### Trading



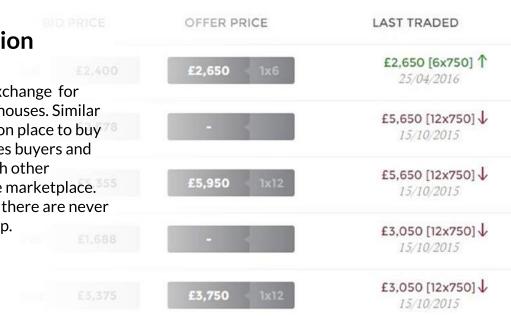
Yquem Sauternes, Ter Cru-Superiem Bordeaux

# WINEBOURSE



#### WineBourse Introduction

WineBourse is a low cost, online exchange for cases of wine held in Bonded warehouses. Similar to how online platforms are common place to buy and sell shares, WineBourse enables buyers and sellers of wine to transact with each other anonymously in an efficient, secure marketplace. Anyone can join the exchange, and there are never any costs associated to membership.



#### Value Proposition

The WineBourse model is unique for fine wine trading because it applies the same standards common to financial markets exchanges. This means all bids must be backed by debit cards/credit cards, cash on a pre-payment account or bank guarantees, similar to purchasing shares online. All offers are directly linked to their unique identification numbers ("Rotation Numbers") assigned by the bonded warehouse where the cases of wine are stored. Buyers have the comfort of knowing all wine offered is readily available in these bonded warehouses, while sellers have the security of knowing that buyer's funds are all backed.



The exchange is integrated to the stock management and logistical operating systems employed by the bonded warehouses. This allows WineBourse to deliver virtually automated trade processing, reduces typical settlement periods to 5-7 business days, a fraction of the time of competitor exchanges. Furthermore, this makes WineBourse a fully scalable business model, able to manage higher volumes without the risk of human errors.

#### **How It Works**

WineBourse members put their own prices to buy or sell cases of wine on the platform for all to see. When prices match, WineBourse confirms the trade between buyers and sellers, passing their instructions to the group clearer, WineClear, which settles all trades on a "Delivery vs. Payment" basis. This revolutionary concept for the fine wine market means wine and funds will only be simultaneously exchanged when both sides of the transaction are secured by WineClear.



The physical wine settles through the group custodial company, WineCustody, which is legally only a nominee owner of wine held in consignment. The beneficial ownership always remains with WineBourse clients.

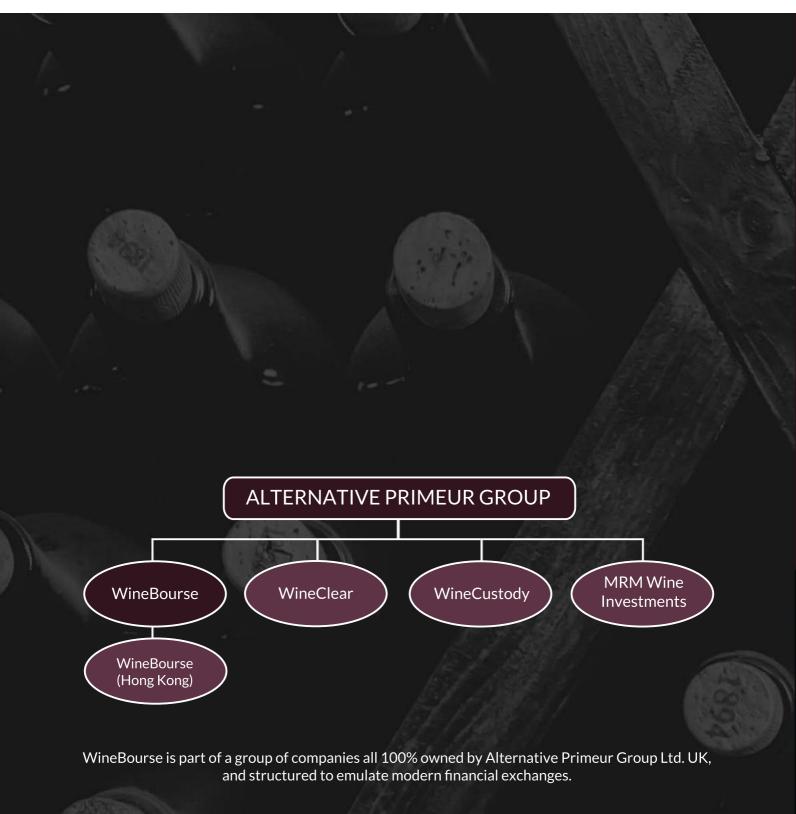
#### **Basics**

Only wine held in Bonded storage, with original cases and in pristine condition can trade on the exchange. No wine imported to the EU outside its country of origin is allowed to trade on the exchange, i.e. - no French wine from the US or China. Also, no vintages older than 1990, are admissible on the exchange. Bonded warehouse condition reports can be ordered when buying or bidding on WineBourse, and then the trades will not clear until a buyer has had 24 hours to view the report.

#### Team

Collectively, the team has decades of high level experience in the UK wine trade, international capital markets, financial technology and are avid wine lovers and collectors. The WineBourse idea was born from the belief that the fine wine market should have an equal level of professionalism as other investible asset classes.

All trades have a 3% commission, with a minimum of £15 commission for a single trade.



## **WINEBOURSE**

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