



# Retailer Commissions

BCLC provides our retailers with the opportunity to earn commissions to support the changing market dynamic, to show our appreciation for their ongoing service and to encourage them to provide an exceptional player experience.



## Sales Commission 5%

paid on the sale of all lottery products

### Draw Games & Sports Action

(sold via Lottery Terminal)

- Sales commission is displayed as a credit on your lottery terminal 'Weekly Invoice'.
- Sales commissions earned are calculated daily, by product.
- The total amount of sales commission listed on your 'Weekly Invoice' is the sum of all your daily calculated sales commissions for the invoice period.

### Scratch & Win Product

(including Web Cash where approved for sale)

- Sales commission is built into the purchase price of a pack of Scratch & Win tickets.  
I.e. Book of 100 \$1 tickets:  
Retailer Selling Price \$100.00  
Retailer Purchase Price \$95.00  
Sales Commission \$5.00



## Prize Redemption Commission

2%

paid on prizes that are validated and paid out, including the prize of a Free Ticket

- Prize redemption commissions earned are calculated daily, by product, and are rounded to the nearest penny due to our prize payout structure.
- The total amount of prize redemption commission listed on your weekly Invoice is the sum of all your daily calculated prize redemption commissions for the invoice period.

### Exceptions for Hospitality Accounts

- Validations and prize redemptions that occur within a Self-Serve Terminal (SST) are not eligible for commission.
- Self-Serve Terminal voucher validations and prize payouts are not eligible for commission.
- Prizes paid on Pull Tabs product are not eligible for commission.

## Program Change or Withdrawal Notification

This program is subject to review and may be changed or withdrawn at any time. In the event that BCLC changes, cancels or withdraws the program for any reason during the year, payment of any potential payout will be at BCLC's sole discretion. BCLC reserves the right to disentitle any retailer from participation in this program for any reason at BCLC's sole discretion.