



CANADIAN SOYBEANS: SUSTAINABLY GROWN, CUSTOMER FOCUSED





CANADIAN SOYBEANS DELIVER **QUALITY** **AND VALUE**

97%

OF CANADIAN FARMS
ARE **FAMILY OWNED**
AND OPERATED

Soybeans are currently grown on more than 2.3 million hectares (5.7 million acres) of Canadian farmland. From planting to harvest and beyond, our farmers and industry are dedicated to meeting customer specifications for quality and value. As the fastest-expanding crop in Canada over the past decade, we've earned a first-rate reputation for our oilseed and identity-preserved food-grade soybeans from customers around the world.

Proudly produced by Canadian farmers

Canadian farmers have proudly produced soybeans for more than 70 years. Today, the crop is grown on 31,520 family farms in seven provinces. Our growers are highly skilled and progressive, investing in innovative equipment and technology to continually grow a better crop. They are also supported by an extensive network of agronomists who advise them on optimal practices for planting, crop nutrition, pest management and harvesting.

Typical Canadian farms are multi-generational family businesses. Our growers are stewards of their land and dedicated to soil health through well-planned crop rotations, reduced tillage and sound pest management practices. This steadfast commitment to the environment and sustainable production helps ensure a thriving farm for future generations.

CANADA'S SOYBEAN-GROWING REGIONS

PROVINCE/REGION	2019 SEEDED HECTARES (ACRES)
Ontario	1,260,400 (3,114,500)
Quebec	366,700 (906,200)
Maritimes	27,200 (67,100)
Manitoba	594,700 (1,469,500)
Saskatchewan	60,700 (150,000)
Alberta	2,800 (7,000)



Superior growing conditions

Canada has one of the world's best environments for producing soybeans. We're renowned for clean air, productive land and pristine waters. Our vast expanses of farmland have fertile soils to support healthy roots and strong, productive soybean crops.

Canada has 20% of the world's fresh water supply.

In our traditional soybean-producing regions, the climate is moderated by the world's largest freshwater system, providing the uniform temperatures and rainfall that are essential for high protein levels, consistent quality and dependable yields, year after year.

Progressive plant breeding and production

In Canada, seed variety development is conducted by a vibrant research sector comprised of both private companies and publicly funded plant breeders. Universities, government agencies and seed companies actively develop soybeans that thrive in Canadian growing conditions with end-use characteristics tailored to buyer specifications. Extensive field-testing ensures that only the best varieties are brought into commercial production.

Canadian farmers grow these leading-edge soybeans using precision agriculture and technology. Innovations such as mobile applications, variable rate technology, autosteer, yield monitors, drones and global positioning systems (GPS) allow growers to make continuous improvements to their farm. GPS, for example, enables precision application of crop inputs to maximize efficiency, which has resulted in significant environmental benefits.

84% of all Canadian field crop producers use GPS tools, primarily for tracking or guidance systems (90%).

SUSTAINABLE FROM FIELD TO MARKET

Canada's soybean growers are committed to sustainable farming. They are mindful to adopt production practices that advance the soybean crop in an environmentally conscious way.

Transportation of Canadian soybeans to international markets is undertaken sustainably. Our geographic location and robust transportation infrastructure allow our exporters to service Asian and European markets more quickly and with less fuel than other soybean-producing countries.

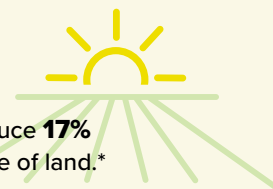


Healthier soils

Ontario production on soil classed as very high risk for losses decreased from **33%** to **17%***.

More efficient production

Canadian farmers produce **17%** more soybeans per acre of land.*



Efficient energy use

Canadian farmers use **26%** less energy to plant, grow and harvest soybeans.*

Reduced environmental footprint

Canadian farmers improved the net greenhouse gas footprint per unit of soybean output by **17%***.



Action plans for the environment

84% of Quebec farms and **75%** of Ontario farms have an Environmental Farm Plan (EFP) to put environmentally sustainable practices into action.

Keeping carbon in the soil

No-till practices increased from **4.5M** acres to **45.4M** in Western Canada between 1991 and 2016.



OILSEED SOYBEANS

RELIABLE AND CONSISTENT SUPPLY

As one of the world's top five soybean exporters, Canada is a reliable source of oilseed soybeans for processing into a diverse array of products, including protein, vegetable oil, animal feed, biofuel, pharmaceuticals and industrial uses.

Canadian exporters are able to select soybeans that meet a wide range of buyer specifications in more than 60 export destinations.

The Canadian oilseed soybean supply is projected to increase further as the result of intensified plant breeding efforts. New varieties with agronomic characteristics and yield potential suitable for Western Canada's climate are being developed to support continued northwest expansion of the soybean growing area.

Fast, efficient transportation network

Canadian grain companies are constantly expanding their network of high-throughput elevators and inland terminals. Hundreds of high-quality grain elevators are ready to store and move soybeans from farm to market.

Canada invests significantly in modern infrastructure to transport grains worldwide. Efficient road and rail systems connect to Great Lakes shipping lanes and ports on three coasts to move large volumes of soybeans quickly, efficiently and consistently to global customers. Major investments in the transportation corridor and new elevator construction at inland terminals and ports are further strengthening the country's ability to efficiently export soybeans. Canada is ranked second for lowest transportation costs, behind only Japan.

Western Canadian soybeans ship competitively to west coast ports and onwards to Asian destinations. Eastern Canadian soybeans are destined for Asian, European and Middle Eastern markets.

CONTINUALLY INCREASING PROTEIN LEVELS

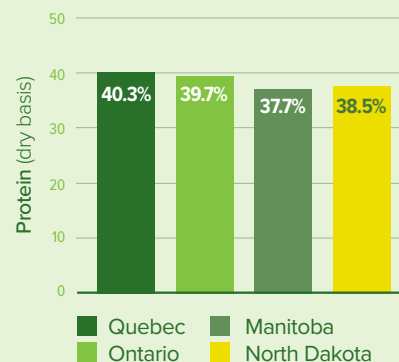
Canada produces high-quality oilseed soybeans that meet the needs of both food and feed industries. The Canadian Grain Commission assures the consistency of soybean grade standards and reports on the quality (protein and oil content) of Canadian soybeans through Harvest Sample Program tests and export shipment monitoring.

The climate in Ontario and Quebec is ideal for producing soybeans with a high level of protein that customers demand. In Western Canada, where there is strong potential for expansion, protein levels are comparable to nearby US states, such as North Dakota.

East and west, Canadian soybean exporters ensure that customer specifications for a variety of quality factors are met.

SOY PROTEIN LEVELS

Oilseed soybeans, five-year average (2015-2019)

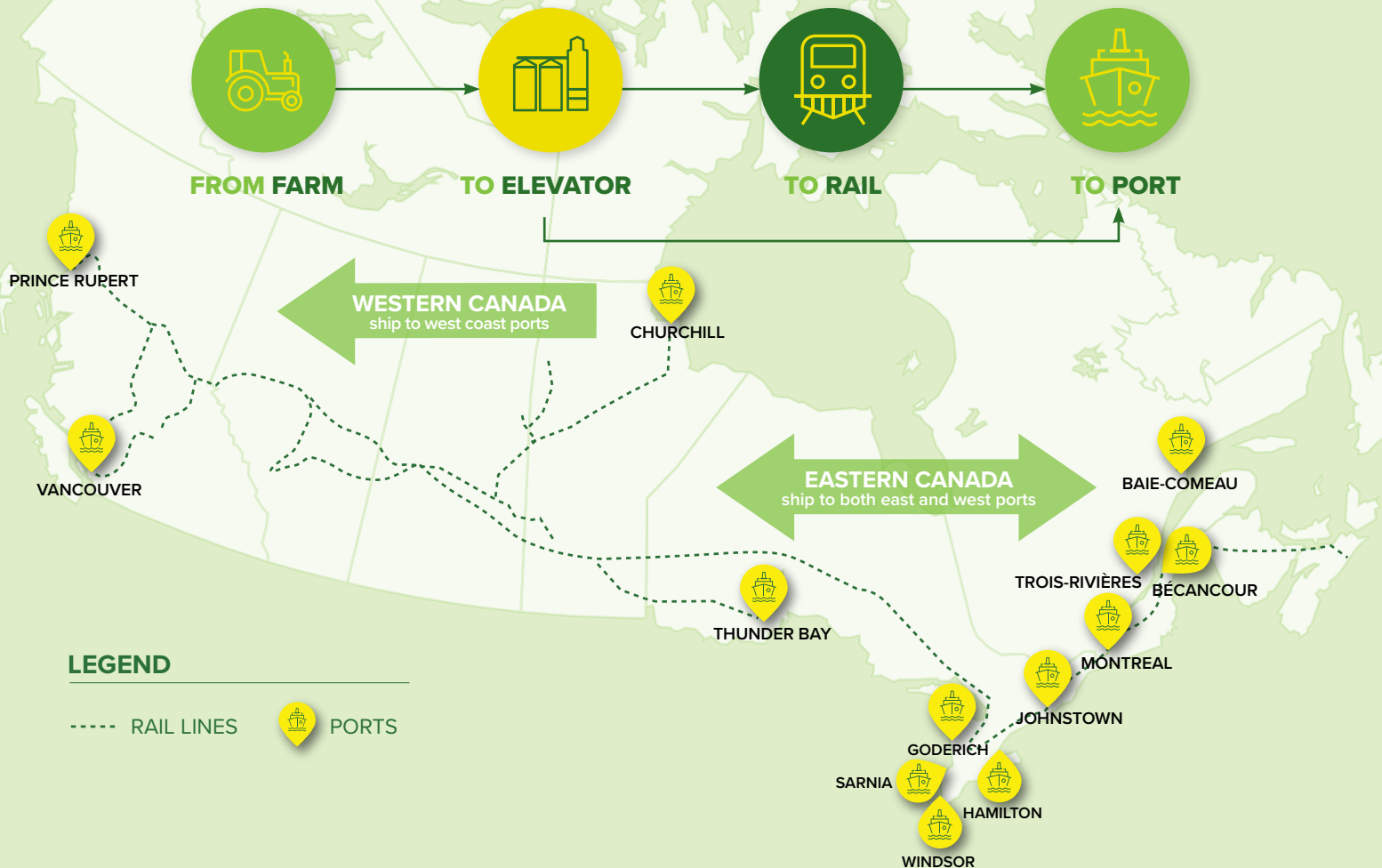


Analysis of statistics from Grains Canada and Soybean Meal Info Center. Calculations by Synthesis Agri-Food Network.



CANADA'S MODERN & EFFICIENT TRANSPORTATION INFRASTRUCTURE

SOYBEAN MOVEMENT ACROSS CANADA



TRANSPORTATION FACTS ABOUT CANADA

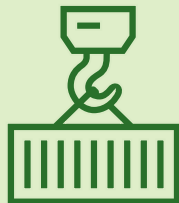
13

export ports can
ship soybeans



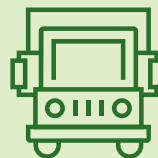
19

intermodal terminals



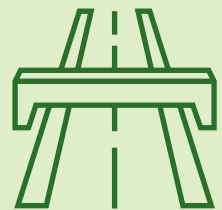
27

rail border crossings
with the US



1.3M

km of two-lane
public roads



38,000

km in the National
Highway System

45,200

km of track in the
Canadian Rail System



IDENTITY-PRESERVED FOOD-GRADE SOYBEANS DELIVER MORE QUALITY

The integrity of CIPRS programs is verified through conformity audits conducted by the Canadian Seed Institute, which is accredited by the Canadian Grain Commission (CGC).

Canada is a global leader in producing top-quality food-grade (including non-GM) soybeans for world markets that produce a wide range of products, including tofu, soymilk, soy sauce, tempeh, natto, miso and other soyfoods. We take pride in going the extra mile to surpass customer standards.

The world's most integrated system for quality assurance

We believe that by concentrating every step of our production system on meeting specific quality requirements, we can supply a truly better soybean.

Canada has an enviable reputation as one of the world's most reliable suppliers of food-grade soybeans. Our regulatory system, growers, processors and exporters have earned the confidence of discerning soybean buyers in Asia, Europe and around the world.

Canadian Identity Preserved (IP) soybeans are grown to the customer's specifications, then carefully segregated and tracked from seed to export through the Canadian Identity Preserved Recognition System (CIPRS).

After more than 30 years, this fully integrated system has an unmatched track record of assuring the right traits are delivered to the right customer, every time. It also ensures that best practices will be followed at every stage of production, processing, handling and transport.

Guaranteed varietal purity and seed quality

To earn CIPRS certification, food-grade soybeans must be grown from seed that has been produced and verified under the rigorous, multi-level quality controls of the Canadian Seed Certification system.

Canada uses a traceable and internationally recognized method of multiplying seed after a variety has been developed through public and private plant research programs. This disciplined approach guarantees varietal purity and seed quality throughout the seed multiplication process.



Leading-edge food-grade varieties

Ongoing investments in plant breeding keep the Canadian soybean industry at the leading edge of varietal development. Today, over 50 food-grade varieties are grown in Canada with many more in development. Canadian plant breeding programs are in tune with the requirements of international soybean buyers to ensure new varieties meet the required processing characteristics.

Commitment to food safety

Canada's soybean farmers are committed to providing safe, healthy soybeans for our customers. The CGC monitors all soybeans for trace organics (pesticide residues, mycotoxins), trace elements (including heavy metals) and microbiology (mycology and bacteria). The advanced technology used by the CGC meets the accuracy and precision requirements for ultra-trace levels of pesticides established by importing countries and international organizations such as CODEX.

Many Canadian exporting companies also have samples analyzed at independent third-party laboratories. This provides additional assurance that the results are in conformity with or better than Canadian and international Maximum Residue Limits (MRLs).

CAREFUL CONTROL AT EVERY STAGE



SEED GROWERS

provide Certified seed that ensures variety purity. To qualify for CIPRS, soybeans must be traceable right back to a Certified seed grower.



AT PLANTING

farmers clean equipment meticulously to prevent any other seed from being planted on fields earmarked for IP production.



THROUGHOUT THE GROWING SEASON

IP soybean crops are managed according to the grain elevator's specifications.



AT HARVEST

farmers carefully clean equipment to prevent other seeds from mingling with IP crops. IP soybeans are then stored in separate bins.



AT THE ELEVATOR

IP soybeans are sampled and analyzed for purity and quality before unloading, and are then binned accordingly.



THIRD-PARTY TESTING AND DOCUMENTATION

ensure best practices are followed and rigorous standards are met at every stage.



AT THE PORT

IP soybeans are loaded into containers that have been thoroughly inspected for soundness and suitability.



SOY CANADA DELIVERS MORE VALUE FOR CUSTOMERS

Soy Canada is the national association uniting all groups that drive the Canadian soybean industry. As a full value-chain organization, we foster communication, collaboration and knowledge of participants from farm to marketplace. Our team approach helps all partners move forward with greater speed and purpose, and with a continual focus on customer needs.

Through Soy Canada, buyers of Canadian soybeans can count on:

- Coordinated industry strategies to improve value and competitiveness, from production to export
- A team approach to research, variety development and handling improvements, driven by customer needs
- A single point of contact to reach the entire national industry

Contact us to learn more about Canadian soybeans and how they can deliver more for your business.

SOY CANADA

703-350 Sparks Street
Ottawa, Ontario
K1R 7S8

613.233.0500

info@soycanada.ca
soycanada.ca
@soy_canada

To connect with Canadian soybean suppliers, visit: buycanadiansoybean.ca

