

GROCERY CHANNEL – PROGRAM UPDATE & PANEL DISCUSSION

May 1, 2019







Agenda

Highlights & Update

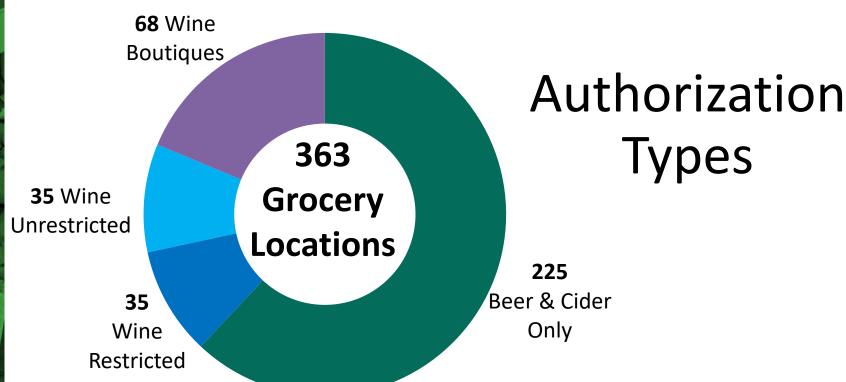
Panel Discussion

Q&A





LCBO

















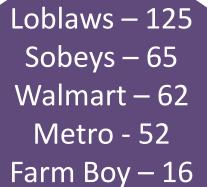












Longos – 15 Other – 28 **363**





















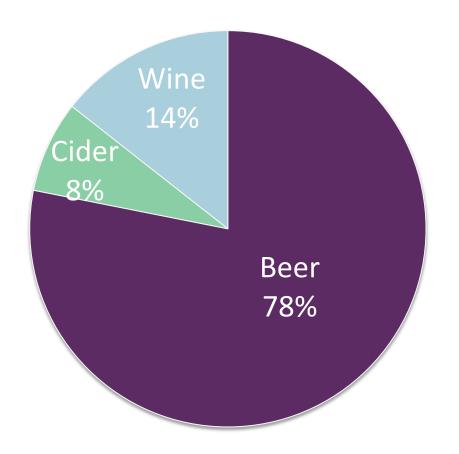


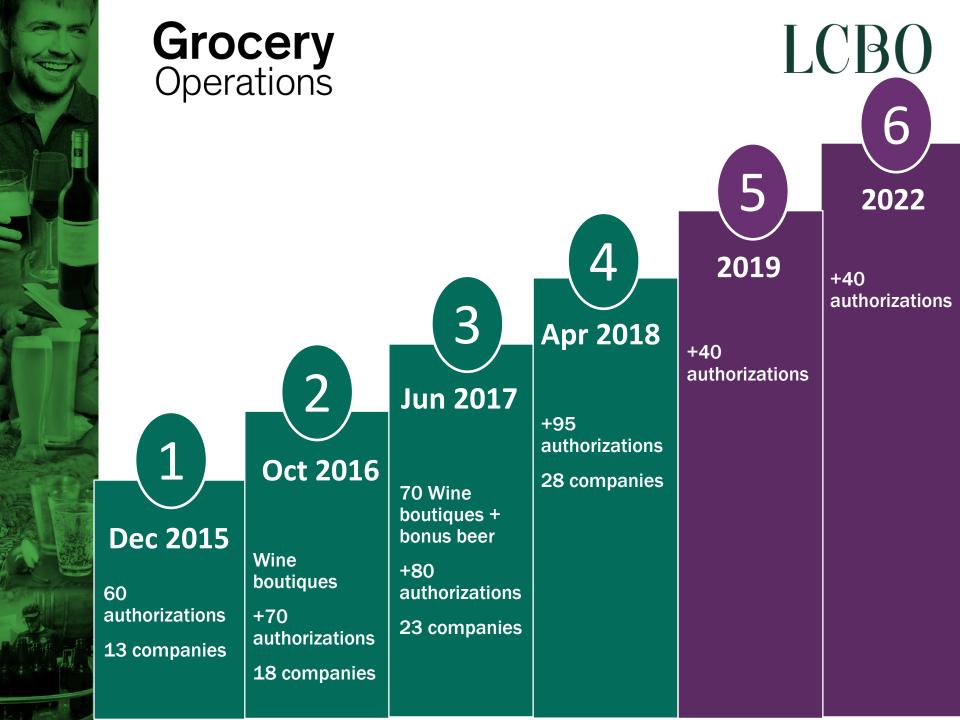




LCBO

Net Sales by Product Type







LCBO

2022

+40

Apr 2018

Jun 2017

+95 authorizations

4

28 companies

35 Wine restricted

2019

authorizations



35 Wine

Dec 2015

60 authorizations 13 companies 70 authorizations

2

Oct 2016

- 35 Wine
- 35 Wine

restricted (3yrs)

70 Wine boutiques + bonus beer

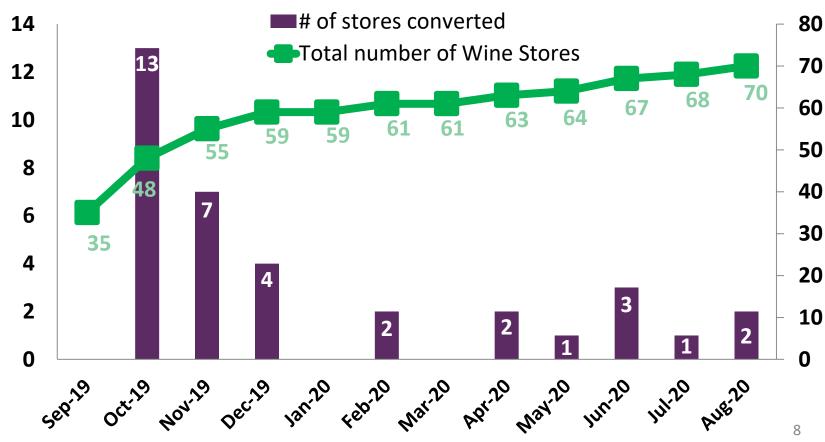
+80 authorizations

23 companies





Conversion Timeline







LCBO

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GROCERY

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