

## PRESS RELEASE

### Anheuser-Busch Announces Transition of Oakland Distribution Operations to Local Independent Wholesaler Partners, Markstein Sales Co. and Matagrano, Inc.

**Oakland, Calif. – July 7, 2022** – Anheuser-Busch announced that it has reached an agreement to sell its Oakland, California-based distribution operations to two independent wholesalers, Markstein Sales Company and Matagrano, Inc., effective July 29, 2022. This announcement is part of Anheuser-Busch’s ongoing efforts to ensure the strongest possible route-to-market and the highest level of service for its retail customers across the different markets in which it operates.

“The strength of our wholesaler system is a critical element as we drive to deliver industry innovation and growth, and that includes both our industry-leading independent wholesaler network as well as our Anheuser-Busch facilities,” said Kyle Norrington, U.S. Chief Commercial Officer. “Anheuser-Busch’s owned distribution operations are a competitive advantage as they help us to develop future leaders, to test, pilot, and learn in the market, and ultimately to become better partners to our independent wholesalers and retail customers. We are pleased to transition our Oakland operations to two strong wholesaler partners, and we look forward to working together to accelerate our momentum in Northern California.”

“At Anheuser-Busch, maintaining a strong focus on the needs of the local market is paramount to our long-term success. Over the last several years we have worked to structure our organization to drive growth and create value for our customers, consumers and communities,” said Bob Tallett, VP of Business & Wholesaler Development, Anheuser-Busch. “Northern California is an important market, so it was critical for us to find trusted partners that have a clear vision for this business. We will continue to work closely with Markstein and Matagrano to prioritize Anheuser-Busch employees and ensure a smooth and efficient transition.”

“As a woman-owned, family-owned business with 102 years of local experience, we are proud of our long-term partnership with Anheuser-Busch as they continually demonstrate a willingness to support and work with their independent wholesalers as true partners. We appreciate the opportunity to integrate Anheuser-Busch’s Oakland territory and members of its workforce into our operations and to continue bringing Anheuser-Busch’s leading portfolio of brands to our retail customers in this large and diverse community we call home,” said Laura Markstein, President at Markstein Sales Company.

“We value our long-standing partnership with Anheuser-Busch, and we will continue to fuel our collective growth by providing the highest quality products and highest level of service to our retail customers in the Bay Area.” said Matt Matagrano, President at Matagrano Inc. “Matagrano is committed to the future success of the portfolio, and we look forward to welcoming members of the Anheuser-Busch team over the coming weeks.”

Following the close of the sale, Anheuser-Busch's Bay Area distribution will be split. Markstein Sales Company will integrate the Oakland territory into its existing Antioch-based operations, while Matagrano, Inc. will incorporate Anheuser-Busch owned distribution operations into their operations in Northern Santa Clara County/San Jose. Both entities will continue to operate out entirely of their current facilities.

The company remains committed to working with Markstein Sales Company and Matagrano, Inc., as well as with all independent wholesaler partners, to continue innovating, servicing retail customers, and delighting consumers with Anheuser-Busch beverages products.