

### DISCLAIMER:

This Assortment Needs Bulletin is intended to guide submissions from Licensed Cannabis Producers and Cannabis Accessory Suppliers that wish to submit new products for consideration in the OCS Product Catalogue, which is made available to Authorized Retail Stores via the OCS B2B Portal and for consumers via OCS.ca.

Product needs identified below are informed by Retailer feedback, customer insights and current assortment gaps in the OCS Catalogue. Producers may submit a new product submission for consideration; however, priority will be given to considering product submissions that align to assortment needs identified below.

To ensure complete submissions are received, the OCS highly recommends that Licensed Producers consider the following:

- New Licensed Producers should submit 1 to 4 quality SKUs for evaluation during an OCS Product Call. Once a Licensed Producer is onboarded and has successfully introduced their brand to the Ontario marketplace, additional products may be submitted in future Product Calls.
- Licensed Producers already partnered with the OCS must only submit new products once the performance of already active SKUs in the OCS Catalogue have stabilized. Licensed Producers with a PO fill rate below 95% over the last quarter may be rejected.

To assist in the acceptance of your submission, Licensed Producers **must** submit a Pre-Submission Product Form to the OCS by **May 17, 2021**. Any feedback provided is considered as guidance only and is not an official approval or acceptance of any submission.

**Deadline for all product submissions for Product Call 3 of 2021 is June 11, 2021.**

Selected products must be available for delivery to our warehouse by **July 27, 2021**.

These SKUs are anticipated to launch on the OCS B2B Portal on **August 3** and on OCS.ca on **August 10**.

## Limited Release SKUs

CATEGORY	DESIRED ATTRIBUTE	PRODUCT SIZE	PRODUCT GRADING & PRICE POINT	TIME IN MARKET	# OF SKUS NEED
Dried Flower	<ul style="list-style-type: none"> <li>• Unique genetics / phenotypes</li> <li>• Genetic Suggestions: Savory and Tropical Strains</li> <li>• Big Sales Event – Labour Day</li> <li>• Higher THC levels over 20%</li> <li>• Minimum THC levels of 15%</li> </ul>	3.5 g 14 g	Premium / Better (AAAA / AAA) MSRP: \$9 / g – \$13 / g	Pre-set exit plan to markdown after 8-weeks	10 SKUs
Concentrates	<ul style="list-style-type: none"> <li>• Exotic Genetic Suggestions: Biscotti, Bruce Banner, Gelato X, Runtz</li> <li>• Higher THC levels over 80%</li> <li>• Minimum THC range +70%</li> </ul>	1 g	Better / Best MSRP: \$30 – \$70	Pre-set exit plan to markdown after 8-weeks	3 SKUs

## General Listing SKUs

CATEGORY	DESIRED ATTRIBUTE	PRODUCT SIZE	PRODUCT GRADING & PRICE POINT	TIME IN MARKET	# OF SKUS NEED
All	<ul style="list-style-type: none"> <li>• Store brands</li> </ul>	Varying	Varying	Ongoing	20 SKUs
Beverages	<ul style="list-style-type: none"> <li>• THC per unit of 5 mg or 10 mg</li> <li>• Multi pack beverages</li> </ul>	355 mL 4 x 2.5 mg THC 4 x 10 mg CBD	Good MSRP: \$3 – \$5 MSRP: \$8.50 – \$10.50	Ongoing	4 SKUs
Concentrates	<ul style="list-style-type: none"> <li>• RSO – CBD / 1:1</li> <li>• Shatter - Popular Cultivars - Pink, Kush, OG, Cake, etc.</li> </ul>	1 g 0.5 g	Best: \$25 – \$40 g Best: \$50 – \$75 g Better: \$30 – \$50 g	Ongoing	3 SKUs
Seeds	<ul style="list-style-type: none"> <li>• Feminized &amp; auto flower exotic genetics</li> </ul>	5 pack	Better / Best MSRP: \$40 – \$60 / pk	Ongoing	3 SKUs
Edibles	<ul style="list-style-type: none"> <li>• Innovative snack products / baked goods / savory / hard candy</li> <li>• Rapid onset edibles</li> <li>• THC per unit of 10mg, 2 x 5 mg, 1 x 10 mg THC</li> </ul>	Varying	Good / Better MSRP: \$9 – \$11 MSRP: \$4.50 – \$7.50	Ongoing	5 SKUs
Topicals	<ul style="list-style-type: none"> <li>• Face cosmetics (150- 300 mg CBD)</li> <li>• Wellness focused branding products (min. 200 g CBD)</li> </ul>	Varying	Good / Better MSRP: Cosmetics \$44 – \$49 MSRP: Bath products: \$18 – \$24 MSRP: Wellness products: \$38 – \$45	Ongoing	2 SKUs
Accessories	<ul style="list-style-type: none"> <li>• Grow tents &amp; kits</li> </ul>	Varying	Better MSRP: \$10 – \$25 MSRP: \$120 (Grow tent), \$500 (Grow tent kit)	Ongoing	2 SKUs