

## AN UPDATE FROM OUR PRESIDENT



As we closed 2025, we continued to show our strength and fortitude as one of the few wine companies that grew market share. While the overall industry receded in overall volume and distribution, we showed growth. There are varying industry metrics to assess share changes but by reviewing the statistics for Nielsen 2025 you see -5% in volume and -6% in value. Sip Source data showed overall wine volumes -9% and the \$13+ segment -5%. We, in turn, grew our overall wine volume by +2%. Nowhere near our plans or goals but showing growth again this year like 2024 in an incredibly challenging environment.

Even with the challenges we faced, we saw growth in some of our most important wineries, including Maison Louis Jadot, Caposaldo, Cakebread, Craggy Range, Taittinger, Maison Aix, Joto, and Bezel. Bezel our new entry was a remarkable achievement this year, where we sold over 47k cases, and gained over 10,500 accounts. To do this in the current environment was a remarkable accomplishment by our entire sales and marketing team. There is a saying that “you are only new once,” and we delivered in all channels on establishing and seeding this brand in the marketplace.



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While it is encouraging to see our top-line volume growth and share gains, we continue to face particularly challenging financial pressures due to the global environment of tariffs and currency exchange, which has added substantial costs to our business. We continue to wait to see what changes are ahead with these tariffs and their subsequent impact on currency.

As we move through the first quarter of 2026, we are navigating two key factors, price repositioning across our import portfolio and distributor disruptions. To start the year, we repositioned over 700+ import items with new price points due to the tariffs and currency challenges. We feel we have put forth a very thoughtful and strategic game plan as it relates to these price changes, with an eye on protecting market share and relevance with our customers. Secondly, distributor disruption is another challenge as we see major changes with companies such as RNDG, who recently announced they are selling seven markets to Reyes Beverage Group. It was just May of 2025 when they announced their decision to exit the California marketplace, sending shockwaves through the industry. We also see companies such as Johnson Brothers acquiring Maverick in the Southwest to expand their footprint. With these changes, we see more companies realigning their route to market to ensure they are well positioned for the future. We have been ahead of these discussions and will be announcing some additional changes in spring of 2026.

Lastly, we are focused on continuous improvement with our internal processes. Preparing for the decisive step in our ERP migration, modernizing many reporting processes, and finding ways to improve efficiency. We also continue to drive employee engagement through many of our newer initiatives, and you will see more coming throughout 2026.

We are blessed to work for a family committed to the long term, as many of our competitors do not share that good fortune. The industry continues to evolve, and we will see some not survive these times, and some continue to make tough decisions both financially and with personnel. We will continue to focus on our growth and maintain a protectionist mindset of our business throughout 2026 and beyond.

### NEWSLETTER HIGHLIGHTS

SELL-EBRATIONS!

NEW HIRES

MILESTONES & ANNIVERSARIES

EMPLOYEE SPOTLIGHT:  
Lydia Wagner  
Christina Leddy

EVENT SPOTLIGHT

CONVERSION CORNER

NEW PRODUCTS & PACKAGING

NICK'S CORNER

TASTING TABLE



**KOBRAND**  
FINE WINE AND SPIRITS  
Since 1944

# SELL-EBRATIONS!

## SOUTHEAST

### DRY JANUARY MOMENTUM AT RETAIL

**Tom Yessman** secured two Dry January features at regional retailers. At Milam's, he placed displays in six locations, each featuring a minimum three-case stack and inclusion in the retailer's Dry January ad. At The Good Pour, he landed a display in their newest store, enhanced by a charitable tie-in.



### GIN & SAKE SCORE BIG AT WORLD EQUESTRIAN CENTER

**Andrew Sowers**, with a lead from **Chuck Richards**, secured 19 placements across 17 sakes and both **Nozawa Onsen** gins at White Willow at the World Equestrian Center, the largest equestrian complex in the U.S. He launched the program with a three-hour training for 60 staff, gaining full control of all sake listings at this premier Florida venue.

## SOUTH-CENTRAL

### THREE MONTHS, STRONG MOMENTUM AT BONNIE BRAE LIQUOR

**Susie Mayr** secured Wine of the Month placements at Bonnie Brae Liquor Mart for Thanksgiving, December, and January, maintaining premium visibility throughout the holiday season and into the new year. The extended feature drove consistent customer engagement and resulted in 226 cases sold over three months, reinforcing brand presence during a high-traffic retail window.



### TAITTINGER SPARKLES STATEWIDE FOR VALENTINE'S DAY

**Lisa Gurvey** secured a Valentine's Day feature for **Taittinger** half bottles at Hotel ZaZa locations across the state, creating a romantic, high-impact program at a key hospitality partner. The promotion delivered strong visibility and resulted in 68 cases sold, making it a sparkling seasonal success.



# SELL-EBRATIONS!

## WEST

### COUNTRY CLUB MOMENTUM IN ARIZONA

**Steve Schwartz** organized 12 **Cakebread** wine dinners across Arizona country clubs in 2025, driving a 202-case increase as compared to 2024 in the same locations.



### FEATURED H-MART DISPLAY DRIVES 202% GROWTH

**Yuto Someya** and **Luke Knight**, alongside their RNDC Sake Specialist, sold 82 cases at H-Mart Pacific in November–December 2025 behind a featured display that elevated Joto’s presence in-store. The activation delivered +202% year-over-year growth, transforming a single location into a high-performing account and expanding Joto’s footprint in a highly competitive retail market.



## NORTH-CENTRAL

### PRIME PLACEMENT FOR BEZEL AT DOROTHY LANE MARKET

**Stacey Meyer**, Ohio/West Virginia State Manager, secured a 28-case display featuring all four **Bezel** varietals from the **Cakebread** Family at Dorothy Lane Market in Springboro, OH. Positioned as the first wine display shoppers see upon entering the store and showcased in a high-traffic produce feature area, this activation delivers standout visibility and strong consumer impact.



### ZIND-HUMBRECHT MAKES A TRIUMPHANT RETURN TO PLCB SHELVES

**Michelle Bonsick**, Pennsylvania State Manager, secured an 82-case purchase of **Zind-Humbrecht** with the Pennsylvania Liquor Control Board. The wines are now available in 39 and 37 PLCB stores respectively, marking the first time in several years that Zind-Humbrecht has returned to shelves statewide — a meaningful win for this iconic Alsace producer.

# SELL-EBRATIONS!

## NATIONAL ACCOUNTS OFF-PREMISE

### INSTAGRAM ACTIVATION SPARKS MAJOR RETAIL WIN

**Matt Knice** turned social buzz into serious shelf presence, securing a 250-case **Jadot Beaujolais Villages** display at Market Basket (MA) during the holiday season. By leveraging the Jadot Instagram display contest, he transformed digital engagement into prime retail real estate—delivering standout visibility and significant volume at a key account.



### HARRIS TEETER BOOSTS DISTRIBUTION ACROSS FIVE BRANDS

**Pete Thibodeau** delivered a major chain expansion at Harris Teeter, securing new authorizations for **Bezel Cabernet** (208), **Bezel Chardonnay** (208), **Louis Jadot Chablis** (123), **Jaboulet Rouge Parallèle 45** (238), and **Cakebread Chardonnay** (123), totaling 900 new placements. This multi-brand win significantly strengthens our presence across a key national retail partner.

## NORTHEAST

### EARLY FIFA ACTIVATION AT WINE LIBRARY

**Katie Ellsweig** and the NJ Team secured early placement for the FIFA World Cup promotion at Wine Library in New Jersey, creating high-impact visibility ahead of the rush. A fully wrapped elevator display offers a bold, immersive shopping moment that captures attention and drives engagement in-store.



## NATIONAL ACCOUNTS ON-PREMISE

### ALTA VISTA ESTATE MALBEC SECURES POUR PLACEMENT AT THE CHEESECAKE FACTORY

**Diana Malloy** secured **Alta Vista Estate Malbec** as the national by-the-glass Malbec at The Cheesecake Factory, generating more than 1,200 cases in their core program to date.

New pour placements are rare, and after overcoming post-pandemic supply challenges, this win marks a significant return. Alta Vista Malbec is now positioned to remain their sole by-the-glass Malbec for at least the next three years.



## NEW TEAM MEMBERS

### COREY COPPIN, SENIOR DIRECTOR OF INFORMATION TECHNOLOGY



I bring over 15 years of experience leading IT and operations transformations across multiple industries, with a focus on cloud modernization, scalable infrastructure, and data analytics. My passion lies in aligning technology, teams, and strategy to drive long-term business growth and measurable outcomes.

Outside of work, I love traveling—especially discovering unique details about different cultures—and staying active through cycling and outdoor activities. I also value quality time with family and friends. Lifelong learning is important to me, whether it's through new hobbies or exploring unfamiliar places. One of my all-time favorite films is *The Dark Knight*.

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### KATIE FLYNN, VICE PRESIDENT OF MARKETING



My career in brand management and marketing has taken me from household staples like Arm & Hammer to luxury icons like Chanel, giving me a wide lens on consumer engagement. Among all the incredible brands I've worked on, Louis Jadot and St. Francis truly hold a special place. Returning to Kobrand to help build and grow these exceptional wines, and many others in our portfolio, is such an honor.

A fun fact about me is that I had my first brush with the spotlight in 6th grade, performing in the Super Bowl pregame show! I sang and danced in a Broadway showcase that featured numbers from *Annie* and *The Wiz*, an experience I'll never forget.

Outside of work, I'm an adrenaline junkie always chasing the next thrill. From flying on a trapeze to jumping out of a plane, I'm always up for a new adventure. I'm a bit of a Francophile, so when I'm not skydiving, you'll find me curled up reading *A Moveable Feast* or rewatching a favorite film, *Midnight in Paris*.

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### MACI LLOYD, REGIONAL NATIONAL ACCOUNT MANAGER: OFF-PREMISE



I started as a merchandiser at Regal Wine Company before moving to Illinois, where I worked for several distributors. Most recently, I managed New England for Jackson Family and lived in Boston. I'm excited to be back in Chicago and closer to family again.

A fun fact about me is that I just got married in November, and we're headed to Thailand for our honeymoon!

Outside of work, I love to travel, cook, and explore new restaurants - there's nothing better than finding a great new spot. One of my favorite movies is *Eat, Pray, Love*. I love the sense of adventure and self-discovery it captures.

## NEW TEAM MEMBERS

### KATE GOLDBERG, CATEGORY SPECIALIST: PORTUGUESE PORTFOLIO



I grew up in the East Bay and attended California Polytechnic State University, San Luis Obispo for undergrad, where I studied Wine and Viticulture. I'm excited to be joining the team and look forward to contributing and learning.

Outside of work, I enjoy cooking, traveling, skiing, and practicing yoga. My favorite movie is *The Pink Panther*.

### BETH REINHARD, STATE MANAGER: LOUISIANA & MISSISSIPPI



With a background in Bio Pre-Med, my career path took a flavorful turn after a college trip to Italy sparked a deep love for wine. I began working in Chicago as a bartender and sommelier before relocating to New Orleans post-Katrina, where I served as a restaurant captain and wine buyer. My passion eventually led to the distributor side, managing key restaurant accounts, and then to the supplier world with Jackson Family Wines as a Regional Manager.

Outside of work, I enjoy soccer, cycling, cooking, and spending time in nature, especially near mountains or water. A fun fact: I lived in Nigeria at age 11. My favorite movie? *The Princess Bride* (or anything by John Hughes).

## MILESTONES & ANNIVERSARIES



### CAREER MILESTONES

45 years

**Margaret Deane** (March 30)

40 years

**Jim Lisa** (March 3)

**Moses Burgos** (April 14)

30 years

**Michael Adamczyk** (April 29)

25 years

**Pio Alberto** (April 9)

**Alla Brichkin** (June 21)

20 years

**Paul Lenhart** (May 1)

15 years

**Daniel Curtin** (June 6)

5 years

**Emily Yoshinaga** (April 5)

**Luciana Recine** (April 26)

**Danielle Fritz** (June 28)

### WELCOME BACK

**John Lehan** rejoined as a Senior Facilities Associate

### CHEERS TO THE HAPPY COUPLES

**Emily Yoshinaga** married to Arthur Price

**Ellie Karidis** engaged to Eric Manresa

**Daniella Curcio** engaged to Matthew Doscas

### RETIREMENTS

Congratulations to **Dean Ubriaco** on his upcoming retirement in April 2026!

We're deeply grateful for his **22 years** of dedication, and we wish him happiness and fulfillment in this exciting next chapter.



# EMPLOYEE SPOTLIGHT

## SALES

LYDIA WAGNER  
REGIONAL MANAGER



## HISTORY & HIGHLIGHTS

**How long have you been with the company? What was your first role?**

**LW:** I have been with Kobrand for 28 years. My first role was Metro NY district manager.

**What's one of your favorite memories from your time here?**

**LW:** I have so many treasured moments with Kobrand, but one that stands out was traveling with my colleagues to Beaune and biking through the vineyards. It ended up pouring rain, and our mud-covered selves just laughed as we truly experienced the terroir of Burgundy!

**What do you enjoy most about working at Kobrand?**

**LW:** The people who have become family.

## INTERESTS & HOBBIES



**When you're not representing Kobrand what are some of your favorite hobbies and activities?**

**LW:** Swimming and traveling.

**What living person do you admire right now and why?**

**LW:** Chesley Sullenbeger "Sully" because he was brilliant at his job and put his duty first without ever thinking about himself. He saved over 150 people and was the last to leave the airplane after it landed on the Hudson. I also appreciate this because it is a New York story.

**What's your favorite movie, book, or TV show?**

**LW:** It is hard to pick a favorite, but I loved The Night Manager series based on John le Carre's novel.

**What's your favorite place to visit and why?**

**LW:** Paris. I love cities and visiting Paris is my top choice because of its incredible food and wine, rich art and culture, architecture, walkability, public transport.

**What is something few people know about you that would be surprising?**

**LW:** I have my Airline Transport Rating from my time as a pilot in Southern CA.

**If you could drink one item from our portfolio for the rest of your life, what would it be?**

**LW:** Champagne Taittinger, Comtes de Champagne Grands Crus Blanc de Blancs, out of Magnum.



# EMPLOYEE SPOTLIGHT

## CORPORATE

### CHRISTINA LEDDY, SENIOR COMPLIANCE MANAGER



## HISTORY & HIGHLIGHTS

**How long have you been with the company? What was your first role?**

**CL:** It will be 10 years on Feb 22, 2016 and I started as the Senior Compliance Coordinator.

**What's one of your favorite memories from your time here?**

**CL:** Halloween 2018 with Aline McGrail, our former Accounts Receivable Manager. During a costume contest, she came up with the idea for us to dress as "Wine & Cheese", but not just any wine. She was a bottle of Sassicaia, and I was the cheese. We marched into Bob DeRoose's office announcing, "If you can't drink the Sassicaia, you have to be the Sassicaia!" She hoped it might earn her a bottle, but no such luck. I still have a photo of us hanging in my office!

**What do you enjoy most about working at Kobrand?**

**CL:** Kobrand is the combination of exceptional brands and even more, the exceptional people. It's a company that truly cares about quality and relationships, which makes coming to work all the worthwhile.

## INTERESTS & HOBBIES



**When you're not representing Kobrand what are some of your favorite hobbies and activities?**

**CL:** In my downtime, I enjoy watching anything on true crime, mystery, and horror. I think it's the mix of suspense, storytelling, and curiosity about the human mind that keeps me hooked.

**What living person do you admire right now?**

**CL:** There are two people I admire most right now, and they happen to be my children, Daniel (23) and Emma (20). Watching them grow into kind, resilient, and independent young adults has been incredibly rewarding.

**What's your favorite movie, book, or TV show?**

**CL:** One movie I love to watch, and is usually around the holidays, is the classic, *It's a Wonderful Life*. To me, it's a reminder of the importance of kindness, gratitude, and how much impact one person can have - often without realizing it.

**What's your favorite place to visit and why?**

**CL:** Italy is my favorite place to visit. Being there connects me to my Italian roots, which played a huge role in my upbringing—from food to family traditions. I often visit Berceto, Parma (Emilia-Romagna), where my mother is from, and it always feels like home.

**What is something few people know about you that would be surprising?**

**CL:** I have a twin sister named Antoinette and I am 3 minutes older than her!

**If you could drink one item from our portfolio for the rest of your life, what would it be?**

**CL:** Well, it's hard to choose just one so I will pick two: Sette Ponti Oreno and Sequoia Grove Cabernet Sauvignon



## INSTACART ACCELERATES BRAND VISIBILITY

### ACTIVATION DRIVES AWARENESS & ON-DEMAND SALES

Kobrand is leveraging **Instacart** to drive consumer discovery and conversion across seven key brands, including **Jadot**, **BMV**, **St. Francis**, **Sequoia Grove**, **Poema (ASOND)**, **Cakebread**, **Bezel**, and **Montes**. With persistent presence and optimized placements, this initiative ensures Kobrand brands remain front and center where consumers shop.



## eRNDC & PROGRAMMATIC BOOST CONVERSION

### MULTI-CHANNEL CAMPAIGNS TARGET TRADE & CONSUMERS

Targeted display ads continue to support visibility and sell-through. January and February **eRNDC** campaigns include paid placements for **Taylor-Fladgate** and complimentary banners for **St. Francis**. Simultaneously, **Sequoia Grove** is running programmatic banner ads and social media campaigns to reach trade and consumer audiences with precision.



## INFLUENCERS & REELS DRIVE AUTHENTIC CONNECTION

### SOCIAL STORYTELLING STRENGTHENS BRANDS

In 2026, our **social media strategy** is anchored in **influencer storytelling** and **dynamic video** content to forge stronger emotional ties with consumers.

**Bouvet** reactivates its popular Galentine's campaign, celebrating with multiple influencer campaigns. **Bezel** continues to lean into TikTok, tapping into Gen Z audiences through short-form ads.

Meanwhile, **St. Francis** kicked off the year with a new monthly "Rooted in Real" Instagram series, spotlighting real people and moments behind the wine. Influencer outreach is underway across all brands to secure partnerships that bring our brand stories to life, visibly and memorably.



## TAITTINGER TAKES THE GLOBAL STAGE

THE OFFICIAL CHAMPAGNE OF THE FIFA WORLD CUP 2026™

For more than 13 years, **FIFA** and **Champagne Taittinger** have partnered in celebrating the world's game.

Following appearances at World Cups across Brazil, Russia, Qatar, and beyond, Taittinger will once again take center stage at the FIFA World Cup 2026™ - hosted by Mexico, the United States, and Canada - and the FIFA Women's World Cup 2027™ in Brazil.

Champagne Taittinger is synonymous with global celebration. With distribution in over 120 countries, the brand connects everyday moments with once-in-a-lifetime events — bringing sparkle from stadium suites to retail shelves.



It gives our family great pride to represent France and its savoir-faire at such global-scale events, and make the champagne region, its history, and its image of joy, celebration, and togetherness shine through around the world and in the stadiums of the World Cup. Sport, football, and Champagne have this one thing in common that they are universal, and in every ball and bubble lie memories, hopes, and moments of joy.”

- VITALIE TAITTINGER, CHAIRMAN OF CHAMPAGNE TAITTINGER

### GLOBAL IMPACT

- 120+ countries
- Official Champagne of FIFA World Cup 2026™
- Official Champagne of FIFA Women's World Cup 2027™
- Luxury visibility on a global scale



# PRODUCT LAUNCHES

## FRESH LOOK, BROADER REACH

NEW VINTAGE & SLEEK PACKAGING SET BEZEL UP FOR GROWTH IN 2026

Bezel Sauvignon Blanc enters 2026 with a **new vintage, sleek screwcap, and redesigned shipper box**, building on momentum from last year's successful soft launch. Hitting shelves in April, this update positions Bezel for broader national distribution with standout shelf presence and strong scores to support placement across all channels.



## PREMIUM WINE, NOW ON TAP

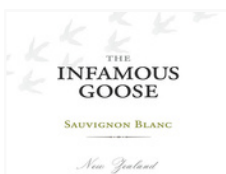
NEW KEG FORMATS MEET DEMAND FOR FRESH, SUSTAINABLE POURS



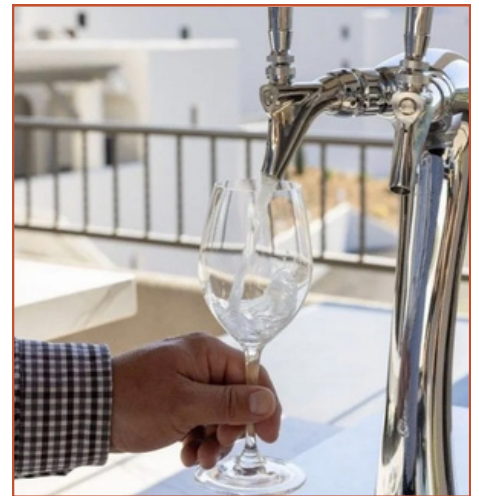
**Jacques Dumont Sauvignon Blanc** launches nationally in **Free Flow kegs**, building on 25% growth and offering accounts an eco-friendly, cost-effective format that reduces waste and streamlines service.



**Shades of Blue** introduces a new **Riesling keg** in January 2026, seizing opportunity in the wake of competitor exits and helping fill a national gap in the category.



**The Infamous Goose** relaunches with a 2025 vintage **Sauvignon Blanc keg** available outside California, delivering strong varietal interest with limited competition.



## FRESH LOOK FOR THE SIMPLE GRAPE

BOLD, NEW DESIGN. SAME DELICIOUS SIP.

**The Simple Grape** brand evolves with a **bold new label** and unified carton design, spotlighting **Zero Sugar, 90 Calories**, and **Certified Sustainable** credentials. The redesign supports expanded distribution across all markets, with Sauvignon Blanc and Pinot Grigio debuting in April, and Cabernet Sauvignon following in December.



# PACKAGING UPDATES

## BOLD NEW LOOK FOR A SONOMA FAVORITE

### ST. FRANCIS DEBUTS STREAMLINED PACKAGING DESIGNED TO STAND OUT

The Sonoma County tier features new, cleaner labels with the brand name front and center, making it easier for shoppers to spot a trusted favorite. Easy-to-read text improves legibility, and the new screwcap adds convenience without compromising quality. Subtle sustainability cues reinforce the brand's commitment to responsible winemaking. The refreshed look feels modern and inviting, something consumers can confidently add to their cart.

**Please note:** Available in California only, with additional markets rolling out later this year or early next.



## JOTO GOES RED FOR LUNAR NEW YEAR

### A FESTIVE NEW LOOK AND NATIONAL VISIBILITY

Celebrating tradition with a bold new look, **Joto** introduced a **limited-edition red label** to honor **Lunar New Year**. This vibrant packaging was thoughtfully designed to captivate shoppers and elevate seasonal in-store displays. Rolling out in high-traffic Costco locations, the red label was featured through the 2025 holiday season and into Lunar New Year.



## FRENCH PORTFOLIO, FRESH PERSPECTIVE

### UPDATED DESIGNS CAPTIVATE MODERN WINE DRINKERS



Our French portfolio enters a bold new era in 2026 with three distinct redesigns, positioning our French portfolio to win in both on- and off-premise environments.

**Paul Jaboulet** introduces updated labels for **Les Jalets** and **Le Grand Pompée**, sharpening tier clarity with a clean, contemporary look.

**Jacques Dumont** elevates its full lineup with embossed labels, richer color cues, and increased focus on varietal, designed to enhance shelf appeal.

**Maison Saleya** unveils a playful, consumer-friendly rosé refresh, complete with pink stripes and a new shipper set to land early spring.



## SPRING WSET LEVEL 2 ENROLLMENT

### POP OPEN A NEW CHAPTER IN WINE LEARNING

Ready to boost your wine knowledge? Our next WSET Level 2 course kicks off on April 27 - a great opportunity for both beginners and enthusiasts to gain a deeper understanding of wine, supported by live virtual sessions and self-study.

This intermediate-level certification is open to all Kobrand employees with at least one year of service. Register by **Friday, March 6**, or contact Liane Basso with any questions.

Click [here](#) to register

#### KEY DATES:

- **Registration Deadline:** Friday, March 6
- **First Class:** Monday, April 27
- **Final Exam:** Week of June 1 (virtual)



## PODCAST SPOTLIGHT

### NICK POLETTA TALKS DRY JANUARY & PIERRE CHAVIN

Nick Poletto recently joined host Christina Cates on the *Culinary Confidential* podcast to shine a spotlight on **Pierre Chavin** and the rising tide of mindful drinking. From non-alcoholic innovation to the Dry January movement, it's a conversation worth sipping on. Listen to the episode [here](#).



## NICK'S PICK

### STEP INTO SPRING WITH LE ORME

I recently learned that the Roman calendar only had 10 months. It started in March and ended with December. The dark days of January and February were useless to the farmers and military, so was left unnamed and as a time of rest. But with March, the great awakening of each year begins. It often feels like the real start of the year, when the sun is just a little bit brighter, and the flowers are just beginning to stretch up from beneath the ground.

This time of year, I often reach for a light-bodied red with wonderful refreshing red fruit and vibrant acidity. One of my favorites is **Michele Chiarlo, Barbera d'Asti, Le Orme**. Le Orme means footprint in Italian, and I often feel as though March is when we make our first footprint of the year. I hope your March is a step forward with a beautiful glass of Barbera d'Asti in your hand.

# THE TASTING TABLE

## UNCORK THE PORTFOLIO

### EXPLORE KOBRAND WINES BY VARIETAL

Our digital varietal list showcases **Kobrand's world-class portfolio**, thoughtfully organized by grape variety. Whether you're educating, selling, or simply exploring, this tool puts every wine at your fingertips.

👂 Kobrand's curated portfolio represents a legacy of excellence, featuring benchmark producers from every major fine wine region and spirit category. From iconic Old World estates to dynamic New World discoveries, each selection reflects generations of expertise and intentional curation. 🗨️



Access the PDF directly by scanning the **QR code** or find the editable version in the **"5 Series"** folder on SharePoint. It's also linked in our corporate **email signatures** for quick access anytime

### NEW! SMALL FORMAT & POUR LISTS

We've introduced streamlined **Small Format** and **Pour Wine Lists** featuring select 375ml and by-the-glass offerings - ideal for gifting, sampling, or on-premise service. Both lists are available on our website under "Explore Our Portfolio" in the main navigation and as downloadable files in Trade Tools.



## PODCAST PICKS FROM KOBRAND

### UNCORKED CONVERSATIONS WITH JOE & NICK

**Sips & Selling Tips with Nick Poletto** features quick episodes to boost your wine knowledge, perfect for learning on the go. Listen now on [Apple Podcast](#) and [Spotify](#).

**Inside Wine with Joe Janish** covers industry trends, delivering the stories behind the bottles you love with warmth and wit. Listen now on [Apple Podcast](#) and [Spotify](#).

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