DELTA WINES

Press Release

Delta Wines announces an important change in shareholding structure.

Waddinxveen, May 15th 2025

As one of our valued partners, we would like to inform you of an important development within our company.

Since being established in 1985, Delta Wines has been on an impressive journey – almost 40 years of consistent growth. Our success has been built on a clear foundation: being a trusted B2B wine partner. We have achieved this by working exclusively through our chosen partners, never selling directly to their clients, and by offering a broad, high-quality and competitively priced assortment.

In 2007, the founders sold their remaining shares to the management team supported by a private equity partner. Since then, a broad group of employees has had the opportunity to become shareholders in Delta Wines, supported by external investor backing.

VIVA WINE GROUP

We are now entering a new phase in our ongoing development. The shares of our current financial partner, Navitas Capital, will be acquired by **Viva Wine Group**, a Sweden-based company fully dedicated to wine and a market leader in the Nordics.

This marks the beginning of a powerful new combination. Together with Viva Wine Group, we will operate in 8 countries and generate a combined turnover of € 575 million, making us one of the leading wine distribution groups in Europe.

In today's rapidly evolving wine landscape, international collaboration is more important than ever, Delta Wines has always believed in scale and the advantages that come with it. In our journey, this step will strengthen our position as a valuable partner to you – offering our customers an optimized assortment and giving our suppliers access to an extended and efficient multichannel distribution network.

At the same time, we remain fully committed to a local, customer-focused approach. Our customers and wine producers rightfully expect the advantages of scale, but also deeply value personal attention, flexibility, and close relationships. These values remain at the heart of how we operate – regardless of how much we grow.

What resonated with us immediately about Viva Wine Group was the cultural match: their entrepreneurial spirit, thorough wine expertise, reliability, agility and decisiveness. We are natural partners and combined we will strengthen our business, this is a logical and promising step in our ongoing development.

The Delta Wines journey continues – stronger than ever – with Viva Wine Group as our partner. Our existing management team, both in the Netherlands and across the other countries we operate in, will remain shareholders and continue to drive the company forward.

Ralph Zopfi (Managing Director) will leave Delta Wines after a wonderful period of more than 18 years as of July 1st, 2025. The management team will consist of Valentijn Schenk (Managing Director), Dennis Suikerbuik (CCO), Serge Nederpel (CFO) and Joris Snelten (CEO).

For you as our partner, this development means you will be working with an even stronger and more international wine player – fully dedicated to supporting your success, while remaining close and connected.

Viva Wine Group co-founder and CEO Emil Sallnäs comments:

"We are very pleased to add Delta Wines to our group of entrepreneur-led companies. This acquisition represents a strategically important step in terms of our ambition to establish Viva Wine Group as one of Europe's leading wine distributors. It strengthens our position in the European market and provides significant value-creation opportunities through both commercial and operational synergies, particularly within our Nordic B2B operations.

Delta Wines holds a strong market position and is led by a highly regarded, entrepreneurially driven team — something we greatly value. The fact that the management will remain in their roles ensures continuity and cultural alignment, both of which are critical for successful integration and continued profitable growth. Together with our producers and partners, we are building on a strong growth journey – aiming to lead development and create long-term value."

About Viva Wine Group:

Viva Wine Group is the leading wine group in the Nordic region. The Group consists of a collection of entrepreneurial companies with headquarters in Stockholm, developed through organic growth and strategic acquisitions. Viva Wine Group develops, markets, and sells both proprietary and partner brands and offers affordable quality wines from all over the world with main activities in the Nordic countries, Germany, Switzerland, Austria. Sustainability is one of our foremost driving forces and we are a leader in certified ethical and organic wine.

http://www.vivagroup.se/en

About Delta Wines:

Delta Wines is the largest wine importer in the Netherlands and operates internationally through independently managed companies in Belgium, Poland, the Czech Republic, Finland, and Norway.

We import wines from 25 countries and supply to (online) wine specialists, retailers, and - via wholesale partners - to the hospitality sector. With nearly 40 years of experience, we offer not only quality wines, but also a high service level, relevant market knowledge, marketing support, innovative assortments, and reliable logistics. Our focus is on building long-term, sustainable partnerships with both our producers and our customers, with a shared goal of delivering the ultimate wine experience.

www.deltawines.eu