




KOMÉ
COLLECTIVE
CRAFT JAPANESE SAKE & SPIRITS



ABOUT KOMÉ COLLECTIVE

THE POWER IS IN THE COLLECTIVE

Expertly Curated Craft Japanese Sake Portfolio

Komé Collective's portfolio of expertly curated craft Japanese sake and spirits spans experiences rooted in tradition up to the forefront of innovation.

Category Leaders

Komé Collective showcases a collection of traditional and cutting edge thought leaders, producers, and brands with a commitment to the culture of Japan. The portfolio highlights diverse categories, grades, and flavor profiles and is the most comprehensive and diverse sake portfolio in the US.

Long Term Passion & Commitment to Our Categories

Over 20 years of category & industry expertise that can't be matched. Komé Collective represents a collective power and makes it easy to work with Japanese sake.

OUR PRODUCTS HAVE BEEN FEATURED IN

BuzzFeed

EATER

FORTUNE

The New York Times

PaStE

FOOD&WINE



MONICA SAMUELS

President

Named one of the top 50 under 40 future influencers of the global drinks industry by WSET & IWSC in 2019

Based in NYC, Monica Samuels is one of the country's most accomplished sake professionals. Monica was named a "Top 40 under 40 - America's Most Influential Tastemakers" by Wine Enthusiast Magazine and has been awarded the prestigious "Sake Samurai" title by the sake Samurai Association in Japan. Monica is a Level 3 Certified Instructor for the Wine & Spirits Education Trust (WSET).

✉ monica@komecollective.com



DILA LEE

Director of National Accounts - On-Premise

Dila is currently based in the Chicago area and manages the Komé Collective portfolio in IL, FL, MA, GA, and NC. Prior to working for Komé Collective, Dila has an extensive background working in some of the most prestigious Japanese restaurants across the country. Dila's passion for sake & Japanese culture is contagious and she has extensive knowledge of sake, spirits & Japanese cuisine.

✉ dila@komecollective.com



JENN ROSS

Sake & Spirits Sales Manager

Jenn manages the Komé Collective portfolio in Southern California, Arizona, Colorado, Nevada & Texas. Originally from Los Angeles, Jenn started her career in sake in Seattle, WA in 2012 and was introduced to Monica Samuels and Komé Collective's outstanding sake portfolio. Jenn has her Level 1 CSP and Level 3 WSET in sake. She has since moved back to Los Angeles and continues to educate and sell sake across the Western US.

✉ jennifer@komecollective.com

LEARN MORE ABOUT KOMÉ COLLECTIVE: [www.komecollective.com](http://komecollective.com)  [kome_collective](https://www.instagram.com/kome_collective)

TOZAI

Tozai is the authentically Japanese sake that bridges the gap between East and West and invites all to enjoy Japanese sake.

WHY DOES TOZAI STAND OUT

- Tozai's style is approachable for sake pros and novices alike, taking sake out of the "special occasion" category and making it an everyday drink. Each Tozai sake is a classic representation of its style and grade.
- Be transported to Japan just by looking at Tozai - the labels feature hand-painted koi fish, traditional Japanese kanji, and origami paper patterns.



Kyoto is home to Kyoto's Fushimi Mizu, one of Japan's most prized water sources.



TOZAI



Night Swim
Futsu | 180ml

Approachable and vibrant sake in a can.



Snow Maiden Can
Junmai Nigori | 180ml

Tozai's iconic nigori sake packaged into an accessible, pocket-sized can.



Snow Maiden
Junmai Nigori | 300ml & 720ml

Named after Japan's colorful koi fish that represents good fortune and luck.



Living Jewel
Junmai | 300ml & 720ml

Cloudy sake with vibrant notes of honeydew melon, raw pumpkin and radish. Creamy texture with a bright, dry finish.



Well of Wisdom
Ginjo | 300ml & 720ml

This sake has juicy watermelon and citrus notes and a racy white pepper finish.



Typhoon
Futsu | 720ml & 1.8L

Sturdy enough to handle being warmed or mixed in cocktails.



Blossom of Peace
Plum | 720ml

Local, all-natural aodani plums are soaked in Tozai sake for over 3 months.



TOZAI CONTINUES TO BOOM

ACCOUNTS ARE LOOKING FOR THE FULL TOZAI LINEUP

Vine Connections Internal Data (off-prem) 12.31.25



SNOW MAIDEN
makes up 38% of sales



LIVING JEWEL
makes up 31% of sales, +21%



BLOSSOM OF PEACE
makes up 14% of sales, +2%



TYphoon
makes up 5% of sales, +19%



NIGHT SWIM
makes up 6% of sales, +2%



The entry-level premium sake brand for consumers and retailers new to sake

2ND

LARGEST IMPORTED SAKE BRAND
+8.9% growth in the last 26 weeks

Nielsen 12.27.2025



TOZAI SNOW MAIDEN 720ml
#1 imported junmai nigori sake in the US



TOZAI LIVING JEWEL 720ml
#1 imported junmai sake in the US

TOZAI IS THRIVING ACROSS THE BOARD

+12.9%
POD growth
2025 vs. 2024

+4%
case growth
(3,760 cases)

+17.2%
growth in new accounts
2025 vs. 2024

Internal Data (off-prem) as of 12.31.25

TO ZAI

MARKETING TOOLS & POS

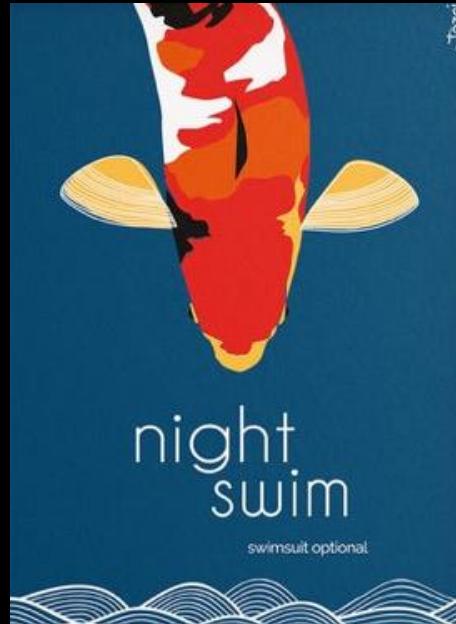
Digital

- Tozai Sales Presentation
- Tozai Cocktail Recipes
- Instagram Content for Accounts
- Provi, Google, and Meta Paid National Campaigns
- E-commerce Updated Content: Saucey, Tippsy, Tozaisake.com



POS

- Cold Box Can and 300ml Holder
- Retail Case Stack display
- Tozai Account Poster
- On-premise Coasters
- On-premise Ice Buckets





BUSHIDO

On-the-go, hassle-free, premium Ginjo Genshu sake in a 180ml can. Bushido is the ancient Japanese warrior code of moral values, loyalty, honor and wisdom. Usually unuttered and unwritten, the code allows the violent existence of the samurai to be tempered by wisdom and serenity.

WHY DOES BUSHIDO STAND OUT

- This undiluted sake is 18% alc. and can stand up to a variety of foods or excellent if added in a cocktail. Tropical notes of tart raspberry, Asian pear and watermelon rind with hints of white flowers and a spicy finish.
- Brewed in Kyoto, Japan, a prefecture known for being the birthplace of sake.
- Bushido cans are the perfect fit for on-premise (*Asian-centric restaurants, fast casual, Asian fusion, trendy ramen, music venues, happy hours*) and off-premise accounts.



BUSHIDO KEGS

WE MAKE IT EASY TO USE SAKE ON TAP

Bushido is available in 19.5L kegs and offers a fresh sake opportunity that is cost effective and eco friendly.

SAKE KEG



BEST PRACTICES

GAS 75% Nitrogen / 25% CO2 (AKA Beverage Gas or “Guinness Gas”)

GAS PRESSURE Pressure gauge reading should be between 4-10 PSI

STORAGE Store untapped kegs with other wines. Sake stays fresh - tapped 3 months, untapped 12 months.

LINE CLEANING FREQUENCY Every 3 months, or at changes of product.



Custom glassware and tap handles available



BUSHIDO

MARKETING TOOLS & POS

Digital

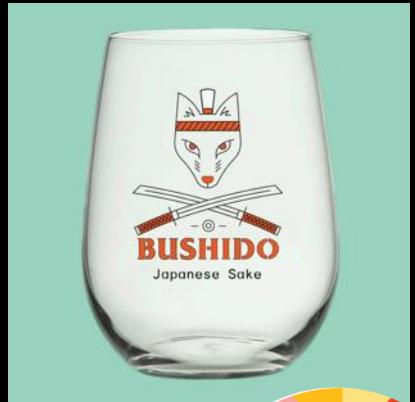
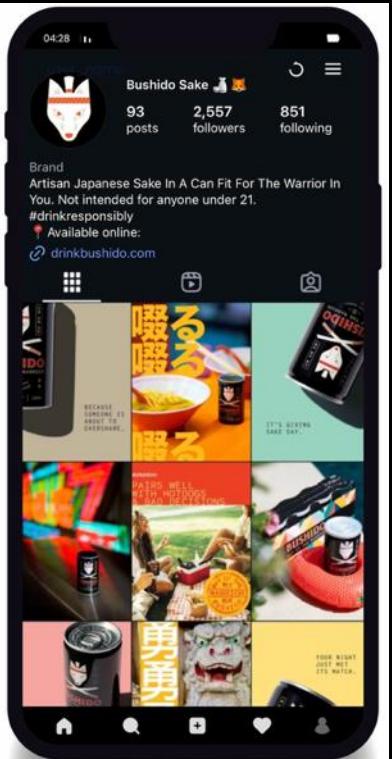
- Bushido Sales Presentation
- Bushido Cocktail Recipes
- Instagram Content for Accounts
- Provi, Google, and Meta Paid National Campaigns

POS

- Cold Box Can Holder
- 300ml Dispenser
- Branded tap handles for kegs
- Branded Glassware
- Account Posters
- On-premise Coasters
- On-premise Ice Buckets

Swag

- Branded Trucker Hat
- Branded Topo Backpack
- Custom Can Koozies
- Bandanas
- Magnets
- Stickers
- Flags





KONTEKI

Konteki's culture centers around 15th century ideals of Zen Buddhism and "wabi-sabi," the belief that beauty within the arts should be understated and pure - just like sake.

WHY DOES KONTEKI STAND OUT

- Konteki is crafted at Higashiyama Shuzo, a historic brewery in southern Kyoto. Founded over a century ago, it still operates in a traditional wooden sake brewery along a quiet, old stone road.
- Kyoto is the birthplace of sake and home to Fushimi Mizu—one of Japan's most prized water sources. This soft, pure water is ideal for brewing Daiginjo sake.
- Well-respected rice farmer Masayasu Tanaka grows Konteki's Yamada Nishiki, known as the King of sake rice, completely organically. Konteki presents a unique opportunity to demonstrate the differences in the tasting profiles of a Junmai Daiginjo and a Daiginjo.



Organically Grown Rice



KONTEKI



Pearls of Simplicity

Junmai Daiginjo / 300ml & 720ml

The epitome of purity. More subtle and nuanced than most highly aromatic Junmai Daiginjos.



Tears of Dawn

Daiginjo / 300ml, 720ml & 1.8L

Lush notes of tropical banana, anise seed, and truffle with a velvety but dangerously smooth finish.





RIHAKU

Rihaku is named after the famous Chinese poet from the 8th century, Li Po, who was known to drink a big bottle of sake and write a hundred poems.

WHY DOES RIHAKU STAND OUT

- Rihaku boasts one of the highest average milling rates of all Japanese sake breweries - a testament to its dedication to high quality. Each Rihaku sake in the portfolio is made with a different type of sake rice, demonstrating how the deliberate style of a producer can be expressed through four rice types.
- Rihaku was among the first breweries to focus exclusively on premium sake and champion Shimane's local rice, yeast, and water. Still family-run today, President Yuichiro Tanaka continues a legacy of expanding global appreciation for sake.



Uses ozone water
instead of chemicals



Almost all sake lees are
reused in-house



RIHAKU



Dance of Discovery

Junmai | 300ml & 720ml

Brewed with a newly-developed rice called Kan no Mai that withstands cold climates, it's full of personality and takes a fair amount of expertise to work with.



Wandering Poet

Junmai Ginjo | 300ml & 720ml

This sake has the ability to complement even the most wine-unfriendly vegetables like asparagus, artichoke hearts and broccoli rabe.



Dreamy Clouds

Tokubetsu Junmai Nigori | 300ml, 720ml & 1.8L

The first brewery to make a dry, light, cloudy style of nigori sake. It presents an opportunity to move nigori drinkers forward to new styles of sake.

**Also available seasonally as a Namazake*



Origin of Purity

Junmai Ginjo Genshu | 720ml

Available seasonally as a Namazake. A robust, powerful expression of namazake. The complexity of flower yeast, omachi rice, and genshu result in layers of blackberry, lime, raisin bran and nougat.





KOMÉ COLLECTIVE™

NIELSEN SAKE BRAND PERFORMANCE IN TOTAL US FOOD

TOP 25 SAKE BRANDS

Brand DESC	\$ Sales	% vs YA	Avg Price	+/- vs YA	Max CWD	PTS vs YA
GEKKEIKAN	\$14,504,132	4.9%	\$8.31	(\$0.08)	44.6	-0.1
HAKUTSURU	\$5,398,097	-3.5%	\$17.67	\$0.06	12.2	0.5
SHO CHIKU BAI	\$4,918,525	-1.3%	\$8.98	\$0.07	14.5	0.8
TOZAI	\$3,358,628	8.9%	\$20.90	\$0.28	10.8	1.7
SOTO	\$1,551,022	-17.0%	\$31.07	(\$1.71)	6.1	0.0
OZEKI	\$1,432,494	-5.0%	\$12.15	\$0.19	4.2	-0.2
TY KU	\$1,182,022	46.4%	\$21.28	(\$0.26)	5.9	1.5
MOMOKAWA	\$1,067,602	-11.2%	\$16.50	\$0.06	5.6	-0.4
FU-KI	\$957,188	0.8%	\$13.29	\$0.28	7.2	-0.3
CHOYA	\$949,159	-9.3%	\$17.22	(\$0.21)	9.7	0.1
TAKARA	\$937,999	-4.5%	\$10.74	(\$0.00)	7.9	-0.2
RIHAKU	\$799,640	-1.2%	\$37.68	(\$0.07)	4.7	-0.1
KIKUSUI	\$750,450	15.6%	\$29.18	\$1.69	1.8	0.2
HANA	\$629,506	-3.9%	\$13.78	\$0.18	4.8	0.3
KUROSAWA	\$605,562	6.3%	\$25.35	(\$0.06)	4.4	0.3
JOTO	\$603,397	3.3%	\$28.17	(\$0.60)	3.7	0.4
BUSHIDO	\$580,177	17.7%	\$24.96	(\$0.48)	4.9	0.5
KIKKOMAN	\$537,104	8.0%	\$11.06	\$0.47	5.7	0.2
SHIMIZU-NO-MAI	\$354,065	11.2%	\$38.45	\$1.23	1.4	0.1
KONTEKI	\$337,618	-10.5%	\$41.06	(\$0.61)	2.2	0.1
SAKE MOTO	\$325,279	-11.5%	\$12.93	\$0.20	3.9	0.0
(G)	\$305,496	-11.6%	\$20.43	\$0.23	3.1	-0.3
HEAVEN SAKE	\$299,900	-39.4%	\$39.65	(\$5.75)	2.0	0.3
HIRO	\$294,524	5.3%	\$38.21	(\$1.90)	1.1	0.0
KINSEN PLUM	\$293,454	-9.8%	\$9.58	\$0.09	4.3	-0.1
Total	\$42,973,042	0.8%	\$12.02	(\$0.12)	44.6	-0.1

Nielsen data as of 12.27.2025



KOMÉ COLLECTIVE™

NIELSEN SAKE BRAND PERFORMANCE IN TOTAL US FOOD

TOP 25 SAKE PRODUCTS

Product Name	Revenue (\$)	Market Share (%)	Avg. Price (\$)	Profit Margin (\$)	Volume (Units)	Growth Rate (%)
AN BLACK & GOLD 750ML 072881719960	\$1,891,544	15.3%	\$17.40	(\$0.43)	17.5	2.2
KU BAI JAPAN 750ML 008639509500	\$1,428,184	-3.2%	\$7.96	\$0.16	14.5	0.8
JRU DRAFT JAPAN 300ML 074784601008	\$1,177,834	12.0%	\$6.75	\$0.22	12.2	0.5
KU BAI NIGORI SAKE 750ML 008639509455	\$934,925	0.3%	\$9.40	\$0.11	9.8	0.3
KU BAI JAPAN 1.5L 008639509400	\$916,057	-2.5%	\$11.47	(\$0.08)	9.7	-0.8
'LUM PLUM PLUM JAPAN 750ML 078168211401	\$887,002	-8.9%	\$17.05	(\$0.21)	9.7	0.1
JOW MAIDEN JUNMAI NIGORI SAKE JAPAN 720ML 083560300544	\$881,612	22.7%	\$18.33	\$0.63	10.8	1.7
VING JEWEL JUNMAI SAKE JAPAN 720ML 083560300542	\$804,081	7.4%	\$18.42	(\$0.05)	8.8	1.7
PLUM PLUM JAPAN 750ML 008639536500	\$783,148	-3.9%	\$11.23	\$0.01	7.9	-0.2
JRU JUNMAI GINJO SAKE JAPAN 720ML 074784601001	\$690,422	-14.2%	\$18.27	\$0.13	7.8	-1.1
KU BAI JAPAN 300ML 008639560600	\$639,816	0.1%	\$8.80	\$0.25	7.4	-0.6
NMAI SAKE JAPAN 720ML 081613602485	\$631,518	-6.0%	\$21.98	(\$0.15)	6.1	0.0
JM PLUM JAPAN 750ML 008602402411	\$628,427	0.2%	\$13.20	\$0.32	7.2	-0.3
NMAI DAIGINJO SAKE JAPAN 720ML 085164500614	\$613,351	-32.7%	\$42.23	(\$0.90)	4.7	-0.5
JRU SAYURI NIGORI SAKE JAPAN 720ML 074784602002	\$595,962	-13.0%	\$18.74	\$0.35	7.1	0.2
AWA DIAMOND JUNMAI GINJO SAKE 750ML 074784623750	\$563,009	-9.8%	\$16.12	\$0.14	5.6	-0.4
NMAI SAKE JAPAN 720ML 073604052001	\$543,704	25.7%	\$17.06	(\$0.20)	5.9	1.5
AN JAPAN 180ML 008832070006	\$538,003	8.7%	\$4.29	(\$0.04)	8.7	1.0
WA KIMOTO JUNMAI SAKE JAPAN 720ML 064682810004	\$512,842	6.7%	\$24.36	\$0.01	4.4	0.3
JOML 008672407500	\$496,549	-2.5%	\$10.09	\$0.01	4.2	-0.2
JRU SAYURI NIGORI SAKE JAPAN 300ML 074784602001	\$479,530	-13.6%	\$9.77	\$0.02	7.4	0.0

Nielsen data as of 12.27.2025



KOMÉ COLLECTIVE™

NIELSEN SAKE BRAND PERFORMANCE IN TOTAL US FOOD

TOP 25 SMALL
FORMAT SAKE
PRODUCTS

Item Group	\$ Sales	% vs YA	Avg Unit Price	+/- vs YA	Max CWD	PTS vs YA
⊕ BUSHIDO WAY OF THE WARRIOR GINJO SAKE CAN JAPAN 180ML	\$580,177	17.7%	\$15.63	(\$3.97)	4.9	0.5
⊕ GEKKEIKAN JAPAN 180ML	\$538,003	8.7%	\$4.29	(\$0.04)	8.7	1.0
⊕ CHIKA SAKE CUP JUNMAI SAKE WINE GLASS JAPAN 200ML	\$243,117	55.8%	\$4.58	(\$0.23)	3.4	0.3
⊕ OZEKI 180ML	\$239,728	-8.2%	\$4.68	\$0.03	3.6	-0.2
⊕ TOZAI NIGHT SWIM SAKE CAN JAPAN 180ML	\$182,642	3.8%	\$5.35	(\$0.03)	2.8	0.4
⊕ KIKUSUI CAN JAPAN 200ML	\$165,264	18.2%	\$7.57	\$0.24	1.7	0.1
⊕ LITTLE SUMO SAKE JAPAN 200ML	\$162,705	18.1%	\$5.91	\$0.44	2.9	0.2
⊕ SOTO JUNMAI SAKE CAN JAPAN 180ML	\$129,160	22.4%	\$5.94	\$0.10	2.3	0.1
⊕ MANEKI WANKO BOX JAPAN 180ML	\$115,343	-3.7%	\$5.23	\$0.08	2.5	0.0
⊕ TOZAI NIGHT SWIM SAKE CAN JAPAN 180ML 5PK	\$97,516	-17.2%	\$24.91	\$0.05	0.5	-0.1
⊕ JOTO JAPAN 200ML	\$95,449	13.2%	\$4.61	\$0.24	3.5	0.3
⊕ SNOW ANGEL SAKE NIGORI SAKE JAPAN 180ML	\$80,652	-9.5%	\$7.31	\$0.26	2.0	-0.1
⊕ YOMI SAKE JUNMAI GINJO SAKE CAN 250ML	\$75,279	6.8%	\$5.95	\$0.37	1.1	-0.1
⊕ TOZAI SNOW MAIDEN JUNMAI NIGORI SAKE CAN JAPAN 180ML	\$69,487	-3.0%	\$5.72	(\$0.05)	2.1	0.3
⊕ SAKE HIGH! JUNMAI SAKE CAN JAPAN 200ML 4PK	\$66,172	26.2%	\$23.68	\$0.40	0.4	0.0
⊕ KIBO JUNMAI SAKE CAN JAPAN 180ML	\$58,116	-6.0%	\$6.52	(\$0.30)	0.8	0.0
⊕ ONE CUP OZEKI WINE GLASS JAPAN 180ML	\$56,398	-16.5%	\$4.17	\$0.11	0.9	0.0
⊕ OZEKI JAPAN 250ML	\$51,931	-14.2%	\$8.38	(\$0.41)	1.1	-0.1
⊕ IKEZO PEACH CAN JAPAN 180ML	\$37,630	16.1%	\$4.87	\$0.20	1.3	0.3
⊕ MIYODAKURA JUNMAI SAKE WINE GLASS JAPAN 180ML	\$32,810	218.2%	\$8.25	(\$0.45)	0.2	0.1
⊕ YURI MASAMUNE BEAUTIFUL LILY WINE GLASS JAPAN 200ML	\$28,918	10.9%	\$5.44	\$0.05	0.2	0.0
⊕ HAKUTSURU DRAFT JAPAN 180ML	\$24,572	-38.8%	\$4.52	(\$0.64)	0.6	-0.3
⊕ MOMOKAWA JUNMAI GINJO SAKE CAN 250ML	\$24,487	-16.7%	\$5.73	\$0.06	0.4	0.0
Total	\$3,179,775	9.1%	\$8.06	(\$3.47)	8.7	1.0

Nielsen data as of 12.27.2025