

13 October 2020

ASX Announcement

## COMPANY UPDATE

### HIGHLIGHTS:

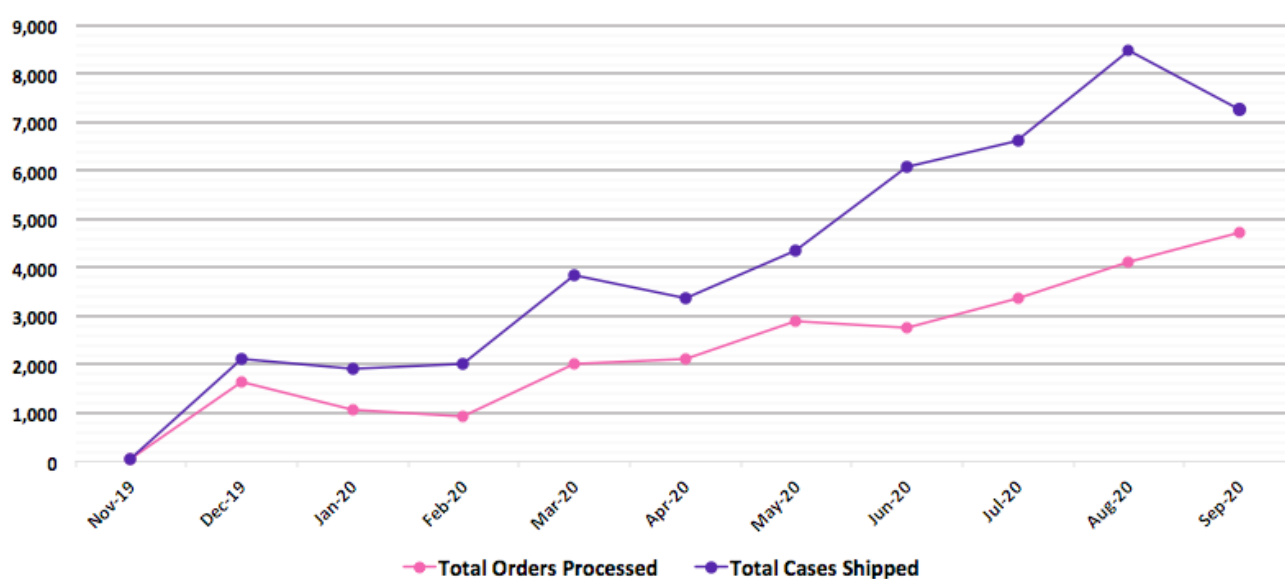
- **WINEDEPOT** sets another record for order numbers in September, up 14% on August
- **WINEDEPOT** signs up iconic Clare Valley producer, Kilikanoon Wines
- **WINEDEPOT** welcomes a total of 35 new brands to the platform
- **WINEDEPOT** expansion into New Zealand already showing promise
- **WINEDEPOT** signs up its first national distributor

**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 sets another record for order numbers in September

The Company is pleased to advise that **WINEDEPOT** processed 4,726 orders in September, up 14% on the number of orders processed in August.

The number of cases shipped in September was slightly lower than the previous month, predominantly due to a lower average number of cases shipped per order.



## **WINEDEPOT signs up iconic Clare Valley wine producer, Kilikanoon Wines**

The Company is pleased to announce that **Kilikanoon Wines** has joined the list of esteemed brands using **WINEDEPOT**'s integrated logistics, trading and order management platform.

Kilikanoon Wines is an iconic Clare Valley winery, famous for producing a raft of highly-rated red and white wines with Grenache, Shiraz and Riesling at the core of their terroir driven range.

Established in 1997, they now produce over 100,000 cases per year from 100 ha estate-owned and 2,000 ha of sourced vineyards across leading wine regions in South Australia.

For more details, please visit Kilikanoon's website at <https://kilikanoon.com.au>

## **WINEDEPOT welcomes a total of 35 new brands to the platform**

The Company is pleased to report that **WINEDEPOT** has welcomed a total of 17 new customers representing a total of 34 new brands onto its integrated trading and logistics platform since the last update.

This brings the total number of brands using the platform to 126, including the first five of what the Company expects will be a growing contingent of New Zealand beverage brands.

Customers / brands added include:

### **Australian Wineries:**

- |                                  |                            |
|----------------------------------|----------------------------|
| • <b>AG Wine Direct</b>          | Imported wines             |
| • <b>Corduroy Wines</b>          | Adelaide Hills, SA         |
| • <b>Grandet Wines</b>           | Wine Importer              |
| • <b>Kilikanoon Wines</b>        | Clare Valley, SA           |
| • <b>Kreglinger Wine Estates</b> | Tasmania                   |
| • <b>Muster Wine Co</b>          | Barossa & Clare Valley, SA |
| • <b>Rusty Mutt Wines</b>        | McLaren Vale, SA           |

### **New Zealand Wineries:**

- |                                  |                              |
|----------------------------------|------------------------------|
| • <b>Chard Farm</b>              | Central Otago, New Zealand   |
| • <b>Hancock &amp; Sons</b>      | Various Regions, New Zealand |
| • <b>Spy Valley / Envoy</b>      | Marlborough, New Zealand     |
| • <b>Squawking Magpie Wines</b>  | Hawkes Bay, New Zealand      |
| • <b>The National Distillery</b> | Hawkes Bay, New Zealand      |

### **Craft Spirit & Beverage Producers:**

- |                                   |   |
|-----------------------------------|---|
| • <b>Ampersand Projects</b>       | - |
| • <b>Dancing Sands Distillery</b> | - |
| • <b>Bottled Creations</b>        | - |
| • <b>Formula Bev</b>              | - |

## **WINEDEPOT signs up its first national distributor**

The company is pleased to announce that **WINEDEPOT** has also signed up **Saint Wine**, a national distributor led by Adam Partington, supported by a passionate team of hard working progressive wine professionals.

Their rapidly growing portfolio includes a selection of local and imported brands including:

- |                                     |                                   |
|-------------------------------------|-----------------------------------|
| • <b>Alkimi Wines</b>               | Yarra Valley, VIC                 |
| • <b>Castagna</b>                   | Beechworth, VIC                   |
| • <b>Coates</b>                     | Various regions, SA               |
| • <b>Dalwood Estate</b>             | Hunter Valley, NSW                |
| • <b>Featherston Vintners</b>       | Yarra Valley, VIC                 |
| • <b>Greywacke</b>                  | Various Regions, New Zealand      |
| • <b>Main &amp; Cherry</b>          | Various regions, SA               |
| • <b>Medhurst Wines</b>             | Yarra Valley, VIC                 |
| • <b>Nashdale Lane</b>              | Orange, NSW                       |
| • <b>Oats Ends</b>                  | Margaret River, WA                |
| • <b>Petrichor</b>                  | Coal River Valley, Tasmania       |
| • <b>Rusden</b>                     | Barossa Valley, SA                |
| • <b>Tumblong Hills</b>             | Gundagai, NSW                     |
| • <b>Koyama Wines</b>               | Canterbury / Waipara, New Zealand |
| • <b>Novum Wines</b>                | Marlborough, New Zealand          |
| • <b>Domaine De Cantarelle</b>      | Provence, France                  |
| • <b>Saint Sidoine</b>              | Provence, France                  |
| • <b>Soho Wines / Pink Sheep</b>    | Various Regions, New Zealand      |
| • <b>Vecchie Terre Di Montefili</b> | Chianti, Italy                    |

**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 before expanding the platform into other key wine markets such as China, USA, UK, Canada, Hong Kong, Singapore and New Zealand.

## 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.

Digital Wine Ventures has recently launched a blog to keep investors abreast of the latest developments and promote discounts and special offers available to investors. For more details visit [www.digitalwine.ventures/blog](http://www.digitalwine.ventures/blog)

To view our most 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:

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