

WANDERING
BEAR®

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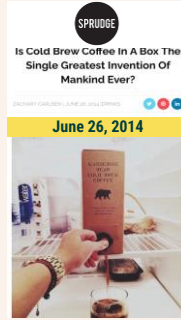
781-589-7006



Matt + Ben

In 2014...

Matt & Ben met in class and channeled their obsession with coffee into the first "cold brew on tap" box to bring a coffee shop trend to offices in NYC.

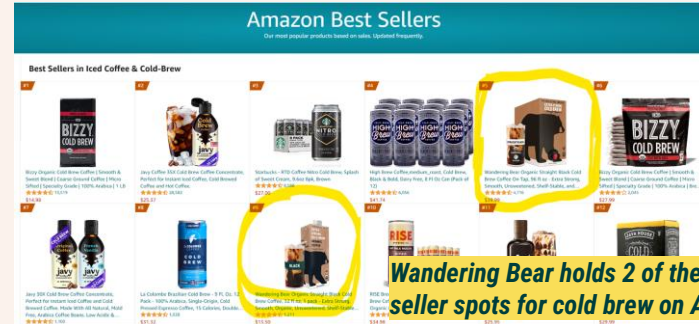


Along the way...

Wandering Bear grew into national leader in premium cold brew for offices, until COVID crushed that business, driving sales down >70% overnight and forcing the team to focus and rebuild.

Today...

Wandering Bear is a national direct-to-consumer brand and the business has grown to 3x its pre-COVID scale. **>80% of Wandering Bear's sales are DTC online to a national customer base.**



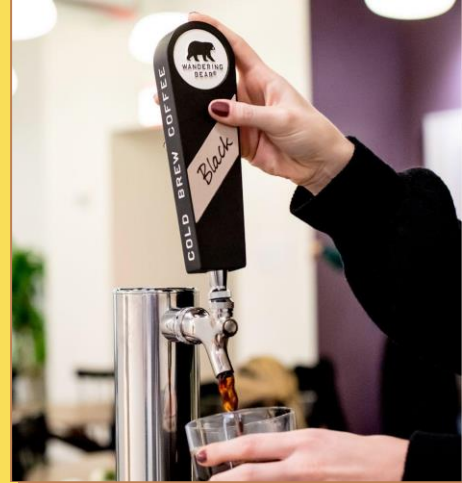
Wandering Bear holds 2 of the top 10 best-seller spots for cold brew on Amazon



We make the strongest, smoothest cold brew in the category, always with sustainability in mind



Sustainable | Shelf-stable | Shippable | Shockingly-smooth



2023 Product Lineup

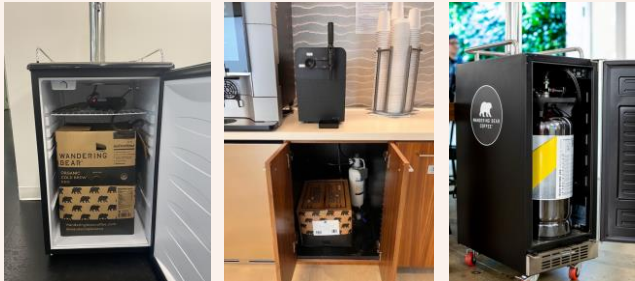
CORE FLAVORS

(96oz & 128oz BiB)



KEGS

(3gal BiB + 5gal PET)



FOOD SERVICE CONCENTRATES

(12oz can & 1-gal BiB)

SUPER CONCENTRATE

1 CAN = 1 GALLON RTD. Our newest innovation, and arguably the most sustainable way to offer cold brew at scale. Mix this 12oz can of super concentrate with ~100oz of water to make 1gal RTD cold brew.



Size: 12oz (makes 1gal RTD)
Flavor: Straight Black

SUPER CONCENTRATE (BiB)

8:1 Concentrate. 1 GAL BiB = 9 GALLONS RTD. BiB has Scholle 1900 fitting, allowing it to seamlessly dispense via several equipment solutions (e.g. Marco POUR'D, Bunn Nitron, etc.).



Size: 1gal (makes 9gal RTD)
Flavor: Straight Black

GRAB 'N GO

(11oz single-serve)



Distribution Partners



Sustainable, scalable formats for every account type



Product images not to scale

<p>What it is... (product / format description)</p>	11oz Single-Serve (tetrapak carton)	96oz & 1gal Bag-in-Box (available in 6 flavors, incl. decaf)	12oz Super Concentrate (1 can = 1 gallon RTD cold brew)	5gal Bag-in-Box + BROOD countertop dispenser	5gal Bag-in-Box + Flojet pump + single-tap kegerator
<p>Where it actually goes... (typical placement within account)</p>	Pantry or MK refrigerator; beverage cooler	Pantry or MK refrigerator	Beverage dispenser (either in-fridge or countertop)	BROOD dispenser sits on countertop; BiB can go under-counter (if hole in counter for hose) or on counter next to / behind BROOD	5gal BiB and pump sit inside kegerator. Works with standalone and undercounter kegerators.
<p>What equipment is needed... (and where does that equipment come from)</p>	None	None	Beverage dispenser / pitcher (any gallon-size or larger container you can pour from will work)	BROOD countertop dispenser (Operator to source directly from BROOD)	Flojet pump + BiB fitment (Operator can source directly from WB, or source independently) Kegerator (Operator sources independently)
<p>Why it's great... (just some of the reasons)</p>	Versatile offering that can work anywhere	Great for small / medium offices, or larger offices with multiple pantries	Highly efficient, eco-friendly	Sleek machine that pours both still & nitro cold brew from a single BiB. Creates nitrogen from atmosphere; no nitrogen tank needed.	Premium on-tap experience, but no nitrogen tank needed. Can be used with any kegerator. Shelf-stable BiB + pump = lower cost & complexity than PET or metal kegs requiring nitrogen tanks.

OFFICE COFFEE



KEG
(3gal Bag-in-Box Keg)
Shelf-stable
No nitrogen tank required

Grab 'N Go
(11oz Tetrapak Single-Serve)
Shelf-stable
Recyclable packaging with sugar-cane caps

BROOD
(3gal RTD Bag-in-Box /
8:1 1gal Concentrate Bag-in-Box)
*Pull from under-counter or on-counter BiBs
to dispense via Brood.*
*Brood dispenses both nitro and still from
one tap, without need for nitrogen tank
(nitro created atmospherically).*
*Water line hookup only needed for the
concentrate option; no water line
necessary to dispense from RTD.*



MICRO KITCHEN

CAN CONCENTRATE

(12oz can = 1gal RTD)

Sustainable – infinitely recyclable

aluminum can

Scalable – low labor, minimal equipment

RTD Bag-in-Box

(96oz / 128oz)

Shelf-stable

Zero equipment / plug-and-play

Multiple flavors (incl. decaf)

KEG

(3gal Bag-in-Box Keg)

Shelf-stable

No nitrogen tank required

CAFE

Grab 'N Go

(11oz Tetrapak Single-Serve)

Shelf-stable

Recyclable packaging with sugar-cane caps

POUR'D

(8:1 1gal Concentrate Bag-in-Box)

Dispense three options - hot coffee, cold brew, concentrate shots for lattes - from one elegant countertop font.

Pull from under-counter, shelf-stable concentrate BiB. Water line needed.

BROOD

(3gal RTD Bag-in-Box /
8:1 1gal Concentrate Bag-in-Box)

Pull from under-counter or on-counter BiBs to dispense via Brood.

Brood dispenses both nitro and still from one tap, without need for nitrogen tank (nitro created atmospherically).

Water line hookup only needed for the concentrate option; no water line necessary to dispense from RTD.



C&U + HEALTHCARE

BEVERAGES

CAN CONCENTRATE (12oz can = 1gal RTD)

Sustainable – infinitely recyclable aluminum can
Scalable – low labor, minimal equipment

KEG

(3gal Bag-in-Box Keg)

Shelf-stable
No nitrogen tank required

BROOD

(3gal RTD Bag-in-Box /
8:1 1gal Concentrate Bag-in-Box)

*Pull from under-counter or on-counter BiBs
to dispense via Brood.*

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BEAR[®]

Bears say "thanks!"