



ASX:DW8

www.digitalwine.ventures

CEO's Report | Annual Report

29 November 2019

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CORPORATE OVERVIEW

Digital Wine Ventures is an ASX listed company that aims to identify and invest in early stage technology-driven ventures that have the potential to disrupt and digitally transform the \$300 billion¹ global beverage market and support them by providing access to capital, expertise and shared services.



DW8's cornerstone investment is WINEDEPOT.

MISSION

Use technology to release the value, time and resources trapped in the supply chain.

WINEDEPOT - OVERVIEW

WINEDEPOT is an integrated trading, order management and logistics platform that provides the wine and beverage industry an end-to-end supply chain solution.

The platform consists of three key components:

- OPERATING PLATFORM
- LOGISTICS SOLUTION
- B2B MARKETPLACE

Our value proposition is providing a quicker, cheaper and easier solution.



WINEDEPOT - LAUNCH STRATEGY

Our **launch strategy** is to use the **LOGISTICS SOLUTION** to acquire customers and products to allow us to underpin the B2B marketplace.

- **PHASE 1 - Logistics Solution**
 - Use this service to acquire initial customer base, focusing on independent wine producers
- **PHASE 2 – Operating / SaaS Platform**
 - Use to develop deep and sticky relationships with key stakeholders
- **PHASE 3 - B2B Marketplace**
 - Once there is sufficient inventory listed on the platform
- **PHASE 4 – Expand into other markets such as China**
 - Providing suppliers access to that rapidly growing market
 - USA, UK, Canada, New Zealand, Singapore...

WHAT'S HAPPENED IN THE LAST 12 MONTHS?

- **NEW NAME**
- **NEW VISION**
- **NEW BUSINESS**
- **NEW CEO**
- **NEW BOARD**
- **NEW EXECUTIVE TEAM**
- **CAPITAL**
- **CUSTOMERS**
- **REVENUE**

NEW BOARD



PAUL EVANS

NON-EXECUTIVE DIRECTOR

Paul has 27 years of private equity experience including with 3i in the United Kingdom and with AMP and Ironbridge in Australia. After six years as a Director of AMP Private Equity, where he led several of Australia's leading management buyouts, Paul left to join Gresham in 2001 as a Director. There he led the A\$252 million buyout of car parts group Repco in 2001.

In 2003 Paul became one of the Founding Partners of Ironbridge and has represented Ironbridge Funds on the Boards of Mrs Crocket's Kitchen, Barbeques Galore, iNova Pharmaceuticals, Recreational Tourism Group and Super A Mart. Since 2017, Paul has also been Director, Operations for Pacific Road Capital, an experienced mining investor.

Paul obtained a first class Honours degree in Modern Languages from Cambridge University. He is also a wine enthusiast and is the Chairman of the Elderton Wines Advisory Board.



JAMES WALKER

NON-EXECUTIVE DIRECTOR

James holds a bachelor of commerce from the University of New South Wales, is a fellow of the Chartered Accountants of Australian and New Zealand (FCA) and is a Graduate Member of The Australian Institute of Company Directors (GAICD).

James is a seasoned executive, with a track record in successfully commercialising cutting-edge technology in emerging markets. He has headed a number of Australian and international technology companies, including as Chief Executive Officer of DroneShield (ASX:DRO), Chief Financial Officer of Seeing Machines (AIM: SEE) and held leadership positions in a number of growth technology companies.

Mr Walker is currently the Non-Executive Chairman of thedocyard, a Non-Executive Director at Bluglass (ASX:BLG) and the Chief Financial Officer of Dough, an AI based Fintech.

NEW CEO – ACHIEVEMENTS IN LAST 6 MONTHS:

- **WINEDEPOT acquisition completed** **MAY 2019**
- **AUSTRALIA POST partnership** **JUNE 2019**
- **WINE STORAGE LOGISTICS partnership** **JULY 2019**
- **STRATEGIC software partnerships** **SEPT 2019**
- **WINEDEPOT launched (5 depots)** **SEPT 2019**
- **CASELLA SIGNED UP** **OCT 2019**
- **\$1M CAPITAL SUCCESSFULLY RAISED** **OCT 2019**
- **FIRST ORDERS / GENERATING REVENUE** **NOV 2019**
- **FIRST SPIRITS PRODUCER** **NOV 2019**

Just over 8 weeks ago, we launched the LOGISTICS SOLUTION at a wine industry conference in front of about 150 key decision makers.



PROGRESS SINCE LAUNCH:

Some of our customers

[yellow tail]



PROGRESS SINCE LAUNCH:

PRIMO ESTATE



JOSEF CHROMY
TASMANIA



HUTTON VALE FARM

vodka⁺




BLACKGATE
«estate»

CONTACT DETAILS

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