

Last Updated: October 18th, 2023

To: Cannabis Licensed Producers

Re: Product Performance Thresholds

The LDB sets minimum performance thresholds for central delivery products, with the goal of maintaining an assortment that is appropriate for the current level of demand in the marketplace. The thresholds provide a standardized benchmark to measure product performance against and help LDB to optimize the assortment and ensure the efficiency of the central delivery channel.

Products selling less than the minimum thresholds listed below may be de-listed. If a product is de-listed the product status will become 'product exit' vs. 'active' and additional purchase orders will not be placed by LDB. Inventory remaining in the LDB distribution center will be available for purchase from retailers until depleted or until a return is initiated to the supplier. We recommend that suppliers monitor their weekly product sales, product status, and inventory reports available through the LDB data program. This will enable suppliers to take action to ensure that minimum performance thresholds are met before a product is de-listed.

Please note: The minimum thresholds are conservative given the 500+ retailers purchasing from the LDB and should not be seen as a target. Specific performance requirements vary by product type and will be adjusted over time as the market develops. Please reach out to the respective Category Manager should you require further insights.

Product Category	Min. Units sold/month*
Flower	720
Pre-roll	960
Inhalable Extracts	
<i>Vape carts & infused pre-rolls</i>	960
<i>Disposable Pens</i>	2500
<i>Other concentrates</i>	480
Ingestible Extracts	720
Edibles	1800
Beverages	2160
Topicals	300

We thank you for your continued support as we work together in the dynamic, highly competitive, BC marketplace.

Sincerely,

BCLDB Cannabis Wholesale Operations