

Copilot

Introducing a safe, simple, and sophisticated cannabis retail experience to airports, starting in Prince George.

A team that thinks differently about cannabis

Reed **Horton**
Co-Founder



Reed is an **entrepreneur and product manager**. His past experiences include studying robotics, working at small startups, and managing billion dollar incentive programs at Uber. He's excited to bring his **technical background** to cannabis retail and apply a methodical and structured thinking framework.

At Copilot, Reed hopes to make **domestic travel less stressful** and **more enjoyable** for everyone.

Owen **Ritz**
Co-Founder



Owen is an **entrepreneur** and **business school student**. Previously, Owen worked on the Global Marketing team at New Balance and consulted on several **public-private ventures** with the Tuck School of Business.

At Copilot, Owen hopes to **simplify cannabis retail** and **create positive change** for the Prince George community.

Why Did We Launch Copilot?

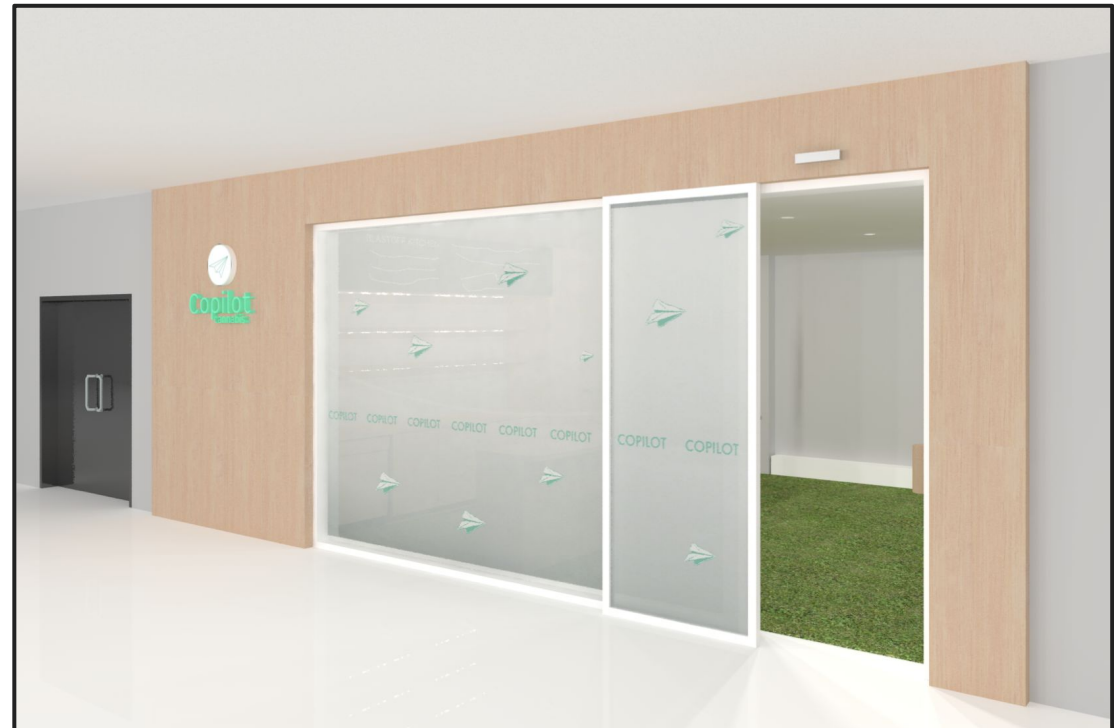
1 in 4 Canadians have already traveled with cannabis,
but there are no existing cannabis retail stores in airports.

This gap is a **lost opportunity** for a variety of stakeholders in the travel industry:

Customers are unable to purchase while travelling

Regulatory bodies lack visibility into an existing practice

Airport retailers cannot sell products to customers



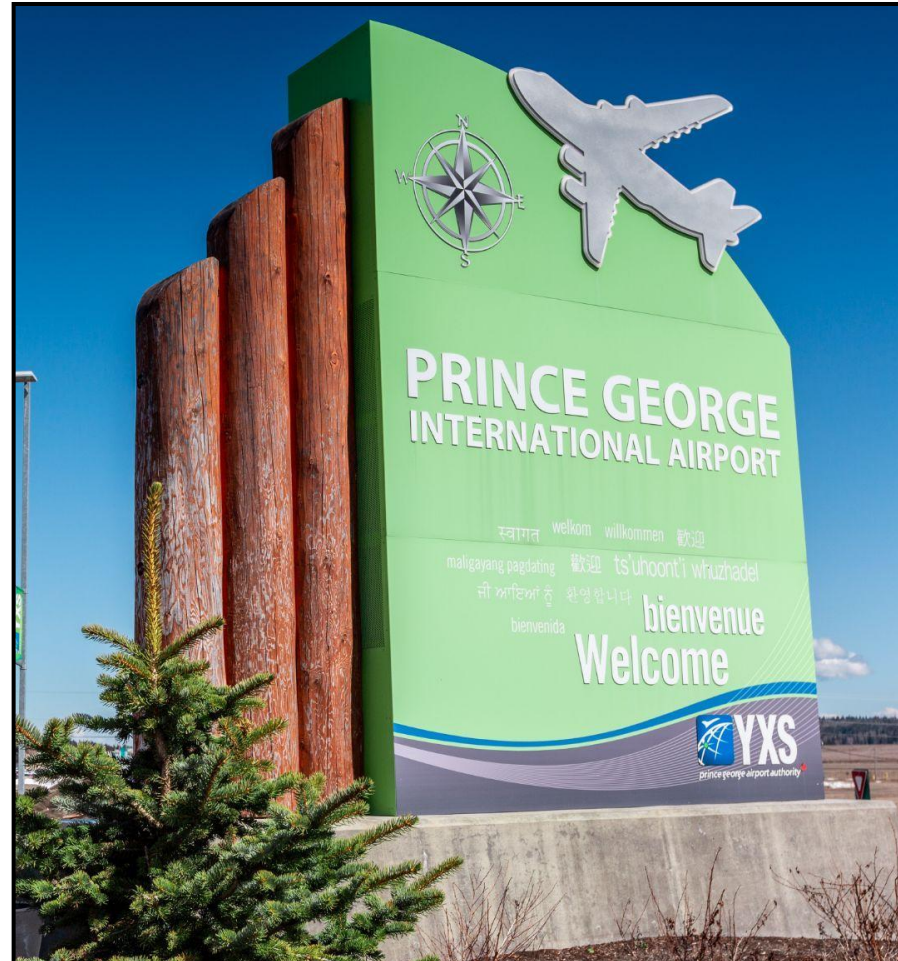
By adding a Copilot store to YXS, PGAA is leading the way for airports across Canada and beyond

Why Did Copilot Choose Prince George?

A provincial hub of entrepreneurship and innovation

Small enough for authentic relationships with customers

Welcoming environment within the community



Why Should Prince George Choose Copilot?

“First in the world” opportunity to launch an airport store

Commitment to making positive change to the local community

Prioritizing customer education and safety for all travellers

We're creating a trusted cannabis retail destination focused on knowledge, education, and safety

Professional
Branding

Convenience-Focused
Experience



No Product Visibility
From Terminal

No Aromatic
Contamination

What We Will Sell

- All types of Cannabis from the LDB including flower, edibles, concentrates, creams, and more
- Cannabis related accessories
- Shopping Bags
- Gift Cards

What We Won't Sell

- Tobacco Products
- Food or Drinks (excluding cannabis edibles or cannabis infused drinks)
- Cannabis in excess of 30 grams or the equivalent

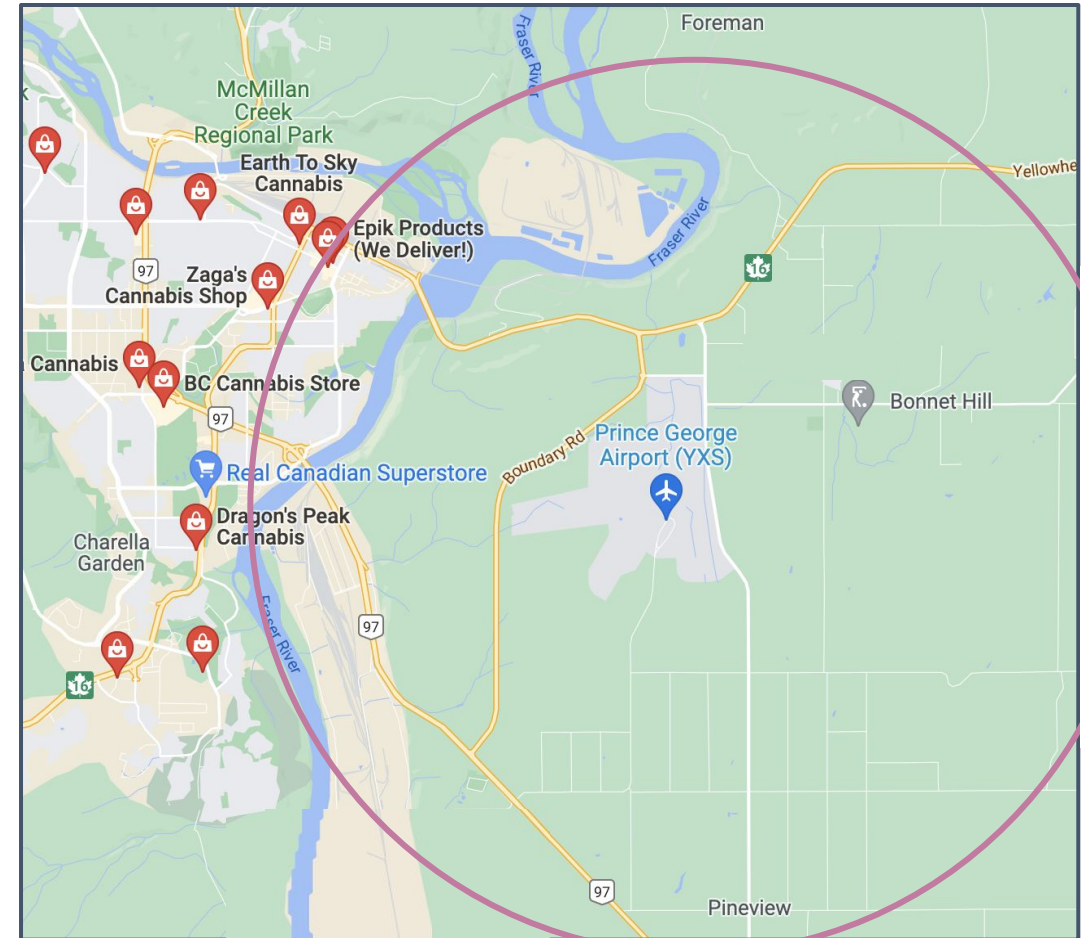
Who Are Copilot's Customers?

Who Is Allowed Inside

- People **ages 19+**
- **Arriving travellers** who don't want to stop in town on their way home
- **Departing domestic travellers** who want to shop while waiting for their flight
- **Meeters and Greeters** picking up passengers
- **Residents** of the **surrounding area** who don't want to travel 5-10 km

Who Isn't Allowed Inside

- People **under** the age of **19**
- **Airport or Airline Staff** on shift or identifiable as such
- Travellers with **international departures** or are **transiting through other countries**



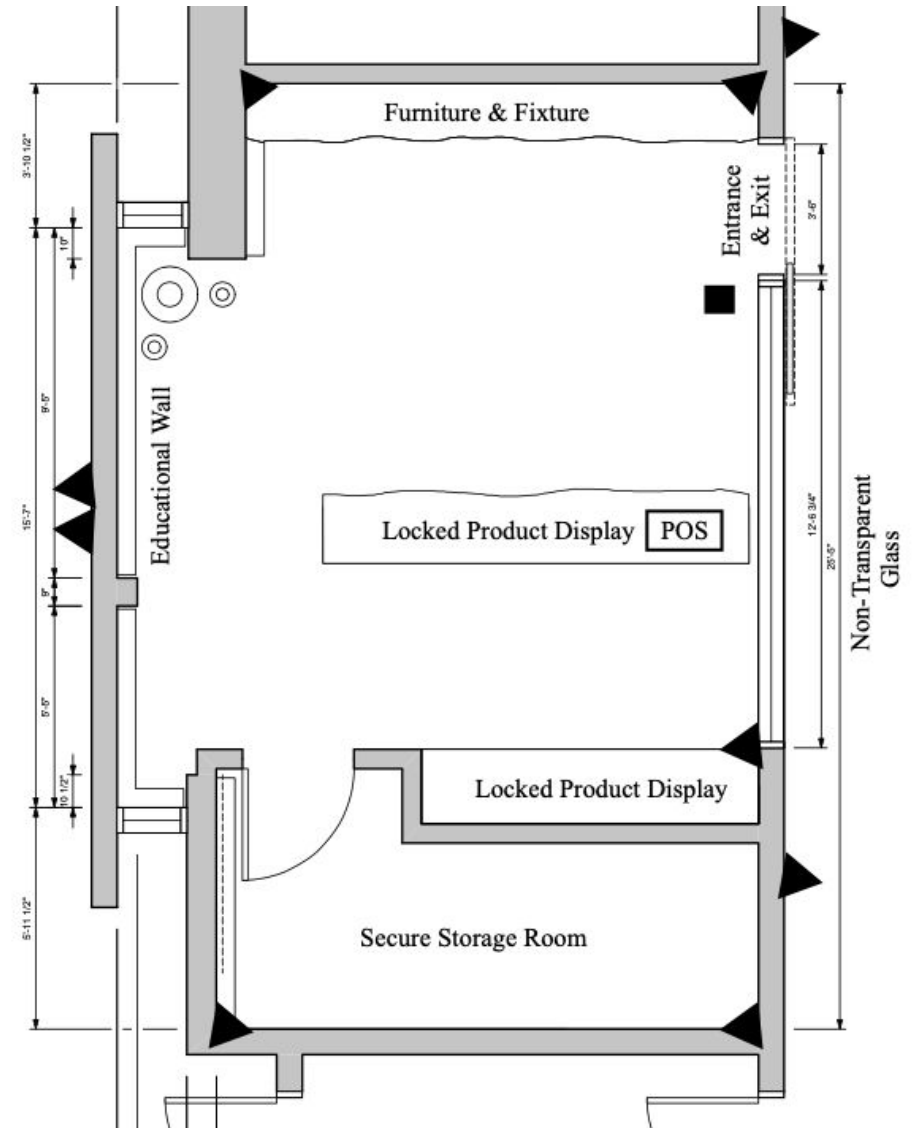
Industry-Leading Safety and Security Standards

Customer Verification and Safety

- Customers required to present **two forms of ID**
- Checking **boarding passes** for international flights
- Education around **responsible consumption**
- Zero-tolerance policy for in-store consumption
- Employee training surpassing provincial guidelines

Crime Prevention Through Environmental Design Standards

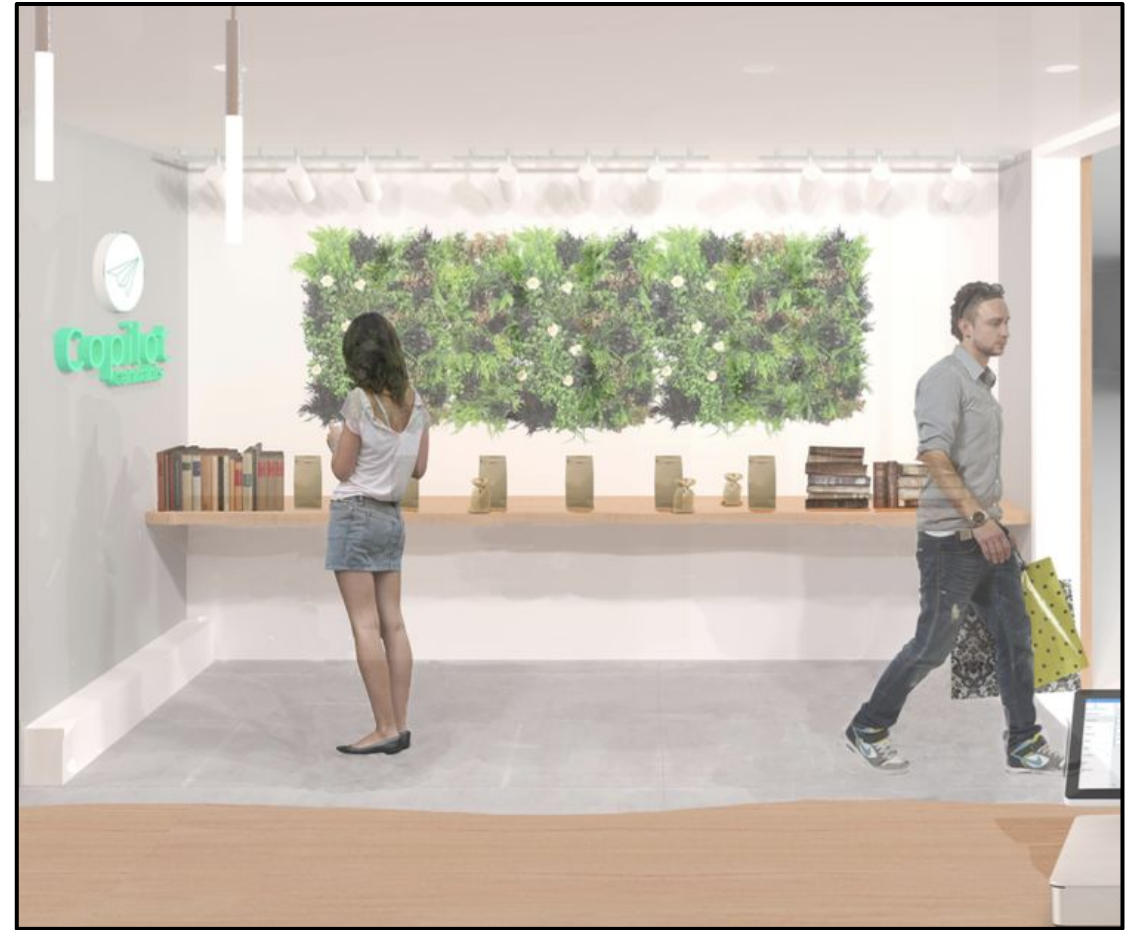
- Clear entrance
- Natural lighting
- Clear border definition
- Security Cameras (inside and outside)
- Locked Product Displays



Committed to the Community and Copilot Employees

Copilot promises to...

- Hire **local** whenever possible
- Hire from groups previously **disproportionately affected** by pre-legalization cannabis policies whenever possible
- Pay **above-market wages** and offer competitive benefit packages
- **Donate** a portion of store revenue to **charitable** organizations in Prince George



Reactions from the Community and Beyond

Letters of Support

"I truly believe this to be not only a great business idea, but a great service to our customers & guests who fly out"

"An innovative plan"

"Happy to have you come to the YXS airport"

40+

Media Outlets

Concern: Negative impacts to Canadian Air Transport Security Authority (CATSA) staff at security screening to ensure proper packaging and weights for domestic flights.

Solution: Travelling with cannabis domestically is already legal and 1 in 4 Canadians have reported doing so. A cannabis retailer at the airport will allow for better coordination and communication with CATSA versus passengers purchasing in town.

Concern: Potential issues for connecting international flights at land borders where cannabis is not legal, and possible criminal charges for exporting cannabis.

Solution: Copilot will educate customers on the rules and regulations around traveling internationally with cannabis. Travelling with cannabis internationally remains illegal whether there is a store in the airport or not.

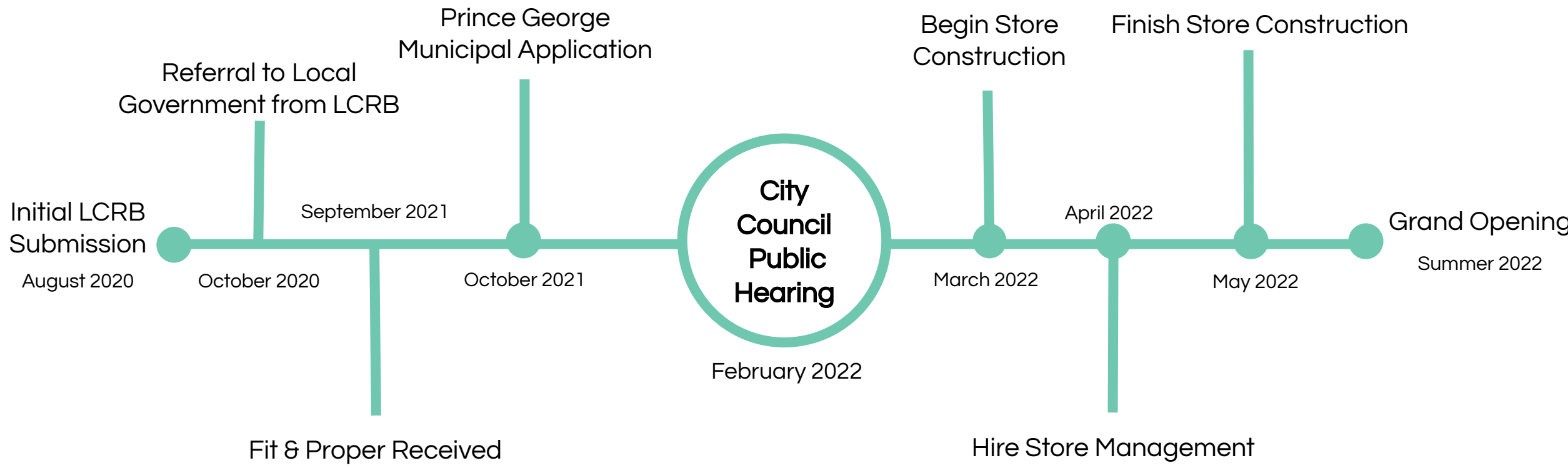
Concern: Increased potential for intoxicated travelers to cause issues

Solution: Public intoxication remains against the law in British Columbia and LCRB regulations require Copilot to refuse entry to any customers who appear intoxicated. Additionally, Copilot is dedicated to educate customers on regulations surrounding public intoxication and responsible consumption.

Concern: Airport or Airline staff will purchase cannabis before or during work

Solution: Copilot will not allow any airline or airport staff to purchase cannabis while on-shift or otherwise identifiable as such.

Project Timeline



Copilot

Great opportunity means great responsibility for Copilot and PGAA

Creating a safe and simple cannabis retail experience for travellers

Built for the community, not just customers

Questions?

Feel free to contact us at

www.shopcopilot.com/contact