

## **How to Use This Guide**

# This document sets forth a series of identity guidelines intended to define and establish a new, bolder, and more contemporary brand identity for Co2lors™.

Our work in this handbook is to do the "defining" part of the exercise. We'll share the new design for our logomark, our color palette, and our typography system. We'll also share our guidelines for usage of these marks. These are drawn from a well-established set of rules most companies use to keep their marks and designs consistent and recognizable. If this looks like a lot of rules, rest assured: we didn't make up any new ones.

This guide itself plays a necessary part in building brand identity. But the bulk of the work to firmly establish Co2lors™ in the marketplace is an ongoing task, performed by all of us every day. Our team shares a role in upholding these standards in all communications through consistent usage.

#### Consistent usage yields two essential benefits:

A marketplace asset: the persuasive power of a consistent and compelling new brand identity.

**A legal asset:** as consistent usage is the primary requirement for defending our mark against infringements of any kind from competitors or usurpers.

We hope you find this guide for usage straightforward and easy to understand — and we encourage you to bring any questions or concerns regarding our marks to the attention of Trulieve® by contacting us at brands@trulieve.com.



## **Brand Promise**

# A more tasteful cannabis experience.



## **Target Audience**

#### **Daily Users, Moms Who Toke, Stressed Out Millennials**

For consumers that are looking for a discrete vape alternative to heavy-tasting cannabis products that offers them relaxation and wellness benefits.

## **Target Audience Profiles**



#### Daily Users

(equally likely to be male)

Parker is a 25-year-old college graduate who lives in Gainesville, Florida. Parker started using cannabis as a teenager. As an adult, Parker continues to use cannabis throughout the day – sometimes to help focus, or to unwind at the end of a long day. Cannabis has become part of her daily routine, and she enjoys trying new products but her favorite form is flower.

#### **Key Takeaways:**

- High spend consumers
- Very frequent users
- Passionate about flower but more likely to be interested in concentrates
- Describe use as recreational
- Many reasons for using cannabis, particularly for unwinding, socializing, or to stimulate creativity



#### Moms Who Toke

Sarah, 37, is mother of two from Tuscon, Arizona. Sarah knows her cannabis strains and how they affect her. She uses her favorite sativa to get into the groove of cleaning the house, a specific indicadominant hybrid for scrolling social media in the evenings, and 15 mg of an edible for socializing with friends. She always has the right product for however she wants to decompress.

#### **Key Takeaways:**

- High spend consumers
- Frequent users
- A variety of products but prefers vape products for discretion
- Top reasons include emotional relief, energy, and socializing



## Stressed Out Millennials

(equally likely to be female)

Noah is a 30-year-old college graduate who lives in Philadelphia, Pennsylvania. He has a full-time job, and lives with his partner in the city. Noah consumes cannabis every couple of days to relax and unwind. Noah doesn't always like to smoke, and will use edibles, and sometimes vape products.

#### **Key Takeaways:**

- Mid to high spender
- · Frequent user
- Open to all forms
- Wide range of reasons for using, particularly for unwinding and socializing



## **Brand Positioning**

Co2lors<sup>™</sup> is a range of tastefully designed vape products bursting with flavors and botanically-derived terpenes that combine to create a cannabis experience that is as potent as it is pleasing to the eyes and taste buds.



## **Brand Objective**

To be recognized as a tasteful alternative to traditional cannabis products, delivering big flavors and effects at modest prices.



## Brand Pillars & Reasons to Believe

#### **Tasteful**

Naturally flavored products that are delicious and designed to be shown off.

- · Natural, delicious flavors
- · Made with botanically-derived terpenes
- · No heavy cannabis taste
- Aesthetically pleasing products and packaging

#### **Convenient**

Affordable, ready-to-enjoy products that discretely fit into everyday routines.

- · Affordable price
- · Refillable and rechargeable
- $\boldsymbol{\cdot}$  Discretely fit into the palm of your hand
- $\boldsymbol{\cdot}$  Easy-draw system with no buttons

#### **Effective**

Potent, but flavorful products that are expertly formulated to reflect the flavor and effects of cannabis but without the typical heavy taste or smell.

· Ultra pure oil that is 100% plant-derived



## **Brand Personality**

## Lively

We are...fresh, contemporary, and energized.

## **Enticing**

We are...eye-catching, intriguing, and fun.

#### **Bold**

We are...confident, direct, and enthusiastic.



## Logomarks

## **Primary**

(Usage of any Co2lors™ logomark MUST be approved by the Trulieve Creative Team.) Below are six designs that establish the foundation for usage of our key asset: our logomark. Primaries are the approved usage on marketing materials, while the packaging versions are designed for packaging only.











**PRIMARY** LOGOMARK BLACK

PRIMARY LOGOMARK SCARLET

PRIMARY LOGOMARK AMBER

PRIMARY LOGOMARK KELLY

PRIMARY LOGOMARK **AZURE** 

## Logomarks

## **Minimum Sizes for Reproduction**

(Usage of any Co2lors™ logomark MUST be approved by the Trulieve Creative Team.) Establishing a minimum size ensures that the impact and legibility of the logomark is not compromised in application. Due to the higher resolution available in print versus that of screen-based media (300dpi vs 72dpi respectively), we are able to reproduce the logomark at a fractionally smaller size in print without any graphic deterioration.



13mm Minimum

PRIMARY LOGOMARK



50px Minimum

#### **Primary Approved Usage**

(Usage of any Co2lors<sup>™</sup> logomark MUST be approved by the Trulieve Creative Team.) The images below show proper use of the Primary logomark in the preferred color palette for Co2lors<sup>™</sup>: the Primary on White, and on each of the Flavor Variations, as well as Black and



CO-lors"

**colors** 

CO-LOTS"

**colors** 

colors

PRIMARY ON WHITE SCARLET ON WHITE AMBER ON WHITE KELLY ON WHITE AZURE ON WHITE WHITE ON BLACK



BLUEBERRY PRIMARY ON SECONDARY



SWEET MELON PRIMARY ON SECONDARY



STRAWBERRY LEMONADE PRIMARY ON SECONDARY



GRAPE DREAMS PRIMARY ON SECONDARY



STRAWNANA PRIMARY ON SECONDARY



APRICOT PRIMARY ON SECONDARY



COSMIC APPLE PRIMARY ON SECONDARY



WILD BERRY PRIMARY ON SECONDARY



WHITE CHERRY PRIMARY ON SECONDARY



WHITE CHERRY BOMB POP PRIMARY ON SECONDARIES

#### **Packaging Approved Usage**

(Usage of any Co2lors™ logomark MUST be approved by the Trulieve Creative Team.) The images below show proper use of the Primary



BLUEBERRY PRIMARY ON SECONDARY colors

SWEET MELON PRIMARY ON SECONDARY colors"

STRAWBERRY LEMONADE PRIMARY ON SECONDARY co-lors

GRAPE DREAMS PRIMARY ON SECONDARY



STRAWNANA PRIMARY ON SECONDARY



APRICOT PRIMARY ON SECONDARY



COSMIC APPLE PRIMARY ON SECONDARY



WILD BERRY PRIMARY ON SECONDARY



WHITE CHERRY PRIMARY ON SECONDARY



WHITE CHERRY BOMB POP PRIMARY ON SECONDARIES

## **Vertical Packaging Approved Usage**

(Usage of any Co2lors<sup>™</sup> logomark MUST be approved by the Trulieve Creative Team.) The images below show proper use of the Co2lors<sup>™</sup> Primary logomark in vertical orientation in the flavor variations.



#### **Primary Clearspace**

(Usage of any Co2lors™ logomark MUST be approved by the Trulieve Creative Team.) The image below shows proper clearspace surrounding the Co2lors™ Primary logomark. As you can see, the required clearspace is proportional to the letters in the logomark. The height of the logomark is demarcated at the height of the lowercase "c" in the logomark. The clearspace above and below the logomark equals the value of the box marked "X". This is the same clearspace on the left and right ends of the logomark as well.



#### **Primary Unapproved Usage**

(Usage of any Co2lors™ logomark MUST be approved by the Trulieve Creative Team.) The images below depict unapproved usages for the Primary logomark, and, we hope, demonstrate convincingly why these uses are unapproved. These prohibitions are grounded in good design principles and in the science of human perception. As you can see, poor background colors, complex backgrounds, unapproved logomark colors, and added type-effects/distortions all compromise the integrity of the Primary logomark. Unapproved uses also water down the strength of our mark when we seek to defend it. For all these very good reasons, please avoid these misuses.



Do not place the logomark on unapproved background colors.



Do not place the logomark on unapproved background colors.



Do not place the logomark on unapproved background colors.



Do not add effects to logomark.



Do not place logomark on complex background images.









Do not alter colors of logomark.

Do not distort logomark vertically.

Do not distort logomark horizontally.

Do not place logomark at an angle.



## **Color Palette**

#### Pantone Coated, CMYK, RGB, HEX

Accurate color reproduction is vital to proper usage of the Co2lors™ logomark and all marketing materials. Acceptable primary and secondary color options are shown below. Because materials and reproduction methods can significantly affect color accuracy, care must be taken when reproducing colors on all communications. Please consult with the Creative Department if you have any questions or need further guidance.

#### PRIMARY COLOR PALETTE

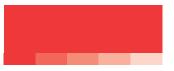
These are our primary, as in most frequently used, colors. Vibrant and approachable, these colors should be the first choice when representing Co2lors™.



RICH BLACK
PANTONE BLACK 6 C
CMYK 0 100 80 5
RGB 200 16 46
HEX #C8102E



AZURE
PANTONE 2995 C
CMYK 0 68 96 0
RGB 255 103 32
HEX #FF6720



SCARLET
PANTONE 1788 C
CMYK 93 32 0 0
RGB 0 125 186
HEX #007DBA



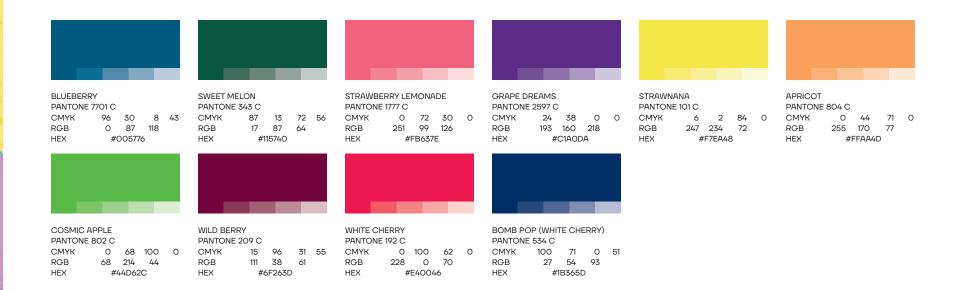


KELLY
PANTONE 368 C
CMYK 91 0 93 0
RGB 0 159 77
HEX #009F4D

## **Color Palette**

#### Primary Packaging, Pantone Coated, CMYK, RGB, HEX

These are our Primary, as in most frequently used, colors. Vibrant and approachable, these colors should be the first choice when representing Co2lors™. Accurate color reproduction is vital to proper usage of the Co2lors™ logomark and all marketing materials. Acceptable primary and secondary color options are shown below. Because materials and reproduction methods can significantly affect color accuracy, care must be taken when reproducing colors on all communications. Please consult with the Creative Department if you have any questions or need further guidance.



## **Color Palette**

#### Secondary Packaging, Pantone Coated, CMYK, RGB, HEX

These are our Secondary, as in less frequently used, colors. Vibrant and approachable, these colors should be the first choice when representing Co2lors™. Accurate color reproduction is vital to proper usage of the Co2lors™ logomark and all marketing materials. Acceptable primary and secondary color options are shown below. Because materials and reproduction methods can significantly affect color accuracy, care must be taken when reproducing colors on all communications. Please consult with the Creative Department if you have any questions or need further guidance.



BLUEBERRY SECONDARY PANTONE 2915 C CMYK 58 8 0 0 RGB 98 181 229 HEX #62B5E5



SWEET MELON SECONDARY PANTONE 353 C CMYK 42 O 44 O RGB 128 224 167 HEX #80EOA7



STRAWBERRY LEMONADE
SECONDARY
PANTONE 101 C
CMYK 6 2 84 0
RGB 247 234 72
HEX #F7EA48



GRAPE DREAMS
SECONDARY
PANTONE 528 C
CMYK 31 54 0 0
RGB 181 128 209
HEX #B580D1



STRAWNANA
SECONDARY
PANTONE 1777 C
CMYK 0 72 30 0
RGB 251 99 126
HEX #FB637E



APRICOT
SECONDARY
PANTONE 1345 C
CMYK 0 13 50 0
RGB 253 208 134
HEX #FDD086



COSMIC APPLE
SECONDARY
PANTONE 587 C
CMYK 7 0 51 0
RGB 227 228 141
HEX #E3E48D



WILD BERRY SECONDARY PANTONE 207 C CMYK 0 100 59 26 RGB 165 0 52 HEX #A50034



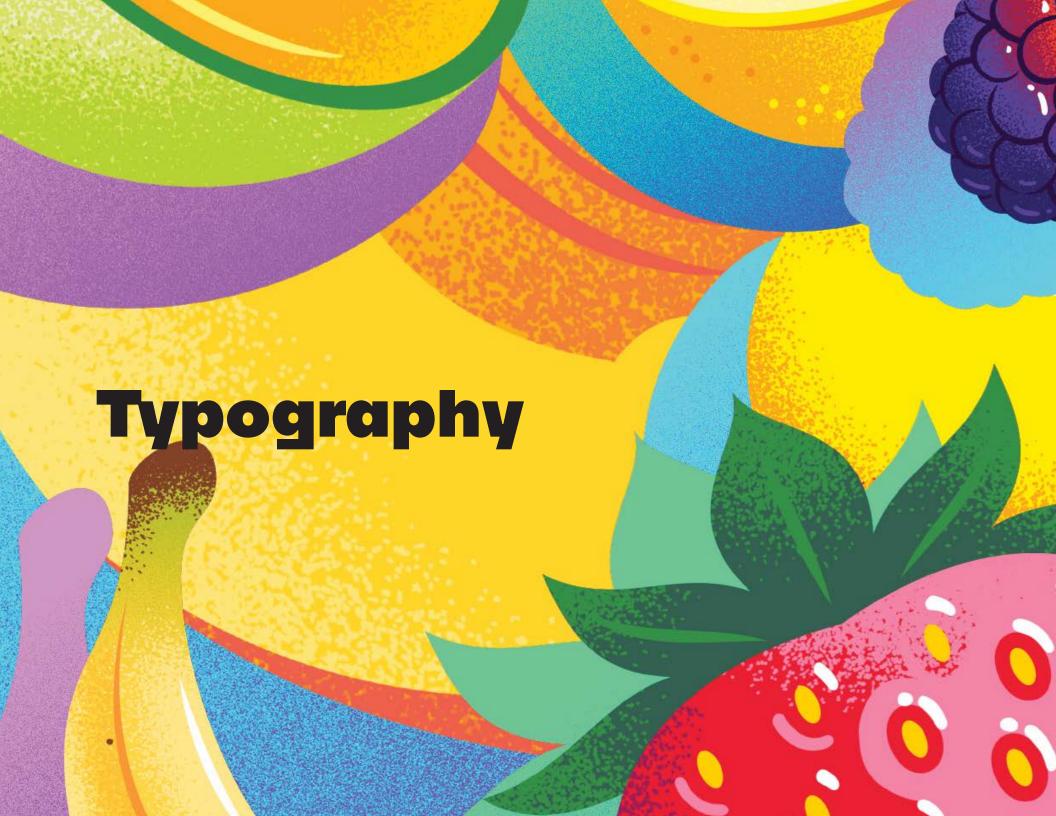
WHITE CHERRY
SECONDARY
PANTONE 196 C
CMYK 0 21 2 0
RGB 236 199 205
HEX #ECC7CD



BOMB POP (WHITE CHERRY)
SECONDARY
PANTONE 2995 C
CMYK 79 3 0 0
ROB 0 169 224
HEX #00A9E0



BOMB POP (WHITE CHERRY)
SECONDARY
PANTONE 1788 C
CMYK 0 93 82 0
RGB 238 39 55
HEX #EE2737



## **Typography**

#### TT Firs Neue, Primary Headline Typeface

(This typeface will be used on all marketing materials.) TT Firs Neue is the primary headline typeface and should be used for all communications and marketing materials. There are eighteen weights of TT Firs Neue. We will only use two of these weights, Black and Black Italic. As a rule of thumb, TT Firs Neue is used for headlines and product names. The italic weight should only be used for emphasis or common appropriate uses.

## ABCDEFGHIJKLM NOPQRSTUVWXYZ abcdefghijklm nopqrstuvwxyz 1234567890

TT Firs Neue Black - Kerning: Optical / Tracking: O

## ABCDEFGHIJKLM NOPQRSTUVWXYZ abcdefghijklm nopqrstuvwxyz 1234567890

TT Firs Neue Black Italic - Kerning: Optical / Tracking: O

## **Typography**

#### **TT Firs Neue, Secondary Typeface**

(This typeface will be used on all marketing materials.) TT Firs Neue is the secondary typeface and should be used on communications and marketing materials. There are eighteen weights of TT Firs Neue. **We will only use the following: Regular, Italic, Bold, and Bold Italic.** As a rule of thumb, TT Firs Neue Regular is used for body copy. The Bold and Italic weights should only be used for emphasis or common appropriate uses.

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890

TT Firs Neue Regular - Kerning: Optical / Tracking: O

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890

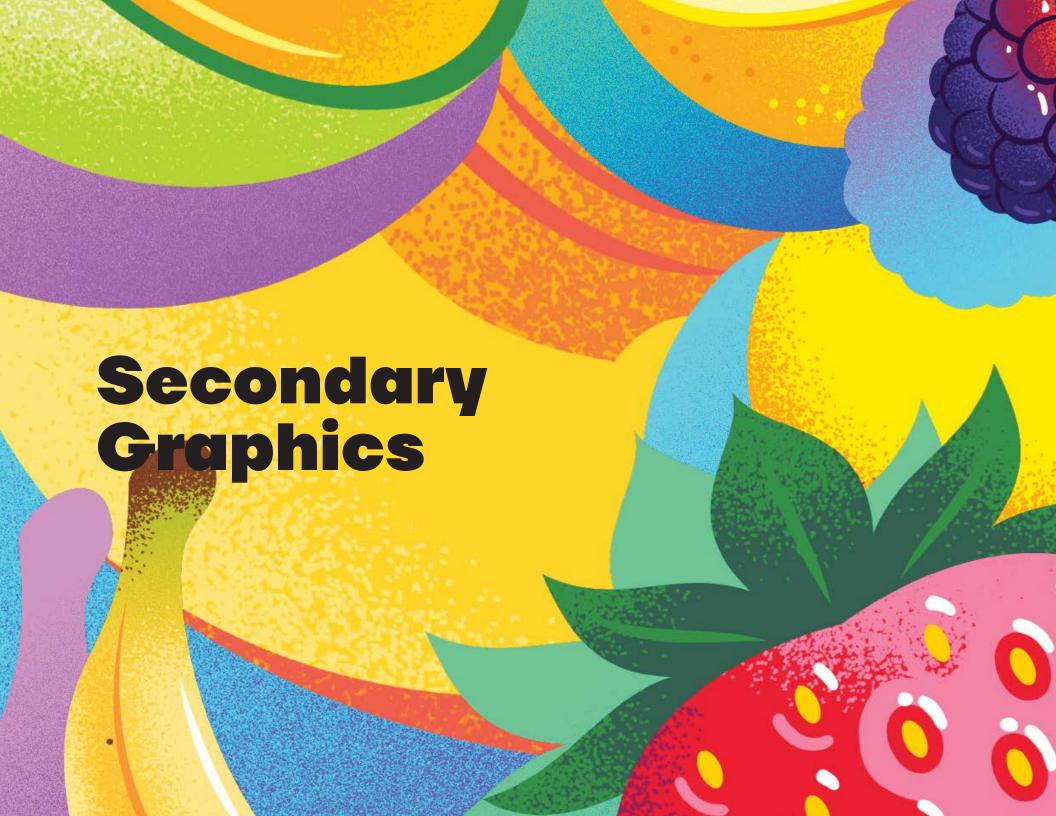
TT Firs Neue Italic - Kerning: Optical / Tracking: O

# ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890

TT Firs Neue Bold - Kerning: Optical / Tracking: O

# ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890

TT Firs Neue Bold Italic - Kerning: Optical / Tracking: O



## **Fruit Graphics**



**BLUEBERRY** 



SWEET MELON



STRAWBERRY LEMONADE



**GRAPE DREAMS** 



STRAWNANA



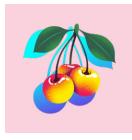
APRICOT



COSMIC APPLE



WILD BERRY



WHITE CHERRY



BOMB POP WHITE CHERRY

#### **Blueberry**



BLUEBERRY GROUP



BLUEBERRY HALF 1



BLUEBERRY HALF 2



BLUEBERRY SINGLE 1



BLUEBERRY SINGLE 2



BLUEBERRY SINGLE 3

#### **Sweet Melon**



SWEET MELON WHOLE



SWEET MELON HALF



SWEET MELON SLICE 1



SWEET MELON SLICE 2

#### **Strawberry Lemonade**



STRAWBERRY WHOLE 1



STRAWBERRY WHOLE 2



STRAWBERRY HALF



LEMON WHOLE



LEMON HALF

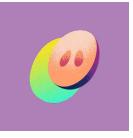


LEMON SLICE

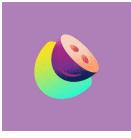
#### **Grape Dreams**



GRAPE DREAMS
CLUSTER



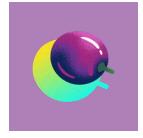
GRAPE DREAMS HALF 1



GRAPE DREAMS HALF 2



GRAPE DREAMS SINGLE 1



GRAPE DREAMS SINGLE 2



GRAPE DREAMS SINGLE 3

#### Strawnana



STRAWBERRY WHOLE 1



STRAWBERRY WHOLE 2



STRAWBERRY HALF



BANANA WHOLE



BANANA HALF



BANANA SLICE

#### **Apricot**







**APRICOT** HALF



**APRICOT** HALF



APRICOT SLICE 1



**APRICOT** SLICE 2

#### **Cosmic Apple**



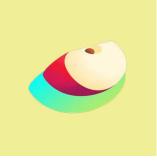
COSMIC APPLE WHOLE



COSMIC APPLE HALF 1



COSMIC APPLE HALF 2



COSMIC APPLE SLICE 1



COSMIC APPLE SLICE 2

#### **Wild Berry**



WILD BERRY WHOLE



WILD BERRY SINGLE 1



WILD BERRY SINGLE 2



WILD BERRY SINGLE 3

#### **White Cherry**



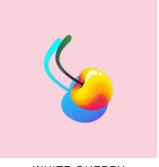
WHITE CHERRY WHOLE



WHITE CHERRY HALF



VHITE CHERRY SINGLE 1



WHITE CHERRY SINGLE 2



WHITE CHERRY SINGLE 3

#### **Bomb Pop White Cherry**



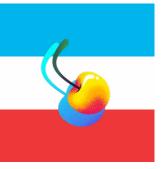
WHITE CHERRY WHOLE



WHITE CHERRY HALF



WHITE CHERRY SINGLE 1



WHITE CHERRY SINGLE 2



WHITE CHERRY SINGLE 3



## **Packaging Examples**



Actual packaging my differ slightly due to compliance regulations.



# **Sample Marketing Assets**



#### Trademarks & Copyright

#### Co2lors™ Trademark Registration & Copyright Information

It is very important to comply with the rules laid out below for establishing practices regarding our brand Trademark and Copyrights. Consistent adherence to these rules is the single most essential evidence we must provide when we defend our rights to exclusive use of our marks, and for proving ownership of intellectual property we generate and share in written and/or visual form.

A Registered Trademark Symbol ® or Trademark Symbol ™ is required upon the first use of the mark in text or any body copy. This rule holds true even if the symbol was already used in the headline.

REGISTERED TRADEMARK SYMBOL ® Trulieve® holds a U.S. Trademark with the USTPO for the company name, Co2lors®, in the following categories. As such, the Registered Trademark Symbol ® is required to appear on these usages:

cannabis extract vaporizer products

®	CAT	NAME/LOGO	CATEGORY DESCRIPTION
®	35	Co2lors	Providing a website featuring information in the field of cannabis products;
			providing information in the field of cannabis-derived products, namely,

TRADEMARK SYMBOL ™ The Trademark Symbol ™ should be used in any other instance and when in doubt.

COPYRIGHT

The following statement must be used on all Co2lors™ products and marketing materials:

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