

3 May 2021

ASX Announcement

WINEDEPOT partners with Earlypay to launch LIQUIDITY, a payment management solution for wholesale beverage market

HIGHLIGHTS:

- **WINEDEPOT** partners with local fintech business **Earlypay Limited (ASX:EPY or Earlypay)** to launch **LIQUIDITY**, a payment management solution for the wholesale beverage market
- **WINEDEPOT** expects the solution will have significant appeal to buyers and suppliers alike
- **WINEDEPOT** terminates MSTS agreement

Digital Wine Ventures (DW8 ASX), or the “**Company**”, is pleased to report that **WINEDEPOT** has entered into an agreement with Earlypay to launch **LIQUIDITY**, a simplified payment solution for users of its B2B marketplace.

Earlypay is a publicly listed Australian company, that has become a market leader in providing innovative business financing solutions, both direct to Australian businesses and by powering Buy Now Pay Later (BNPL) services for B2B marketplace. It will provide the back-end technology, operational support and funding for **WINEDEPOT LIQUIDITY**.

Backed by Earlypay’s comprehensive credit insurance, the payment solution will allow **WINEDEPOT MARKET** buyers access to a line of credit that can be used across any product listed on its B2B e-commerce platform, ensuring that AOV (Average Order Value) remains high and credit terms are no barrier to sale.

Digital Wines CEO, Dean Taylor is confident that the availability of a single credit line that can be used across hundreds of suppliers will have significant appeal to most venue operators as they look for ways to simplify their business operations and effectively manage their cash flow in a post COVID-19 world.

“The average fine dining restaurant sources wine and other alcoholic products from about 50 to 200 different suppliers. That’s a lot of relationships, accounts and payments to manage. On top of that each supplier typically has different ordering systems and offers credit on vastly different trading terms.”

“Being able to purchase from many suppliers using a single account, on a single order, that is received in a single delivery and settled with single payment 30 days from the end of each month will be a game changer for venue operators.”

“Similarly having access to a guaranteed and optional early payment is also very attractive to suppliers, who can often spend several days a month chasing up overdue invoices. Being able to outsource this function will have significant appeal to suppliers large and small.”



Digital Wines CEO, Dean Taylor is also pleased to be partnering with another local listed company to provide the simplified payment solution.

“What attracted us to Earlypay is that they are an innovative Australian owned and operated company with 20 plus years of experience in supporting Australian businesses. Their market leading platform integrates directly with our own platform, allowing us to provide a seamless buy now pay later solution to our marketplace buyers.”

“We know that credit terms are a critical element for success on B2B marketplaces and are excited to be able to partner with Earlypay to offer the Australian wholesale beverage market a much simpler payment solution.”

Earlypay CEO, Daniel Riley said of the new partnership:

*“We’re really excited to support a fast growing and innovative business like **WINEDEPOT** as they use technology to reinvent the supply chain of Australia’s wine industry. For many Australian businesses, managing cash flow is a challenge so we’re proud to provide additional payment flexibility for marketplace buyers and facilitate early payment for suppliers.”*

The material terms of the agreement are noted below:

- **Conditions:** The commencement of the services is conditional on the execution of an Invoice Finance Facility Deed, General Security Deed and any other required documentation;
- **Facility Term:** Three years from the launch of the service. The minimum notice period to end the facility after expiry of the minimum term is 3 months.
- **Fees:** A one-off implementation fee and minimum monthly fees are to apply for the term of the agreement. The fees are considered market-standard and are not considered material to the Company.

WINEDEPOT terminates proposal to partner with Multi Service

Further to the announcement released on 7 September 2020 the Company wishes to advise investors that it has not proceeded into a formal agreement to partner with Multi Service Pty Limited (Multi Service now called Trevipay) and has instead decided to utilise Australian based business Earlypay Limited (ASX:EPY) to support its LIQUIDITYpayment management solution.

END

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

WINEDEPOT overview

WINEDEPOT is an online technology platform designed to streamline wine & beverage distribution. It provides users with an integrated trading, logistics and payment solution that includes:

- **MARKET** – direct-to-trade sales manager
- **DIRECT** – direct-to-consumer sales manager
- **CONNECT** – order, inventory and technology integration manager
- **LIQUIDITY** – payment management solution
- **LOGISTICS** – fulfillment solution

Benefits for users include:

SUPPLIERS

Reduced Costs & Administration
Improved Profit Margins
Increased Customer Reach
Incremental Sales
Improved Cash Flow & Guaranteed Payment

TRADE BUYERS

Single Order, Invoice, Delivery & Payment
Flexible Payment & Credit Options
Access to a Broad Product Range
Streamlined Delivery Service
Supports Producers via 'Vineyard to Venue' model

Revenue is generated via:

- **Trading Fees** (% of the wholesale transaction value)
- **Sales Commissions** (% of the retail transactions generated)
- **Connect Platform Fees** (monthly subscriptions, listing and integration fees)
- **Liquidity Fees** (% of the transaction value funded)
- **Logistics Fees** (storage, picking, packing, handling & freight)

WINEDEPOT plans to solidify its presence in Australasia before expanding into other key markets for Australian wine such as USA, UK, Europe, 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 or digitally transform segments within the global beverage market.

To keep abreast of the Company's latest developments and special offers available to investors please visit www.digitalwine.ventures/blog

To view recent media coverage please visit:

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

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Forward-Looking Statements

This document may include forward-looking statements. Forward-looking statements include, but are not limited to, statements concerning Digital Wine Ventures Limited's planned operations and other statements that are not historical facts. When used in this document, the words such as "could", "plan", "estimate", "expect", "intend", "may", "potential", "should", and similar expressions are forward-looking statements. Although Digital Wine Ventures Limited believes that its expectations reflected in these forward-looking statements are reasonable, such statements involve risks and uncertainties and no assurance can be given that actual results will be consistent with these forward-looking statements.