

ONTARIO  
CANNABIS  
STORE /**WHOLESALE**/

# Ontario Cannabis Store Wholesale Support



# Topics for Discussion



- Wholesaler Role
- Wholesale Functions
- Product Categories
- Buying Trends
- Placing your First Order

## ITEMS THAT WILL NOT BE DISCUSSED

- Pricing
- SKU Level Supply
- Regulatory and Legal Advice
- Current Retailer Sales



# What We Provide



Expertise in regulated industries.

Cannabis product knowledge.

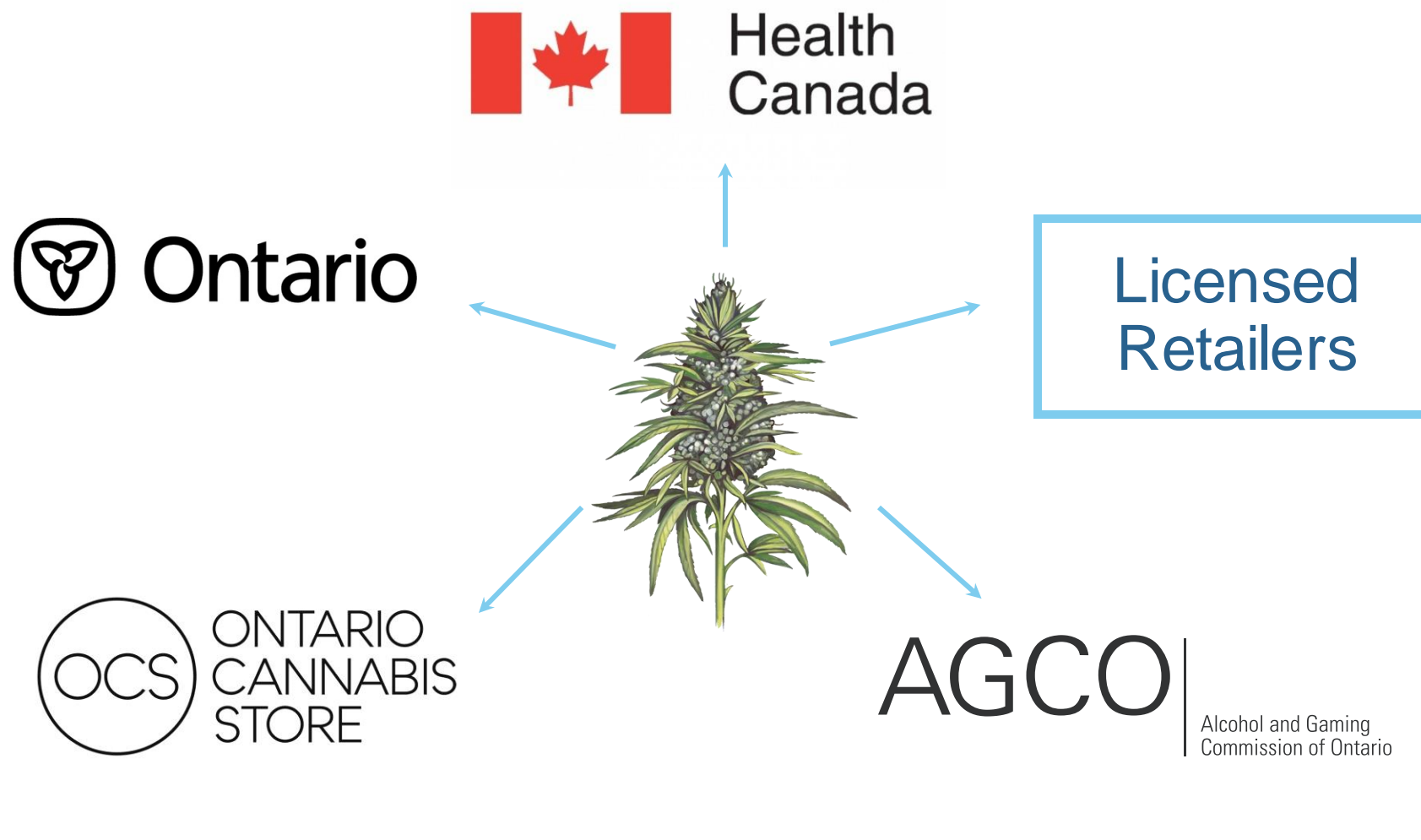
Experience in the Ontario cannabis market.

A company of experienced retailers.

# OCS Wholesale Service Model



# A Responsible Cannabis Network



# Current Product Categories



**Dried Flower**



**Pre-Rolls**



**Oil Capsules**



**Oils**



**Seeds**



**Cannabis Edibles**



**Cannabis  
Topicals**



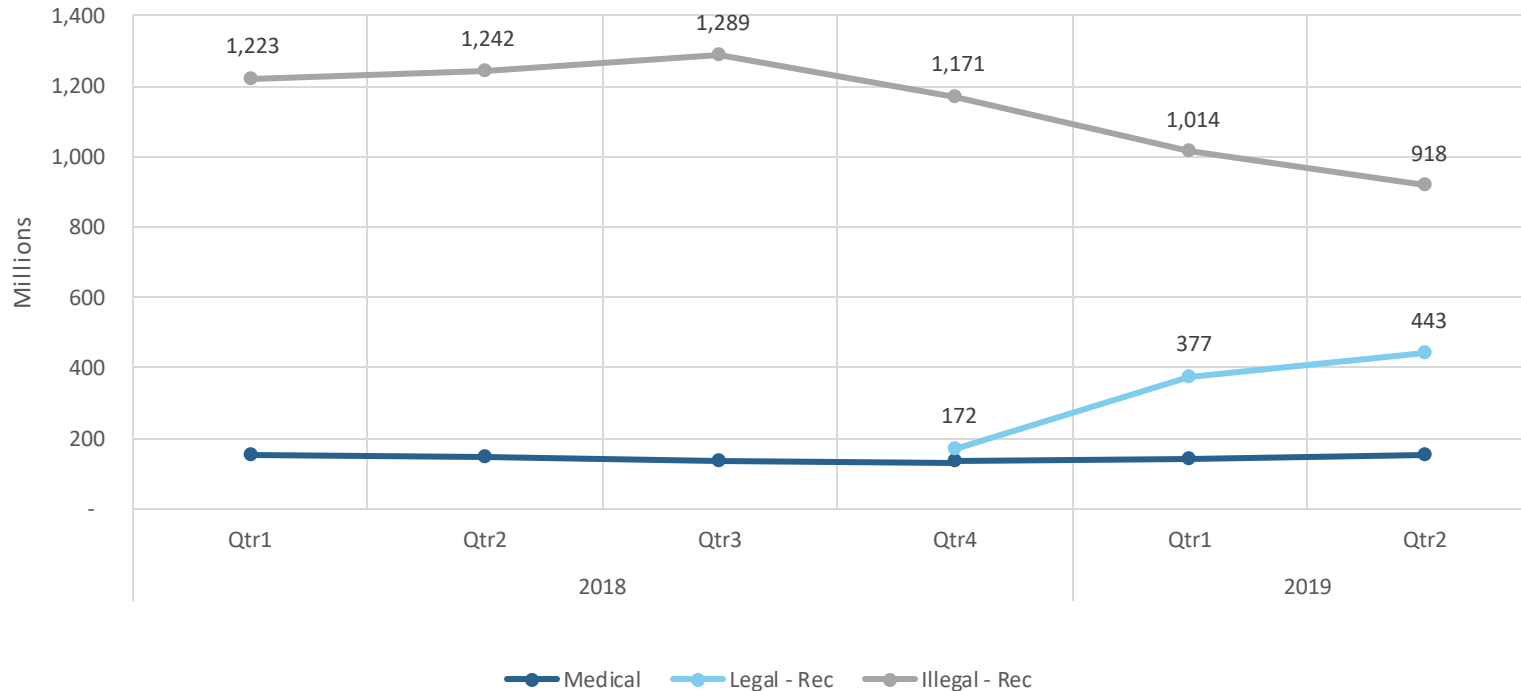
**Cannabis Extracts**  
(Includes Cannabis  
Concentrates and Assumes  
Oil/Oil Capsule Category)

OCS currently carries over  
600 Active Cannabis SKU's  
and over 400 Cannabis  
Accessory SKU's

# What We Have Learned So Far



### National Cannabis Expenditures Quarterly by Market



BLACK MARKET CANNABIS

↓ 30%

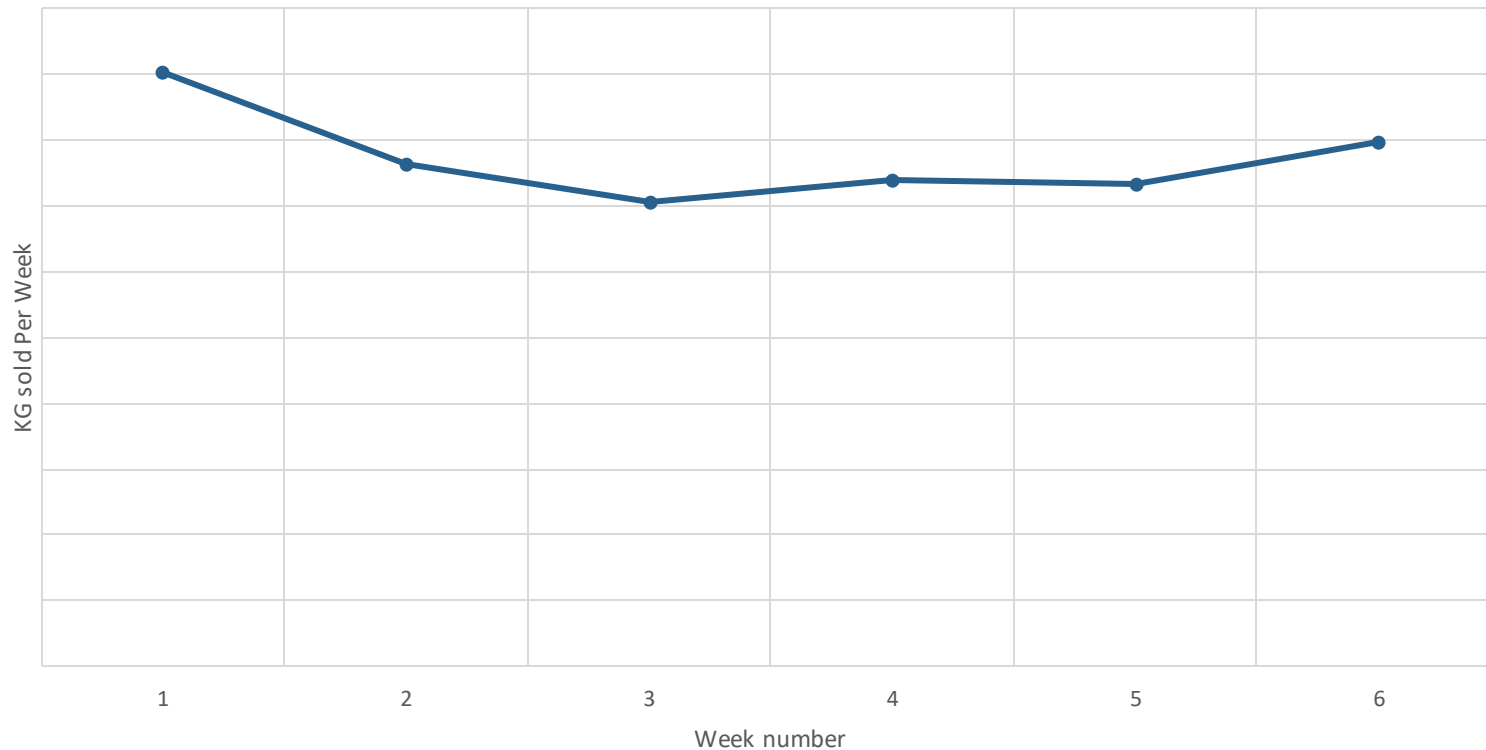
With legalization there has been a roughly 30% reduction in Canadian consumer spending on black market cannabis.

Source: Statistics Canada, Detailed household final consumption expenditure, Canada, quarterly (x 1,000,000), Table: 36-10-0124-01

# First Weeks of Store Operation



Average KGs sold per week  
First 6 weeks of operation



↑ 20%  
FIRST WEEK OF  
RETAIL VS FOLLOWING  
5 WEEKS

The first week of retail store sales are generally 20% higher than the following 5 weeks of sales.



# Ordering at OCS



To order and receive products from OCS, you must have all the following:

1. Retail Operators License
2. Retail Store Authorization
3. Signed Retailer Agreement with OCS
4. Confirmed OCS Purchasing Account
5. Confirmed Pre-Authorized Debit



# Important Information



## Documents required before placing your first order:

Your Retailer Agreement requires a copy of your insurance certificate. The value of General Commercial Liability must be \$10,000,000 or greater

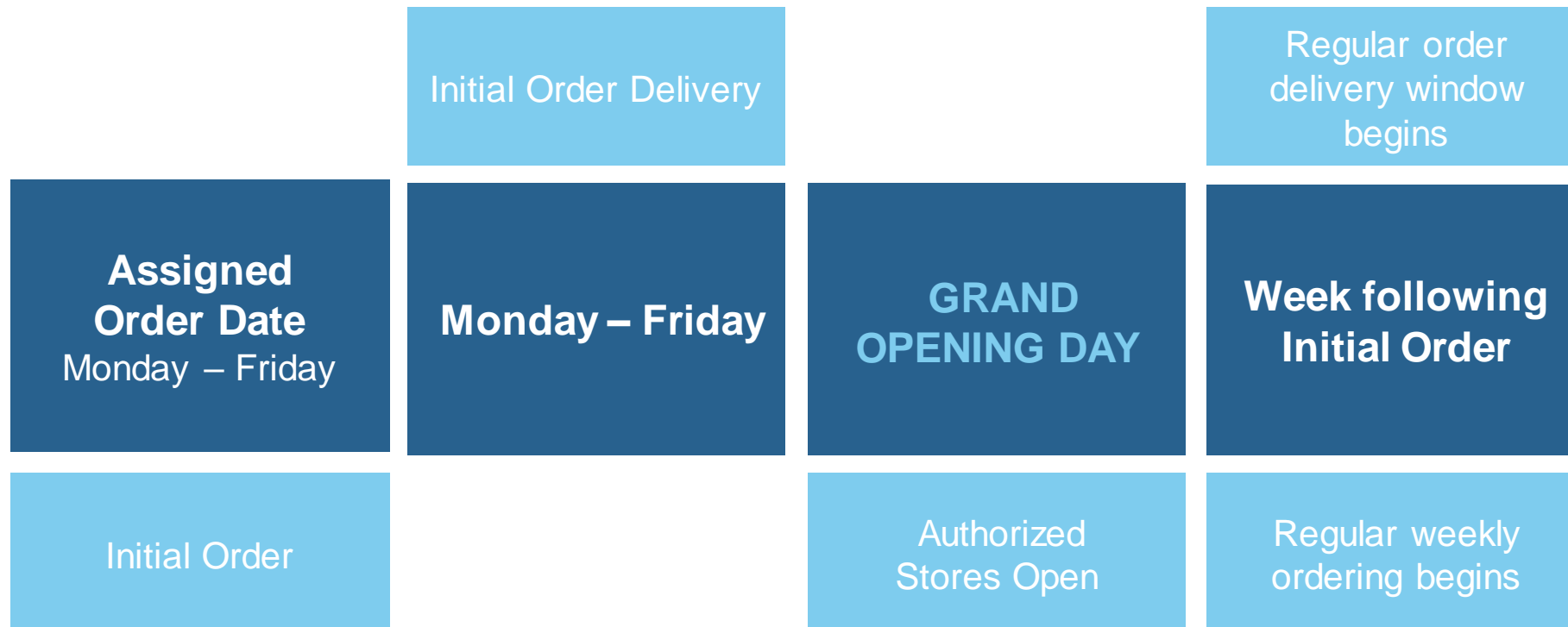


Bank account name **must** be the same name as your legal business entity name on your Retail Operator Licence and your Retailer Agreement

# Placing your First Order



Contractual activity and initial ordering / delivery scheduling will take up to five business days



# Your Initial Order will be Significant



**50 kg = ~7 pallets of product**

Your initial order will be shipped in one delivery.

Be prepared to accept a large order.

# The OCS Order Sheet



## PLEASE NOTE

Our ordering process has been set up as a semi-manual process to manage the distribution of supply that continues to be constrained by some product categories and SKUs

Our ORDER SHEET is an excel file consisting of:

1. A robust ITEM CATALOGUE containing hundreds of products for your review
2. A BUY SHEET of the current day's available products and quantities available for your selection
3. The sheet is organized by categories, and **FILTERABLE** for ease of assortment planning and ordering

# The Item Catalogue Tab

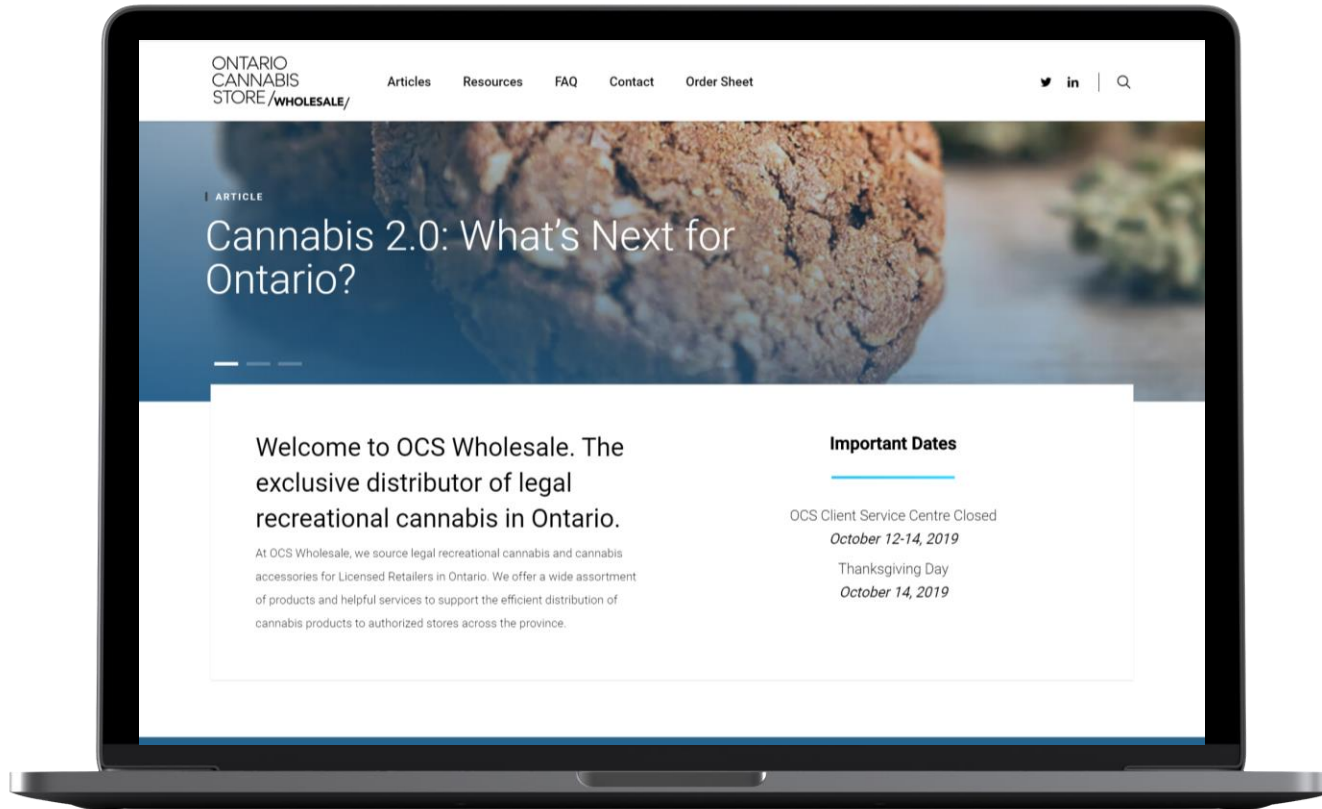


- Catalogue contains all products currently listed at OCS\*
- There are hundreds of cannabis and accessory products
- Each product has over 50 product descriptors

Category	Sizing	Content	Packaging	Cost
Supplier Brand Sub-Category	Product weight Pack sizes Pack weight	Cannabinoids Terpene profile Product description	Photo images Dimensions GTIN Barcode Number Items per case	Wholesale price In pack sizes

\*Not all products in the catalogue will be available for purchase each week

# Support Channels



- OCSwholesale.ca
- Dedicated Account Managers
- OCS Wholesale Customer Service Centre

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Question Period

The image shows a collection of clear plastic jars, each containing a small amount of dried cannabis buds. These jars are placed on white rectangular trays. Each tray has a printed label with various fields and text, including 'BRAND NAME HERE', 'SUPER SILVER HAZE', and 'PERFECT AN ORANGE'. The jars are arranged in a grid-like pattern, and the entire scene is overlaid with a semi-transparent blue gradient. The text 'Question Period' is prominently displayed in the center of the image.