

Riveron

Complexity and Urgency. **Simplified.**[™]

Navigating Disruption in Beverage Alcohol

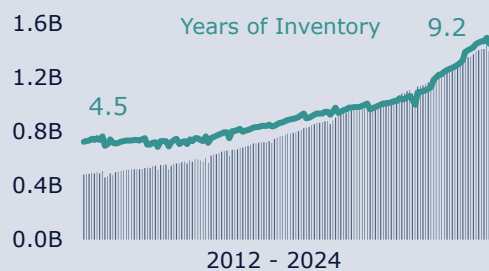
The beverage alcohol industry is facing both structural and cyclical headwinds.

Declining consumption, oversupply, and sustained margin pressure are challenging the traditional growth and profitability model. Inventory buildup—particularly in spirits—and competitive pressure from functional beverages and legalization of alternatives are reshaping the landscape. These trends are compressing margins, tying up working capital, and calling into question current inventory value. Companies must now make critical decisions around operational efficiency, pricing strategy, capital planning, and brand optimization to preserve value.

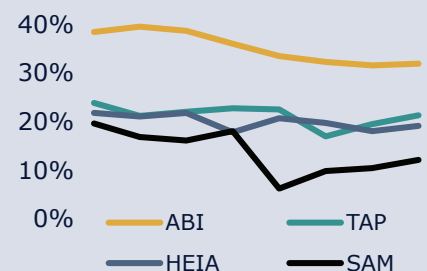
YoY Beverage Alcohol
Servings Growth⁽¹⁾



US Whiskey Inventories⁽²⁾
Billions Proof Gallons



Beer Company Margins⁽³⁾
2017-2024



Moderation trends and substitutes (functional beverages, cannabis, psychedelics, etc.) are driving decline in consumption



Oversupply calls into question pricing of future revenue and values of current inventory



Tariffs put already-depressed margins at risk for the beer industry who rely heavily on imported aluminum and barley

¹ Sources: NielsenIQ, UBS

² Sources: Alcohol and Tobacco Tax and Trade Bureau Monthly National Statistical Reports, Statista/Distilled Spirits Council Industry Review Supplemental Tables

³ Sources: CapIQ, SEC Filings of AB InBev, Molson Coors, Heineken, The Boston Beer Company

How We Help

Riveron brings a cross-functional team that understands both the complexity of the current beverage alcohol environment and the urgency to act.

We help clients navigate market inflection points through:

- **Performance Improvement:** Optimize operations and reduce cost-to-serve.
- **Restructuring & Turnaround:** Stabilize finances, improve liquidity, and manage risk.
- **Transaction Services:** Support divestitures, M&A readiness, and strategic pivots.
- **Accounting & Tax Advisory:** Assess and protect asset valuations, including inventory.
- **Technology Enablement:** Enhance planning and reporting for agility.

Our experience spans national distributors, craft brewers, and premium wine and spirits brands—giving us a view across the value chain.



The Riveron Advantage

Working as an extension of the organization, we help our clients add value and address their most pressing needs.

- Integrated, flexible service – Agile resourcing that quickly scales up or down to suit business needs
- Business outcome focus – Our technology-enabled solutions prioritize strategic goals
- Long-term perspective – We look ahead to ensure alignment with best practices and lasting ROI
- Dedicated project teams – Experienced Beverage industry, technical, and functional experts committed to you

Contact

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Our Professional Services

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