

Canaryseed Market Outlook

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FarmLink
Marketing Solutions

Advice you can take to market

Outline

- Introduction to FarmLink Marketing Solutions
- Production
- Demand
- Price Trend
- Summary



FarmLink Marketing Solutions

Marketing Advisors manage individual clients' sales and farm business analysis.

The **Analytical Team** produces research, opinion and sales

Also:

- Hedging education and support
- Cash grain brokerage

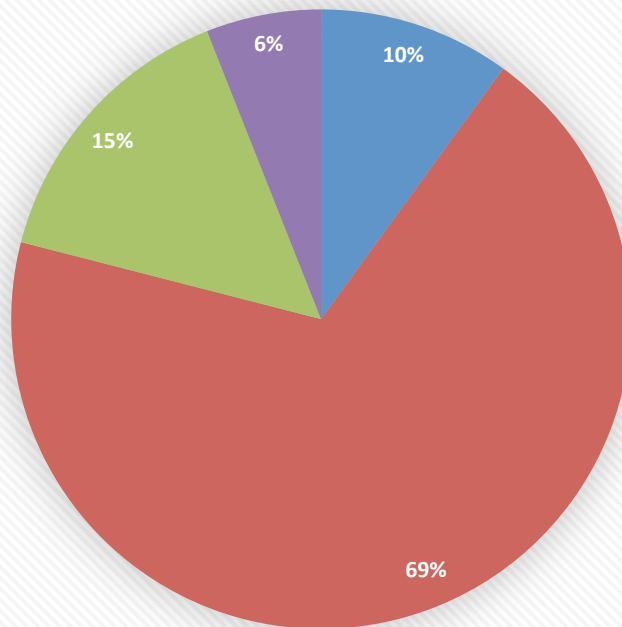


FarmLink Service Delivery

- BusinessLink and AdvisorLink – local Marketing Advisors working with individual farms
- StrategyLink – newsletter providing short, mid and long-term price direction and sales recommendations
- HedgeLink – hedging training and strategy support designed specifically for Prairie farms



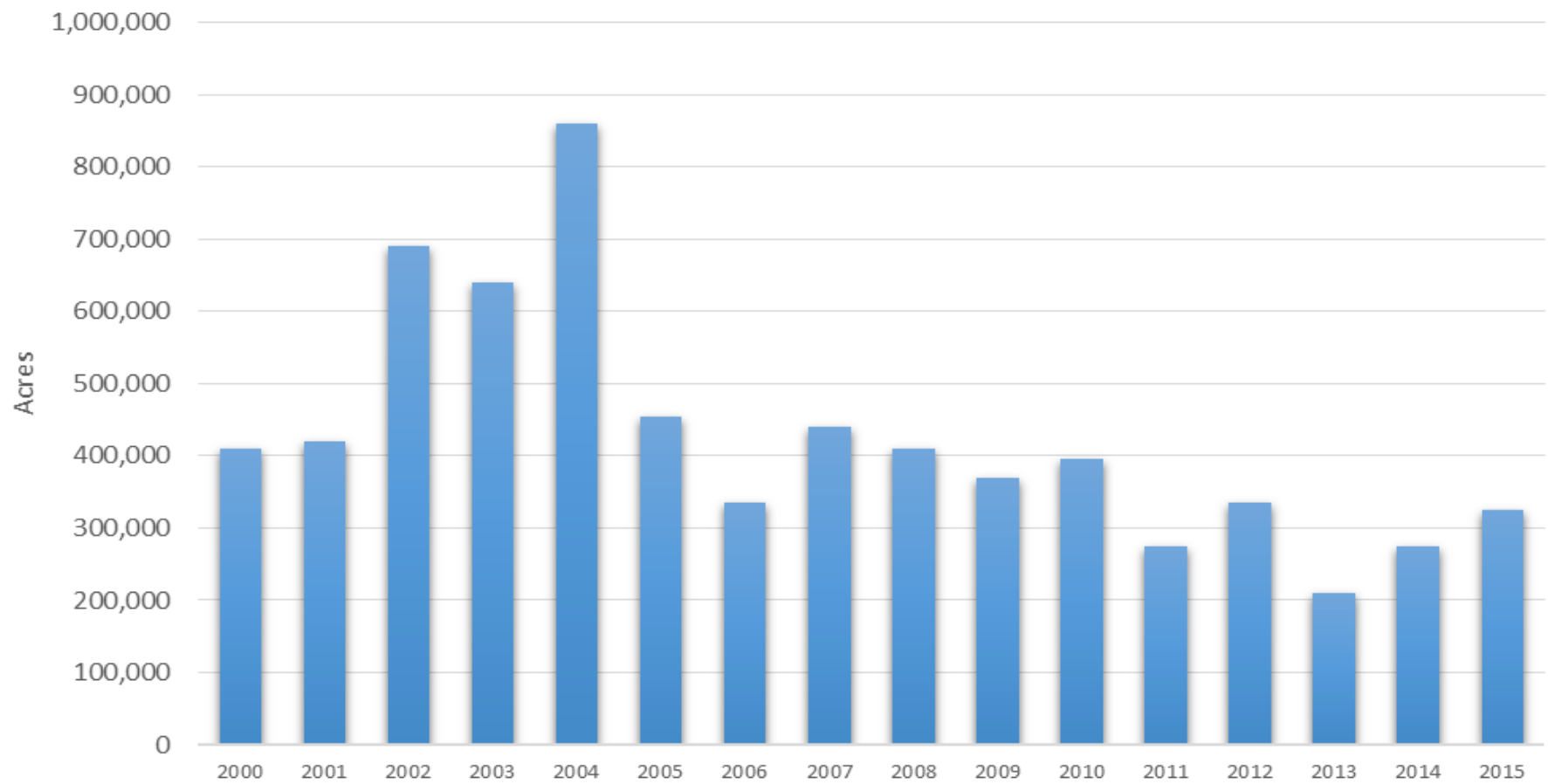
World Canaryseed Production



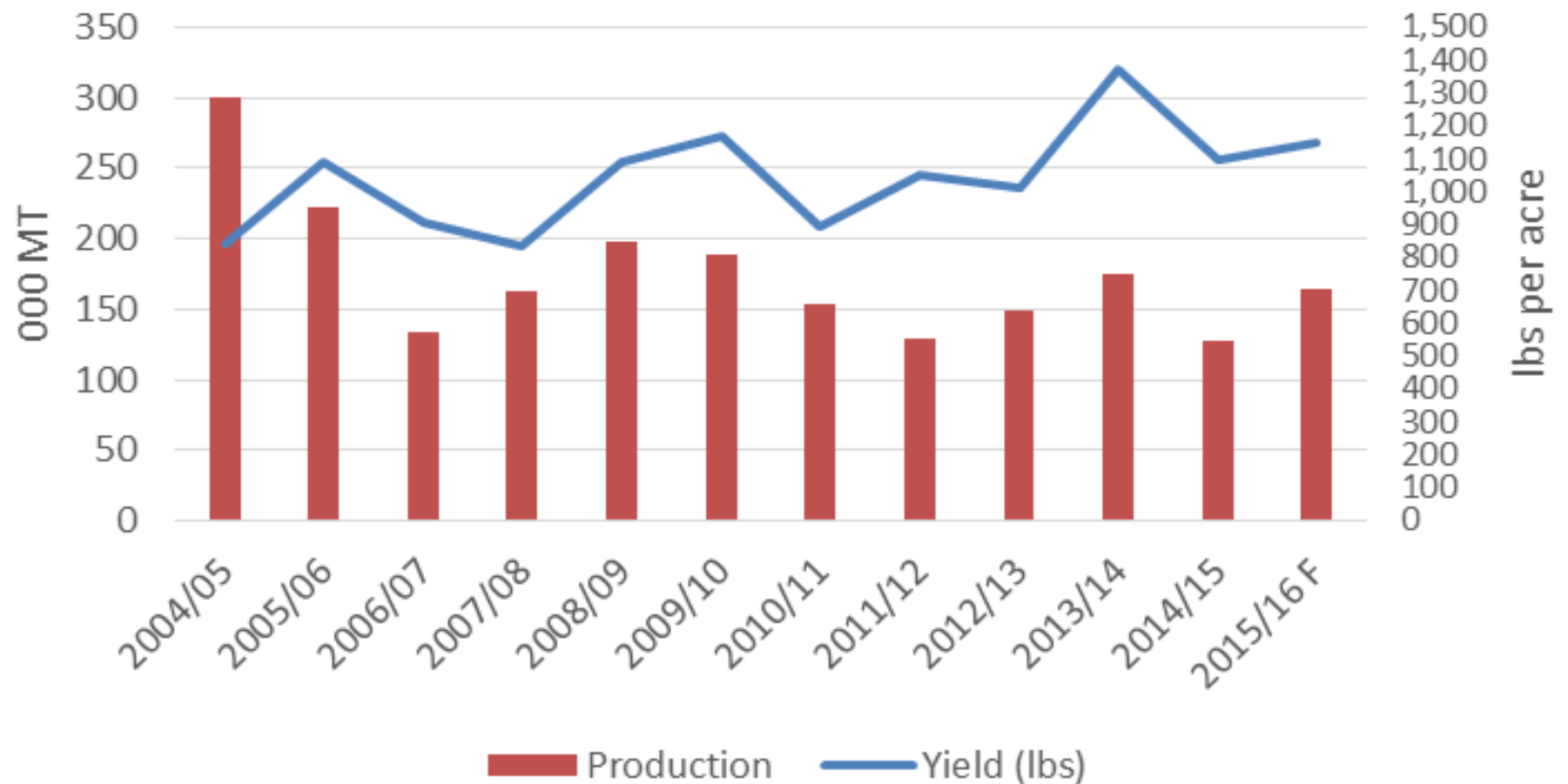
■ Argentina ■ Canada ■ Thailand ■ Other

Source: FAO

Canadian Canaryseed Seeded Area



Canaryseed Production and Yield



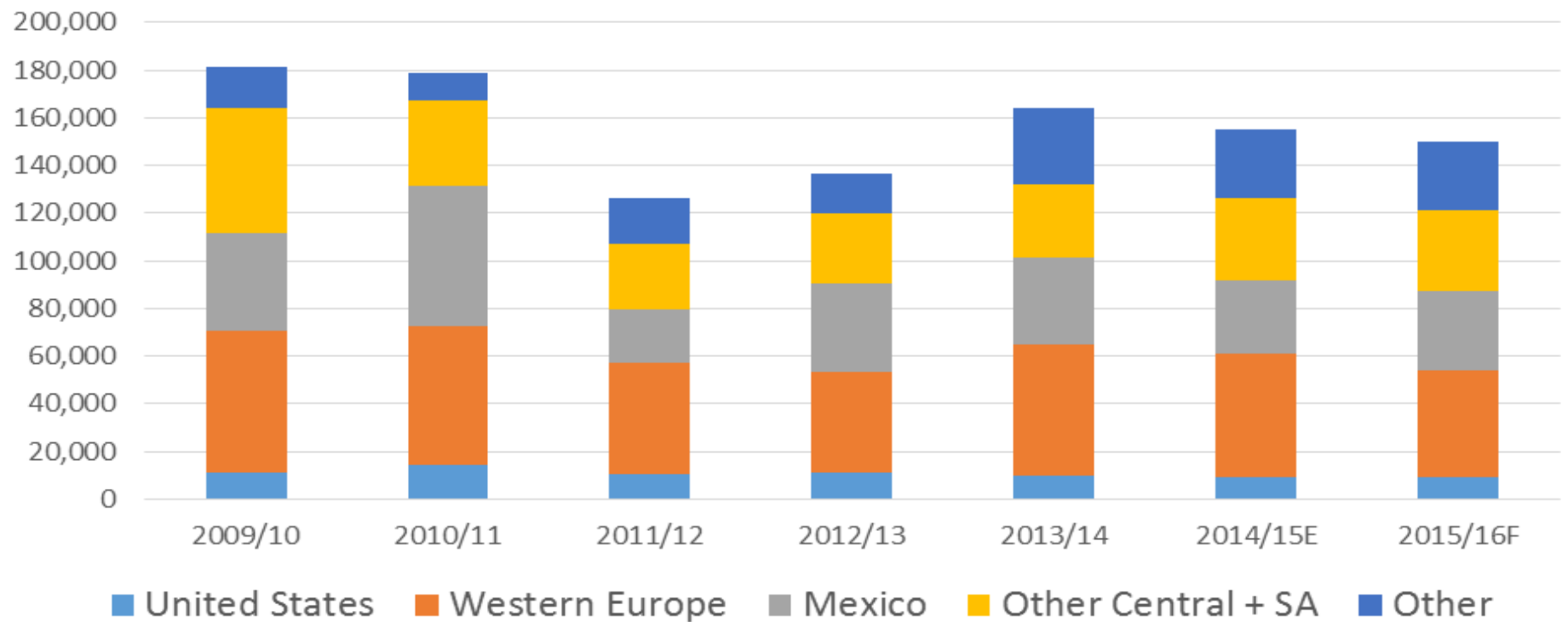
Canadian Canaryseed Supply and Demand

Crop Year	2004/05	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11	2011/12	2012/13	2013/14	5 year avg	2014/15	2015/16
Carryin	67	168	190	125	70	85	69	30	17	22	45	18	10
Seeded Area	860	455	335	440	410	370	395	275	335	220	319	275	325
Harvested Area	785	450	324	430	400	355	380	270	325	216	309	261	315
Harvested %	91%	99%	97%	98%	98%	96%	96%	98%	97%	98%	97%	95%	97%
Yield (bu)	16.9	21.8	18.1	16.7	21.8	23.4	17.8	21.0	20.3	27.5	22	21.8	22
Yield (lbs)	844	1,089	906	833	1,089	1,172	892	1,050	1,015	1,375	1,101	1,090	1,100
Production	301	222	133	162	198	189	154	129	150	134	151	129	157
Imports	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Supply	368	390	323	287	268	274	223	159	167	156	196	147	167
Domestic+SFR	37	15	20	13	30	24	14	15	8	-26	7	-18	15
Exports	163	185	178	204	153	181	179	126	137	164	157	155	145
Total Demand	200	200	198	217	183	205	193	142	145	138.5	164	137	160
Ending Stocks	168	190	125	70	85	69	30	17	22	18	31	10	7
stocks: use	84%	95%	63%	32%	47%	34%	16%	12%	15%	13%	18%	7%	4% <i>et</i>

Supply

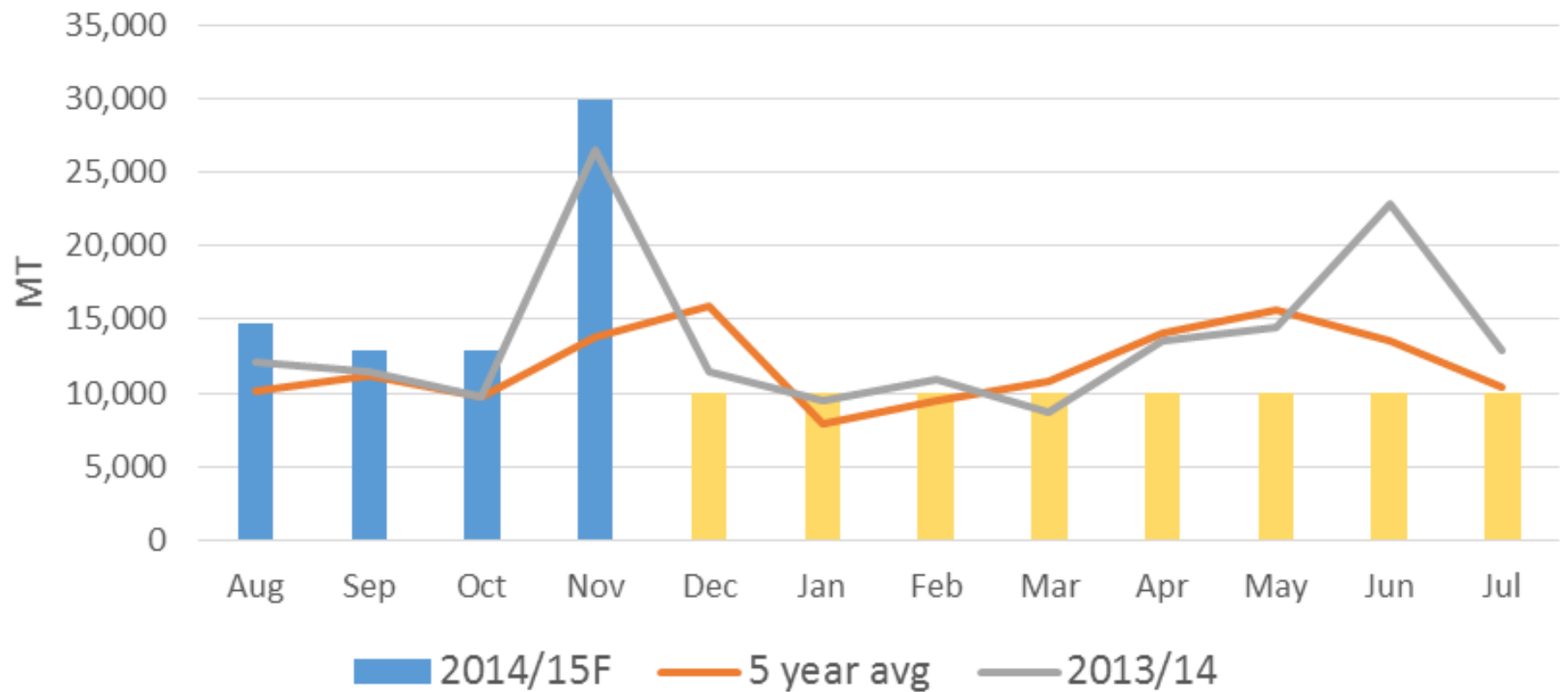
- Both production and supply ↓ in 2014/15
- Supply understated
- 2015/16 acres and production estimated to rebound slightly

Canadian Canaryseed Exports by Destination



Advice you can take to market

Canary Export Performance



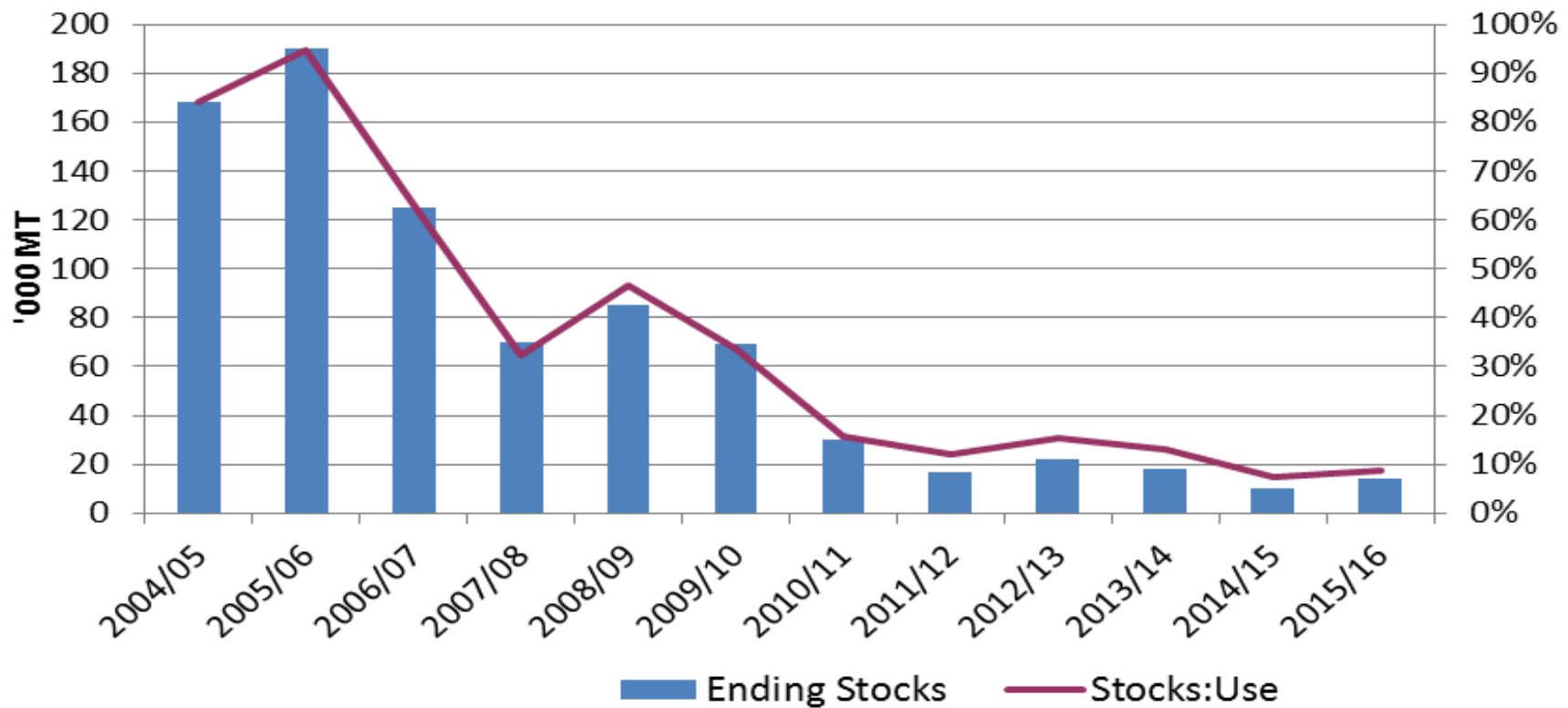
Demand

- Typical demand scenario in 2014/15
- Market needs to be supplied with 10-12K tonnes per month for usual destinations
- Firmer into winter

Price Trend

- Prices sensitive to the value of the Canadian dollar—Weaker CAD is supportive
- Values have firmed from pre-harvest levels and should continue to hold through 2015

Canadian Canaryseed Ending Stocks and Stocks:Use Ratio



2015 Outlook Summary

- ~20% increase in seeded area, from 275,000 in 2014 to 325,000 acres in 2015.
- Production is projected to rise to average levels, assuming normal abandonment and trend yield.
- Due to the very tight carryin stocks, total supplies will remain below average.
- Exports somewhat limited due to relatively small supplies.
- 2015/16 carryout stocks are expected to remain historically low.



Thanks For Your Attention

*For more information ask one of our Market
Advisors, or www.farmlinksolutions.ca*

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Advice you can take to market