



Yukon Liquor Corporation Cannabis Markup Structure

Effective December 13, 2021



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Cannabis Markup Structure

- YLC is responsible for the purchase, distribution and sale of cannabis within the Yukon.
- Section 9(1)(b) of the Cannabis Control and Regulation Act provides the distributor corporation with the authority to set the price at which cannabis may be sold to licensees.
- The Yukon Liquor Corporation (YLC) Cannabis markup structure includes a wholesale markup for all products sold by YLC to licensees.
- Licensee orders are placed by submitting an excel file to order.ylc@yukon.ca
- The markup structure includes a cost of service charge on all cannabis products sold. It is an estimate of a portion of the costs associated with sourcing, procurement, and warehousing by YLC.
- YLC reserves the right to review and adjust the wholesale markup as needed should changes be required.

Calculating Wholesale Price

Pricing Element	Explanation
Supplier Cost	Supplier cost is the price YLC pays to a licensed producer for a product.
Excise Duty	Federal tax of \$1 per gram or equivalent gram*.
Freight 3.5%	Transportation and inbound logistics costs to land the product at YLC in Whitehorse.
Landed Cost	Total cost of product, duty and freight to land the product at YLC Whitehorse.
Wholesale Markup 20.0%	The wholesale markup is a percentage amount YLC applies to the supplier cost to determine the end wholesale price that will be charged to private cannabis retail licensees.
Cost of Service Dried flower, preroll and milled 2 grams or more = \$2.15 per unit Less than 2 grams = \$0.50 per unit All other products \$0.15 per unit	Estimated cost of sourcing, procurement, and distribution of cannabis product by YLC.
Wholesale Price	The wholesale price is what a cannabis retail licensee pays to YLC for a product (i.e. Landed cost plus the wholesale mark-up and the cost of service). The wholesale price does not include transportation costs from YLC locations to the licensee.

* Equivalent grams are equal to 10% of the unit cost for all flower over \$10 per gram, and any non-flower products

Pricing Examples

All pricing examples are based on the YLC Cannabis Markup Schedule effective December 13, 2021.

Pricing Element	3.5 g Flower	30 ml Oil	1 g Pre-Rolled
Supplier Cost	\$26.25	\$25.00	\$11.00
Excise Duty	\$3.50	\$2.50	\$1.10
Freight 3.5%	\$1.04	\$0.96	\$0.42
Landed Cost	\$30.79	\$28.46	\$12.52
Wholesale Markup 20.0%	\$6.16	\$5.69	\$2.50
Cost of Service See Page 2	\$2.15	\$0.15	\$0.50
Wholesale Price	\$39.10	\$34.30	\$15.52

For questions regarding the Cannabis Markup Structure, please contact:

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