

International Wine Business Meetings

2020 October
26th – 30th
Lleida

Estonia, Latvia,
Lithuania and
Denmark



#IWBMLLEIDA
@CambraLleida



Cambra Lleida
'doing business'

XIV



Lleida Chamber
of Commerce

Event introduction:

You are a key player in the Danish / Baltic wine industry. Because of that, the Lleida Chamber of Commerce and the Catalonia Government wish invite you to the XIV International Wine Business Meetings.

The International Wine Business Meetings is an event organized by the Lleida Chamber of Commerce that in 2020 reaches the XIV edition. Until now, more than 275 wineries from over all the Spanish regions took part in the event, with an average participation of 25 wineries from more than 20 origin denominations (DO).

Additionally, more than 165 importers from countries like United States, Canada, China, Japan, South Korea, Russia, Hong Kong, Philippines, Thailand or Vietnam took part of the event in last editions.

In past editions, we use to design a program of business meetings, tastings, and private meetings to cellars. However, the current situation with SARS-CoV-2 has induced us to celebrate the event in a virtual format. More specifically, it will consist of receiving samples of wines from wineries of your interest and having online interviews and tastings with them.

For further information about this event, follow [this link](#).

¿When? ¿Why to participate?

- From 26th to 30th October 2020.
- Because the wine industry is the third most important subsector in the agrifood industry in Catalonia, with a sales value over 1.000 million euros.

The quality commitment that comes from the wine sector and from the institutions has allowed wines for continuous improvement in quality levels and health.

- 45% of the production is sold to international markets, mainly in the European Union. Nevertheless, exports to third countries are increasing and in 2019 they reached the 50% of the total exports.
- Because we are sure that in this event you can find the product you need to complete your wine portfolio.



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GOALS:

The objectives of this events are:

- To show to Danish & Baltic companies the quality and diversity of Spanish wines.
- To create a good relationship between wine importers and producers.
- Finally, to promote the Spanish wine imports in Denmark, Estonia, Latvia, and Lithuania.

The **XIV International Wine Business Meetings** is an event tailor-made for you, since it offers you the possibility of setting a selection of B2B appointments with over 25 participating producers, both boutique and renowned wineries.

HOW TO APPLY

- You will be requested to fill up an application form for the selection ([download form](#)).
- After admission, you will receive a document with the winery's profiles final selection. Then you will have to express your preferences for the Spanish wine producers you would like to meet during the event.
- Meetings:
You will receive samples of the chosen wineries in your office. The organization will arrange the meetings agenda including details of each winery / wines and the instructions to connect with the meeting through the Zoom platform or similar.

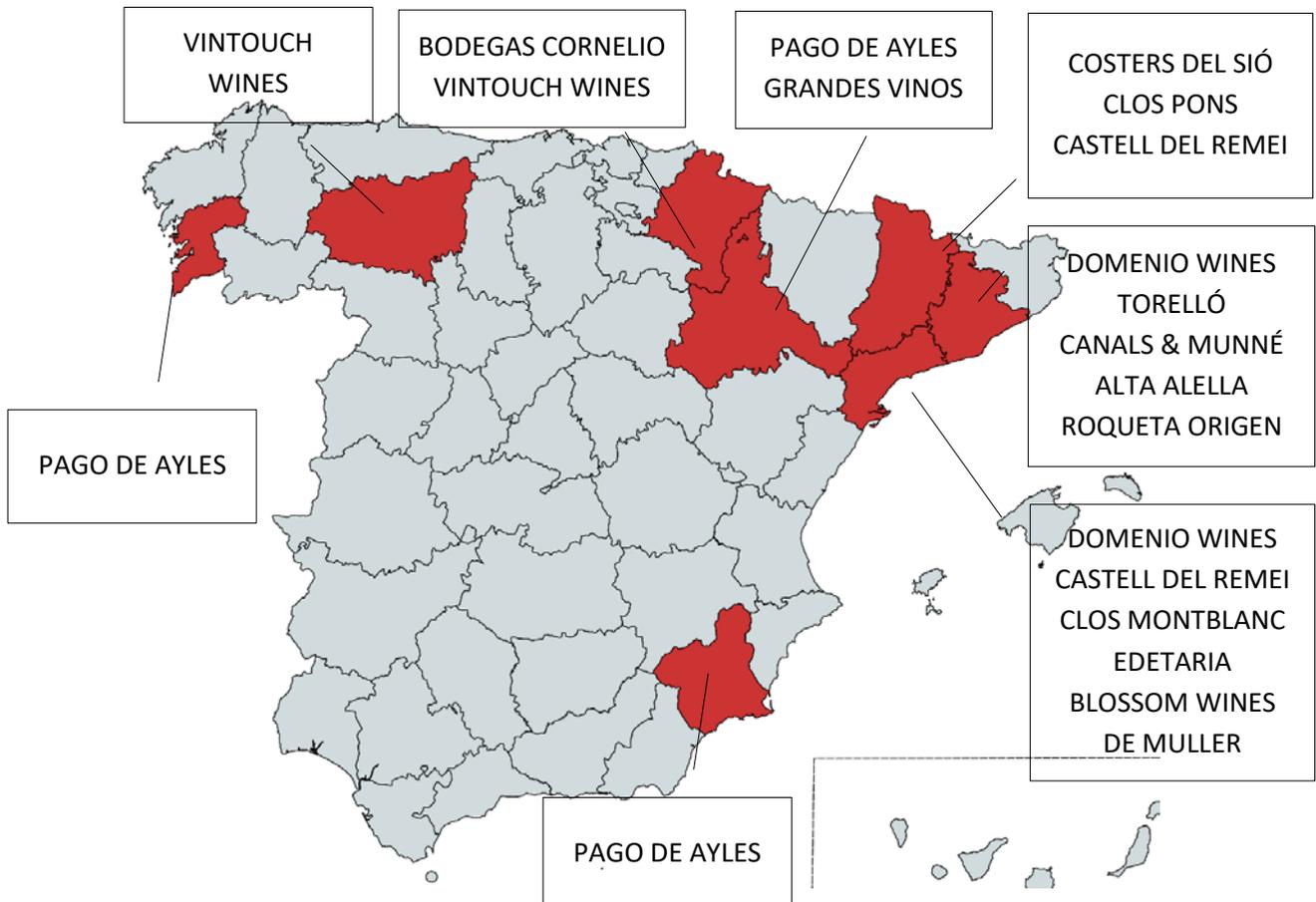
PARTICIPANT WINERIES

	Winery	Web site	Origin Apellation
01.	Bodegas Costers del Sió	www.costersio.com	Costers del Segre
02.	Bodega Pago de Aylés	www.pagoayles.com	Cariñena Vino de Pago
03.	De Müller	https://demuller.es	Tarragona Priorat
04.	Domenio Wines	www.domeniowines.es	Cava Penedès Catalunya Conca de Barberà
05.	Grandes Vinos	www.grandesvinos.com	Cariñena
06.	Bodegas Cornelio Dinastia	https://bodegascornelio.com	Rioja
07.	Bodegas Aessir	www.aessir.com	Cava Terra Alta



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	Winery	Web site	Origin Apellation
08.	Castell del Remei	www.castelldelremei.com www.tomascusine.com http://cervoles.net https://caranordceller.com	Costers del Segre Conca de Barberà
09.	Clos Montblanc	https://closmontblanc.com	Catalunya Conca de Barberà
10.	Edetaria	https://edetaria.com	Terra Alta
11.	Vintouch Wines	http://vintouchwines.com	Rioja Bierzo Vino de Pueblo
12.	Alta Alella	https://altaalella.wine	Alella
13.	Clos Pons	www.clospons.com	Costers del Segre
14.	Canals & Munné	www.canalsimunne.com	Cava
15.	Roqueta Origen	www.roquetaorigen.com	Pla de Bages Catalunya Terra Alta
16.	Torelló Llopart, S.A.	www.torello.com	Penedès Corpinnat
17.	Les Vinyes del Convent	www.lesvinyesdelconvent.wine	Terra Alta
18.	Blossom Wines	www.blossom-wines.com	Montsant





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International Wine Business Meetings – Spain Temptative Program

Monday, October 26th

- 08:30 h.:** Welcome virtual meeting.
- 08:45 h.:** Opening of the XIV International Wine Business Meetings.
- 08:50 h.:** Keynote Lecture: “The Catalan Wine Industry”.
- From 09:15 h.:** B2B meetings kick-off between wineries and international importers.
The meetings will last for 35 minutes according to the importers’ request.

Tuesday, October 27th

- From 09:15 h.:** B2B meetings kick-off between wineries and international importers.
The meetings will last for 35 minutes according to the importers’ request.

Wednesday, October 28th

- From 09:15 h.:** B2B meetings kick-off between wineries and international importers.
The meetings will last for 35 minutes according to the importers’ request.

Thursday, October 29th

- From 09:15 h.:** B2B meetings kick-off between wineries and international importers.
The meetings will last for 35 minutes according to the importers’ request.

Friday, October 30th

- From 09:15 h.:** B2B meetings kick-off between wineries and international importers.
The meetings will last for 35 minutes according to the importers’ request.