

GLOBUS WINES

Wine Investment

&

Cellar Management

Why Wine Investments

Tangible & Consumable asset

Benefits from
Limited supply high demand environment

Not correlated to stock market movements, property prices,
elections, interest rates etc

Investment can be used as-and-when required

Steady Investment



The Market

Not more than 0.1% of the total global wines are worthy of investing.
Of the 0.1 % almost 85% of the wines are produced in Bordeaux

Investments can be as simple as buying a case or investing in hundreds of cases depending on your need

A conservative return of 17-20%/annually over the course of a 3-5 years. The less known grades yield between 25-35% annually



Note: Our guidance is always to invest in Blue Chip labels to safeguard capital.

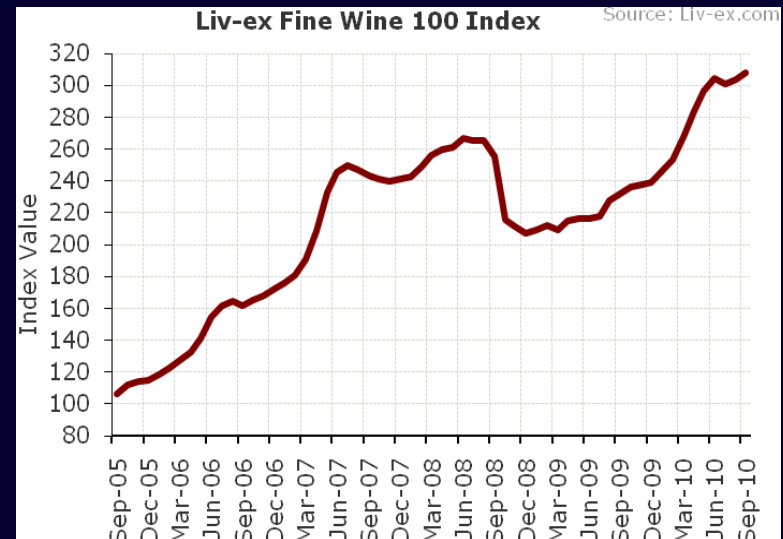
There is plenty of historical evidence to demonstrate they will yield higher returns as they benefit from high demand and low supply environment

Liv-ex Fine Wine 100 Index

Industry's leading benchmark

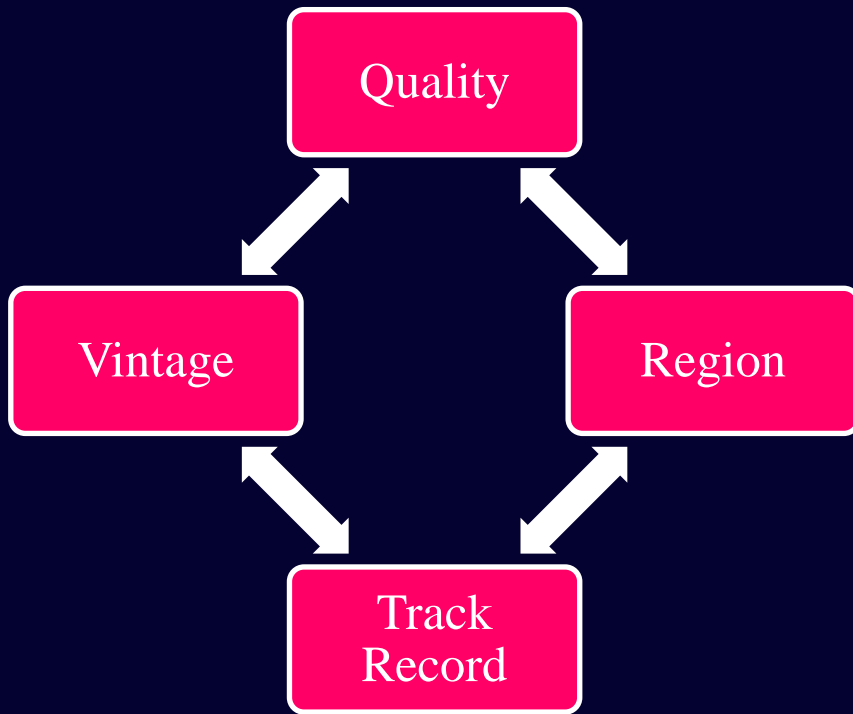
The index has moved from 106.12 to 308.21 a jump of 191% in 5 years.
Deriving 38.2%/annum

In comparison FTSE 100 has changed from 5317 to 5752 up 8.25% and S & P from 1220 to 1064 de-growth of -4.75%



Market Functionality

Unlike most investments, where prices fluctuate depending on geopolitical environment, Fine Wine prices are relatively dependent on the following parameters;



- **Quality** : Wines rated as 97+ pts are considered to be investment graded wines
- **Vintage** : Vintage(i.e the year in which the wine was produced) also determines price . Out of every 4 vintages. As a thumb rule, 1 in 4 years can be considered for investment purposes
- **Region** : Not all regions are considered to be of investment potential and therefore not all wines can considered for investment purposes
- **Track Record** : Exceptional track record of constant ratings, global recognition, limited production and high demand play a significant role in determining prices in the long-run

Balanced Portfolio

- **BORDEAUX**

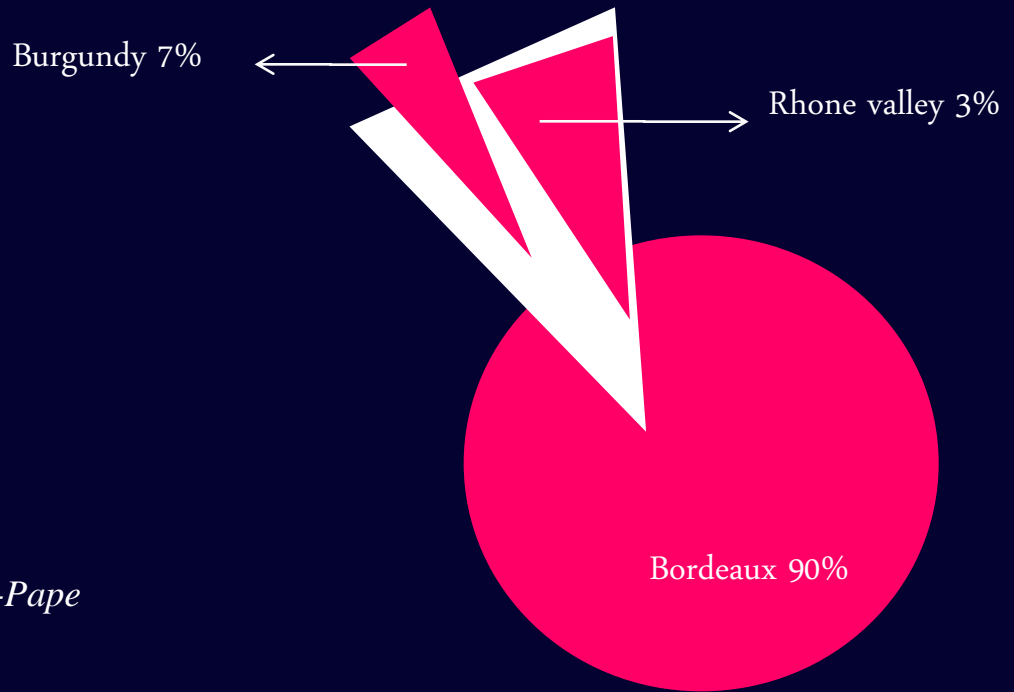
- *Premier Crus , Grand Crus*
- *Second Growth*

- **BURGUNDY**

- *Leroy, Chablis*

- **RHONE VALLEY**

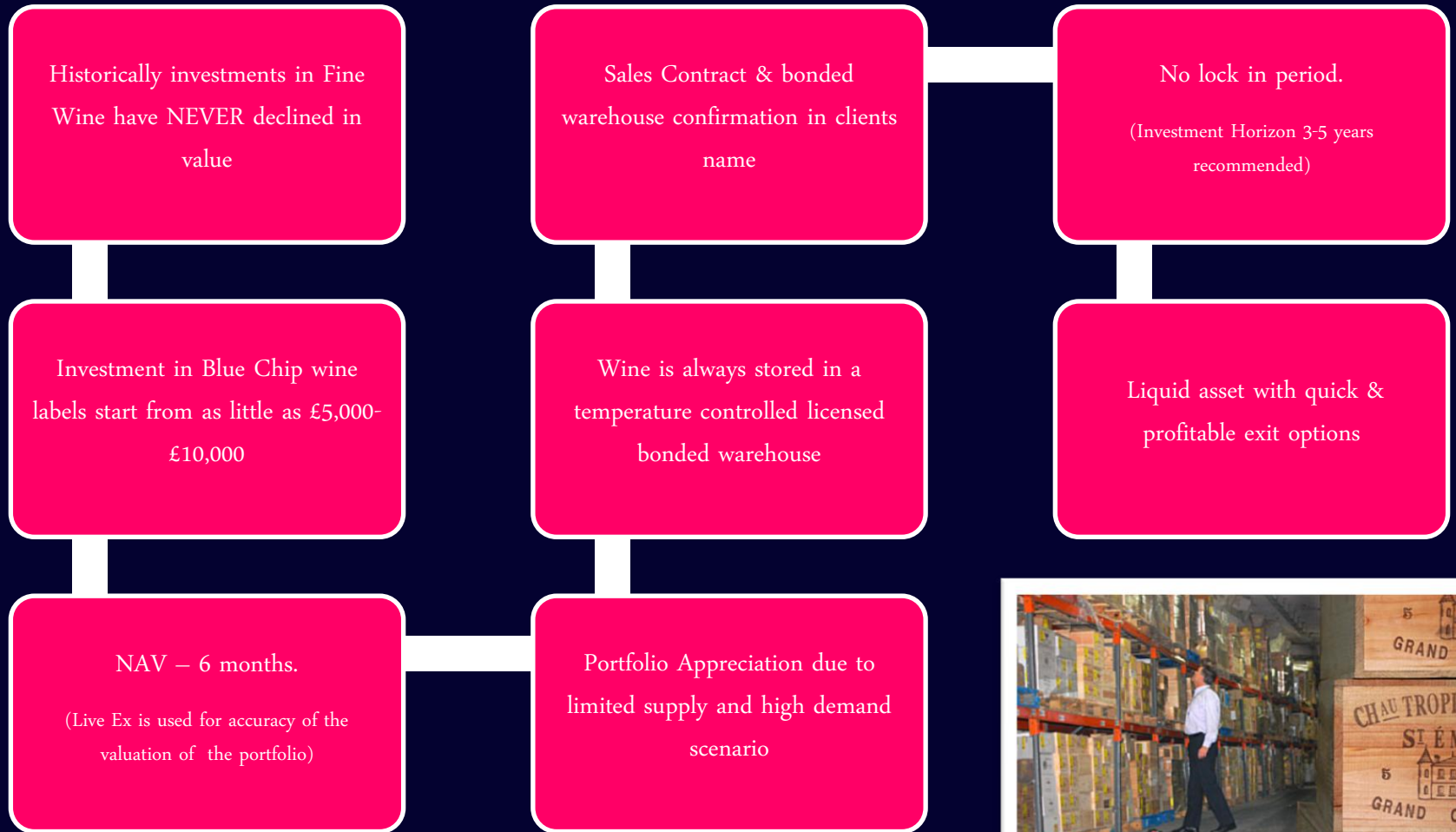
- *The Côtes du Rhône, Châteauneuf-du-Pape*



Repartition

To maintain a balanced portfolio an investment of 90% in Bordeaux and the remaining percentage in Burgundy & Rhone Valley is ideal.

How It Works



Getting Started

- **Minimum Investment** : £5,000
- **Investment Horizon** : 36 months (recommended)
- **Storage** : In Bond
- **Investment Advisory** : Globus Wines
- **Placing Fee** : Up to 5% Payable at subscription
- **Management Fee** : 3% of NAV per annum
- **Custodian** : Client
- **Top Up** : No Additional Cost
- **NAV** : 6 Months
- **Exit** : Anytime
- **Insurance** : Full replacement value

Why Globus Wines

Low Service Fee



We charge an initial advising fee of 5% on total value of investment and for each remaining year 3%. There are no hidden charges. This is significantly lower and out pays itself considering clients would purchase the wine at wholesale prices through us

Valuation



Regular valuations from Live-Ex (London Vintners Exchange), including Auction Updates

Rich Experience



Globus Wines has in-depth industry knowledge & expertise in the global wine market & in particular the Bordeaux region

Client Ownership



Ownership of stocks is in the client's name and cannot be operated unless written permission is granted

Continued


Why Globus Wines

Customer Managed A/c's



Peace of mind as all investments are stored in customer managed accounts instead of one company account with storage certifications endorsed by bonded warehouse, safeguarding the investor.

Guarantee of
genuineness



We buy only full cases & do not compromise on the quality, storage conditions & upkeep of the wine.

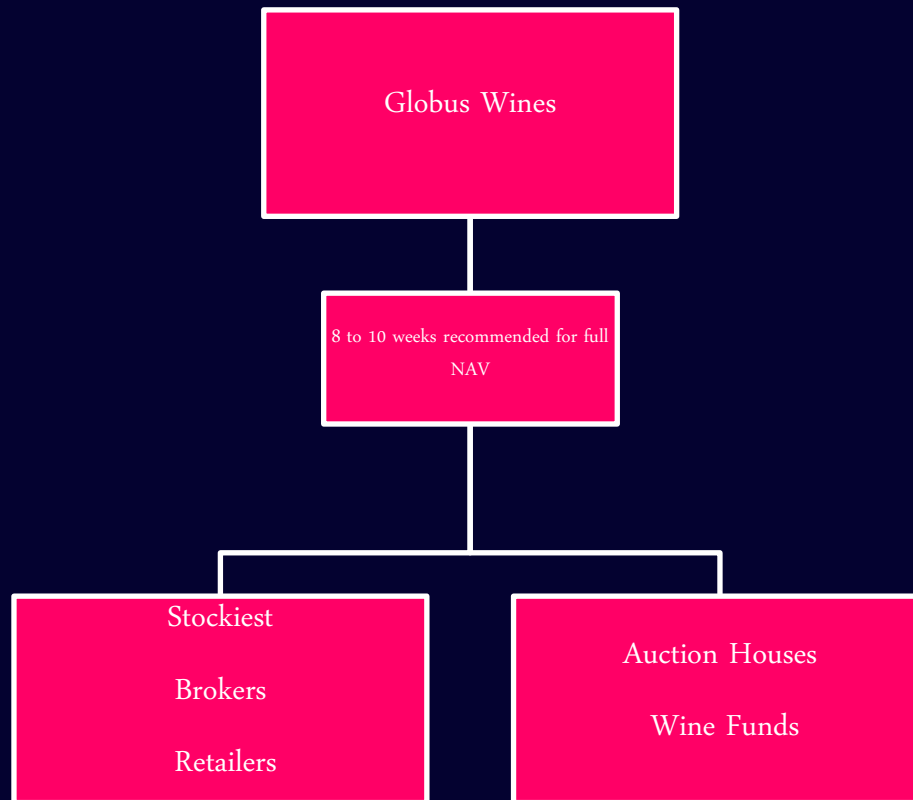
Others



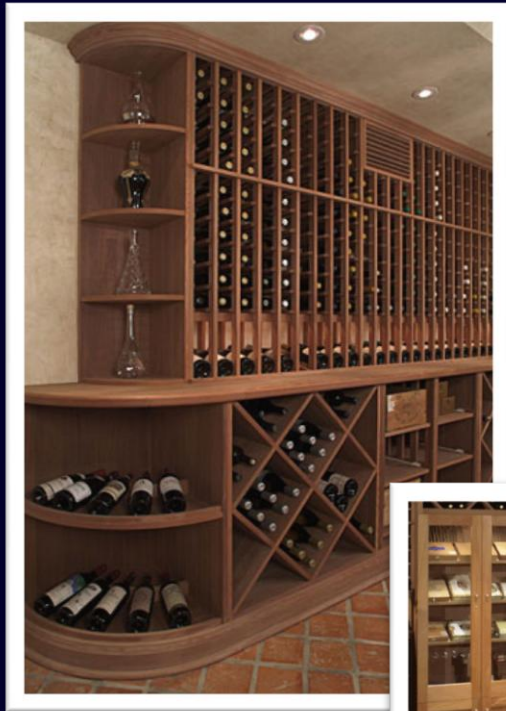
Top Up at no additional cost
All documentations handled in-house
Professionally managed

Exit Options

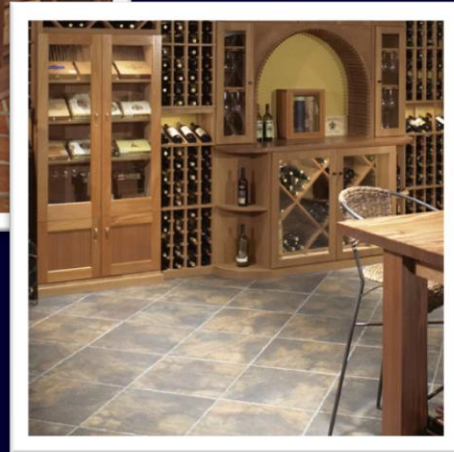
Depending on the size of Investment parcel to be off-loaded following are the options available



Cellar Programme



Globus Wines has an unparalleled knowledge of building up personalised wine cellars according to the client's needs and also follows up with door-to-door logistics of the cellar activities



Cellar Benefits

- One time investment-long term benefits
- Access to rare and precious wines
- Convenience of selecting a suitable wine for any occasion
- Allows the wine to cellar properly
- Practical & systematic storage



Gives you the liberty to entertain colleague's, friends
& family with rare & precious wines

Enhances status & prestige

Wine Cellar

It is a valuable asset class which is extremely niche
specialised & sophisticated

A cellar definitely adds on to your repertoire as a
classic appreciator of fine things in life

Cellar Management

By Globus Wines

Location & Storage

Custom-Made

Essential Elements

Space, Temperature, Lighting & Ventilation

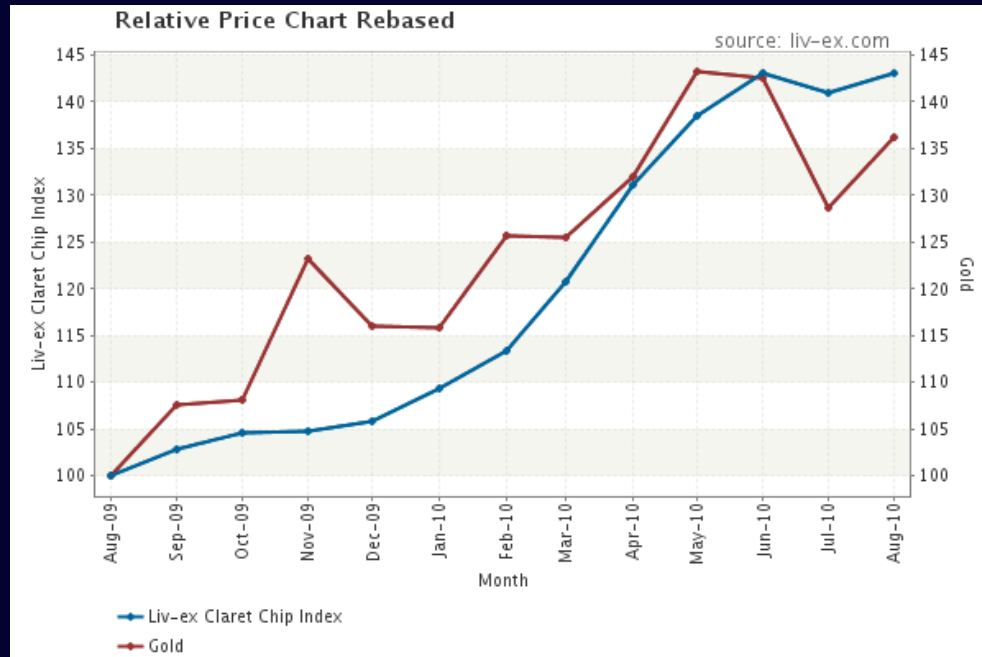
Inventory Tracking



Wine v/s Other Assets

Asset	Wine	Property	Equities	Art
Size of Investment	£5k	£50k	£1k upwards	£50k
Key Price Driver	Quality	Location	Valuation	Taste
Returns	Medium	Medium	Low-Medium	Mixed
Volatility	Low	Medium	Medium	High
Demand	Global	Local	Local	Varied
Liquidity	High	Low	High	Low

Comparison: Wine v/s Gold



Source: International Vintners Stock Exchange.

Note: Liv-Ex is similar to NYSE & FTSE in the wine industry.

Summary

Entry



- Investment in wine starts from as little as £5,000
- Steady investment- Tangible & Consumable Asset

Bonded Warehouse



- Professional Storage
- Fully insured at market value
- End to end paper work & trading of account

Optional Cellar Building



- Inventory Management
- Complete care of administration from back end to front end cellar

Portfolio Management



- Guidance for further enhancement of portfolio from time to time
- Easy exit options

About Us

Globus Wines is an entrepreneurial venture setup in 2004. Our production facilities as well as collaborative setups in India & France ensure a global reach. Our client lists include, HNI (High Net Individuals), Investment Bankers, Major 5 star hotels, Large entities and Wine Lovers across all sectors and industries. Globus Wine's experts are well-distinguished by wealth of knowledge in both the financial sector as well as the wine industry. With strong ethical values, which form an integral element of our culture and a passion to grow world-class wines, Globus Wines is set to evolve the Industry with choicest wines, consumed in the finest fashion.