

WHOLESALE PRICING GUIDE

Effective Jun 2023

TABLE OF CONTENTS

TABLE OF CONTENTS	2
WHOLESALE PRICING OVERVIEW	3
1. Landed Cost (Supplier Cost)	3
2. Wholesale Price	3
3. Central Delivery Permanent Cost Changes	3
4. Direct Delivery-Only Permanent Cost Changes	4
5. Limited Time Offer (LTO)	5
6. Policy Changes	5
WHEN TO USE EACH FORM	6
WHOLESALE PRICE CALCULATION	7
WHOLESALE MARKUP RATES	8
CONTAINER RECYCLING FEE RATES	9
WHOLESALE PRICE CALCULATION SAMPLE	10
DEFINITIONS	11
APPENDIX 1	12
Dates and Deadlines Schedule	12
APPENDIX 2	13
Central Delivery Permanent Cost Change Application	13
APPENDIX 3	14
Limited Time Offer Application	14
APPENDIX 4	15
Direct Delivery-Only Permanent Cost Change Application	15
APPENDIX 5	16
British Columbia Provincial Sales Tax Rates	16

WHOLESAL PRICING OVERVIEW

The Liquor Distribution Branch (LDB) establishes the wholesale price for non-medical Cannabis (Cannabis) sold in the province of British Columbia to retailers and Cannabis Accessories (Accessories) sold by the BC Cannabis Stores (BCCS) and e-Commerce site. All wholesale customers (BCCS and private stores) purchase Cannabis product at the wholesale price.

Each submitted price for new registrations or changes is reviewed by LDB, and LDB has the right to reject any submitted price change or request.

1. Landed Cost (Supplier Cost)

The LDB uses the supplier cost as the base for the calculation of a product's wholesale price. Landed cost is the amount the supplier / agent provides to LDB Wholesale Pricing as this base. Landed cost consists of the supplier's production costs, federal excise tax, transportation costs to the LDB Distribution Centre (DC) (if applicable), and any additional supplier costs. This is the amount that appears on the LDB Purchase Order (PO).

Please note that questions related to federal excise tax should be directed to a local excise officer with the Canada Revenue Agency.

- 1.1 In order to calculate Wholesale Price, the Landed Cost per case submitted by the Licensed Producer (LP) will be divided by the number of units in the case to determine the Landed Cost per unit. This number is then rounded to the nearest \$0.01, up or down, and is considered the Landed Cost per unit for payment and reporting purposes. In the event where a payment may be challenged, this calculated Landed Cost per unit will be considered the correct amount.

2. Wholesale Price

Using the Landed Cost per unit, the LDB applies a wholesale mark-up and container recycling fee (CRF, if applicable) for each unit. This number is then rounded to the nearest \$0.01, up or down, and is considered the Wholesale Price per unit, which is the amount that private retail customers will purchase product from the LDB, or from the LP if purchased through direct delivery. The new total is then multiplied by the number of units in a case, again rounded to the nearest \$0.01, up or down, to determine the Wholesale Price per case.

- 2.1 The Wholesale Price cannot be changed by the LP without submitting a Permanent Cost Change or Limited Time Offer application.

3. Central Delivery Permanent Cost Changes

LDB Wholesale Pricing establishes the Permanent Cost Change and Limited Time Offer schedule each fiscal year and posts it in advance for LPs at <https://www.bcldbcannabisupdates.com/bcldb-cannabis-supplier-information>. Permanent Cost Changes are effective on the first day of a fiscal period. Any impact to the wholesale price is effective on the same date as the Permanent Cost Change.

- 3.1 Permanent Cost Change applications must be submitted by the submission deadline (refer to [Appendix](#)

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- 1) on the Permanent Cost Change Application Form (refer to [Appendix 2](#))
- 3.2 All requests are subject to LDB approval
- 3.3 If an LP has multiple supplier numbers / companies with unique skus that they wish to change, each supplier number/company must submit a separate form. A list of your skus for each supplier number can be found on the Cannabis Sales Data sftp site on the Product Activity Report. Visit <https://filetransfer.bcldb.com/login> or contact Cannabis.Data@bcldb.com for login instructions.
- 3.4 A Price Protection requires the LP to fund a corresponding Landed Cost reduction for any inventory that resides in the LDB DC
 - 3.4.1 The Price Protection section of the Central Delivery Permanent Cost Change form requires the difference in cost from the old Landed Cost per unit and the new, desired Landed Cost per unit
 - 3.4.2 All products with inventory in the LDB DC are eligible for the Price Protection program
 - 3.4.3 The LDB will provide an approximate total of units and funding at the time of the submission of a Permanent Cost Change by the LP, and an updated, final total shortly after the effective date
 - 3.4.4 Total inventory on hand in the LDB DC is subject to change between the submission deadline and effective date
 - 3.4.5 It is the LP's responsibility to fully fund all Price Protections on LDB DC inventory
 - 3.4.6 On the date that the cost change takes effect, the LDB will issue a debit note or invoice for the difference between pre-Price Protection Landed Cost and the new cost for the total amount of RDC inventory
- 3.5 Permanent Cost Change requests *will not be accepted* under the following conditions:
 - 3.5.1 Requests submitted *after* the deadline
 - 3.5.2 Requests for a change to be effective in the *middle* of a period
 - 3.5.3 Requests for price increases for product that are *product exit* status and there is inventory on hand in the LDB DC
 - 3.5.4 Requests to change Landed Cost and the product is *pending activation (new registration)* or *end of life (no longer active)*
 - 3.5.5 Requests to change Landed Cost on product that has been *discounted by LDB*
- 3.6 Landed Cost *final clearance pricing* rules
 - 3.6.1 The LDB may, at its discretion, override product pricing in order to clear slow-moving, aged, or excess inventory that resides in the LDB DC
- 3.7 All cost changes, central or dual delivery, must follow the Dates and Deadlines calendar (refer to Appendix 1)

4. Direct Delivery-Only Permanent Cost Changes

- 4.1 In order to be considered for Direct Delivery-only cost change, the requested sku(s) must meet following criteria:
 - 4.1.1 BCLDB Wholesale Lifecycle Status is "Product Exit"
 - 4.1.2 Inventory on hand in LDB DC is 0
 - 4.1.3 No open Central Delivery purchase orders
- 4.2 All skus that do not meet all criteria in 4.1 must follow Central Delivery Permanent Cost Changes in section 3
- 4.3 Direct Delivery-Only Permanent Cost Change applications must be submitted using the Direct Delivery-Only Cost Change Application Form (refer to Appendix 4)
 - 4.3.1 Pricing effective date will be approximately 2 weeks after submission date (depending on operating days)
- 4.4 All requests are subject to LDB approval
- 4.5 If an LP has multiple supplier numbers / companies with unique skus that they wish to change, each supplier number/company must submit a separate form. A list of your skus for each supplier number can

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be found on the Cannabis Sales Data sftp site on the Product Activity Report. Visit <https://filetransfer.bcldb.com/login> or contact Cannabis.Data@bcldb.com for login instructions.

4.6 LTO is not permitted for partial period. Refer to section 5 for LTO requirements

5. Limited Time Offer (LTO)

- 5.1 A Limited Time Offer (LTO) is a temporary decrease in a product's wholesale price, requested and *fully funded by the LP*
- 5.2 Request must be submitted on the Limited Time Offer Application Form (refer to Appendix 3) in accordance with the Dates and Deadlines calendar (refer to Appendix 1); requests, changes, and/or cancellations are not permitted after the deadline
- 5.3 If an LP has multiple supplier numbers / companies with unique skus that they wish to apply for LTO, each supplier number/company must submit a separate form
- 5.4 All LTO applications are subject to LDB approval
- 5.5 All products are eligible for the Limited Time Offer program
- 5.6 LTO is offered to all LDB customers who pay the wholesale price for central, dual, and direct delivery
- 5.7 LTO is effective during the entire fiscal period
- 5.8 A product cannot be reduced via LTO on back-to-back / consecutive periods
- 5.9 It is the LP's responsibility to fully fund all Limited Time Offers and to ensure sufficient inventory to support the program during the effective period
- 5.10 The LDB will not adjust the Landed Cost on the Purchase Order to reflect the temporary change in the wholesale price; the LP will continue to receive payment as if the regular wholesale price were in effect. At the conclusion of the LTO period, the LDB will issue a debit note or invoice for the difference between pre-LTO wholesale price and the Limited Time Offer price for the total number of central delivery units sold by the wholesale division during the LTO period
- 5.11 For direct delivery LTO, the LDB will charge back the discount from the regular wholesale price to the LP's account for all units sold during that period
- 5.12 ***All LTOs, central or direct delivery, must follow the Dates and Deadlines calendar (refer to Appendix 1)***

6. Policy Changes

- 6.1 LPs should verify Landed Costs and Wholesale Prices on a regular basis through available LDB reporting to avoid confusion and maintain accurate pricing information
- 6.2 The Wholesale Pricing department will post a notification in advance to LPs, when possible, of any policy changes
- 6.3 If the agent/LP wishes to adjust their Landed Cost to the LDB as a result of a policy change, it is the responsibility of the agent/supplier to submit a Permanent Cost Change form in accordance with Dates and Deadlines calendar

WHEN TO USE EACH FORM

Direct Delivery-Only Permanent Cost Change Application:

- Skus qualify only if the following three requirements are met:
 - o BCLDB Wholesale Lifecycle Status is "Product Exit"
 - o Inventory on hand in LDB DC is 0
 - o No open Central Delivery purchase orders
- Cost increase or decrease
- **Permanent change** – all orders from retailers must be sold at the established Wholesale Price as of the effective date
- Permanent Cost Change applications should always be submitted using **Case Cost** according to the case configuration registered with LDB
- Effective date will be approximately two weeks after the date of submission, depending on operating days

Central or Dual Delivery Permanent Cost Change Application:

- Cost increase or decrease
- **Permanent change** – all PO's moving forward will use this price as of the effective date
- Permanent Cost Change applications should always be submitted using **Case Cost** according to the case configuration registered with LDB
- **Price Protections** apply to cost decreases only, and if there is inventory in LDB DC
- Price Protection Funding is required for all Price Protections to adjust value of LDB wholesale/DC inventory
- Price Protections will only be applied if there is inventory in LDB DC on the date of the price change. If a sku had a Price Protection submitted but no longer has inventory, the LP will not be charged
- Changes in Case Configuration or Reactivations through the Vendor Relations department will require a separate Permanent Cost Change Application if the case change or reactivation also includes a change in wholesale price

Limited Time Offer Application:

- Wholesale price decreases only
- **Temporary change** to Wholesale Price (charged to retailers) for one LDB fiscal period only (see Appendix 1 for fiscal period start dates)
- Funding is required after the effective period has closed to account for lower price of all units sold

All central and dual delivery skus must follow the Dates and Deadlines calendar (refer to Appendix 1)

WHOLESALE PRICE CALCULATION

The wholesale price is calculated by the LDB and subject to periodic review within the fiscal year to adjust for cost changes, price indexing and required policy changes.

Wholesale price formulas are calculated as follows: Landed Cost per Selling Unit + LDB Wholesale mark-up

GST is applied after final calculation of Wholesale Price. Container Recycling Fees and Deposit may be applicable.

The table below refers to pricing components and reference to rates & schedules.

Line#	Wholesale Price Formula Breakdown
1	Supplier Cost
2	+ Federal Excise
3	+ Transportation Cost to LDB DC (if applicable)
4	= Landed Cost
5	Mark-up rate: + % Markup per category
6	+ Container Recycling Fee (CRF, if applicable)
7	= LDB Wholesale Price
8	+ Goods and Services Tax (GST)
9	+ Container Deposit (beverages, if applicable)
10	=Total price charged to retailers

WHOLESALE MARKUP RATES

The wholesale markup rates are subject to change during the fiscal year, as determined by the Province of BC. The table below provides a summary of markup rates.

Product Category	Wholesale Markup Rate
Dried Flower	15%
Pre-Rolled	15%
Seeds	15%
Inhalable Extracts	15%
Ingestible Extracts	15%
Edibles and Beverages	15%
Topicals	15%
Plants	15%
Accessories	15%

CONTAINER RECYCLING FEE RATES

(Rates effective Jan 29, 2023)

Container Recycling Fees (CRF) are applied after the application of markup, but before application of taxes and container deposits. Rates are determined and subject to change by Encorp Pacific. Review CRF rates on the Encorp Pacific website for the most recent information at <https://www.return-it.ca/beverage/products/>

Container type	CRF Rate per consumable unit
Aluminum 1L or less	\$0.00
Bag-in-a-Box (ready to drink)	\$0.12
Bi-Metal 1L or less	\$0.04
Bi-Metal >1L	\$0.00
Drink Box 500ml or less	\$0.00
Drink Box >500ml	\$0.00
Drink Pouches	\$0.00
Gable Top 1L or less	\$0.00
Gable Top >1L	\$0.01
Glass 1L or less	\$0.13
Glass >1L	\$0.15
PET/HDPE/PVC/Other Plastic 1L or less	\$0.02
PET/HDPE/PVC/Other Plastic >1L	\$0.01

WHOLESALE PRICE CALCULATION SAMPLE

Dried Flower Wholesale Calculation Sample

Case size 12 x 3.5 gram

Landed Cost per case (Supplier cost per case)	\$300.00
Landed Cost per selling unit (12 units per case)	\$25.00
Percentage markup @ 15%	\$3.75
LDB Wholesale Price (per unit)	<u>\$28.75</u>
Goods and Services Tax (GST) @ 5%	\$1.44
Total price charged to retailers	\$30.19

DEFINITIONS

Active Product

Product has been ordered and received at the LDB DC and is now available for purchase.

Landed Cost

Supplier cost plus applicable federal excise and transportation to the LDB DC. This is the value per case that the LDB pays to the LP.

End Of Life

A product that is no longer distributed or sold in BC; an LP may request that the registration for the product be re-activated.

Exiting / Pending End Of Life

A product that will become End Of Life once existing inventory has been depleted.

Licensed Producer

The producer/vendor on record at LDB authorized to set or modify the Landed Cost of a product.

Limited Time Offer

The producer/vendor on record at LDB authorized to set or modify the Landed Cost of a product.

Pending Activation

A product that has been approved for distribution and sale in BC but is not available to be sold as it has not yet been activated by LDB Supply Chain.

Price Protection

A decrease in the Landed Cost of a product with inventory in the LDB DC and is fully funded by the LP. LDB will determine the number of units on hand on the date of the cost change and invoice the LP for the total decrease in inventory value.

Wholesale Price

Landed Cost plus applicable LDB Wholesale markup. This is the value that retailers pay the LDB for each product.

Central or Dual Delivery

Product that is sold and distributed to retailers through the LDB DC.

Direct Delivery

Product that is sold directly from the LP to the retailer.

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APPENDIX 1

Dates and Deadlines Schedule

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DATES & DEADLINES
WHOLESALE PRICE CHANGES AND LIMITED TIME OFFERS
2023 - 2024 FISCAL YEAR

Submit application for Permanent Changes and LTOs by this date:	Effective Date of Wholesale Prices:	Fiscal Period 2023/2024
February 10, 2023	March 5, 2023	12 (2022 - 2023)
March 10, 2023	April 1, 2023	1
April 7, 2023	April 30, 2023	2
May 12, 2023	June 4, 2023	3
June 9, 2023	July 2, 2023	4
July 7, 2023	July 30, 2023	5
August 11, 2023	September 3, 2023	6
September 8, 2023	October 1, 2023	7
October 6, 2023	October 29, 2023	8
November 3, 2023	November 26, 2023	9
December 8, 2023	December 31, 2023	10
January 5, 2024	January 28, 2024	11
February 9, 2024	March 3, 2024	12
March 8, 2024	April 1, 2024	1 (2023 - 2024)

EMAIL SUPPLIER PRICE CHANGE AND PROMOTION REQUESTS TO

CANNABIS.PRICING@BCLDDB.COM

SUBMISSIONS WILL BE ACCEPTED UP TO END OF DAY ON DEADLINE DATE.

PERMANENT COST CHANGES: ALL CENTRAL DELIVERY AND DUAL DISTRIBUTION SKUS MUST FOLLOW THIS SCHEDULE.

LTO: ALL SKUS (CENTRAL AND DIRECT DELIVERY) MUST FOLLOW THIS SCHEDULE.

LATE SUBMISSIONS OR REVISIONS AFTER DEADLINE WILL NOT BE ACCEPTED.

BC Liquor Distribution Branch | Wholesale Pricing

3383 Gilmore Way, Burnaby, British Columbia, V5G 4S1 e: cannabis.pricing@bclddb.com

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APPENDIX 2

Central Delivery Permanent Cost Change Application

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CENTRAL & DUAL DELIVERY PERMANENT COST CHANGE APPLICATION

CONFIDENTIAL
<small>LDB USE ONLY</small>
Ref #:

PRICE CHANGE EFFECTIVE DATE:

--

Note that Central Delivery and Dual Distribution skus must follow the same pricing schedule. Please refer to the Dates and Deadlines Calendar for next available effective date

SUPPLIER NAME: _____

BCLDB SUPPLIER NUMBER:
(ex: 500001) _____

CONTACT NAME: _____

EMAIL ADDRESS: _____

PLEASE ENSURE A VALID EMAIL ADDRESS IS PROVIDED ABOVE

DATE SUBMITTED: _____

EMAIL TO WHOLESALE PRICING DEPARTMENT AT
CANNABIS.PRICING@BCLDB.COM

Product Name	BCLDB SKU #	New Landed (PO) Cost Per Case**	Price Protection only*
			Reduction Amount (\$) from prior Landed Cost***

LDB USE ONLY		
APPROVED BY	DATE	AUTHORIZED SIGNATURE (SUPPLIER)
		PRINT NAME

** Price Protection is required if there is a permanent decrease in cost, and there is wholesale inventory in the LDB DC on the effective date. BCLDB will charge the LP for the difference in value for all inventory in the LDB DC.*

*** Landed Cost (or PO cost) is the amount paid to you by LDB for central delivery purchases.*

**** The Reduction Amount is the per-unit difference from the current Landed Cost to the new Landed Cost. Please ensure this calculation is correct. The LDB will adjust the Landed Cost to start on the effective date listed above for all wholesale/DC available inventory only. A new wholesale price will be calculated, and retailers will pay this price when purchasing product from LDB. Retailers (including BCCS) have discretion to adjust the final retail price and pass all, some, or none of the reduction on to consumers.*

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APPENDIX 3

Limited Time Offer Application

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LIMITED TIME OFFER APPLICATION

SUPPLIER NAME & SITE: _____

BCLDB SUPPLIER NUMBER: _____

CONTACT NAME: _____

PHONE #: _____

EMAIL ADDRESS: _____

PLEASE ENSURE A VALID EMAIL ADDRESS IS PROVIDED ABOVE.

Ref #: _____

START DATE: _____

END DATE: _____

Note that Direct Delivery and Central Delivery skus must follow the same pricing schedule for LTOs. Please refer to the Dates and Deadlines Calendar for next available effective date.

DATE SUBMITTED: _____

EMAIL TO WHOLESale PRICING DEPARTMENT AT CANNABIS.PRICING@BCLDB.COM

Product Name	BCLDB SKU #	Reduction Amount (\$) Per Selling Unit*	TEMPORARY Wholesale Price**

LDB USE ONLY		AUTHORIZED SIGNATURE (SUPPLIER)
APPROVED BY	DATE	
		PRINT NAME

* Reduction off regular Wholesale Price (Landed Cost + 15% markup)
 ** The LDB will adjust the Wholesale Price (purchase price for eCommerce and Retail channels) for the duration of the reduction period. Retailers (including BCCS) have discretion to adjust the final retail price and pass all, some, or none of the reduction on to consumers. The supplier will be billed at the end of the reduction period for the total units ordered multiplied by the per unit reduction. LDB may deduct the amount owing from balance or issue an invoice to the supplier, at LDB's sole discretion. "Temporary Wholesale Price" displayed is estimate only. System price may be slightly different.

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APPENDIX 4

Direct Delivery-Only Permanent Cost Change Application

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DIRECT DELIVERY-ONLY PERMANENT COST CHANGE APPLICATION

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<small>LDB USE ONLY</small>
Ref #:

SUPPLIER NAME: _____

BCLDB SUPPLIER NUMBER: _____
(ex: 700001)

CONTACT NAME: _____

EMAIL ADDRESS: _____
PLEASE ENSURE A VALID EMAIL ADDRESS IS PROVIDED ABOVE

PRICE CHANGE EFFECTIVE DATE:

--

PRICE EFFECTIVE DATE WILL BE TWO WEEKS AFTER DATE SUBMITTED

DATE SUBMITTED: _____

EMAIL TO WHOLESALE PRICING DEPARTMENT AT
CANNABIS.PRICING@BCLDB.COM

Product Name	BCLDB SKU #	Units Per Case	New Landed Cost Per Case*

LDB USE ONLY		
APPROVED BY	DATE	
		AUTHORIZED SIGNATURE (SUPPLIER)
		PRINT NAME

Requirements to be considered Direct Delivery-Only: BCLDB Wholesale Lifecycle Status is "Product Exit", and no inventory in Richmond Distribution Centre, and no open Central Delivery POs.

** Landed Cost is the supplier cost before BCLDB wholesale markup is applied. Note that Wholesale Price is the amount retailers will pay for your product. Do not put the Wholesale Price on this form. BCLDB will process the amount on this form and apply wholesale markup. It is the responsibility of the Licensed Producer to provide accurate costing information. Check your weekly reports for the most recent effective wholesale prices. Please ensure to include Units Per Case. This allows us to make sure your records are aligned with the amount in our systems, which impacts pricing.*

APPENDIX 5

British Columbia Provincial Sales Tax Rates

Product Type	PST	GST
Cannabis Products	7%	5%
Cannabis Liquid Vape Products	20%	6%
Cannabis Non-Liquid Vape Products	7%	5%
Cannabis Accessories	7%	5%
Cannabis Liquid Vape Accessories	20%	6%
Cannabis Non-Liquid Vape Products	7%	5%