Coorie by

CLUB VINICON

Appreciating Fine Wine

FAQs

What are the timings?
It is a 3-year cycle, with 30-month strategy review. Depending on the outcome, we adapt the buying/selling to align with what is decided by the group.

What happens at the end of 3 years?
Based on the original fund, the likely outcome is:

- Members will roll-over their capital.
- Any surplus will be taken in cash or drinking wine to the same value - preferential Vinicon rates available to club members (being IBD catalogue price + duty/VAT), typically RSP - c. 35%.
- Members obviously can take out their total investment however, none have done so in the original Club Vinicon.

What security on the assets?

- All Club wines are held in bond, in the Club's name, with a paper trail which we hold.
- The Club also has its own Nat West 'Clubs and Associations' bank account.

What's the potential scale?
We're totally focussed on 'quality' of the parcels we buy to ensure the returns for the funds.

How are Club activities funded?
All are individually funded. Not all members join all events and it would therefore, be inappropriate to fund out of Club surplus. Events are often subsidised however, by either/both Vinicon and our event hosts.

What is the 'cashflow' for fees?
We ask for 50% of the payment once the pledge is made and the balance once all the first instalments have been used to purchase parcels.

Do we get to drink any of the wine?
The wine is traded as with any other asset (it's not about building a cellar or long-term investment).

What kind of events do we hold for members?
To date our events have all been London based but this will change with the launch of Coorie. We will run our Scottish events with the same high profile and flair that our London members enjoy. As examples:

- We've hosted events at the Rolex Suite at the AELTC, which included an 'all corners tour' and a wine tasting from The Antinori Family.

- We've introduced our members to exclusive producers, most recently at The Sparrow Italia in Mayfair with the Cervantes Family Vineyards and 67 Pall Mall with Les Parcellaires de Saulx, Burgundy.
- A Club day out at the Wimbledon Championships, lunch in the Members' plus show court tickets.

Our Scottish members will be welcome at all/any of our events if they want to come south or wish to be included in any events or trips.

Who is responsible for the wine investment strategy
Stephen Lane - Stephen has been in the wine trade for over 20 years, prior to setting up Vinicon in 2020 he was formerly commercial director at Waddesdon Wine Ltd. Here he transformed the Rothschild-owned business from a small private client operation to a mid-sized national agency house.

How do you select which wines to buy?
Wines can be En Primeur (so wine futures), distressed parcels sold at year end by businesses wanting to clear stock, or just parcels of wine being undervalued. A lot of it is Stephen's personal experience supplemented by analysing market trend facilities such as Liv-Ex: Liv-ex | The global marketplace for the fine wine trade

How do you find the buyers for the wine?
Vinicon has a network of European and Global buyers and the wines are traded through those connections but the company also has a business that specialises in selling to HNW individuals. It can work well to use this to supplement the trading element.

How often do the shareholders receive updates?
Quarterly through newsletter updates as a minimum. We also host a number of events each year specifically designed to update investors in addition to our calendar of Club events. Virtual meetings and individual calls can be scheduled as required.

We also have a new website in development that will allow members to access what stock is currently in the portfolio, forthcoming events as well as industry data.

How do you project the future sales price for the wines?
The reporting feeds from a regular investment report that Stephen keeps updated as we buy and sell wines. The forecast sell dates in the IRR are his, based on the market at the time and experience.

How do I progress is I have decided to become a member?
Email David Collingbourne, Commercial Director, on dcollingbourne@hccsgroup.co.uk. Full joining information, timescales and bank details will be supplied.

The team of Stephen, David, Elaine and Lisa are available for questions at any time.