

A row of beer glasses filled with different colored beers (light, amber, dark) sits on a wooden bar counter. The background is a blurred indoor setting, likely a brewery or pub. Overlaid on the image is the text 'brew2venue' in a bold, sans-serif font. 'brew' and 'venue' are dark grey with a yellow outline, while the '2' is solid yellow with a dark grey outline.

**brew2venue**

# Housekeeping

- Fire & safety
- Entry / Exit
- Code of conduct
- Welcome to country
- Thank Sponsors



**Fishburners**  
where startups start

# Who owns the IP?

## MIT License

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### Permissions

- Commercial use
- Distribution
- Modification
- Private use

### Conditions

- License and copyright notice

### Limitations

- Liability
- Warranty





# Why are we here?

1. Blockchain is a technology expanding beyond cryptocurrencies into supply chains.
2. Blockchain has the potential to disrupt supply chains.

# Let's build this here

Two things *Silicon Valley* does really well :

- 1) **the scale of ambition:** people set out to build the next global franchise; and
- 2) **product management:** taking market feedback and input of not just a single customer, but to serve an entire market.

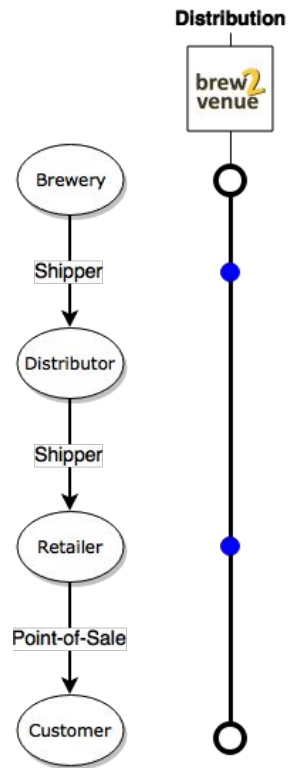
- *Adrian Turner, CEO of Data61*

**What is:**

**brew<sup>2</sup>  
venue**

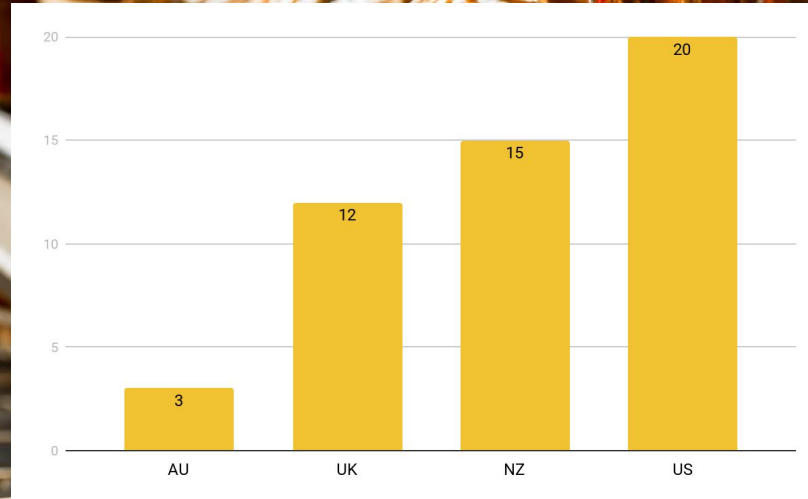


brew<sup>2</sup>  
venue



# Problem

## Craft Beer consumption by volume

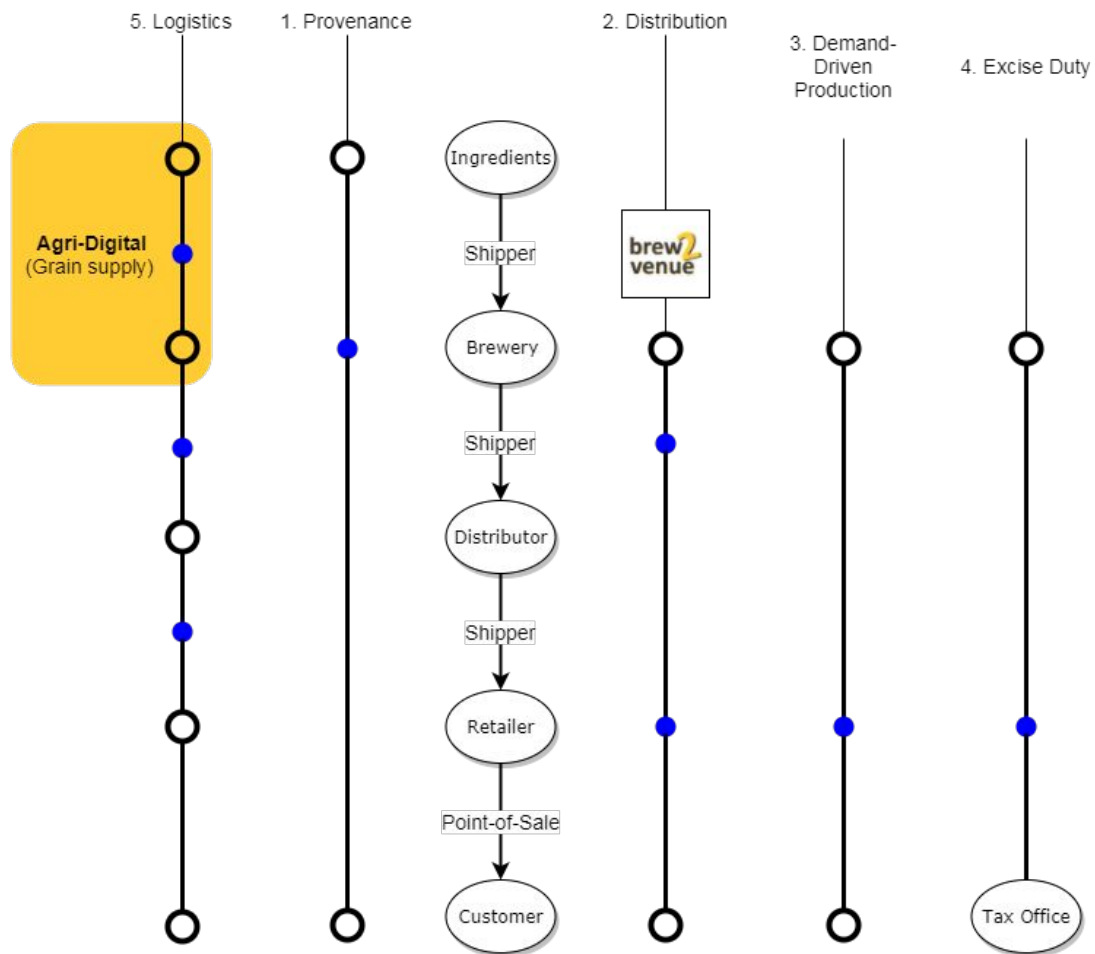




# Hypothesis

Could Blockchain and supporting technologies establish direct connections between suppliers, distributors, retailers and government to improve the supply chain?

1. Consumer demand-driven production
2. Shared production to boost capacity
3. Direct sales channel without third parties
4. Adaptive logistics to reduce freight cost and time
5. Automated taxation and regulation using smart contracts





# Excise Duty

## Key Industry Problem:

40% of operating costs

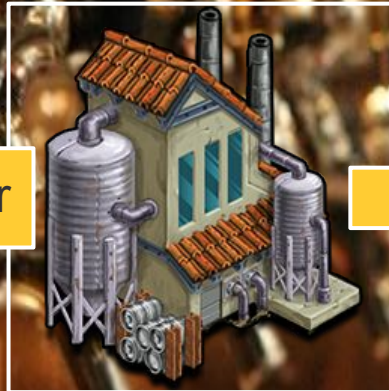
Paid within 1-7 days of production

Typically 90 days before revenue



**Can excise duty on beer be deferred for collection until the beer is sold?**

Producer



Retailer



## Benefits

### Supplier

- Improved cash flow
- Reduced production costs
- Automated lodgement of Excise Duty

### Taxation Office (AUS / NZ)

- Automated collection of Excise Duty

### Retailer

- Cheaper beer in a competitive market

**brew<sup>2</sup>**  
**venue**

brew2venue.com