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ASX Announcement

WINEDEPOT partners with **Wine Storage and Logistics Pty Ltd (WSL)** to establish major wine storage and distribution centre to service local and international markets.

Key Highlights:

- **WINEDEPOT** partners with WSL to establish major wine storage and distribution centre
- Partnership provides **WINEDEPOT** access to over 200 wine producers.
- WSL to provide warehouses, staffing, backend IT systems and infrastructure, greatly reducing capital outlay for **WINEDEPOT**
- WSL to manage **WINEDEPOT**'s line-haul, air and sea freight shipments
- Partnership allows **WINEDEPOT** to open a 5th depot in Australia, based in Adelaide, South Australia
- Partnership supports **WINEDEPOT**'s China expansion plans

WINEDEPOT - WSL Partnership **SYDNEY, Australia**

Digital Wine Ventures (DW8 ASX), or the “company”, is pleased to announce that it has partnered with **Wine Storage and Logistics Pty Ltd (WSL)**, a privately owned Australian company that provides specialised logistics services to the wine and beverage industry.

Under the agreement, WSL will establish and operate a dedicated central storage and distribution facility for **WINEDEPOT**, which will serve as their main distribution centre for supplier’s inventory used to support an expanding network of local wine depots.

Digital Wine Ventures CEO, Dean Taylor explains “Each depot in our network holds a very broad range of inventory, but only in limited quantities. To maintain sufficient stock cover, the depots will need to be replenished on a regular basis using AI and other predictive software. To support this model we needed a flexible and dynamic operator who was prepared to embrace and invest in new technology.”

“In this regard WSL are the perfect fit for **WINEDEPOT**. With four sites and tens of thousands of pallets of wine under management for global clients like Treasury Wines, Pernod Ricard, Constellation Brands and Accolade, they certainly have the scale, capability and experience we required.”

“What attracted us to WSL from the outset was their willingness to adapt their processes and technology systems to suit our needs. Their passion and attention to detail became immediately apparent when we looked through their client list and saw the caliber of small award wineries they also serviced. Finding a company that could manage accounts of all scales was important to us.”



“What clinched the deal for us was finding out that they could also support our international expansion plans, offering export labeling, container packing, air freight and marine shipping services. As it stands they send over 500 containers per year to China. Being able to utilise this capability to support our China plans made partnering with WSL very attractive.”

Mr. Simon Byrnes, Commercial Manager at WSL is also positive about the partnership and sees enormous potential for WINEDEPOT’s model to revolutionise the existing wine supply chain both here in Australia and Internationally.

“Dean’s vision for **WINEDEPOT** is genuinely exciting. I spend every day of my life talking to wine producers big and small and what **WINEDEPOT** is setting out to create is exactly the solution that the industry has been waiting for. WSL is honoured to be a founding partner in this ambitious project.”

“We work with over 200 wine producers and I am confident that most of them will embrace the end-to-end logistics solution offered through this partnership. In particular, those wineries and distributors looking to grow their direct-to-consumer and online sales channels as **WINEDEPOT**’s platform will significantly reduce their delivery times, freight costs and administration.”

WSL is leveraging the partnership with **WINEDEPOT** to expand its existing four-site footprint, opening a new 22,000 sqm climate controlled site in Adelaide. Digital Wine Ventures CEO Dean Taylor believes this is the perfect location for **WINEDEPOT**’s first bulk storage facility.

“For a start it’s located in South Australia where almost 50% of the nation’s wine is produced. Secondly, it’s a back route for line-haul making it very cost effective to ship pallets around the country. Thirdly, its direct access to an international port allows us to manage export orders on behalf of our customers. Last, but not least, rent rates are significantly lower in South Australia than in most of the country. All of these factors help us to keep our costs down and achieve our mission of removing inefficiency in the existing supply chain.”

“Similar to our agreement with Australia Post, this partnership greatly reduces our initial capital requirements. It also allows us to add Adelaide to our depot network and 5th nationally, as well as bring forward our plans to expand into international markets. It’s not often that so much value can potentially be realised from a single partnership, which is what makes the WSL partnership so exciting.”

The material terms of the agreement are summarized below:

- The Agreement is for an initial term of 5 years with options to extend it further in the future.
- The services provided by WSL will include amongst other things packaged wine storage, general warehousing, repacking, line-haul freight and export services.
- **WINEDEPOT** and WSL have agreed a schedule of fees for these services.
- There are no minimum use requirements applicable to **WINEDEPOT**.

ENDS

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 share services. For more information please visit www.digitalwine.ventures

WINEDEPOT is a cloud-based technology platform that has been designed to connect wine industry stakeholders to reduce the time, margin and capital wasted in the existing supply chain. Catering for **producers, distributors, importers and retailers** of all sizes, the vertically integrated trading and smart logistics platform allows orders to be fulfilled from suppliers inventory reserves held on consignment in 'depots' servicing key markets.

For many wine businesses, the platform provides an end-to-end supply chain solution capable of servicing a wide variety of sales channels including the rapidly growing direct-to-consumer and online market segments. For further information please visit www.winedepot.com

Wine Storage and Logistics (WSL) is a dedicated wine storage, warehousing and transport provider owned and operated by the Minda Group. WSL is the first commercial scale, non-for-profit, logistics and supply chain business in Australia with a vision for people with disability to live enriched lives of their choosing. Minda have been at the forefront of the disability sector for 120 years, offering support and opportunity to approximately 2,000 Australians in the areas of accommodation, supported employment, lifestyle services and respite. For more information please visit www.winesl.com.au or www.mindainc.com.au

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