



2021

AGM Presentation

30 November 2021

Digital Wine Ventures Limited (ASX: DW8)



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Our mandate:

Digital Wine Ventures (ASX:DW8) aims to invest in early-stage technology-driven ventures that have the potential to disrupt and digitally transform the global wine and beverage market.

Our vision

To provide technology that empowers and digitally transforms the entire wine and alcoholic beverage industry.

Let drinks flow

Our purpose

is to streamline wine & beverage distribution.

To **connect** buyers with sellers.

To **simplify** processes using tech.

To **deliver** on expectations.

To **share** the value released.

Our brands



1. Subject to shareholder approval

Our technology platform

01

MARKET (KADDY)

wholesale beverage marketplace



02

DIRECT

direct-to-consumer sales manager



03

LOGISTICS

fulfilment and delivery solution



04

CONNECT

order, inventory & technology integration manager



05

LIQUIDITY

payment management solution



Our value proposition

The value we deliver:



Connect

Buyers & sellers



Deliver

A smarter logistics solution



Simplify

Processes using technology



Share

The value released

We provide beverage producers, distributors & importers an integrated trading, logistics and payment management solution to help them service both trade and consumer markets.

01 | PERFORMANCE

It was another fantastic year for DW8 with strong growth across all parts of the platform.

	Oct 2020	Oct 2021 (Unaudited)	Growth
Operating Revenue	\$0.136m	\$1.841m	+ 1,246%
Active Suppliers	65	639	+ 883%
Cases Shipped	9,750	117,300	+ 1,103%
TAM	\$4.6 billion ¹	\$37.4 billion ²	+ 713%
NPS	-	75	-

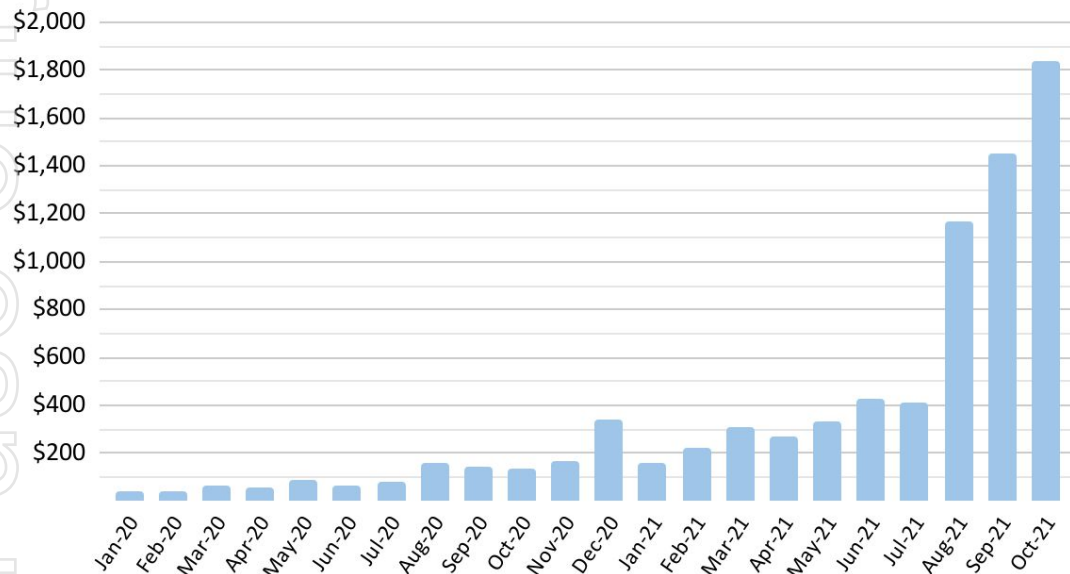
1. IBISWORLD Wine Production in Australia September 2021

2. <https://www.statista.com/outlook/cmo/alcoholic-drinks/australia>

Revenue Growth

The company generated \$1.841m revenue in October 2021, up 1,246% on the same month last year.

Revenue Performance MoM ('000)



Revenue run rate

As of 31 October 2021

\$22.1m

per annum

Based on annualisation of October results

1,246%

Revenue growth

Comparing October 2020 and October 2021

Supplier Growth



The number of Active Suppliers increased by 883% over the last 12 months, up from 65 to 639.



Total suppliers

As of 31 October 2021

736

Registered Suppliers

639

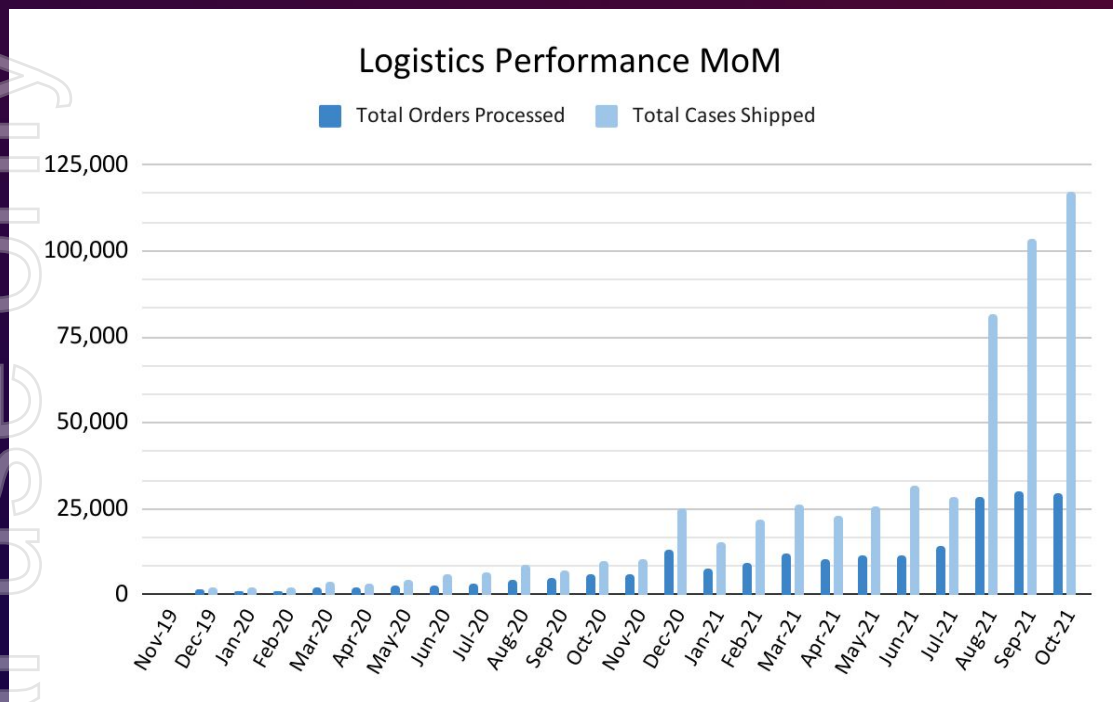
Active Suppliers

+883%

Active Supplier growth
Comparing October 2020 and October 2021

Logistics Growth

We shipped a total of 117,321 cases in October, up 1,103% on the same month last year.



Logistics run rate

1,400,000+

Cases shipped per year
Based on annualisation of October results

117,321

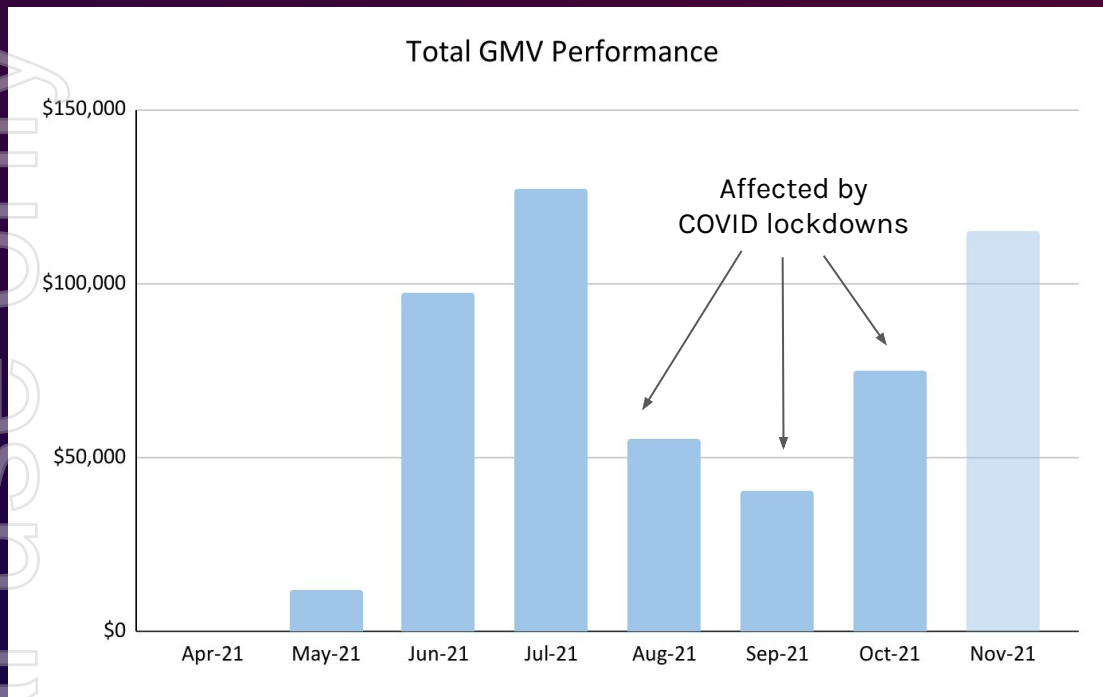
Cases shipped in October
Up 1,103% on the same month last year

+1,103%

Case shipped growth
Comparing October 2020 and October 2021

GMV Growth

GMV continues to recover as venues in Sydney and Melbourne reopen, with over \$115k in total sales estimated in November, up 54% on October's result.



GMV run rate

\$1.38m

Proforma annual GMV

based on annualisation of November results

Excludes any contribution from Kaddy

Adelaide

Launched October 2021

Brisbane

Launched October 2021

TAM Growth

\$37.2 billion

Kaddy, Market, Direct & Insider significantly expand our total addressable market.



50,000+

Licensed venues ⁸

2,850+

AU & NZ Wineries ⁴

2,500+

Distributors & Importers ⁵

700+

Breweries ⁶

300+

Distilleries ⁷

Strong industry trends:

1. Craft, independent & boutique products - among fastest growing niches
2. Premiumisation - value growth outpacing volume growth

¹ <https://www.statista.com/outlook/cmo/alcoholic-drinks/australia>

² Retail Drinks Australia, Category Insights - Liquor projections for FY21 and beyond presented by IRI - May 2021

³ Company estimate based on a 60% of the \$22.1 billion Total Retail Liquor Market cost of goods; and

⁴ 25% of the \$15.1 billion on-premise cost of goods, the difference between the Total Retail Liquor Market and Total Liquor Market.

⁵ IBIS World - Wine Production in Australia Industry Report Sept 2021

⁶ IBIS World - Liquor Wholesaling in Australia Industry Report June 2021

⁷ Craftbeerreview.com 'The Brewery List'

⁸ <https://thewhiskylister.com.au/distilleries/australia>

⁹ IBIS World - Liquor Wholesaling in Australia Industry Report June 2021

02 | PROJECTS COMPLETED

This time last year we provided investors with an overview of our strategic plan for 2021. We are pleased to advise that the majority of those projects have been successfully completed

Connect

BUYERS AND SELLERS

- During the year we successfully launched:
 - **MARKET** B2B marketplace
 - **DIRECT** Direct-to-consumer sales channel manager
 - **INSIDER** Industry focused 'staff drinks' membership program

PROCESSES USING TECHNOLOGY

- **CONNECT's functionality was enhanced with many new features:**
 - Notifications, tracking & alerts module
 - Weather management (eg heat delays) module
 - Bill of Materials module
 - Product information and content management module
 - Sales, invoicing & payments module
 - Analytics, reports and business intelligence tools
 - User satisfaction scores (NPS)
- **CONNECT's technology 'ecosystem' was expanded via API integrations with:**
 - Warehouse management systems
 - Ecommerce platforms
 - Accounting platforms

Deliver

A SMARTER LOGISTICS SOLUTION

- **Our network was significantly expanded via strategic acquisitions**
 - Wine Delivery Australia (now called 'Collect')
 - Parton (consolidation of BEX sites)
- **Our customer value proposition was enhanced by:**
 - New dedicated delivery fleet
 - New Adelaide depot
 - Temperature controlled NDC
 - Bonded storage across network
 - 'Collect' model expanded into other states

Accelerate growth

VIA STRATEGIC ACQUISITIONS including:

- **Wine Delivery Australia**
 - 4PL beverage logistics business based in South Australia
 - Successfully acquired in December 2020
 - 180+ suppliers added
- **Parton Wine Distribution**
 - 3PL beverage logistics business based in Sydney, Melbourne and Perth
 - Successfully acquired in August 2021
 - 225+ suppliers added
- **Kaddy**
 - Australia's leading B2B liquor marketplace
 - Acquisition expected to be completed in December 2021
 - 400+ suppliers & 1,500+ buyers to be added

03 | LOOKING AHEAD

OUR COMPANY HAS NEVER BEEN IN A BETTER POSITION TO EXECUTE ON OUR VISION.

- Unique model & value proposition
- Excellent product market fit
- Highly engaged customers
- Strong pipeline of potential customers
- Multiple vertically integrated proven revenue streams
- Best-in-class technology led logistics solution
- Experienced & talented team
- Large 'greenfield' market opportunity & first mover advantage
- Large total addressable market
- Significant competitive moat
- \$16.3 million cash in bank (pre Kaddy completion payment)
- Over \$250 million of inventory held on consignment sitting in our network

Potential Catalysts

POTENTIAL CATALYSTS THAT INVESTORS SHOULD WATCH OUT FOR INCLUDE:

- **Strategic partnerships announced**
 - Major distributors & wholesalers
 - National chains & banner groups
 - Other consumer and trade marketplaces
- **Key accounts secured**
 - Multinational beverage companies
 - Hospitality groups
 - Large and/or iconic producers
- **Key metric growth**
 - Revenue / GMV
 - Active customers (buyers & suppliers)
 - Logistics volumes



Thank you

To keep abreast of all the latest news and events,
including our soon to be released 'Insider Club' please
register your contact details at:

www.digitalwine.ventures

Glossary

Term	Definition	Calculation/Comment
GMV	Gross Merchandise Value	GMV is a non-IFRS measure, it represents the total value of transactions invoiced and processed by our marketplaces with payments through our own banking facilities on a cash basis, before deducting incentives, cancellations and refunds, chargebacks, discounts. It excludes GST
NPS	Net Promoter Score	NPS is a widely used market research metric that typically takes the form of a single survey question asking respondents to rate the likelihood that they would recommend a company, product or service.
Operating Revenue	Management's core measure of revenue	Operating Revenue is revenue recognised in accordance with AASB 15. It does not include any incentives or discounts offered to new suppliers. It excludes GST
Revenue Run Rate	An indication of what 12 months revenue would total based upon the company's most recent financial results.	Revenue Run Rate refers to the financial performance of a company based on using current financial information as a predictor of future performance assuming the current trading conditions will continue.
Suppliers - Active	Management's leading indicator of the number of active suppliers that are now generating revenue.	Active Suppliers are suppliers that have registered on our platform/s and started to use products and services offered by the company.
Suppliers - Registered	Management's leading indicator of growth in suppliers	Registered Suppliers are suppliers that have registered on our platform/s but have not utilised any products or services offered by the company as yet. The lag between registering and activity can vary between days and months. There is no guarantee that all Registered Suppliers will become Active Suppliers. Registered Suppliers who confirm that they are not proceeding to become Active are deleted from the database.
TAM	Total Addressable Market	Total addressable market is a term that is typically used to reference the revenue opportunity available for a product or service. TAM helps prioritize business opportunities by serving as a quick metric of a given opportunity's underlying potential