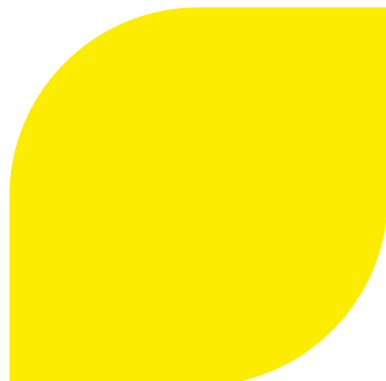
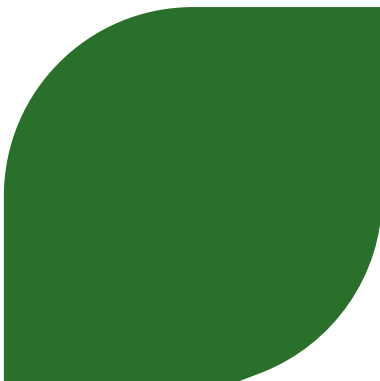
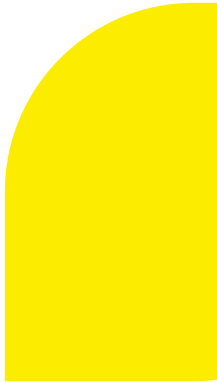


SOY  
CANADA

2025 - 2026

# ANNUAL REPORT





## SOY CANADA LEADERS



**Brian Innes**  
Executive Director

### From the Executive Director's desk:

Creating value through collaboration in a growing and diverse industry brings many rewarding milestones. Record soybean exports of \$3.7 billion in 2025 is a milestone worth celebrating. This record highlights the diversity of our industry from Manitoba where the three highest yields have occurred in the last four years, to Ontario and Quebec that had more challenging growing conditions. Bridging diversity hinges on collaboration – and this is what I see in spades. From having our farmers and exporters sit at the table of a Chinese processor purchasing a million tonnes of our crop to seeing our Sustainable Canadian Soy program mature and involve more than 1,000 farmers and eight exporters – we're seeing the value. And there's more to come – thank you for helping make collaboration happen.

**Brian Innes**  
Executive Director



**Jeff Barlow**  
Chair

### From the Chairperson's desk:

It's been an interesting year to start chairing the board as we navigate the world's uncertainties and how we act together as an industry. One of the things I've most appreciated, having spent many years being active with Ontario growers, is how Soy Canada brings so many diverse perspectives to the table. This makes a difference when it comes to connecting with our customers. Bringing those perspectives together can strengthen our story about why they should buy Canadian. I've seen diverse expertise also be valuable at the board and in our actions to solve issues that involve multiple segments of the value chain. It's satisfying because it provides farmers value – and others too – to grow the industry while managing our risks. As we navigate uncertainty yet to come, harnessing the energy and diversity of our members will bring even more success.

**Jeff Barlow**  
Chair



Soy Canada board members met with the Hon. Heath MacDonald, Minister of Agriculture and Agri-Food.

## INDUSTRY LEADERSHIP

Soy Canada brings together industry, government and research partners to drive coordinated action across the value chain.

### 2026 Northern Soybean Summit focuses on improving protein consistency

The third Northern Soybean Summit brought together growers, seed developers, plant breeders, researchers, government representatives and exporters, including Parrish & Heimbecker, Bunge and The Andersons. Discussions focussed on opportunities to reduce protein variability and unlock greater value from northern-grown soybeans.

**Why it matters:** Protein variability directly affects soybean value and Canada’s competitiveness in global markets. By bringing the entire value chain together, the Northern Soybean Summit helps align research, breeding and commercial priorities to reduce risk, improve consistency and unlock greater value from northern-grown soybeans.

### Advancing priorities in Ottawa

Soy Canada’s Board of Directors met in Ottawa in November 2025 to advance key sector priorities. Meetings included the Minister and Deputy Minister of Agriculture, Members of Parliament, Senators and senior government officials.

#### Key discussions and outcomes included:

- The importance of implementing the Canada–Indonesia Free Trade Agreement
- Support for updating the *Shipping Conferences Exemption Act* to improve container shipping performance
- Emphasis on expanding e-phyto certification to reduce exporter paperwork and costs



Soy Canada’s annual Parliamentary Breakfast brought together MPs, Senators and board members.



### Sustainable Soy Program continues strong growth

Now in its third year, the Sustainable Canadian Soy Program continues to demonstrate momentum and commitment to verified sustainable production.

#### Participation continues to grow:

**8** exporters      **1,000+** farmers

**30,000+** acres of certified sustainable production



# MARKET DEVELOPMENT & BUILDING DEMAND FOR CANADIAN SOYBEANS

Soy Canada continues to build demand for Canadian soybeans through strategic market development activities that connect international customers with Canada’s trusted, high-quality soybean sector.

## Outgoing mission strengthens relationships across Asia

In January 2026, Soy Canada led an outgoing mission to China, Taiwan and Japan, bringing together 25 representatives from across the Canadian soybean value chain, including exporters, producers, technical experts and Soy Canada staff.

## Building commercial momentum in China

In China, Soy Canada hosted seminars in Beijing and Guangzhou with approximately 85 participants, alongside targeted meetings with importers, crushers and processors.



A key highlight of the mission was a visit to Hopeful Grain & Oil Group, one of China’s largest private soybean crushers who purchased more than 1 million tonnes of Canada’s 2025 crop. Discussions revealed what’s most important to them, including protein and oil content, logistics efficiency and supply reliability. The meeting provided a direct link to a strategically important customer for Canadian soybeans. Other visits identified interest in future trials and sourcing opportunities for Canadian non-GMO soybeans.



Presenting to customers



Products made from Canadian soy



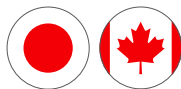


**Enabling business**



**Connecting**

**Incoming mission showcases Canada's food-grade soybean system**



In September 2025, Soy Canada welcomed an incoming mission from the Japan Tofu Association, bringing eight representatives to Canada for a five-day tour of the food-grade soybean value chain.

The delegation included key buyers in a market where Canada exported over \$400 million in soybeans in 2024, nearly half of which went into tofu production.

**Why this matters:** The mission reinforced Japan's confidence in Canadian soybeans and highlighted the value of direct engagement across the value chain – from research and breeding to production, processing and export logistics.



**January 2026 outgoing mission**

**3**  
markets



China



Taiwan



Japan

**25**

Canadian delegates representing the soybean value chain



**250**

customers and industry stakeholders engaged



**CONDUCTED ACROSS MULTIPLE CITIES:**



Seminars



B2B meetings



Facility tours



Technical discussions



**September 2025 incoming mission**

**8**

delegates from Japan's tofu and food manufacturing sector



**13**

Soy Canada members, including farmers, exporters, and seed developers



**5** day tour



Visits to:

📍 Farms

📍 Research institutions

📍 Exporters

📍 Processing facilities



PRIORITY



## MARKET ACCESS & TRADE POLICY

Soy Canada advances science-based trade and regulatory engagement to protect and strengthen market access for Canadian soybeans globally.

### Celebrating five years of collaborative market access leadership

Now in its fifth year, the Joint Corn and Soybean Market Access Committee continues to review new crop protection products to support predictable commercialization of new products while maintaining access to export markets.

Since 2021, the committee has reviewed 33 new pesticide products and four soybean biotech traits, with no resulting market access concerns – helping ensure innovation can move forward without disrupting trade or customer confidence.

**Why this matters:** More than 70% of Canadian soybeans are exported annually, emphasizing the importance of proactive market access risk management.

### Collaborating to protect market access

Soy Canada works with other grain organizations at the Canada Grains Council to address cross-commodity regulatory issues that could impact soybean trade and market access. A key focus is evolving European Union pesticide policies and the potential impact on Maximum Residue Limits (MRLs), which could create trade uncertainty for Canadian growers and exporters.

### Bringing the soy value chain together on EUDR preparedness

As the European Union Deforestation Regulation (EUDR) moves toward implementation at the end of 2026, Soy Canada coordinated dialogue and collective action. In collaboration with Pulse Canada, Soy Canada commissioned the first national deforestation risk assessment of its kind for the Canadian soy sector.

More than 90 hours of dialogue between the soybean industry, and with government, were facilitated. This included 23 person-hours contributed by major export companies including Cargill, Richardson International, Parrish & Heimbecker (P&H), Bunge, G3 Canada and ADM.

**Why this matters:** The EUDR risk assessment is the first analysis available to understand and manage potential export risks for the EU – supporting continued market access through coordinated, industry-wide action.

### Advocating for stable North American trade

As a member of the Canadian Agri-Food Trade Alliance (CAFTA), Soy Canada advocated in Washington, D.C., for stable, tariff-free trade across North America and highlighted how integration helps the Canada–U.S. soybean value chain.



Soy Canada representatives advocating for stable trade in North America in Washington D.C.



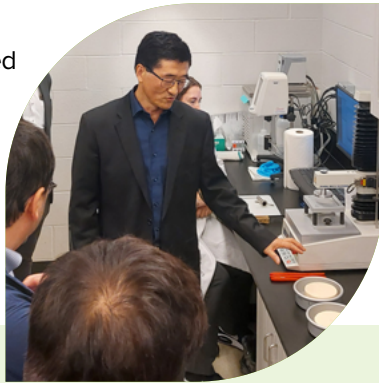


# COORDINATE RESEARCH & INNOVATION

Soy Canada coordinates research and innovation that strengthens Canada’s competitive advantage. In 2025, the Soy Quality Program remained a key tool in demonstrating the quality, consistency and performance of Canadian soybean varieties to customers around the world.

## Strengthening the Soy Quality Program

The second year of the renewed Soy Quality Program, a partnership between Soy Canada and the Canadian Grain Commission (CGC) continued a tradition of more than 30 years of providing trusted, independent soybean quality information to international customers.



## 2025 Soy Quality Program highlights

- 20 seed companies participated in the food-grade variety testing program
- Approximately 1,800 variety trial samples analyzed across Manitoba, Ontario and Quebec
- 65 soy food performance certificates provided to participating companies
- Approximately 120 soybean varieties featured in the Food-Grade Variety Finder

## Demonstrating Canadian soybean quality through data

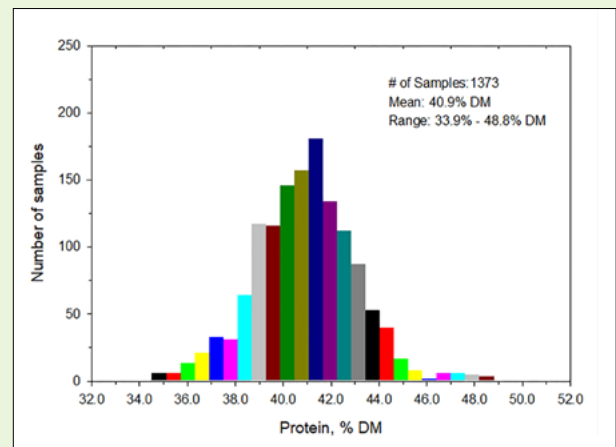
For the first time in 2025, the Soy Quality Program produced a Harvest and Export Quality Report for Canadian soybeans.

### Comparison of end-use performance between Canadian and U.S. Varieties

Quality attribute	OAC Bruton	US Variety 1
Protein (%DM)	41.2	40.8
Tofu yield (kg tofu/kg dry bean)	7.0	6.3
Hardness (N)	0.67	0.38
Firmness (N/mm)	0.13	0.06
Springiness	0.60	0.57

The Harvest and Export Quality Report showed the importance of performance testing, rather than using protein alone.

## Distribution of protein content for 2025 Canadian food grade varieties















National data on the protein levels of all food grade varieties helped customers understand the impact of the 2025 growing season.

**Why this matters:** The Harvest and Export Quality Report gives customers a clear picture of Canadian soybean quality and performance. The report helps demonstrate the consistency and quality behind Canada’s soybean reputation while positioning Soy Canada as a trusted source of market and quality information.

# SOY CANADA

## OUR BOARD

Soy Canada is governed by a board of directors made up of **representatives from across the country and the value chain.**

- |  |  |  |
|--|--|--|
|  <p><b>Jeff Barlow</b><br/>Chair<br/>Grain Farmers of Ontario</p>                                       |  <p><b>Crosby Devitt</b><br/>Director at large<br/>Grain Farmers of Ontario</p> |  <p><b>Colin Richardson</b><br/>Food grade exporters<br/>Snobelen Farms</p>     |
|  <p><b>Melvin Rattai</b><br/>Vice-Chair, Director at large<br/>Manitoba Pulse &amp; Soybean Growers</p> |  <p><b>Andrea Faubert</b><br/>Seed developers<br/>Corteva AgriScience</p>       |  <p><b>Jeff Stonehouse</b><br/>Commodity exporters<br/>The Andersons Canada</p> |
|  <p><b>Michelle Wall</b><br/>Treasurer-Secretary, Director at large<br/>Syngenta</p>                    |  <p><b>Jeff Wildeman</b><br/>Processors<br/>Bartlett</p>                        |  <p><b>Winston van Staveren</b><br/>Saskatchewan Pulse Growers</p>              |
|  <p><b>Garth Baxter</b><br/>Director at large<br/>AgriBax Global Inc.</p>                               |  <p><b>Frank Prince</b><br/>Manitoba Pulse &amp; Soybean Growers</p>            |  <p><b>Ramzy Yelda</b><br/>Producteurs de grains du Québec</p>                  |

## OUR MEMBERS



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