

9 November 2020

ASX Announcement

## COMPANY UPDATE

### HIGHLIGHTS:

- **WINEDEPOT** ships a record number of cases in October, up 34% on September
- **WINEDEPOT** welcomes 57 new brands to the platform

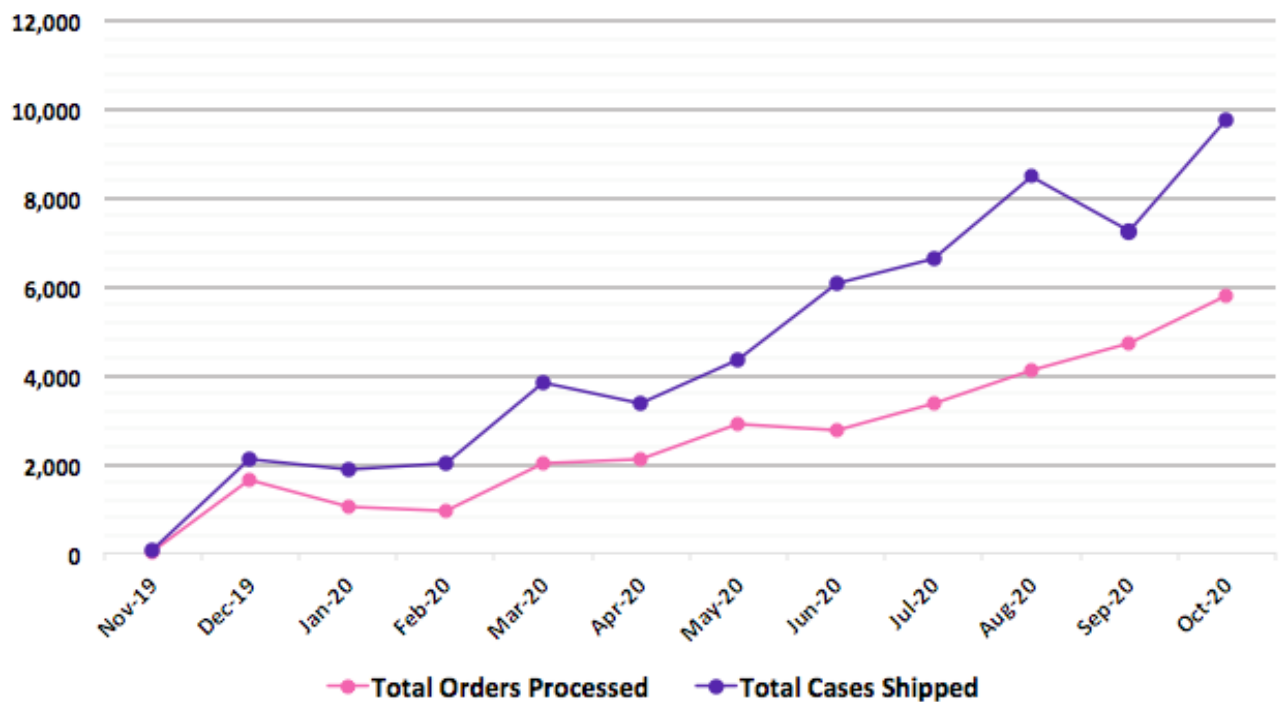
**Digital Wine Ventures (DW8 ASX)**, or the “**Company**”, is pleased to provide an update on the progress of the Company and its **WINEDEPOT** business.

### WINEDEPOT ships a record number of cases shipped in October

The Company is pleased to advise that **WINEDEPOT** shipped a total of 9,749 cases in October, up 34% on the 7,265 total cases shipped in September.

**WINEDEPOT** also processed another record number of orders in October coming in at 5,817, up 23% on the previous record-breaking month in September.

The average number of cases shipped per order in October was 1.7, slightly lower than the long-term average of 1.8 cases shipped per order.



## **WINEDEPOT welcomes 57 new brands to the platform**

The Company is pleased to report that **WINEDEPOT** has welcomed a total of 14 new customers since the quarterly update, who collectively bring another 57 brands to the platform.

New customers include:

### **Australian producers:**

- **Cupitt's Estate**
- **Dal Zotto Wines**
- **Howard Park**
- **Patch Wines**
- **Plantagenet Wines**
- **Vindana Wines**

### **Region**

South Coast, NSW  
King Valley, VIC  
Margaret River, WA  
Yarra Valley, VIC  
Great Southern, WA  
Barossa Valley, SA

### **New Zealand producers:**

- **Akarua**
- **Ant Moore Wines**

### **Region**

Central Otago, New Zealand  
Marlborough, New Zealand

### **Craft Spirit & Beverage producers:**

- **Mr Black Spirits**
- **Sunny Eddy Alcoholic Spritz**
- **VACAY Alcoholic Seltzer**

### **Distributors**

- **Essential Wines**
- **Estate Wine Distributors / Stonefish**
- **Invivo & Co**

### **# Brands carried**

11  
30  
4

Amongst the new customer sign ups is **Invivo & Co**, a New Zealand based wine and gin producer that distributes a number of highly successful and award winning celebrity branded labels including:

#### **INVIVO Wines**

**Graham Norton Wines** (the Irish Television presenter)

**Graham Norton's Own Gin**

**Invivo X, Sarah Jessica Parker** (American actress from Sex and the City)

**END**

This ASX announcement was approved and authorised for release by the Board of Directors.

## WINEDEPOT overview

WINEDEPOT is a cloud-based SaaS technology platform that empowers direct-to-market sales. It provides users value by removing layers of inefficiency in the supply chain.

The platform consists of three key components:

- **Direct-to-Trade Marketplace**
- **Order Management System**
- **Smart Logistics Solution**

Key benefits for users include:

### SUPPLIERS

Increased Customer Reach  
Improved Profit Margins  
Quicker & Guaranteed Payments  
Reduced Costs and Admin  
Reduced Shipping Times  
Incremental Sales

### TRADE BUYERS

Single Account Application  
Single Streamlined Order  
Single Invoice & Single Delivery  
Flexible Payment & Credit Options  
Broad Product Range  
Early Payment Discounts

Revenue is generated from:

- **Trading Fees** (% of the overall transaction)
- **Fulfillment Fees** (storage, picking, packing, handling & freight)
- **Subscription Fees** (platform access fees based on number of users and products)

WINEDEPOT plans to solidify its presence in Australia and New Zealand before expanding the platform into other key wine markets such as China, USA, UK, Canada, Hong Kong and Singapore.

## Digital Wine Ventures overview

**Digital Wine Ventures** (ASX DW8) is an Australian Publicly listed company that aims to identify and invest in early stage technology-driven ventures that have the potential to disrupt and digitally transform segments within the global beverage market and support them by providing access to capital, expertise and shared services. **WINEDEPOT** is DW8's cornerstone investment.

To keep abreast of the Company's latest developments and special offers available to investors please visit our blog at [www.digitalwine.ventures/blog](http://www.digitalwine.ventures/blog)

To view our extensive recent media coverage please visit:

- <https://www.digitalwine.ventures/media-coverage.php>
- <https://winedepot.com/media-coverage/>

For more information please visit [www.digitalwine.ventures](http://www.digitalwine.ventures) and [www.winedepot.com](http://www.winedepot.com) or contact:

**Dean Taylor, Chief Executive Officer**  
**Digital Wine Ventures Limited**  
P: (02) 8363 3351

E: [dean.taylor@digitalwine.ventures](mailto:dean.taylor@digitalwine.ventures)