

# Canada Outlook

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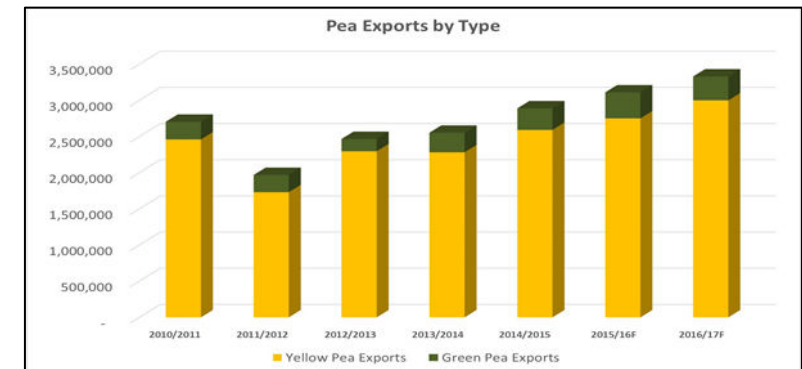
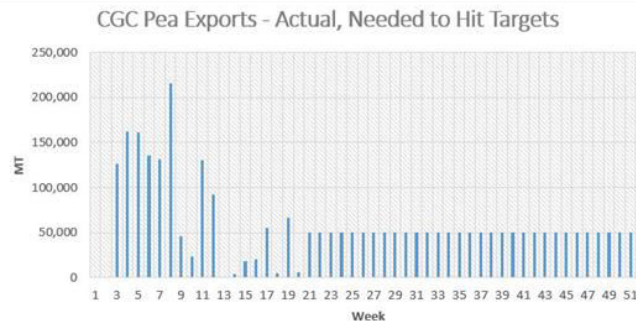
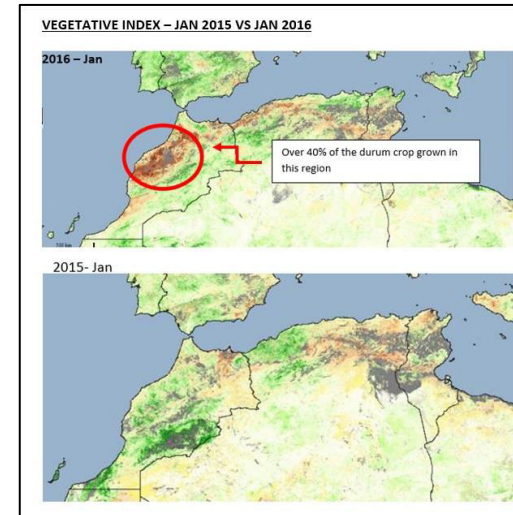
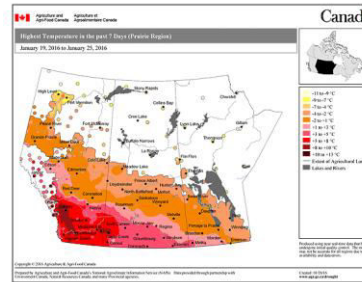
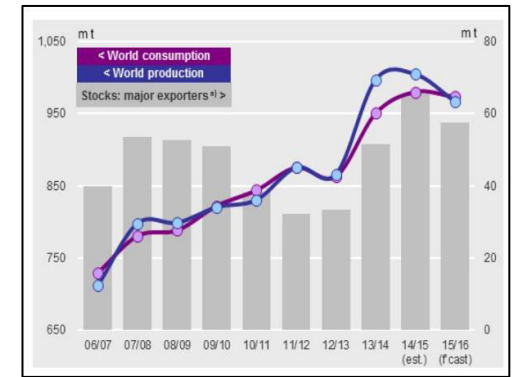
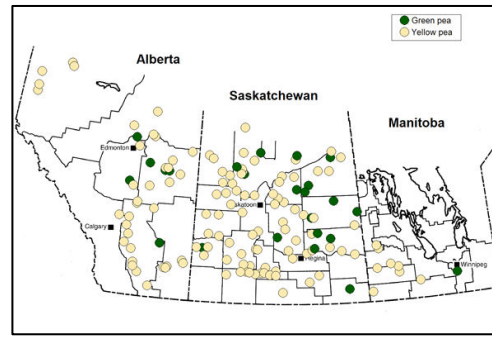
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# FarmLink

- Largest Grain Marketing consulting service in Canada
- Professionally-developed written analysis of grain, oilseed, pulses, special crop and other relevant markets.
- Ongoing recommendations and long-term strategy ideas.
- Know exact cost of production and ROI



# Farm At Hand

All farm data from seed to sale in one place and deployed where it's needed.



Field & Production data



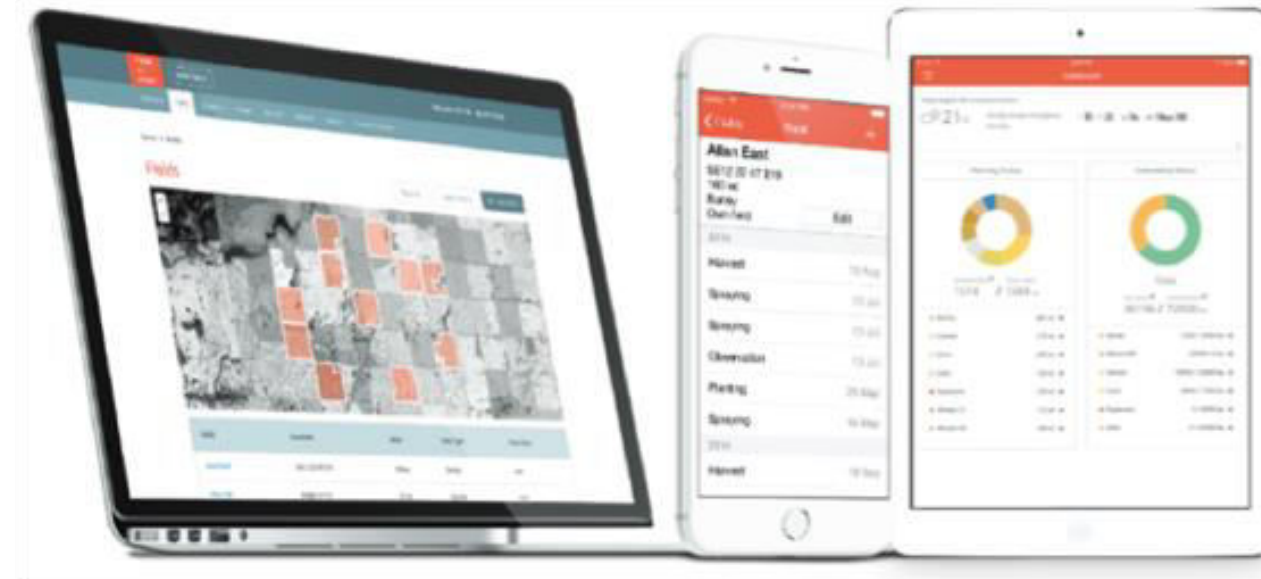
Crop inventory and Inputs



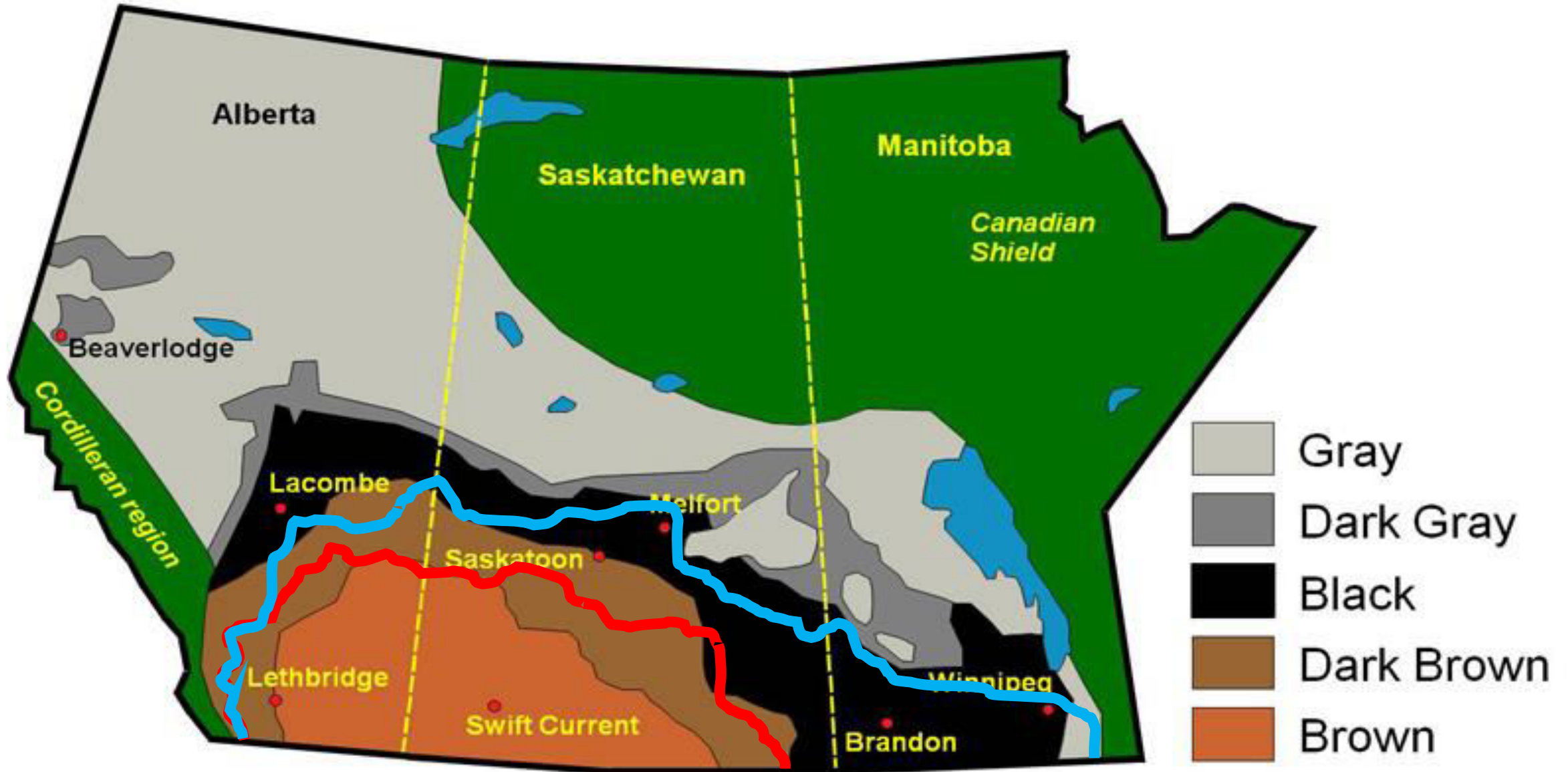
Sales data including contracts and deliveries



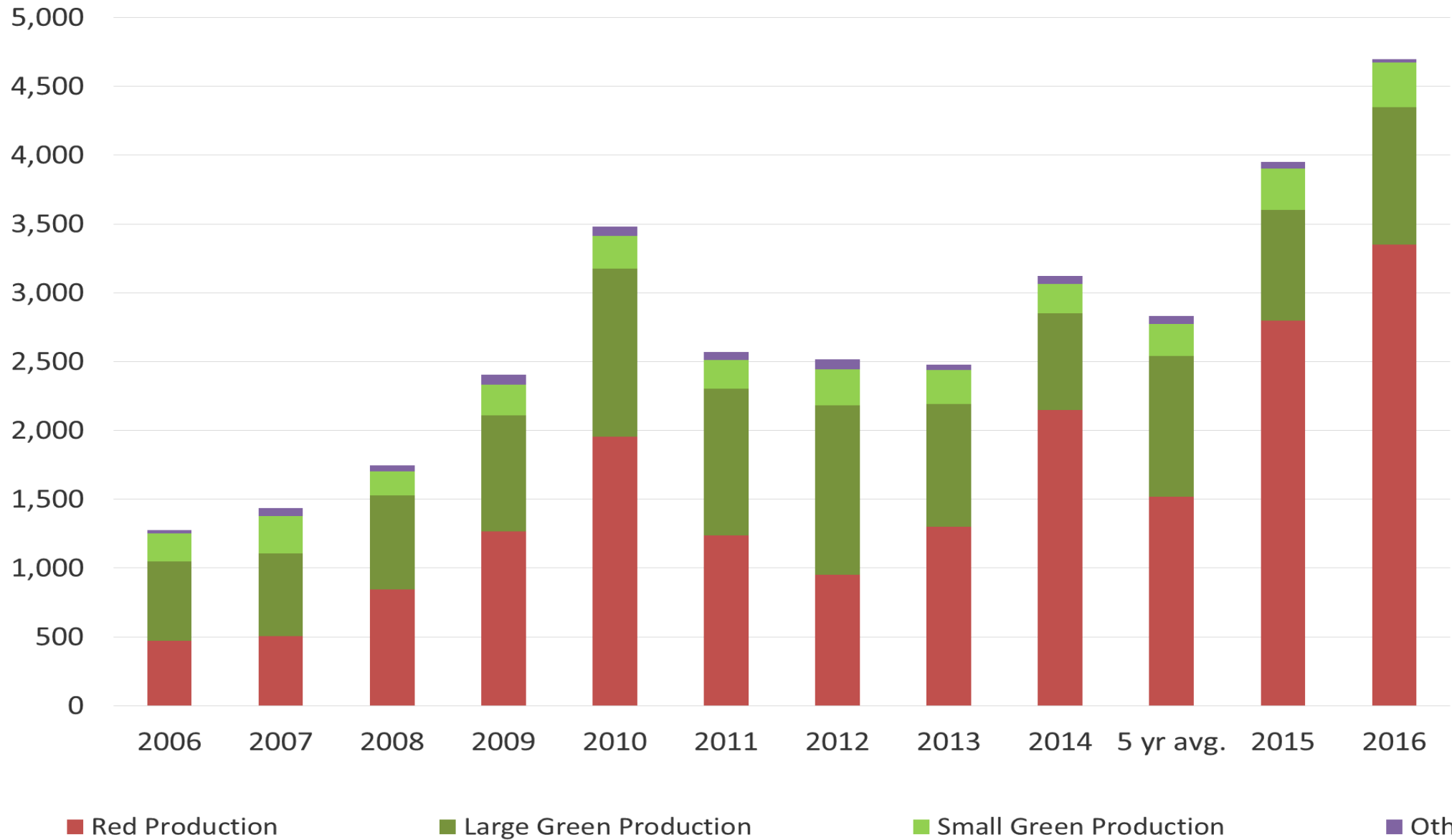
Equipment Data



# Major soil zones of the Prairie Region



# Canadian Lentil Area by Type

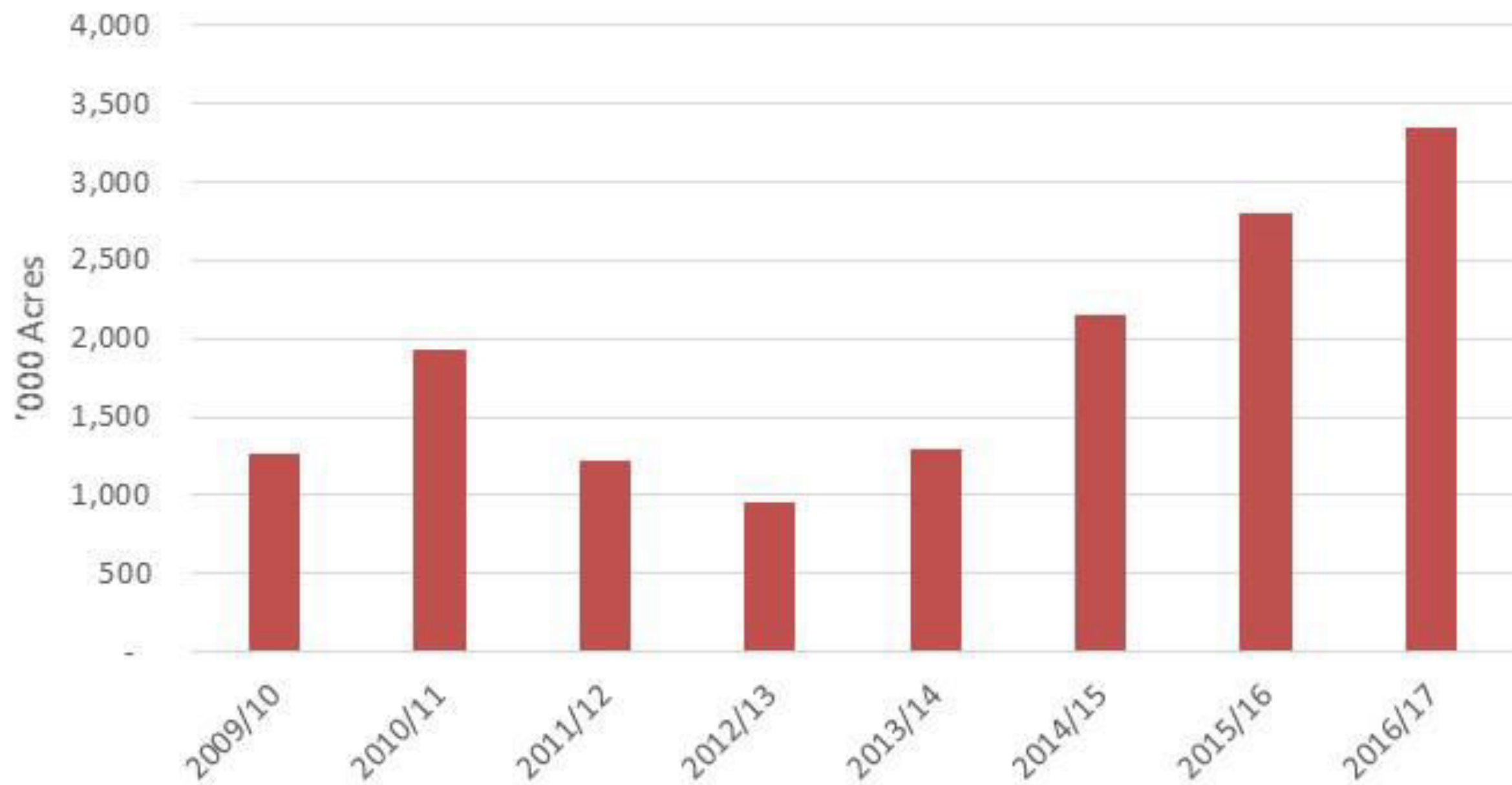




## Red Lentils

	2012/13	2013/14	2014/15	5 yr avg	2015/16	2016/17
<b>Carry in</b>	531	110	335	305	145	93
Seeded Area (acres)	950	1,300	2,150	1,513	2,800	3,350
Harvested area	931	1,287	1,998	1,450	2,786	3,246
Harvested %	98%	99%	93%	96%	97%	97%
(lbs per acre)	1,374	2,160	1,410	1,546	1,320	1,452
(tonnes per acre)	23	36	23.50	25.76	22.00	24.20
Production (MT)	580	1,261	1,278	1,001	1,668	2,138
<b>Total Supply</b>	<b>1,111</b>	<b>1,371</b>	<b>1,613</b>	<b>1,306</b>	<b>1,813</b>	<b>2,231</b>
Exports	890	1,026	1,324	879	1,500	1,770
Domestic	175	200	144	153	220	225
<b>Total Demand</b>	<b>1,065</b>	<b>1,226</b>	<b>1,468</b>	<b>1,032</b>	<b>1,720</b>	<b>1,995</b>
<b>Ending Stocks</b>	<b>110</b>	<b>335</b>	<b>145</b>	<b>325</b>	<b>93</b>	<b>236</b>
Stocks:Use	10%	27%	10%	39%	5%	12%

## Canadian Red Lentil Seeded Area



Lentils	1CAN	2CAN	extra 3 &/ or 3 CAN	sample
2005	27	38	29	6
2006	58	36	6	0
2007	45	44	11	0
2008	40	44	14	2
2009	48	45	6	1
2010	5	27	49	19
2011	39	49	11	1
2012	24	54	21	1
2013	35	54	11	0
2014	5	32	53	10
<b>10 yr avg</b>	<b>33</b>	<b>42</b>	<b>21</b>	<b>4</b>
<b>2015</b>	<b>21</b>	<b>54</b>	<b>24</b>	<b>1</b>

## 2016 Red Lentil production/grade

2.138 mmt total production

78% - Grade 2 or better = 1.667 mmt

10% - Grade 3 – 3X = 0.214 mmt

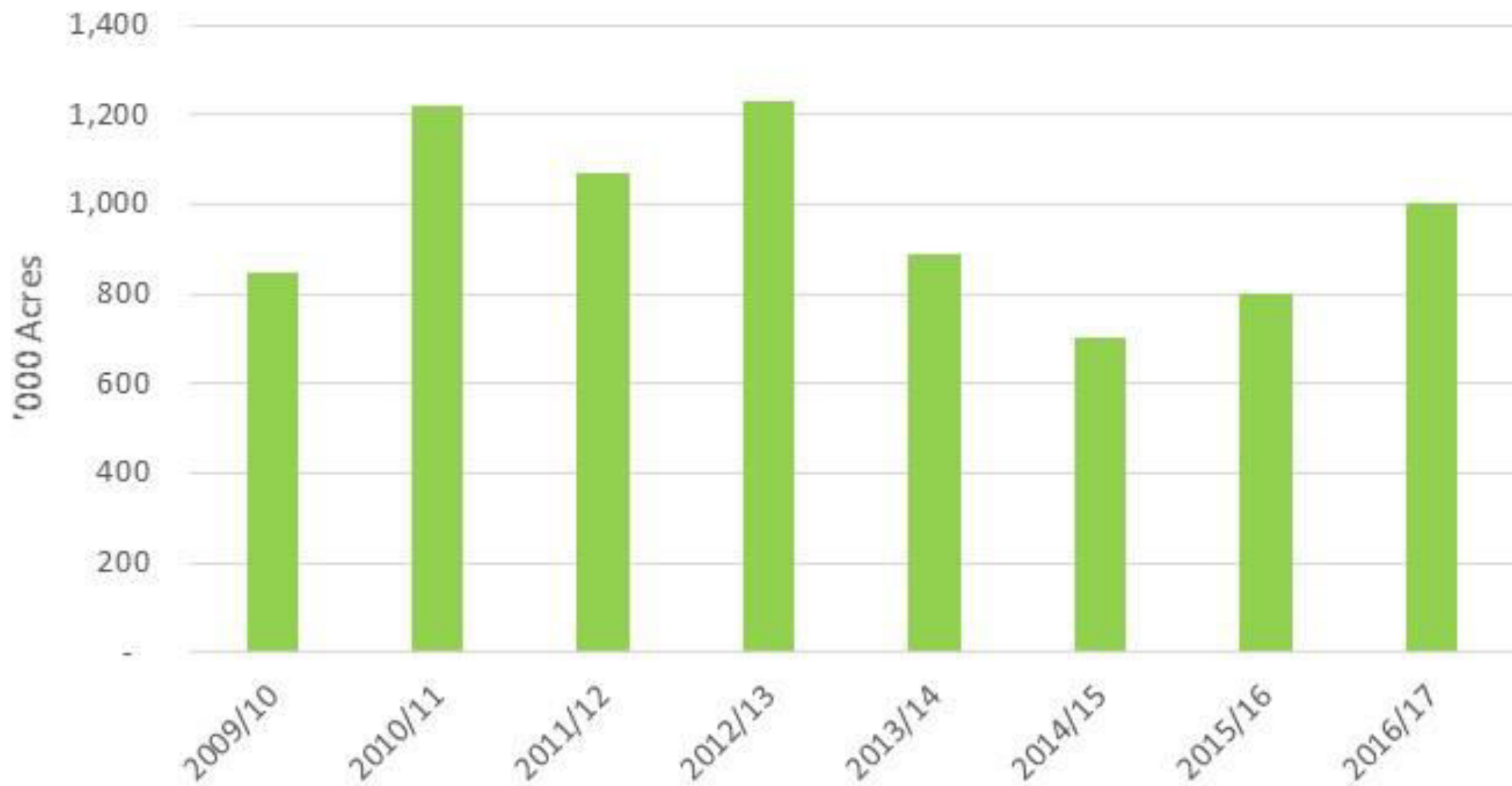
12% Grade – Feed = 0.257 mmt



**Large Green Lentils**      **2012/13**    **2013/14**    **2014/15**    **5 year avg**    **2015/16**    **2016/17**

Beginning Stocks	<b>287</b>	<b>237</b>	<b>300</b>	<b>226</b>	<b>45</b>	<b>9</b>
Seeded Area (Acres)	1,230	890	700	1,022	800	1,000
Harvested Area	1,205	863	690	987	784	969
Harvested %	98%	97%	99%	97%	98%	97%
Average yield (lbs per acre)	1,306	1,920	1,255	1,424	1,290	1,428
Average yield (tonnes per acre)	23	32	21	24.3	21.5	23.8
Production (MT)	748	740	393	647	459	628
<b>Total Supply</b>	<b>1,035</b>	<b>977</b>	<b>693</b>	<b>872</b>	<b>504</b>	<b>636</b>
Exports	605	590	575	527	450	575
Domestic	190	280	73	154	45	45
<b>Total Demand</b>	<b>795</b>	<b>870</b>	<b>648</b>	<b>681</b>	<b>495</b>	<b>620</b>
<b>Ending Stocks</b>	<b>237</b>	<b>300</b>	<b>45</b>	<b>230</b>	<b>9</b>	<b>16</b>

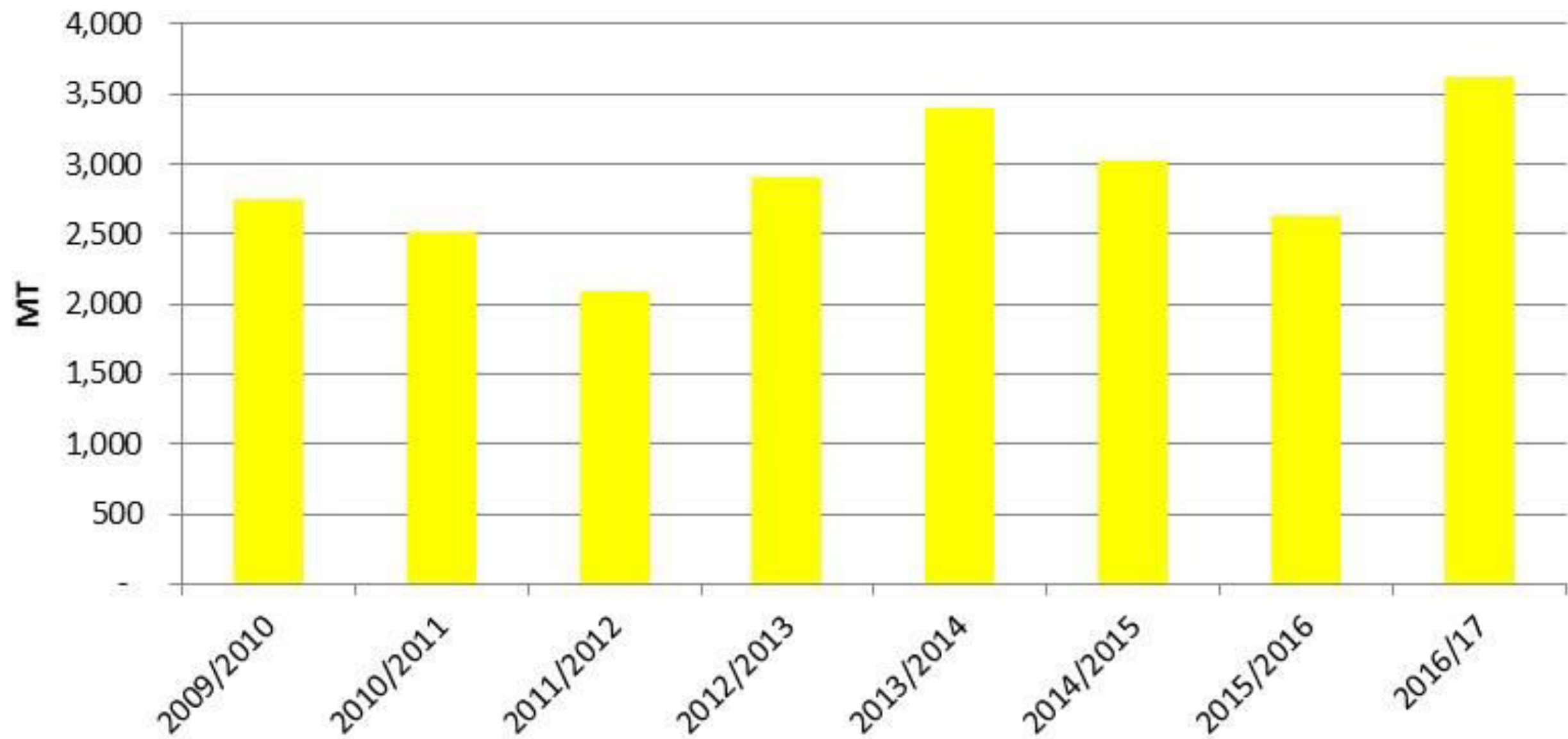
## Canadian Large Green Lentil Seeded Area



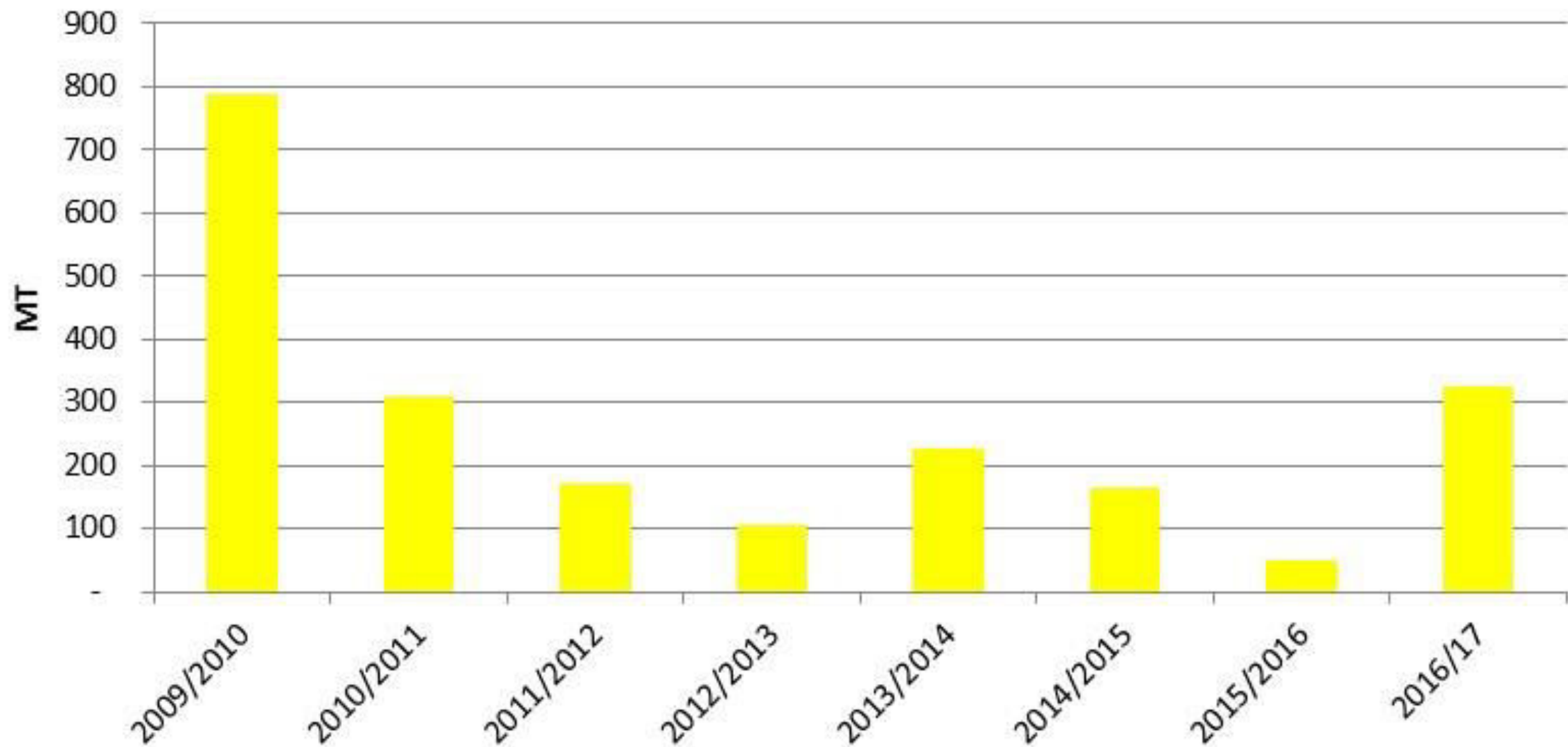
## Canadian Yellow Pea Supply and Demand

	2013/14	2014/15	5 YR AVG	2015/16	2016/17
Beginning Stocks	105	225	325	187	15
Seeded Area (Acres)	2,775	3,135	2,716	3,100	3,650
Harvested Area (Acres)	2,747	3,088	2,642	3,065	3,592
Yield (bu/acre)	45.6	35.9	38	31.5	38.0
Production	3,409	3,017	2,719	2,628	3,714
Imports	20	15	14	100	10
<b>Total Supply</b>	<b>3,534</b>	<b>3,257</b>	<b>3,058</b>	<b>2,915</b>	<b>3,739</b>
Exports	2,282	2,794	2,285	2,750	3,000
Domestic Use	1,000	275	604	150	500
<b>Total Demand</b>	<b>3,282</b>	<b>3,069</b>	<b>2,889</b>	<b>2,900</b>	<b>3,500</b>
<b>Ending Stocks</b>	<b>225</b>	<b>187</b>	<b>169</b>	<b>15</b>	<b>239</b>
Stocks to Use	8%	0%	6%	4%	4%

# Canadian Yellow Pea Production



# Canadian Yellow Pea Ending Stocks



## Canadian Green Pea Supply and Demand

	2013/14	2014/15	5 YR AVG	2015/16	2016/17
Beginning Stocks	69	84	104	242	212
Seeded Area (Acres)	515	825	559	580	450
Harvested Area (Acres)	497	817	532	565	446
Yield (bu/acre)	40	34	36	32	36
Production	540	794	494	498	436
Imports	5	16	9	2	1
<b>Total Supply</b>	<b>614</b>	<b>894</b>	<b>607</b>	<b>742</b>	<b>650</b>
Exports	280	300	322	360	330
Domestic Use	250	350	179	170	200
<b>Total Demand</b>	<b>530</b>	<b>650</b>	<b>501</b>	<b>530</b>	<b>530</b>
Ending Stocks	<b>84</b>	<b>242</b>	<b>106</b>	<b>212</b>	<b>120</b>
Stocks to Use	16%	37%	21%	40%	23%



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