



February 6, 2017

LCBO INVITES BIDS FROM GROCERS TO SELL BEER AND CIDER

The LCBO today released a Request for Bids (RFB) for eligible Ontario grocery retailers wishing to sell beer and cider. The RFB for as many as 80 locations has been posted on the procurement website, www.Biddingo.com.

The LCBO Request for Bids initiates a competitive process to select which grocers will be able to purchase beer and cider from the LCBO for resale to the public. This will be an open, fair and transparent process through which eligible grocery retailers will bid on the financial terms on which they will purchase beer and cider from the LCBO. Successful bidders will then apply to the Alcohol and Gaming Commission of Ontario (AGCO) for an authorization(s) to sell beer and cider.

Eligibility requirements are set out in regulations under the *Liquor Control Act*.

Interested grocery retailers are asked to register and access the LCBO RFB at www.biddingo.com.

The deadline for submissions to the RFB is March 10, 2017 no later than 10:00:59 am EST.

The LCBO will hold a general meeting for bidders via webcast (referred to in the RFB as "General RFB Respondents' Meeting") on February 13, 2017 at 10:00am EST. Any interested grocers can participate at <http://unikron.com/lcbo/>.

LCBO has engaged the services of a fairness commissioner to provide oversight and advice to support integrity and fairness throughout the bidding process.

As many as 210 grocery stores are expected to be authorized before the end of June, 2017 with the potential of as many as 450 grocery stores eventually selling beer and cider.

The LCBO is an Ontario government enterprise and one of the world's largest buyers and retailers of beverage alcohol. Through its 659 retail stores, e-commerce, catalogues, special order services, and more than 210 agency stores, which provide cost effective, convenient and socially responsible access for rural consumers; the LCBO offers nearly 24,000 products from more than 80 countries annually to consumers and licensed establishments.

LCBO transfers revenue from annual sales to the province in the form of a dividend. Through expansion and refreshing of our store network, together with improvements to operational efficiency and the customer shopping experience, the LCBO has been able to increase its fiscal return to the government and people of Ontario each year for 22 years and is on track to do so again this year. In fiscal 2015-16, LCBO recorded \$5.57 billion in sales and delivered a record dividend to the province of \$1.935 billion, excluding taxes. These revenues help pay for important public services including health care, education and investment in public infrastructure.

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For more information on the LCBO, visit www.LCBO.com

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