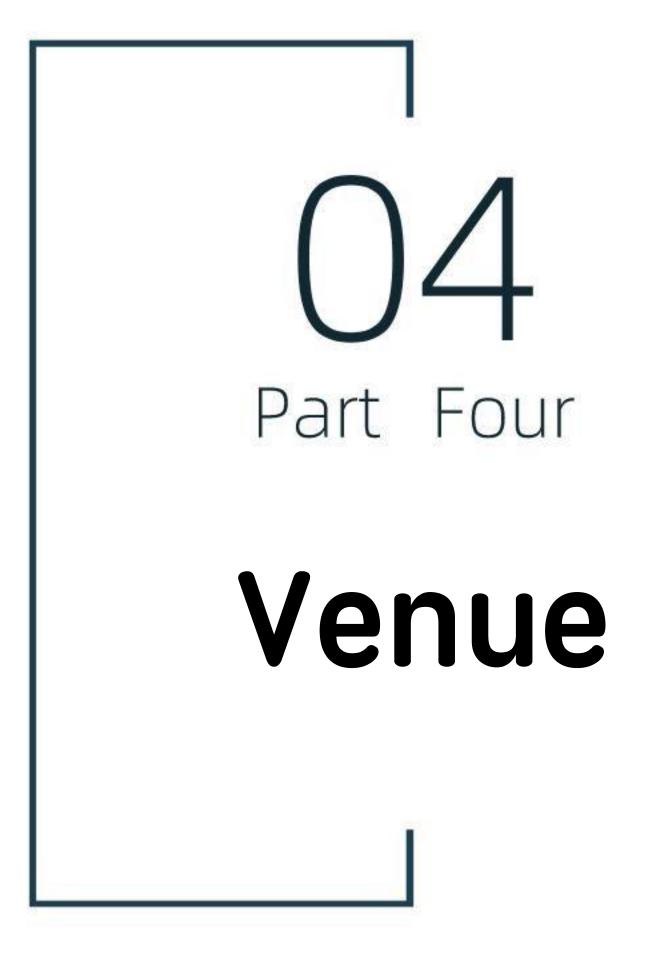
() 今夏	迦南美地 贺兰晴雪 美贺庄园 西鸽酒庄	尚颂堡 龙谕酒庄 未迟酒庄 利恩酒庄	贺东庄园 立兰酒庄 留世酒庄 长和翡翠	夏亦源海
新疆	天塞酒庄 丝路酒庄	乡都酒庄 芳香庄园		
河北	中法庄园 长城桑干	马丁酒庄紫晶庄园	迦南酒-	IL.
<b>一</b> 一一一一一一一一一一一一一一一一一一一一一一一一一一一一一一一一一一一	龙亭酒庄 逃牛岭酒,			
云南		酉业 霄岭( 水酒庄 扎西		拉酒
黑龙江	青谷酒庄		辽宁 蔡太	き鳞り









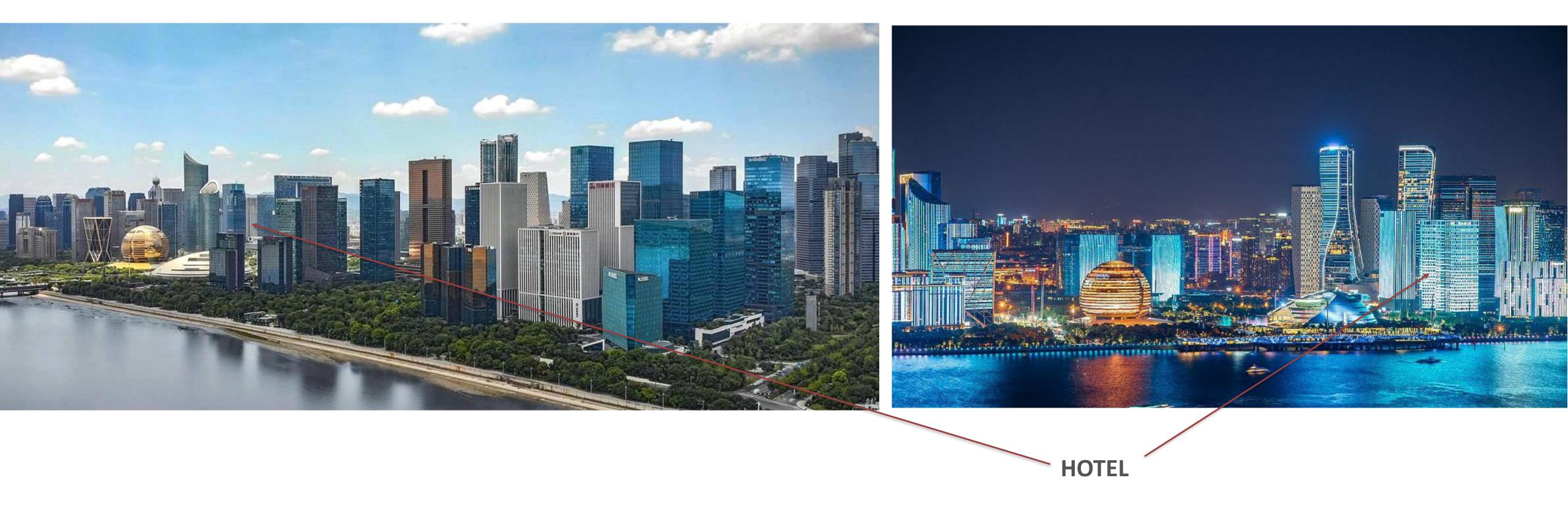






#### CBD,Central Business District of Hangzhou

The Qiangjiang New Town, which was designed to be Hangzhou city's new CBD, is the venue of the G20 Summit, with a riverside view of the Qiantang River. A high-tech and Muti-functional CBD gathering business area, finance, commerce, traded leisure.



#### 5 STAR Luxury Hotel - Hangzhou Marriott Hotel Qianjiang





#### *5 STAR Luxury Hotel* Hangzhou Marriott Hotel Qianjiang



Offering a terrace and views of the Qiantang river, Hangzhou Marriott Hotel Qianjiang is located in Hangzhou CBD Area of Qianjiang New Area.

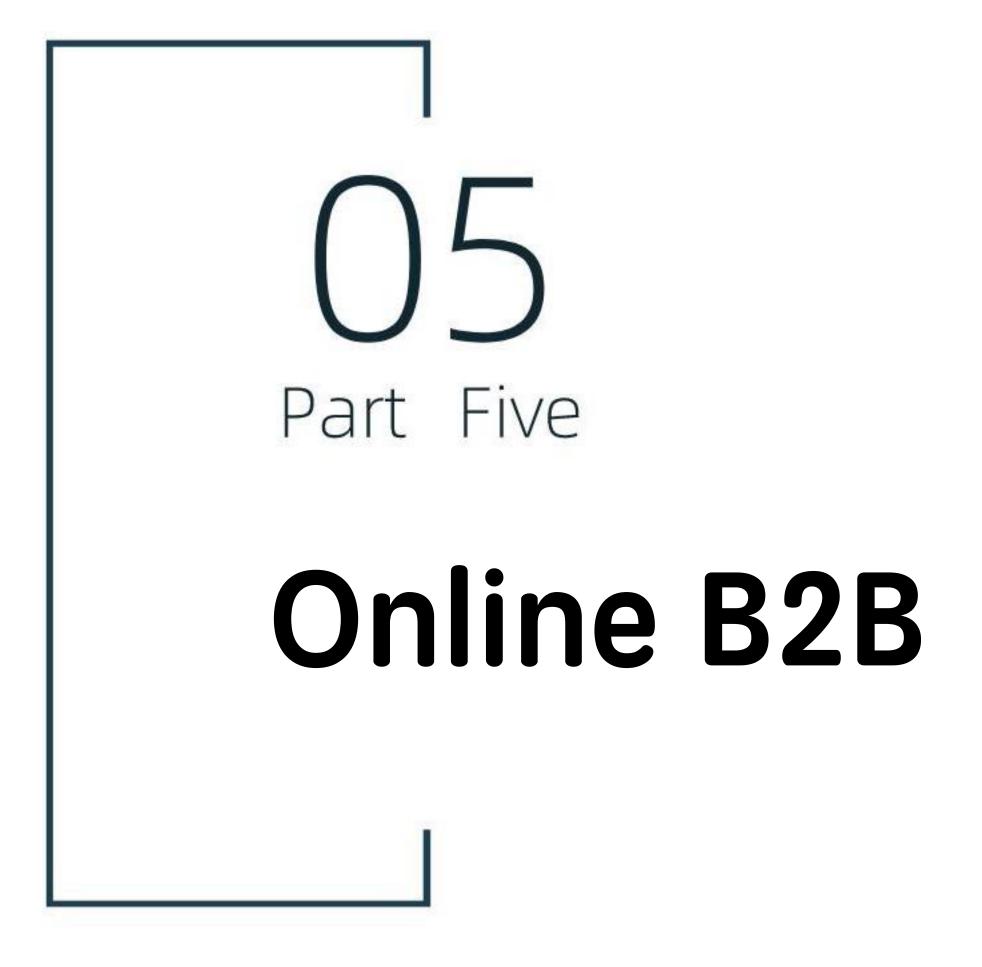
Location Metro – Line4; East Hangzhou Railway Station – 20min; Airport–30km.













# Online+Offline in parallel



## 乐酒大赏线下展位 Offline booth

Visitors coming to the booth for tasting could have the exhibitor's E-booth in hand via scanning the QR code: product information, collection of interested wine, exhibitor's contact, videos, brand news, wine region knowledge etc in a full view. Lookvin mini-program — Do not enjoy great tasting "blindly", but with efficiency!







# Online+Offline in parallel



#### Past Event brochure +Notebook+pan

#### Collect interested materials





#### An ideal tasting without any burden *High efficient experience*





*E-tastingbook* | *online record* Booth info | cloud storage



# Partners | Communication

#### Organizer: 乐酒客LOOKVIN

#### Support:

• • •

宁夏贺兰山东麓葡萄与葡萄酒联合会 银川市贺兰山东麓葡萄酒产业联盟 山东烟台市蓬莱区葡萄与葡萄酒产业发展服务中心 云南迪庆香格里拉葡萄产业发展协会 新疆巴州葡萄酒产业协会 河北怀来氰萄酒产业协会 杭州市葡萄酒行业协会 Clovitis克洛维斯国际酿酒顾问团队

## Communication:

- \_ LOOKVIN Media(200,000+ 曝光)
- 20+ Articles (Web/Wechat/livestrem/Weibo…)
- 5 Short videos (菲莉丝de微醺-Wechat Shi Pin Hao)
- \_ 20+ Wine Institutions
- \_ 20+ City Partners(bistro/whosalers/Local KOLs…)
- \_ 30+ channels exposure(media/restos/associations…)



