

Northwind Coffee — Q3 2026 Brief

Revenue grew 18% quarter over quarter to \$4.2M, led by the new cold-brew line.

Three highlights

Cold brew now makes up 31% of sales, up from 12% a year ago.

Subscription members reached 24,000, with churn down to 3.1%.

Two new roasteries opened in Lisbon and Austin.

What is next

Launch the oat-milk latte kit in November.

Expand wholesale to 400 cafes by year end.

Cut packaging plastic by 40%.

Prepared by the Northwind strategy team, September 2026.