

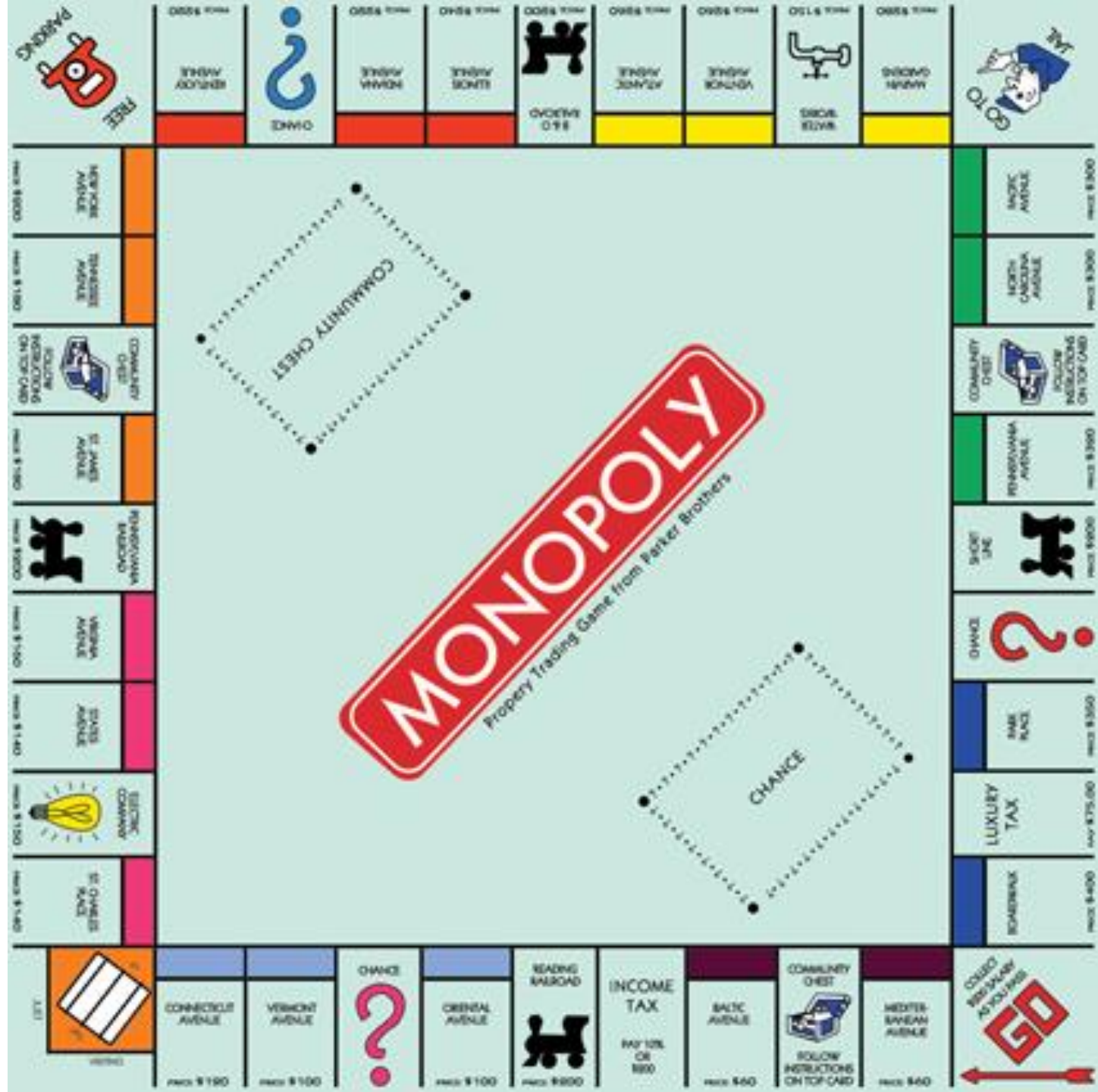
Blockbuster Syndrome: Are You Ready for Industry Disruption?

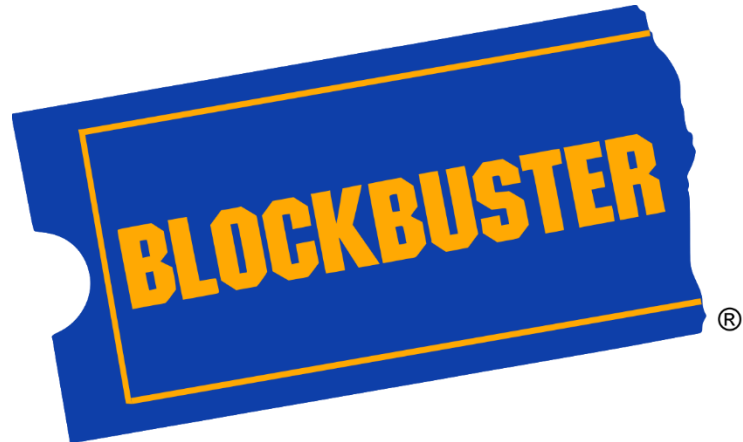


Joss LeChasseur
Senior Manager of Strategic Relations, BCLC

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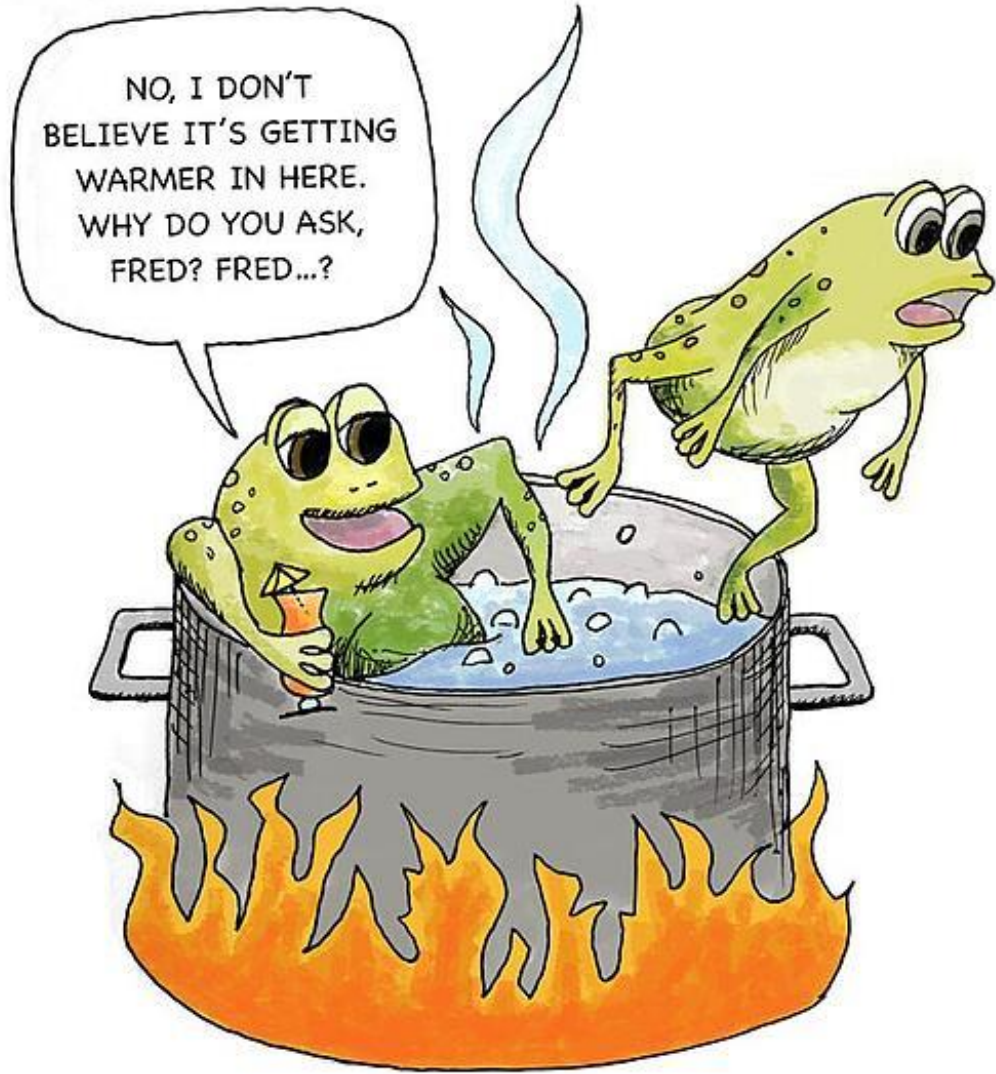




Lottoland



Ir relevant

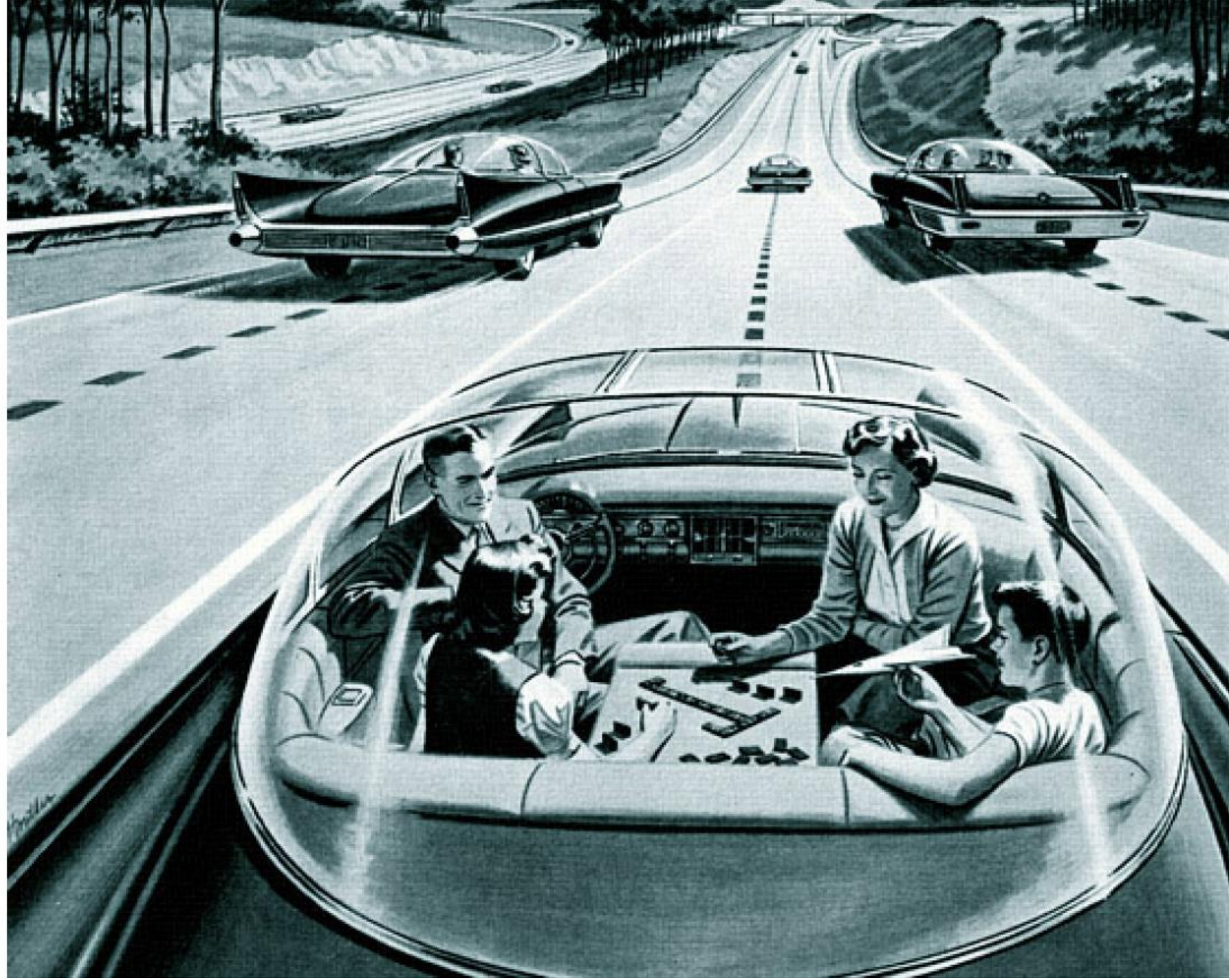


- **Our business is healthy**
- **We keep growing**
- **Our business is stable**

**Sometimes that light at the end of the tunnel is just
light...but sometimes it's a train!**



**In 1956, the
dream was to
play scrabble in
the car**



In 2020, now you can play Scrabble in the car, just no one remembers what Scrabble is

Autonomous (Driver less) Vehicles



Smart (Driver assisted) Cars



Car and Ride sharing services





Advocacy





“Please take
us with you!”

HIGH
AVAILABILITY



BC C&G Annual Sales (\$M)



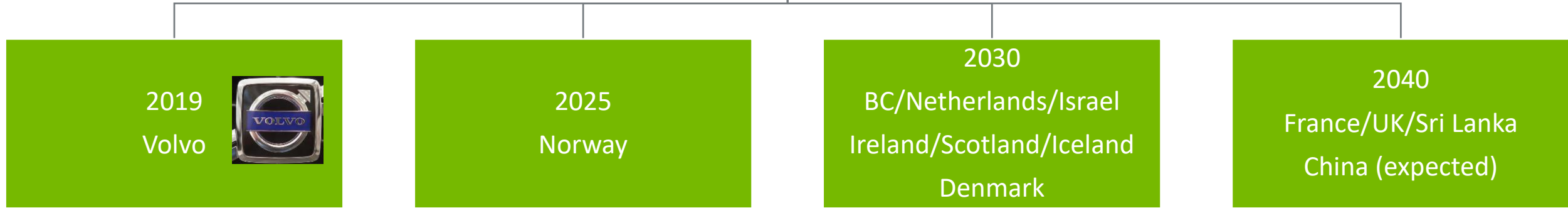
-16% (2010-present)

“If we lost cigarettes tomorrow, we would close every store in Canada”

Doug Rosencrans GM 7-11 Canada



Gas Vehicles



Electric vehicles will grow from 3 million to 125 million by 2030, International Energy Agency forecasts

NOW AVAILABLE*

**same day
pick up + delivery**



fast. easy. fresh.

*available at select Save-On-Foods locations only



ces

SERVICES

 Pickup

 Pickup

 Pickup
Starts here



Check in.



Grab your order.



And head home.

walmart.com

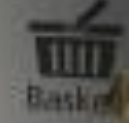
SPREADING
THE
CHEER
STARTS
HERE

SELF
CHECKOUT
1-6 ITEMS

SELF
CHECKOUT
1-4 ITEMS

SELF
CHECKOUT
1-6 ITEMS

FOR THE
SELF
PAYING
CUSTOMER



Basket





BREAKING NEWS

Amazon is reportedly planning up to 3,000 cashierless stores by 2021



Amazon is testing a shopping site called Scout that recommends products based on your likes

NOW WITH DRAWS
TUESDAYS & FRIDAYS
 PLUS BIGGER JACKPOTS

Lotto **MAX**
 DREAM TO THE MAX

STARTS MAY 14TH

bclc If you gamble, use your **GameSense** 19+



KIDS AND GAMBLING don't mix

LOTTO

Pulltabs and other lottery games are for 19+.

GameSense
bclc

HERE ARE SOME TIPS TO HELP YOU KEEP gambling fun.

- 1 Gambling outcomes are random. Play for fun instead of for money.
- 2 Know how the games work and your odds of winning.
- 3 Sticking to a budget means having fun now and being able to play again later.
- 4 In the long run, you won't lose if you play with money you can afford to lose.
- 5 Leaving your ATM cards at home helps you stick to your budget.
- 6 Time flies when you're having fun. Try setting a time limit.
- 7 Take five. Breaks are always a good decision.
- 8 It's not cool to borrow money to gamble.
- 9 Don't try to win back what's been lost.
- 10 Balance gambling with other fun activities.

FIND OUT MORE
 Visit GameSense.com

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GameSense
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That is my presentation but we have 2 other channels of business that are going through similar changes, Casino and eGaming

Tom Maryschak

Senior Manager of Casino Operations,
BCLC



Stewart Groumoutis

Director of eGaming, BCLC



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