

THE LOGISTICS OF CANADA'S LEGAL CANNABIS INDUSTRY

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LET'S GROW AND SELL
SOME WEED

The background of the slide is a close-up, high-resolution photograph of cannabis leaves. The leaves are a vibrant green color with serrated edges and a prominent vein structure. They are densely packed, filling the entire frame. A white rectangular box is superimposed over the upper-middle portion of the image, containing the title text.

TERMINOLOGY

- ACMPR (Access to Cannabis for Medical Purposes Regulations)
- The Cannabis Act – enacted Oct 17th, 2018
- HC (Health Canada)
- THC (TetraHydroCannabinol)
- CBD (CannaBiDiol)
- PIC (Person In Charge)
- RP (Responsible Person)
- LP (Licensed Producer)

LICENSING

- LP's 2017 – 55
- LP's 2019 – 200 plus, with over 200 more pending.
- Cultivation License – grow and possess your own product.
- Processing License – process and package cannabis (yours or others).
- Sales License – sell thru legal retail channels.
- CRA License – required to possess excise stamps.
- Excise stamps – required to sell cannabis products.
- Medical Sales license – sell to registered medical patients.
- Analytical Testing License – lab testing, also allows export of Cannabis.

SEED TO SALE

12 - 14 weeks - avg grow cycle seedling to harvest

4 - 6 weeks - harvest, process (trim) and dry

1-2 weeks - Testing

1 week – prepare labels, package and ready to ship

30-60 days realize revenue from sale to LDB.

Approx 24-28 weeks (6 months) to generate revenue from initial grow.



Example of FRONT (principal display panel) with white/green background and brand/producer name

Example of BACK (secondary display panel) with white/green background



Example of FRONT (principal display panel) with solid colored background and brand/producer logo

Example of BACK (secondary display panel) with solid colored background

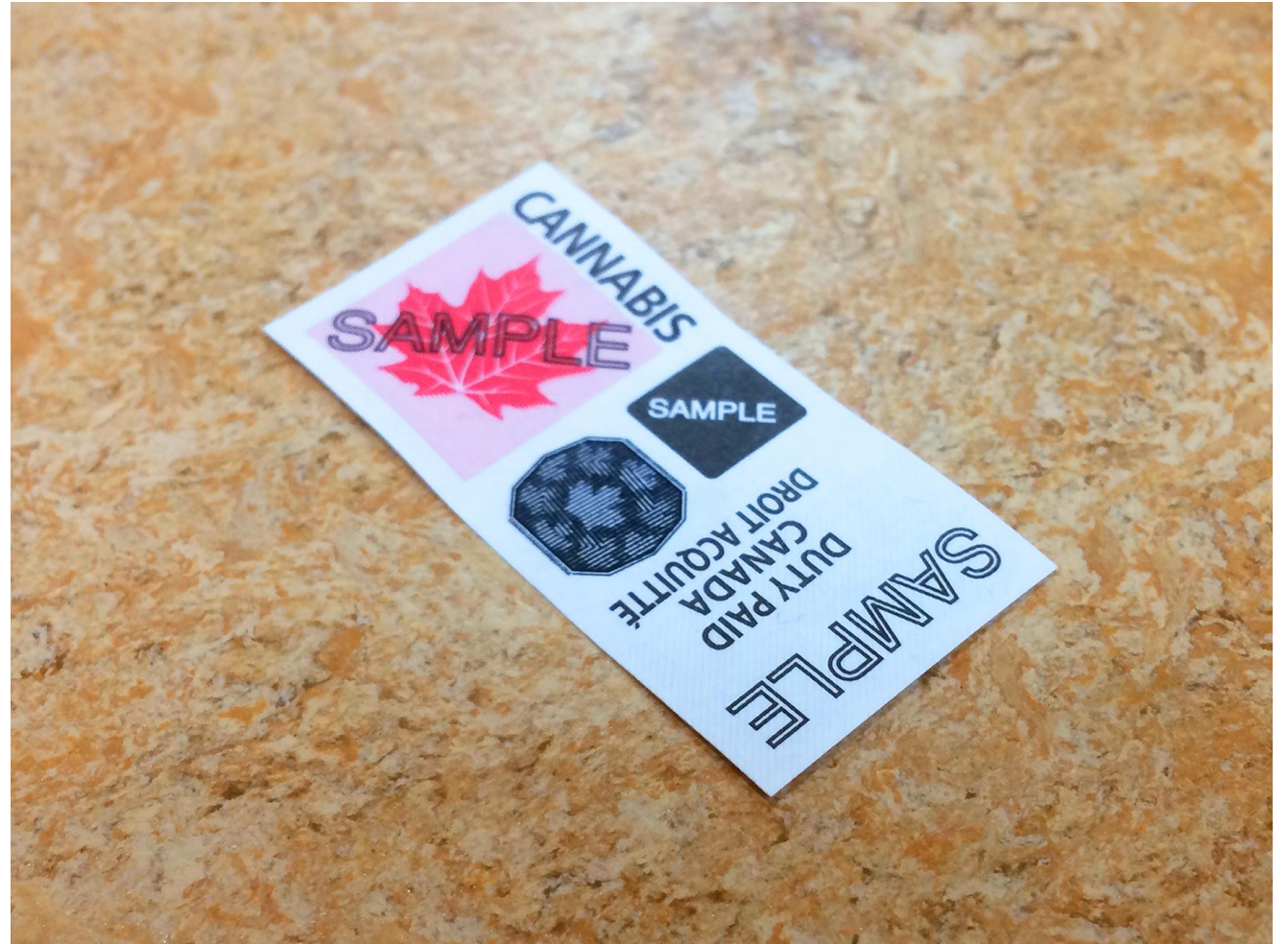
PACKAGING

- HC handling requirements for cannabis when packaging
- Strict HC guidelines re: font size, colour and data on packaging.
- Child proof
- Warning labels
- Must not emit odour
- or **sound**
- Master case qty's and the math of beer.

THE LITTLE THINGS

- The biggest disruption to the first 90 days of legalization
- External lab testing
- Internal QA
- Barcodes and product listings approved by LDB's
- Lack of supply
- Carrier issues
- All of these?.....YES, but the biggest impact.....

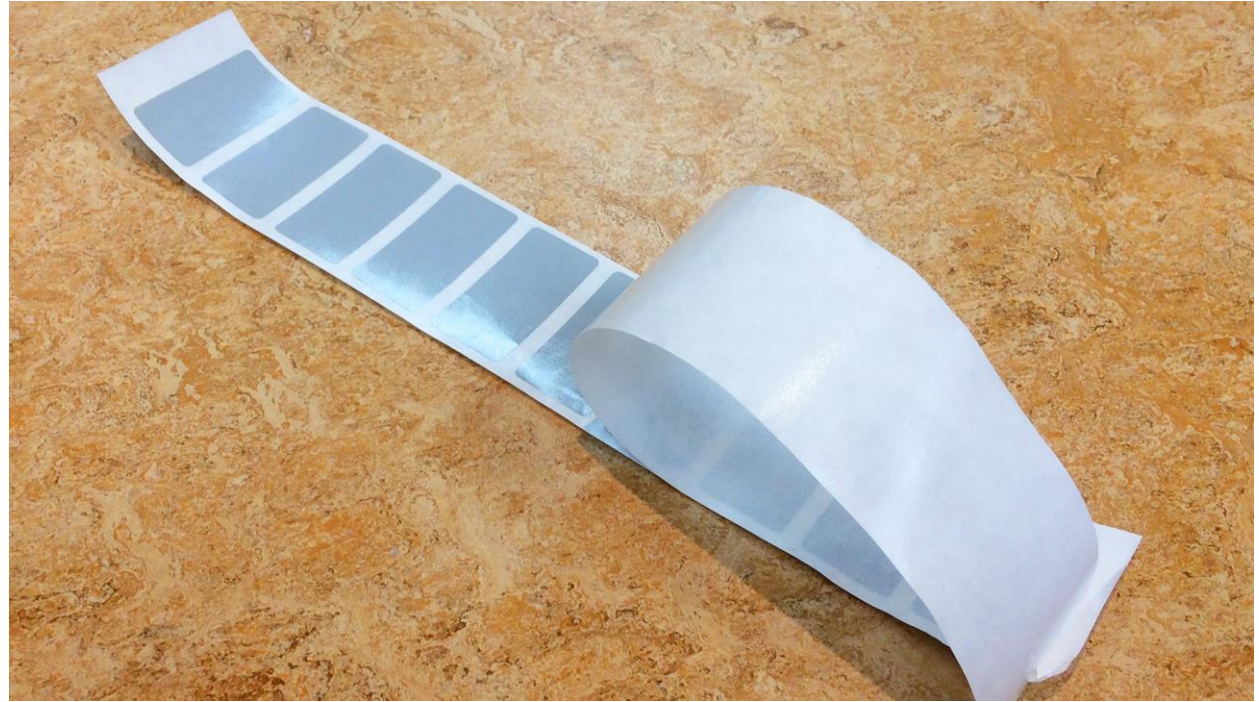
EXCISE STAMPS



- 500 MIN ORDER
- 500 PER BUNDLE
- 152,000 PER CASE
- 304 PER CASE



MANUAL APPLICATION OPTION



CONVERTED STAMPS



SHIPPING

“take reasonable steps to protect it against theft or loss”

Security

The Airlines

Canada Post

Brinks and 3 Sixty Security





FIRST LARGE BULK SHIPMENT

THANK
YOU