

Licensed Stores: Pricing Region Details (includes food pg. 2)

Audience: Business Development, Operations

Process Owner: LS Pricing Strategy Update Date: August 27, 2019

U.S.

Region 1 – AK, NY* - Manhattan (42&43), Brooklyn, Bronx, Hamptons (2&32)

Region 2 – CT, DE, IL* - Chicago (4, 5&18), IN* - Lake, Porter, Newton, Jasper and La Porte counties (5), MA, MD* - except select Capital & Southern (17), ME, NH, NJ, NY*-Upstate (1&32), PA*-Eastern(4), RI, VT, WI* - Kenosha county (5&33)

Region 3 – CA* - except CBSA San Francisco-Oakland-San Jose Bay Areas, except CBSA Los Angeles-Long Beach-Anaheim and except CBSA San Diego-Carlsbad (7, 20, 25&44), NV* - Reno (8&15), CO* - CBSA - Denver-Aurora-Lakewood, CO (4&6), OR*-WA*- CBSA - Portland-Vancouver-Hillsboro, OR (4)-WA (4&29), WA* - CBSA Seattle-Tacoma-Bellevue except Seattle Metro&City of Bellevue (4,29, 34&45), TX* - CBSA Austin-Round Rock, TX excludes Mall (15), NV* - CBSA Las Vegas-Henderson-Paradise, NV excludes Las Vegas Strip & Mall (8&15)

Region 4 – CO* except CBSA - Denver-Aurora-Lakewood, CO (3&6), ID, IL*-Eastern St. Louis Suburbs (2, 5&18), MI*-(5), MO*-St. Louis & Kansas City (5), OH*-Toledo and Suburbs (5), OR* (3), PA*-Pittsburgh (2), WA* - except CBSA Seattle-Tacoma-Bellevue & Seattle Metro and except CBSA - Portland-Vancouver-Hillsboro, OR*-WA* (3,29, 34&45), WY

Region 5 – AR, IA, IL*-Remote (2, 4&18), IN* (2), KS, KY, MI*-Upper Peninsula Only (4), MN* (33), MO* (4), MS* -DeSoto, Marshall, Tate, Tunica counties (15), MT, ND, NE, OH*(4), SD, TN, UT, WI* (2&33), WV

Region 6 – Tourist / Resort including: CO* - Resort (3&4), FL* - Areas of Orlando, Miami, Panama City, Destin (15&17), HI* - Oahu & Waikiki (8)

Region 7 – CA* - CBSA San Francisco-Oakland-San Jose Bay Areas (note: excludes city of San Francisco) (3, 25&44), CA* - CBSA Los Angeles-Long Beach-Anaheim (3&20), CA* - CBSA San Diego-Carlsbad (3&20)

Region 8 – Premium Tourist* - exclusive tourist and high-end shopping locations, HI* - Resort - Big island, Kauai, Waikiki (6). NV* - Las Vegas Strip (3&15)

Region 15 – AL, AZ, FL* (6&17), GA, LA, MS* (5), NM, NC, NV* (3&8), OK, SC, TX* (3), VA* -South (17&20)

Region 17 – DC (2, 15&20), FL* Southeast counties: Palm Beach, Broward, Miami - Dade and Monroe (6&15), MD* - select Capital & Southern (2&20), VA* - North (15&20)

Region 18 – Micro Zone: Chicago area select stores (2, 4&5) i.e., Cook Cnty (Chicago, O'Hare, Northbrook, Evanston, Glenview), DuPage Cnty (Oak Brook, Naperville, Elmhurst), Lake Cnty (Lake Forest, Lake Zurich), Will Cnty (Plainfield) Note: 1/2 mile or less to a CO stores in this price zone

Region 19 – Highway Stores (off main highways, i.e. interstate, toll)

Region 20 – Micro Zone: DC area select stores* i.e., Central Business District, Capitol Hill, Georgetown, Dupont Circle (2, 15&17), Los Angeles area select stores* in i.e., Beverly Hills, Orange Cty, Santa Monica, South Bay, West Hollywood (3, 7&25) Note: 1/2 mile or less to a CO stores in this price zone

Region 25 - San Francisco City* (3, 7&44)

Region 26 - Select Malls Only

Region 29 – Seattle* (Downtown, Capitol Hill, SODO, Belltown, Pike Place Market, West Seattle, Ballard, University District/UV area) (3, 4, 34&45)

Region 32 - Long Island* (excludes Hamptons) Nassau and Suffolk counties (1&2)

Region 33 - CBSA* Minneapolis-St. Paul-Bloomington, MN-WI (5)

Region 34 – City of Bellevue, WA* (3, 4, 29&45)

Region 36 – Suburbs Base - very select suburban locations across the U.S. Note: 1/2 mile or less to a CO store in this price zone

Region 37 - Suburbs Premium - very select suburban locations across the U.S. Note: 1/2 mile or less to a CO store in this price zone

Region 40 – Rural Suburban - select stores in suburbarn/rural locations. Note: 1/2 mile or less to a CO stores in this price zone (effective 1/8/19)

Region 42 – Manhattan* Micro Zone (1) - select stores in Manhttan. Note: 0.1 mile or less to a CO store in this price zone

Region 43 – Manhattan* Micro Tourist (1) - select stores in Manhattan tourist. Note: 0.1 mile or less to a CO store in this price zone.

Region 44 (Effective 11/07/19) – San Francisco-East Bay, CA* & SFO Airport very select stores premium (3, 7&25) Note: ~0.2 mile or less to a CO store in this price zone.

Region 45 (Effective 11/07/19) – Seattle-Eastside, WA* & SeaTac Airport very select stores premium (3, 4, 29&34) Note: ~0.2 mile or less to a CO store in this price zone.

Note: most Target stores transitioned to Web2Print effective July 10, 2018 – only Target current/new stores in price zones 18, 20, 25, 29, 32, 33, 34, 36, 37, 40, 42, 43, 44 & 45 will continue to be regionally priced.

Canada Price Zones and U.S. & Canada Food Zones Page 2

Updated: 08/27/19 Prepared by Russell Hall - 1 of 2 - LS Pricing Region Details



CANADA

Region 9 - BC* (22)

Region 10 – Alberta* (14), Saskatchewan

Region 11 – Ontario* (16), Manitoba

Region 12 - Quebec, Newfoundland, Nova Scotia, Montreal, New Brunswick

Region 13 – Toronto area select stores i.e., South: Lake, Bloor: Yorkville (incl Rosedale), East: DVP, West: Dufferin Note: 1 kilometre or less to a company-operated stores in this price zone.

Region 14 – Canada Resort and Remote Alberta Oil Towns* (10)

Region 16 – Winnipeg* (11), London* (11), Windsor* (11)

Region 22 – Downtown Urban Core Vancouver, BC* (9)

U.S. Food Zones

U.S. Base	U.S. Base Plus (Stores in Beverage Price Zones 3, 19 & 37)	FL Tourist	Alaska	Hawaii	Seattle (Downtown, Capitol Hill, SODO, Belltown, Pike Place Market, West Seattle, Ballard, University District)	NY - Manhattan, Brooklyn, Bronx, Hamptons	San Francisco / City of Bellevue, WA stores effective	Manhattan Micro Zone (Stores in Beverage Price Zone 42)	Manhattan Micro Tourist Zone (Stores in Beverage Price Zone 43)
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San Francisco-SFO Airport-East Bay, CA* Very Select	Seattle-SeaTac Airport-Eastside, WA* Very Select
Premium (Stores in	Premium (Stores in
Price Zone 44)	Price Zone 45)
Effective 11/07/19	Effective 11/07/19

Canada Food Zones

	CAN Calgary		Toronto Micro Zone	Vancouver Micro
	(includes Alberta,		(Stored in Price	Zone (Stored in
	Manitoba and		Zone 13)	Price Zone 22)
CAN Base	Saskatchewan)	Province of Ontario	Effective 11/07/19	Effective 11/07/19