VirtualWineEvents.com

Launched May 1st, 2020 Featured nearly 10,000 events Over 7300 unique visitors Over 1,300 repeat visitors (*who have accepted cookies) Global audience with visitors from over 70 countries - Top US, UK, South Africa,
Canada, Australia, India

Over 450 accounts created to submit events

My Account V



Select a date:

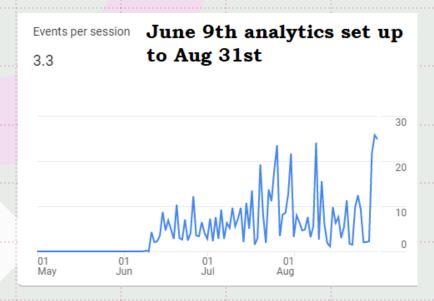
<	February × 2021					>
Sun	Mon	Tue	Wed	Thu	Fri	Sat
31	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	1	2		4	5	6
7		9	10	11	12	13

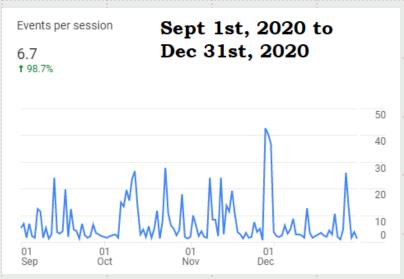
Trending Events and Replays

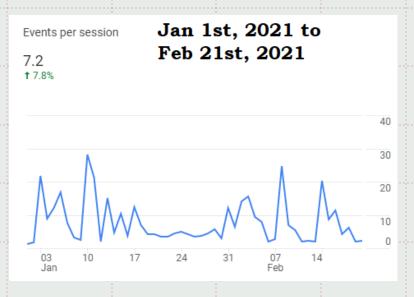
Tour of Italy



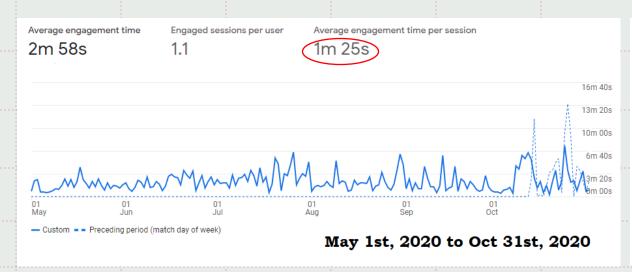
Key Insight #1 - Looking for a distraction vs Looking for an experience

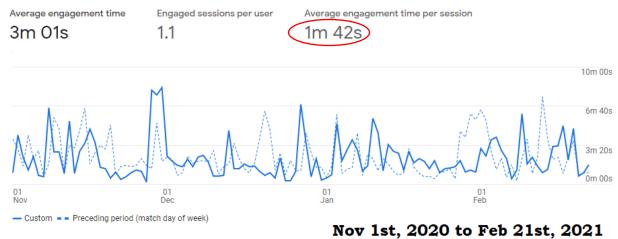






The number of events that VWE users interact with (clicking on the event for more details, outbound clicks, calendar adds, etc.) has been steadily increasing. And they're spending more time on the site.





Key Insight #2 - When are people looking for events to attend?

Top 15 Calendar Day Clicked On	Ψ,	Views	Views per user	Average engagement time
Virtual Wine Events: Events on July 31, 2020	Friday	590	16.857	4m 29s
Virtual Wine Events: Events on November 30, 2020	Monday	420	23.333	5m 18s
Virtual Wine Events: Events on January 10, 2021	Sunday	407	27.133	5m 29s
Virtual Wine Events: Events on November 28, 2020	Saturday	403	17.522	4m 17s
Virtual Wine Events: Events on August 31, 2020	Monday	376	22.118	5m 09s
Virtual Wine Events: Events on July 25, 2020	Saturday	351	15.955	3m 22s
Virtual Wine Events: Events on July 29, 2020	Wednesday	350	12.069	3m 31s
Virtual Wine Events: Events on August 30, 2020	Sunday	346	17.3	5m 08s
Virtual Wine Events: Events on February 8, 2021	Monday	340	10.625	2m 24s
Virtual Wine Events: Events on July 26, 2020	Sunday	305	15.25	3m 49s
Virtual Wine Events: Events on November 8, 2020	Sunday	304	20.267	5m 01s
Virtual Wine Events: Events on August 9, 2020	Sunday	303	15.947	3m 27s
Virtual Wine Events: Events on July 23, 2020	Thursday	300	9.091	3m 05s
Virtual Wine Events: Events on November 29, 2020	Sunday	298	24.833	6m 50s
Virtual Wine Events: Events on September 17, 2020	Thursday	295	12.826	3m 31s
Virtual Wine Events: Events on October 29, 2020	Thursday	294	13.364	4m 06s
Virtual Wine Events: Events on February 3, 2021	Wednesday	283	6.152	1m 36s

Breakdown of Top 100 most clicked on calendar days

	M	Т	W	Th	F	Sat	Sun
I	16	5	11	14	15	18	21

<u>Takeaways</u>

- Don't sleep on Sundays
- Wine Wednesdays aren't that great Yet this is often the day with the most events!
- Tuesdays? Yikes.
- Monday good day for trade events
- Beware that Thurs & Friday may dip once things go "back to normal"

Traffic on VWE generally consistent with Monday, Thursday and Saturday slightly busier.

Key Insight #3 - What are people searching for?

In the last 90 days we had 792 searches.

Top 10 most searched for terms on VWE

- 1. South Africa
- 2. Viognier
- 3. WSET
- 4. Trivia
- 5. Semillon
- 6. MW
- 7. Tuscany
- 8. Alsace
- 9. Karen MacNeil
- 10. Chile

Other notable terms

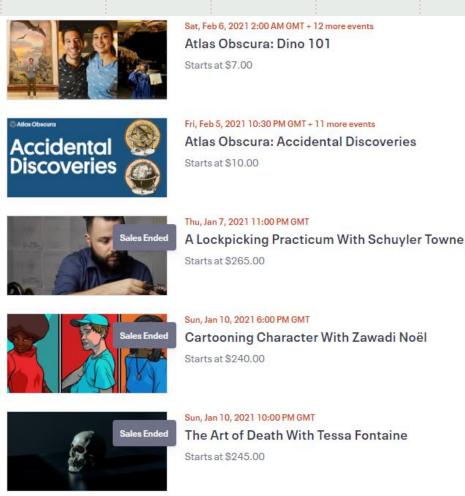
- Not once was "Cab" or "Cabernet" searched for.
- Chardonnay was the 391st most popular search with a single search for "Australian Chardonnay"
- Pinot noir was 39th most popular search
- Chocolate was the 80th most popular term
- Cheese was 123rd
- Food Pairing 340th
- Winemaker or Winemaker events not searched for

	Result Last 90 days - Results with clicks	Count
1	The Wines of South Africa with Boekenhoutskloof Video - Event date: June 26th, 2020	16
2	■ WSET Level 2 Award in Wines	15
3	MEET THE ITALIAN WINEMAKER: VIRTUAL TASTING WITH MATTEO SEGA OF BARBACAN, VALTELLINA – with Rose Murray Brown M	14
4	Palate Builder - Learn To Taste Like a Pro	13
5		13
6	Palate Builder - Learn To Taste Like a Pro	13
7	Online: Italian Wine Scholar - Unit 2	11
8	Flashcard Wine Trivia for Wine Students	11
9	The oldest of the New World, South Africa with Ronan Sayburn MS Video - Event date: May 13th, 2020	11
10	South Africa with Master of Wine Tim Atkin Video - Event date: October 28th, 2020	10
11	Growing Cabernet in South Africa's best known wine region with Cathy Van Zyl MW and Moshe Cohen Video - June 18th, 20	020 10
12	Austria Wine Class	10
13	Wines of Elgin, South Africa with Andrew Gunn of Iona	10
14	South African Virtual Wine Tasting with Bruce Jack	10
15	Flashcard Wine Trivia for Wine Students	10

Out of the 10,000 events featured, nearly a 1000 have been Winemaker events, over 400 Wine & Cheese Pairing and over 100 Chocolate pairing (Valentine's Day).

Parting Thoughts

- Virtual Tastings will never mimic in-person events. They need be thought of and treated as their own unique experiences.
- This is a competition for eyeballs and attention. Think of your event like you think of your wine label competing in the "wall of wine" at a shop.
 - You don't want to do the same thing that everyone else is doing!
- Sell local but <u>THINK GLOBAL</u>. The branding potential and reach is immense. Remember eventually travel and wine tourism will return. Plant those seeds now!
- This is valuable content you're creating. Use it! Clips on social media, product pages on your website, customer testimonials, etc.





Need inspiration? Check out Atlas Obscura Eventbrite listing of virtual events

New Year, Ancient Foods With Lori McCarthy and Felicity Roberts