NEWS RELEASE

Launch of Naked Wines Click & Collect in Majestic

7/28/2015

RNS Number : 2259U

Majestic Wine PLC

28 July 2015

For Release July 2015

Immediate 28

Majestic Wine Plc ("Majestic")

Launch of Naked Wines Click & Collect in Majestic stores

Majestic Wine PLC, the UK's largest wine specialist with 213 stores and the owner of Naked Wines, the online crowd funded wine retailer, announces today that it has launched Naked Wines' Click & Collect service offering across the UK, enabling its 150,000 'Angel' customers the option of collecting their wine free of charge from their local Majestic store.

Following the acquisition of Naked Wines in April 2015 and in line with the strategy to

share the complementary strengths of both businesses, Majestic Wine has been trialling Click and Collect in 22 stores across the UK for Naked Wines' customers. To-date over 2,900 orders have been placed using the Click & Collect service. As a result of the success of this trial and positive feedback that has been received, the service will now be rolled out across the country to all 213 Majestic Wine stores.

For no extra charge, Naked Wines' customers can now choose to collect their delivery from any of Majestic's stores, which will hold Naked Wines' customers wine for up to five days. Alternatively, customers can still opt for home delivery, and in either case can select their preferred delivery day.

Naked Wines' stock will remain separate from Majestic's, so wines that have been crowd funded by Naked Wines "Angels" will still be exclusively available to them.

All Majestic stores are open 7 days a week, including bank holidays, so customers will have the additional flexibility to collect their favourite wines when it suits them.

Rowan Gormley, Majestic CEO, commented: *"Access to a national store network was one of the clear benefits for Naked Wines following the acquisition by Majestic, and it is great that we've been able to launch this service to Naked Wines' customers so quickly. It is obvious to me that both businesses have much to offer one another and we are working on optimising even more of the complementary strengths between the two."*

Eamon Fitzgerald, Naked Wines' UK Managing Director, commented: *"We're delighted to roll out this service to Majestic's full store network. Our Angel customers invest in our wines up-front, and deserve to receive their wines when it suits them. We've seen a strong take-up from customers - particularly for those living in city centres and work full time. We have been looking for a solution for some time, and Majestic's national footprint and logistics expertise are ideal."*

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