

3 December 2020

ASX Announcement

COMPANY UPDATE

HIGHLIGHTS:

- **WINEDEPOT** ships over 10,000 cases in November, setting another record
- **Wine Delivery Australia** sets a cracking pace in November
- **WINEDEPOT** welcomes 12 new customers to the platform

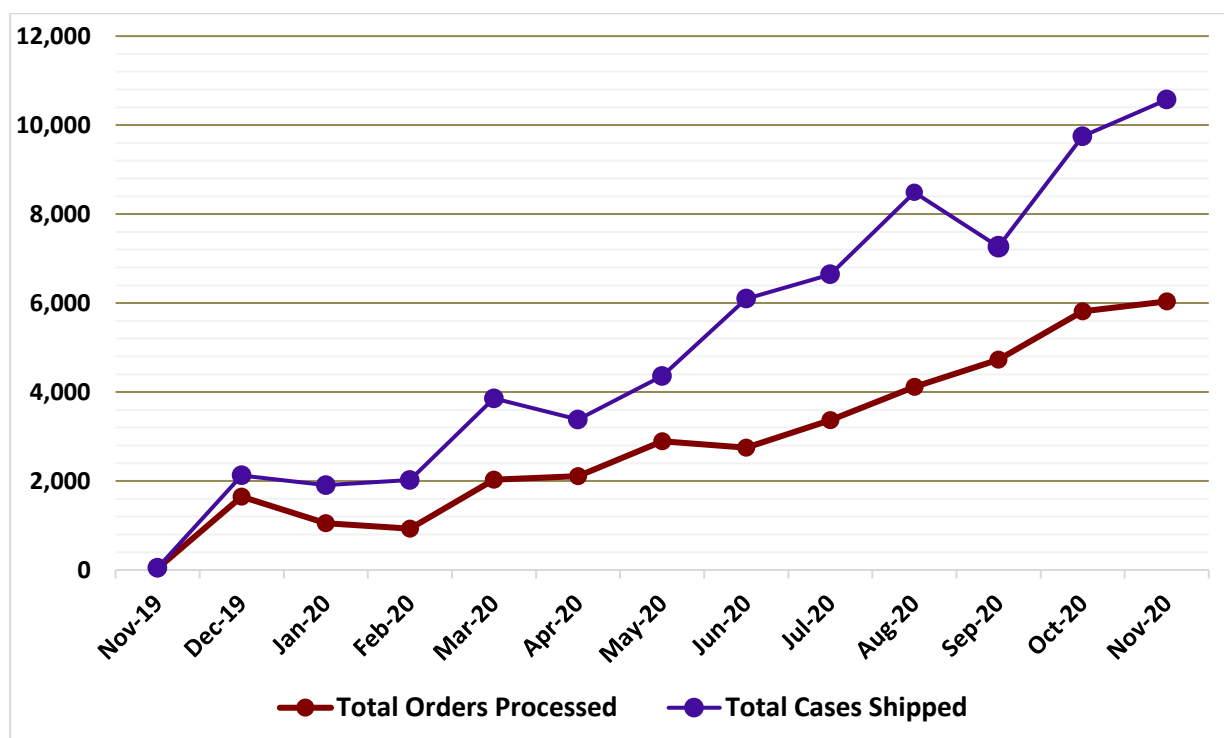
Digital Wine Ventures (DW8 ASX), or the “**Company**”, is pleased to provide an update on the progress of the Company and its **WINEDEPOT** business.

WINEDEPOT ships over 10,000 cases in November, setting another record

The Company is pleased to advise that **WINEDEPOT** shipped a total of 10,570 cases in November, up 8% on the 9,749 total cases shipped in October. This was achieved on the back of 6,037 orders processed, also another record month.

These numbers are slightly less than the Company had indicated in previous guidance due to a large number of orders being placed on ‘heat holds’, at the request of our customers, due to extreme high temperatures experienced around the country towards the end of the month. While those orders have since been shipped they could not be included in our November numbers.

The average number of cases shipped per order was 1.75, slightly higher than the previous month.



Wine Delivery Australia sets a cracking pace in November

Digital Wine Ventures Limited is also pleased to provide an update on the performance of its recent acquisition, **Wine Delivery Australia Pty Ltd (WDA)**, which has outperformed the guidance that we provided in our announcement on 30 November 2020.

	WDA Actual	WINEDEPOT Actual	Combined total Actual
Orders / mth	9,462	6,037	15,499 orders
Cases Shipped / mth	17,562	10,570	28,132 cases

NOTE: Given the acquisition of WDA was officially completed at the end of November 2020, these numbers are pre-acquisition and therefore are not part of the Company's sales however are noted for illustrative purposes only. The Company intends to release consolidated numbers from next month's update onwards.

WINEDEPOT welcomes 12 new customers to the platform

The Company is pleased to report that **WINEDEPOT** has welcomed a total of 12 new customers since last month's update. Please note that this excludes any new customers acquired by Wine Delivery Australia during the period. New customers include:

Australian wine producers:

- **Frazer Woods Wines**
- **Jacob's Creek (Pernod Ricard)**
- **Starrs Reach Vineyard**
- **Terranu Wines**

Region

Margaret River, WA
Barossa Valley, SA
Various Regions, SA
Various Regions, SA

New Zealand wine and spirit producers:

- **Lamont Wines**
- **Mount Michael Wines**
- **Mt Rosa Wines**
- **Pisa Range Estate**
- **Three Miners Vineyard**
- **Reefton Distilling Co.**

Region

Central Otago, New Zealand
Central Otago, New Zealand
Central Otago, New Zealand
Central Otago, New Zealand
Central Otago, New Zealand
New Zealand

Others

- **PINOT PALOOZA / REVEL.global**
- **Exhibition Trade**

Retailer

Importer of South American Wines

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

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 and www.winedepot.com or contact:

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