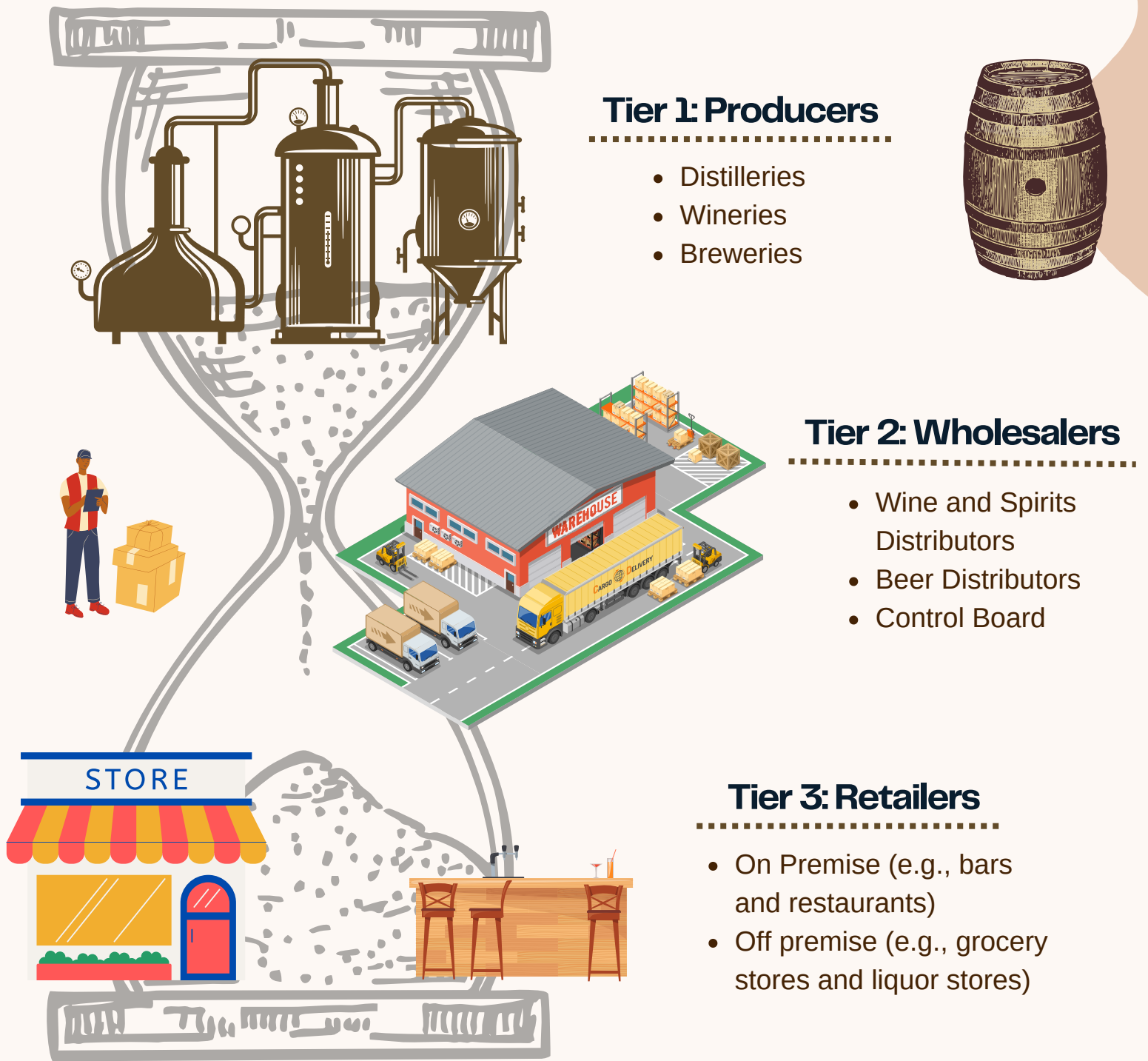


Three-Tier System

The three-tier system is the bedrock to the U.S. alcohol regulatory structure. The traditional three-tier system is an hourglass-like structure with producers at the top, funneling down to the wholesalers in the middle where tracking of tainted alcohol products and excise alcohol tax collection occurs, and then fanning back out to retailers who get the product to the consumer.

The three-tier system operates in the background ensuring product safety, tax collection and preventing market domination by restricting any one tier from having financial interest in another, a common practice in the pre-Prohibition era that led to aggressive sales tactics and heavy consumption.

(Source: National Alcoholic Beverage Control Association <https://www.nabca.org/three-tier-system>)



Total Wine Uptown,
6701 Uptown Blvd. NE
Albuquerque, NM 87110

Total Wine Cottonwood Corners
10420 Coors Bypass NW
Albuquerque, NM 87144



Total Wine Plaza Santa Fe
3529 Zafarano Dr.
Santa Fe, NM 87507

QUICK FACTS

An American family-business success story, Total Wine & More was founded by David Trone, who co-owns the business with his brother Robert. The first Total Wine opened in 1991, an approximate 975 sq. ft. store in Claymont, Delaware.

Stores and store teams are focused on providing the customer that which they deserve: outstanding selection (8,000+ wines, 4,500+ spirits and 2,000+ beers), best-in-class service, lowest prices in the market and incredible customer service.

The Total Wine & More brand has grown to be the nation's largest group of fine wine, beer and spirits stores. As of October 2024, there are 280 Total Wine & More stores in 28 states.

Total Wine & More stores employ between 50-75 highly trained and customer-focused team members with a company hiring target that 75% of team members be full-time with good wages plus benefits including health, dental, 401k, paid time off and more.

Stores are large-format, brightly lit stores with wide aisles designed to enhance customer experience by offering storewide Wi-Fi, wine/beer/spirits content on flat panel monitors at tasting stations, the Brewery District™ featuring local and craft beers and high-tech Wine Education Centers (classrooms) in which Total Wine & More offers consumer classes and special tasting events such as "Meet the Maker" series and "virtual tastings" with producers from around the world.

Total Wine & More is committed to supporting local, state and regional beers, wines and spirits. All stores feature hundreds of local products throughout the store at the wine tasting station, Brewery District™, and shelves identified by tags bearing the state flag.

INDUSTRY LEADER ON PREVENTION OF SALES TO MINORS

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No one under 21 years old is permitted in stores unless accompanied by parent or guardian.

Team members are incentivized to request identification from customers.

When not used for team member training and customer education classes and subject to local and state laws, Total Wine & More offers its Wine Education Center as meeting space, free of charge, to local non-profit, civic, community and business groups.

OUTSTANDING COMMUNITY AND PHILANTHROPIC PARTNER

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Total Wine & More works closely with community and business leaders in each market it operates to support local causes and charitable efforts.

We are committed to giving back to the local community. In 2023, donated \$13+ million in monetary and in-kind contributions to over 16,000+ organizations helping those charitable causes raise \$65+ million in support of their good works in the community.