

LCBO

FY27 PROMOTIONAL OPPORTUNITIES (PERIODS 5-6)

Overview & Application Process

NEW

Key Program Changes & Updates

CONDENSED FY27 (P5-P6) DOCUMENT

Moving forward, this document will provide Seasonal Summaries along with product allocations and overviews of the displays available only. This should simplify the information for Promotional Opportunities.

Please continue to refer to doingbusinesswithlcbo.com for complete information on each Program, including [Participating Stores](#).

FY27 PROGRAM UPDATES

Please find a recap of updates made to programs in FY27.

PROGRAM	UPDATE FOR FY27
LCBO Pop-Up Shop (FSM)	▪ Stores 417, 437, 486 have been added to this program.
Flagship Spotlight (FSN)	▪ Stores moved to Nesting Tables (10, 38, 149, 164, 217, 355, 452). 511 remains on a dedicated Gifting fixture.
Digital Screen & End Aisle Display (FSK)	▪ Stores 417, 432, 437, 457, 486 have been added to this program.
Branded Collection Page	▪ Formerly called e-Commerce "Feature Page"

NEW BLOCK PILE C (SPIRITS)

The stores previously participating in this display have been added to the list of stores available to merchandise Supplier Merchandisers in the space reserved for Block Pile D. Agents wishing to participate should apply for Block Pile D.

Fiscal 2026/27 Deadlines

To express interest in any Excel Applied programming, please complete the promotional application form in Excel available on doingbusinesswithlcbo.com

The deadline for Agents to submit revised promotional forecasts for approved programs is immediately after approvals/declines are published for select periods.

APPLICATION DEADLINES (ALL CATEGORIES)				
Period	Promotional Turn Dates	Agent deadline for Excel & MPTS Promotional Applications	Category deadline for Excel & MPTS Approvals/ Declines	Agent Deadline for Revised Forecasts (based on approvals)
1	March 29 - April 25	05-Sep-25	10-Oct-25	17-Oct-25
2	April 26 - May 23	(October 3, 2025 for RTD)	(October 17, 2025 for RTD)	14-Nov-25
3	May 24 - June 20	17-Oct-25	28-Nov-25	5-Dec-25
4	June 21 - July 18			9-Jan-26
5	July 19 - August 15	19-Dec-25	30-Jan-26	6-Feb-26
6	August 16 - September 12			6-Mar-26
7	September 13 - October 10	13-Feb-26	27-Mar-26	2-Apr-26
8	October 11 - November 7			1-May-26
9	November 8 - November 28	10-Apr-26	22-May-26	29-May-26
10	November 29 - January 2, 2027			19-Jun-26
11	January 3 - January 30*			24-Jul-26
12	January 31 - February 27	03-Jul-26	14-Aug-26	21-Aug-26
13	February 28 - March 27			18-Sep-26

*P11 applications will be due with P9/P10.

Summer Summary

DISPLAY	PRODUCT FOCUS	
	Period 5	Period 6
Feature Fixture A	Refreshing Whites	Refreshing Whites
Feature Fixture B (New & Seasonal)	Seasonal Rosés (not sold)	Seasonal Rosés (not sold)
Cocktail of the Month (EA 1)	Spirits	Spirits
Entrance Table	Spirits	Spirits
Spirits Gifting Display	Spirits	Spirits
Wines Gifting Display	Sparkling Wines for Weddings/ Celebrations	Wines for End of Summer Celebrations
Front Nesting Table	Spirits	Spirits
Middle Nesting Table	Wines of Australia	Portuguese Wines
Beer Block Pile (A)	Beer	Beer
RTD Block Pile (B)	RTD	RTD
Wines/BCRTD Loyalty Block Pile (C)	Wines	BCRTD
Local Beer & Cider Display (EA 10)	Beer	Cider
Block Pile D Activation Area	Spirits	Spirits
Beer Excitement Zone A	Beer	Beer
Beer Excitement Zone D	RTD	RTD
Beer Excitement Zone C	Beer	Beer
Spirits Cold Room	Spirits	
Spirited Picks	Spirits	Spirits
Front End Merchandiser 1	Spirits Impulse	Spirits Impulse
Front End Merchandiser 2	Wines Impulse	Wines Impulse
Front End Merchandiser 3	Spirits Impulse	Spirits Impulse
RTD Impulse Risers (1-4)	RTD with BAP	RTD with BAP
Pop Up Shops	Wines of Australia	All categories eligible

DISPLAY	PRODUCT FOCUS	
	Period 5	Period 6
Flagship Spotlight	All categories eligible	All categories eligible
Digital Display EA Package	All categories eligible	All categories eligible
Aeroplan Promotion(s)*	Online and In-store: Spend & Earn on Ready-to-Drink products	Online only: 2x Bonus Points Event (September 2)

*Please visit doingbusinesswithlcbo.com for additional Aeroplan activity.

DISPLAY	END AISLE PRODUCT FOCUS	
	Period 5	Period 6
End Aisle 2	Spirits	Spirits
End Aisle 3	Wines	Wines
End Aisle 4	Spirits	Spirits
End Aisle 5	Spirits	Wines
End Aisle 6	Spirits	Spirits
End Aisle 7	Beer	Beer
End Aisle 8	RTD	RTD
End Aisle 9	Wines	Beer
End Aisle 11	Spirits	Spirits
End Aisle 12	RTD	Wines
End Aisle 13	Spirits	Spirits
End Aisle 14	Wines	Spirits
End Aisle 15	Spirits	Spirits
End Aisle 16	RTD	RTD
End Aisle 17	Beer	Beer
End Aisle 18	Spirits	Spirits
End Aisle 19	Beer	Beer
End Aisle 20	Beer	Beer
Vintages End Aisle (EA VL1)	Vintages Essentials on offer (LTO/BAP)	Vintages Essentials on offer (LTO/BAP)
Discovery End Aisle (EA W5)	Theme: Greece	Theme: TBD

Partnership Opportunity

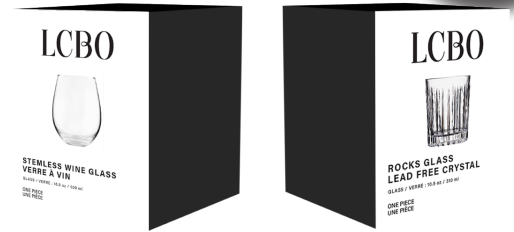
LCBO GLASSWARE AS VALUE-ADDS

NEW

Following the exciting launch of our highly anticipated LCBO Glassware, we're elevating the experience even further. Introducing our new single-unit glasses - available in sleek Rocks and modern Stemless Wine formats - designed to be the perfect Value-Add to any collection. Stylish, versatile, and ready to impress.

How it Works

We are seeking offers that include LCBO single unit glassware with a qualifying purchase in store. Glassware can be used as standard value-adds, for near pack gifting or gift with purchase opportunities. These glasses are great for either gift gifting or for personal use which will encourage customers to purchase the selected product.



This is an Excel Applied Promotional Program. Please apply by completing the Excel Application Form before the deadline.

Program Dates

The promotion may run for a limited number of days in the period (that may align with an activation or sponsorship etc.) or span a full promotional period. The value-add is only valid for the period in which they are approved.

Participation Guidelines

1. LCBO single unit rocks and stemless wine are the two products available. **NOTE: These products will be sold in LCBO stores as well.**
2. A display point or activation must also be approved with the glassware VA. This will allow for the glassware to be easily merchandised alongside your product.
3. Once the submitted application to a promotion has been approved by your category partners, please contact the appropriate Product Manager and CC: taryn.carpino@lcbo.com, Product Manager, Gifting & Accessories.
4. MPTS code "VOU" (Voucher) will be applied to the glassware item and a Value-Add (MPTS code VA) should be applied to the item(s) that is required for purchase to receive the glassware.
5. Neck tags (voucher) to be applied to participating products denoting 'free glassware with purchase' and must contain the following information:
 - Description of the offer and product description (bev-alc product and value-add).
 - Dates of the promotion.
 - "Must be 19 years of age or older."
 - "Available at participating LCBO stores"
 - "Subject to availability"
 - "See store staff for details"
 - UPC Bar code (to be provided by LCBO)
 - "Valid in-store only"
 - Additional signage to reinforce the value-add/gift with purchase is beneficial. A draft of the neck tag (voucher) must be submitted for approval to the appropriate Product Manager at the time of approval to ensure that it contains all the necessary information and that the coupon scans correctly at the retail POS.
6. Work with the Product Managers to align on store distribution and forecasting. LCBO will allocate the selected glassware to the approved store distribution. Agents to partner with Store employees to support with applying the glassware to the product/display point.
7. [LCBO Value-Add Terms and Conditions](#) apply.

Pricing Information

The agent/supplier will be charged \$3.00 per glassware unit sold, plus the [standard Value-Add rate](#).

*Standard value-add requirements apply. Must not exceed 20% of the value of the product.

FOOD&DRINK Opportunities For FY2026-27

We are pleased to introduce **Finally Content** as the new sales agency of record for *Food & Drink* effective immediately, following a recent RFP process.

Finally Content brings a wealth of experience in print and digital advertising executions and will be instrumental in expanding our offerings across digital, custom content, and cross-platform initiatives in addition to our *Food & Drink* publication. We're excited to share these new opportunities with you in the coming year!

To request a 2026 Media Kit and connect with our new sales team, please contact Laura Maurice, laura.maurice@finallycontent.com

Sales during our transition

Our current sales vendor Beaches Media Services is available until **December 31st, 2025** to assist with sales into our Travel and Spring 2026 issues. If you are currently working with sales reps at Beaches Media Services on your programming for Travel and Spring 2026, please continue to do so.

For advertising opportunities in our Summer, Autumn and Holiday 2026 issues, or if you are looking to discuss full 2026 schedules, please contact Laura Maurice at Finally Content; laura.maurice@finallycontent.com.

We'd like to take this opportunity to thank the team at Beaches Media Services for their partnership and contributions to *Food & Drink* over the past eight years.

Publishing Schedule for 2026:

Travel 2026 (Period 13): *Ad closing Jan. 2; Material due Jan. 16; in stores Mar. 4*

Building on the success of last year's inaugural travel issue, a travel edition will return in 2026 with new destinations and products from around the world. From our pages to our readers' bucket lists, we know our travel-loving customers will once again be looking to *Food & Drink* for inspiration when planning their next trip or enjoying global flavours at home.

Spring 2026 issue (Period 2): *Ad closing Feb. 27; Material due Mar. 13; in stores Apr. 29*

Heading into the warmer months, we turn our attention to the hottest food and drink trends worthy of our readers' attention; plus cocktails and recipes perfectly suited to the season.

Summer 2026 issue (Period 4): *Ad closing Apr. 24; Material due May 8; in stores June 24*

Packed with ideas that celebrate the dog days of summer. Think: Grilling and chilling, laid back entertaining, easy recipes, summer staples and twists on seasonal classics.

Autumn 2026 issue (Period 7): *Ad closing July 10; Material due July 24; in stores Sept. 9*

An ode to all things local. Highly seasonal ingredients, classic flavours, local products and recipes that celebrate the harvest. It's everything we crave when that first chill is in the air.

Holiday 2026 issue (Period 9): *Ad closing Sept. 4; Material due Sept. 18 in stores Nov. 4*

Our largest, most popular issue of the year goes all-out celebrating diverse occasions, with an emphasis on gifting and holiday entertaining.

Your Print & Digital Media Partner

We have flexible advertising options to build awareness and purchase intent for your product or brand, including:

Run of Press Advertising

Showcase your product or brand to an engaged audience in our print and digital editions

Advertorial, Custom & Integrated Content

We can help you create engaging, custom quality content to strategically present your products in a unique context.

Digital Packages!

Extend the reach and impact of in-magazine advertising with one of our digital packages across web, e-neWhite Spiritsletter and social media.

For more information, please contact our ad sales team at Finally Content to discuss the right advertising solution for you.

Laura Maurice

laura.maurice@finallycontent.com

Display Opportunities Overview

Key Displays

DISPLAY	MPTS CODE / EXCEL APPLIED	P5 PRODUCT FOCUS	P6 PRODUCT FOCUS	# OF STORES*	# OF SKUS	COST**	ADS / DIGITAL / LCBO.COM
Feature Fixture A	Excel Applied	Refreshing Whites	Refreshing Whites	162	15-30	\$3,500 / SKU	
Feature Fixture B (New & Seasonal)	Excel Applied	Seasonal Rosés (Not Sold)	Seasonal Rosés (Not Sold)	139	10-20	\$3,000 / SKU	
Cocktail of the Month (EA 1)	Excel Applied	Spirits	Spirits	388	2-4 (including VAs)	\$110,000 (Premium: \$46,750 / Standard: \$63,250)	Paid Product Placement + Branded Collection Page – 30 Employee Led @ 10 locations
Entrance Table	Excel Applied	Spirits	Spirits	184	1-4	\$250 / end	LCBO.com Paid Product Placement
Spirits Gifting Display	MPTS Code: MT	Spirits	Spirits	283	9-12	\$10,250 / SKU	Placement in Gifting focused Digital Campaign
Wines Gifting Display	MPTS Code: MT	Sparkling Wines for Weddings/ Celebrations	Wines for End of Summer Celebrations	283	9-12	\$10,250 / SKU	Placement in Gifting focused Digital Campaign
Front Nesting Table	Excel Applied	Spirits	Spirits	129	8-12 (including VAs)	\$130,000 (Premium: \$80,000 / Standard: \$50,000)	Branded Collection Page – 60 Employee Led @ 20 locations
Middle Nesting Table	Excel Applied	Wines of Australia	Portuguese Wines	142	12	P6: \$11,200 (Premium: \$7,000 / Standard: \$4,200) P5: \$8,800 (Premium: \$5,300 / Standard: \$3,500)	Branded Collection Page <i>Food & Drink Ad in Period 6.</i>

Beer, Cider & RTD Displays

DISPLAY	MPTS CODE / EXCEL APPLIED	P5 PRODUCT FOCUS	P6 PRODUCT FOCUS	# OF STORES*	# OF SKUS	COST**	ADS / DIGITAL / LCBO.COM
Beer Block Pile (A)	Excel Applied	Beer	Beer	170	2-8	\$500 / store (divided by the # products)	Digital Flyer inclusion
RTD Block Pile (B)	Excel Applied	RTD	RTD	186	2-8	\$500 / store (divided by the # products)	Digital Flyer inclusion
Local Beer & Cider Display (EA 10)	MPTS Code: MT	Beer	Beer	49	3-9	\$6,570 / SKU	LCBO.com Paid Product Placement
Excitement Zone A	MPTS Code: EZA	Beer	Beer	139	2-3	\$250 / store	Digital Flyer inclusion
Excitement Zone C	MPTS Code: EZH	RTD	RTD	215	2-3	\$250 / store	Digital Flyer inclusion
Excitement Zone D	MPTS Code: EZD	Beer	Beer	215	2-3	\$250 / store	Digital Flyer inclusion

Block Pile & Supplier Merchandiser Displays

DISPLAY	MPTS CODE / EXCEL APPLIED	P5 PRODUCT FOCUS	P6 PRODUCT FOCUS	# OF STORES*	# OF SKUS	COST**	ADS / DIGITAL / LCBO.COM
Wines BCRTD Loyalty Block Pile (C)	Excel Applied	Wines	RTD	166	1-6	\$500 / store (divided by the # products)	Digital Flyer inclusion
Supplier Merchandiser Display (Block Pile D)	Excel Applied	Spirits	Spirits	212	2-8	\$600/store	
Super Sale (See page 13 for Super Sale Dates)	MTPS Code: SSL	Open to all Categories	Open to all Categories	In-Section: All Block Pile: 128	Up to 12	In-Section & Block Pile : \$5,000 / SKU In-Section Only: \$2,000 / SKU	Digital Flyer inclusion & through LCBO.com & LCBO owned communication channels

Wines & Vintages Displays

DISPLAY	MPTS CODE / EXCEL APPLIED	P5 PRODUCT FOCUS	P6 PRODUCT FOCUS	# OF STORES*	# OF SKUS	COST**	ADS / DIGITAL / LCBO.COM
Wines Flex Space A	Excel Applied	Seasonal Rosé	Seasonal Rosé	86	9	\$8,500 (divided between the # of SKUs)	
Wines Flex Space B-F	Excel Applied	Wines	Wines	70	9	\$8,500 (divided between the # of SKUs)	
Wine Fridge	MTPS Code: WFP	Wines	Wines	Up to 520		Refer to DBWL	
VQA Our Buyer's Pick	MTPS Code: OWS	VQA Wines	VQA Wines	314	2		

Vintages Essentials on Offer EA	MTPS: EA-VL1	Essential with LTO/BAP Offer	Essential with LTO/BAP Offer	181	2	\$62 / SKU per Store (plus an LTO or Aeroplan Bonus Offer)	LCBO.com Paid Product Placement & Digital Flyer inclusion
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Spirits Displays

DISPLAY	MPTS CODE / EXCEL APPLIED	P5 PRODUCT FOCUS	P6 PRODUCT FOCUS	# OF STORES*	# OF SKUS	COST**	ADS / DIGITAL / LCBO.COM
Spirits Cold Room	Excel Applied	Spirits	Spirits	117	3-6	\$52,000 / Season (divided between the # of SKUs)	
Spirited Picks	MTPS Code: CE1	Spirits	Spirits	235	2	\$65 / store	Digital Screens display

Flagship Store Displays

DISPLAY	MPTS CODE / EXCEL APPLIED	P5 PRODUCT FOCUS	P6 PRODUCT FOCUS	# OF STORES*	# OF SKUS	COST**	ADS / DIGITAL / LCBO.COM
Flagship Spotlight ++	Excel Applied	Open to all Categories	Open to all Categories	8	10-16	\$52,400	Branded Collection Page
Pop-Up Shop	Excel Applied	Wines of Australia	Open to all Categories	9	1 Brand/ Portfolio: 4-16 SKUs	\$60,000	Digital Screen display
Flagship Digital Screens EA	Excel Applied	Open to all Categories	Open to all Categories	13	1-3	\$50,000	Digital Screen display

Shelf Extenders

DISPLAY	MPTS CODE / EXCEL APPLIED	P5 PRODUCT FOCUS	P6 PRODUCT FOCUS	# OF STORES*	# OF SKUS	COST**	ADS / DIGITAL / LCBO.COM
Regular Shelf Extenders	MTPS Code: SE	All Categories	All Categories	Up to 336	1	\$90 / store	
Discovery Shelf Extenders - Spirits	MTPS Code: SE	Spirits	Spirits	23	1	\$90 / store	
Discovery Shelf Extenders - Wines	MTPS Code: SE	Wines	Wines	43	1	\$90 / store	
Discovery Shelf Extenders - Beer	MTPS Code: SE	Beer	Beer	31	1	\$90 / store	
Green Shelf Extenders	MTPS Code: SE	All Categories	All Categories	36	1	\$90 / store	
Community Shelf Extenders	MTPS Code: SE	All Categories	All Categories	Up to 256	1	\$60 / store	

Impulse Displays

DISPLAY	MPTS CODE / EXCEL APPLIED	P5 PRODUCT FOCUS	P6 PRODUCT FOCUS	# OF STORES*	# OF SKUS	COST**	ADS / DIGITAL / LCBO.COM
Spirits Front End Merchandiser 1, & 3	MTPS Codes: FEM1 / FEM3	Spirits Small Format Impulse	Spirits Small Format Impulse	127 / 62	Up to 2 ea	\$30 /store /SKU	
Wines Front End Merchandiser 2	MTPS Code: FEM2	Wines Small Format Impulse	Wines Small Format Impulse	98	Up to 2	\$30 /store /SKU	
Top Picks (RTD Impulse)	MPTS CODES: CE3, CE4, CE5 & CE6	RTD	RTD	Up to 179	1 ea	\$65 /store /SKU (plus Aeroplan Bonus Offer)	

Ecommerce Opportunities

PROGRAM	MPTS CODE / EXCEL APPLIED	P5 -P6 PRODUCT FOCUS	COST**	ADS / DIGITAL / LCBO.COM
Branded Collection Page	Excel	Open to all Categories	Included in the cost for the following displays: Cocktail Of The Month (EA1), Front Nesting Table, Middle Nesting Table, Flagship Spotlight. <i>Please contact your category partner directly for stand-alone opportunities.</i>	A branded collection page on LCBO.com
Value-Adds with Purchase	Excel	Open to all Categories	In addition to the value-add itself, participating suppliers are responsible for shipping costs to send value-adds to Trillium LCBO Warehouse at 205 Speirs Giffen Ave., Caledon, ON.	Feature placement on LCBO.com
Paid Product Placement	Included with primary display application	Open to all Categories	This opportunity is built into the following display programs every period and is included in their price: Vintages Essentials on Offer End Aisle, Entrance Table, Cocktail of the Month (EA 1), Local Beer & Cider Display (EA 10) and Top Picks (RTD Impulse Display).	Sponsored product placement on relevant pages on LCBO.com.
Free Shipping	Excel	Open to all Categories	The agent/supplier will be invoiced \$11.95 + tax for each qualifying order shipped as part of the Free Shipping promotion.	Feature placement on LCBO.com
Digital Gift Card Value-Add	Excel	Open to all Categories	The agent/supplier will be invoiced for the total dollar value of all LCBO Digital Gift Cards activated for qualifying orders	Feature placement on LCBO.com

Gifting Opportunities

PROGRAM	MPTS CODE / EXCEL APPLIED	P5 -P6 PRODUCT FOCUS	COST**
Promotional Coupons	Excel	Open to all categories	The agent/supplier will be charged back for the total retail value of all Promotional Coupons redeemed. Promotional Coupons are subject to a five percent administration fee charged on the retail value of every Promotional Coupon redeemed. H.S.T. is also applied to the total administration fee. The manufacturer covers all costs associated with redemption of Promotional Coupons at their full retail value.
LCBO Gift Packaging, Cards, Mixers & Accessories As Value-Adds	Excel	Open to all categories	Cost of Gift Packaging, Gift Card Mixers and/or Accessories.

NOTES:

*Number of stores subject to change. Please refer to doingbusinesswithlcbo.com for Participating Store list by Period.

**Costs listed are valid for FY27 Periods 5-6 only.

+FY27 Super Sale Dates:

- P1 (Easter) - April 1 - April 7, 2026
- P2 (Victoria Day) - May 13 - May 19, 2026
- P3 - n/a
- P4 (Canada Day) - June 24 - June 30, 2026
- P5 (Civic Holiday) - July 29 - August 4, 2026
- P6 (Labour Day) - September 2 - 8, 2026

++Flagship Spotlight

Possibility to leverage Supplier creative (printed by LCBO). Please contact your category partner for details.

End Aisles

- End Aisles 2-4 are Excel Applied and may accommodate Near-Pack Value-Add Merchandisers (with LCBO approval)
- End Aisles 5-9 and 11-20 are MTPS Applied (use MTPS Code: EA)
- End Aisles 2-9 and 11-20 include placement in the [Digital Flyer](#) with LTOs or Aeroplan Bonus Points
- All End Aisles will accommodate 2-6 SKUs
- All End Aisles are \$250/store

DISPLAY	MTPS CODE / EXCEL APPLIED	P5 PRODUCT FOCUS	P6 PRODUCT FOCUS	# OF STORES
End Aisle 2	Excel Applied	Spirits	Spirits	388
End Aisle 3	Excel Applied	Wines	Wines	388
End Aisle 4	Excel Applied	Spirits	Spirits	314
End Aisle 5	MTPS Code: EA	Spirits	Wines	314
End Aisle 6	MTPS Code: EA	Spirits	Spirits	251
End Aisle 7	MTPS Code: EA	Beer	Beer	251
End Aisle 8	MTPS Code: EA	RTD	RTD	251
End Aisle 9	MTPS Code: EA	Wines	Beer	218
End Aisle 11	MTPS Code: EA	Spirits	Spirits	100
End Aisle 12	MTPS Code: EA	RTD	Wines	100
End Aisle 13	MTPS Code: EA	Spirits	Spirits	100
End Aisle 14	MTPS Code: EA	Wines	Spirits	100
End Aisle 15	MTPS Code: EA	Spirits	Spirits	100
End Aisle 16	MTPS Code: EA	RTD	RTD	21
End Aisle 17	MTPS Code: EA	Beer	Beer	21
End Aisle 18	MTPS Code: EA	Spirits	Spirits	21
End Aisle 19	MTPS Code: EA	Beer	Beer	21
End Aisle 20	MTPS Code: EA	Beer	Beer	21
Discovery End Aisles	MTPS Code: EA-W5	Theme: Greece	Theme: TBD	Custom

Additional Resources Available on www.doingbusinesswithlcbo.com

Aeroplan Customer Loyalty

- [Aeroplan Promotional Calendar](#)
- [Bonus Offer Opportunities for Trade Partners](#)
- [Year Round Opportunities](#)
- [Aeroplan Program In Store Signage Components](#)
- [Aeroplan Program Online Program Components](#)

Other Resources:

- [LCBO Brand Guidelines](#)
- [Support Programs](#)
- [Supplier Asset Requirements](#)
- [Video Content Accessibility Checklist](#)
- [Supplier Merchandiser Guidelines](#)
- [Promotional Program FAQs](#)
- [Participating Store Lists & Period Workbooks](#)

How To Apply For Promotional Opportunities

There are two types of promotional opportunities - *Excel Applied* and *MPTS Applied Promotions*, and refer specifically to the type of application that we require submitted by Trade Partners in each case:

For **EXCEL APPLIED PROMOTIONS** noted in this document:

- Complete the application form, "F27 Promotional Opportunities Excel Application Form," that is found on doingbusinesswithlcbo.com.
- We expect to receive one file per supplier/agent.
- **Mock-ups for all supplier produced merchandisers and enhanced activations are also required at the time of application and should be included in the Excel Application form's Supporting Assets and Creative tab.**
- **Change the title of the document to include the applicant name (e.g. Agent or Vendor), and send the application file to promoapplications@lcbo.com. Do NOT use any special characters in the title of the file (e.g. "#", "+", "&")**

For **MPTS APPLIED PROMOTIONS** noted in this document, Trade partners can apply directly in MPTS

- Successful applicants will be notified per the deadlines on [page 3](#).

LCBO will consider several factors when reviewing applications, including but not limited to:

- Size of the brand and growth trend.
- LCBO benefit: Sales, up-sell potential, relevancy.
- Alignment with LCBO seasonal themes, evergreen themes, and key consumer occasions.
- Consumer benefit: Education, solution, engagement, value.
- Spirit of Sustainability information provided.

NOTE that promotional forecasts are mandatory at the time of your application for both Excel Applied and MPTS Applied opportunities. Applications without forecasts included will not be considered.