



**CANTERRA
SEEDS**

Seed Industry Update

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Let's Grow

Forage Production in Canada

Forages in CAN represent 33.8M acres (39% of crop land)

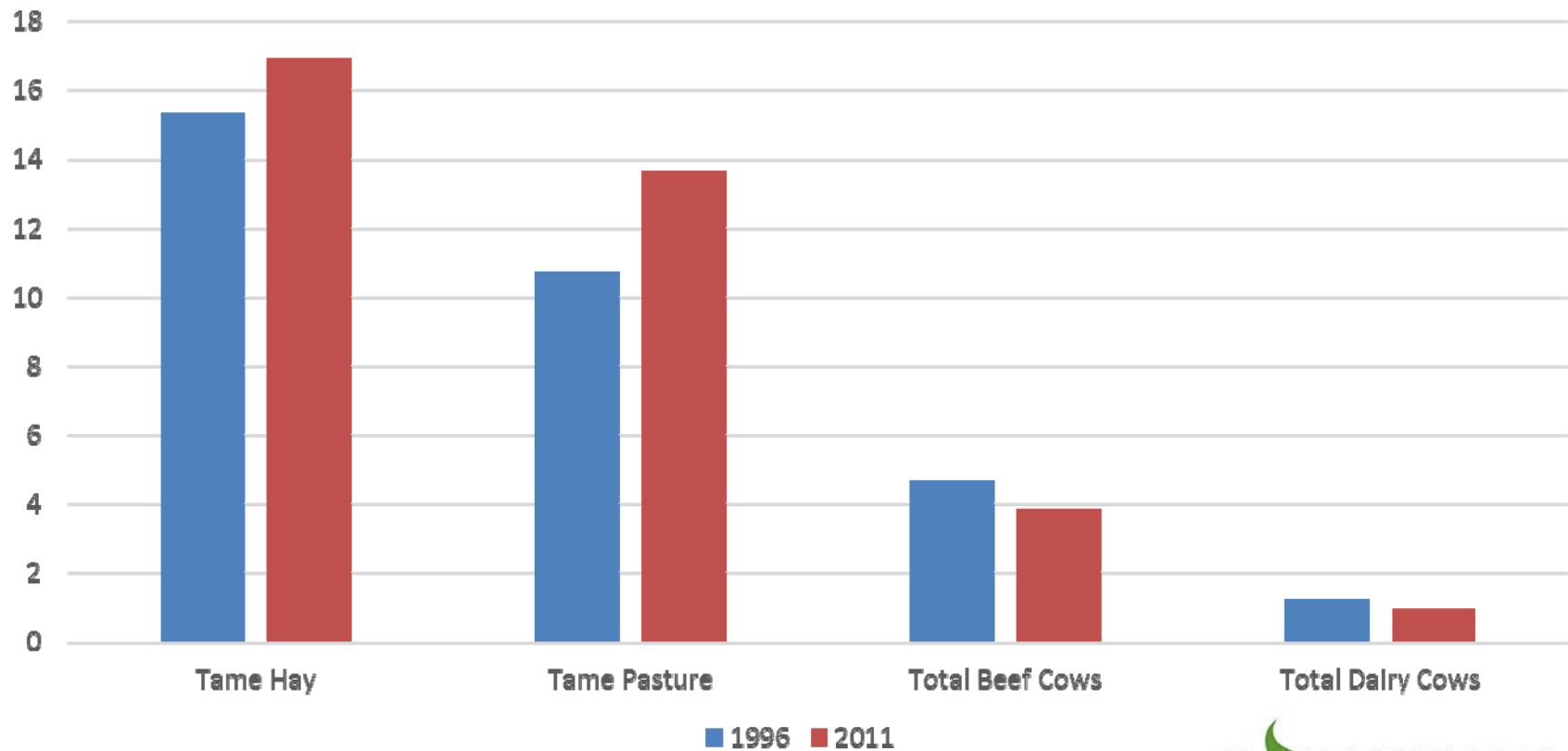
Economic value of forages in CAN - \$5.09B (3rd lrgst crop)

Forage is the base of the beef/dairy industry which contribute \$11B in direct value and \$50B in economic act



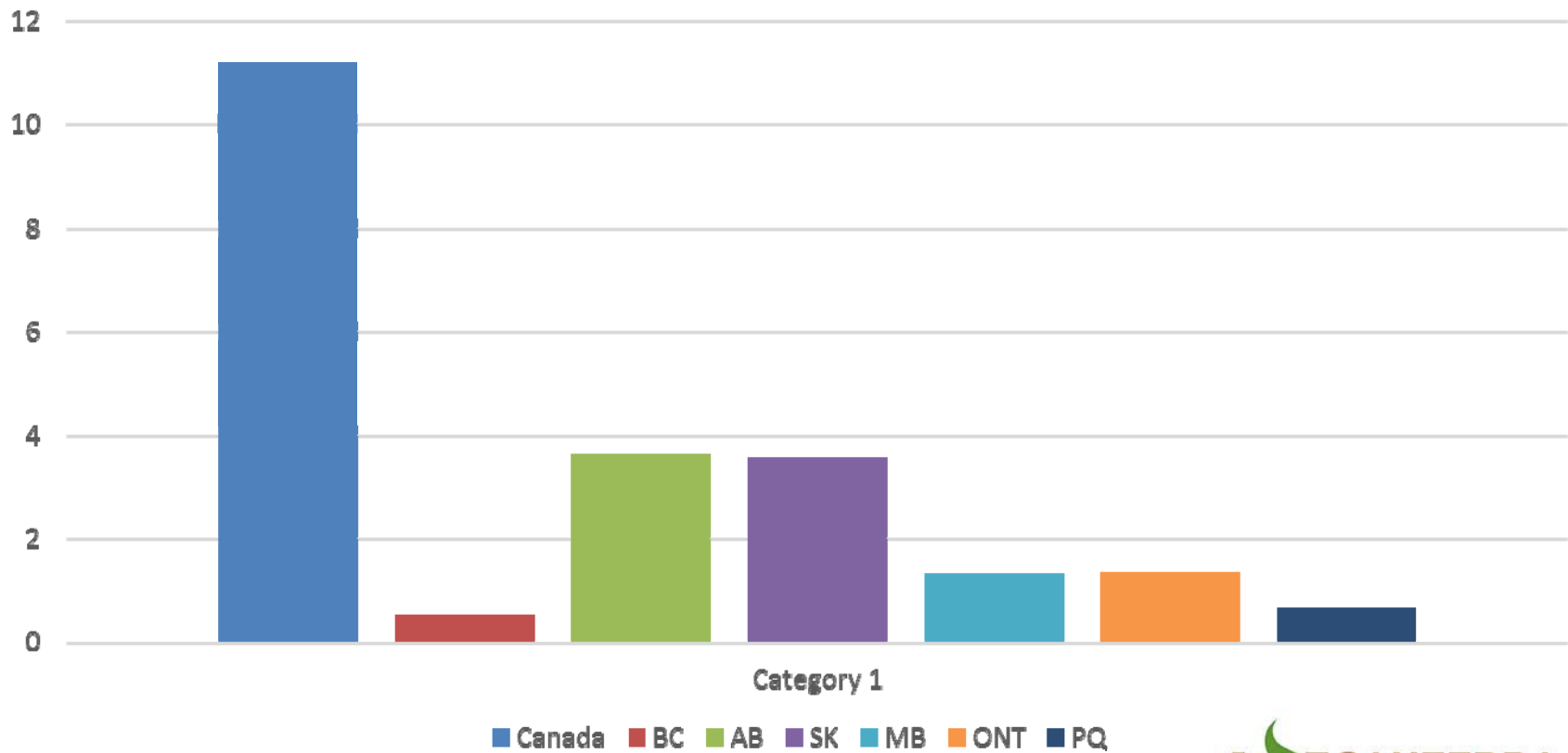
Acre/Livestock Trends – Past 15 Years

Production Trends 1996 to 2011



Alfalfa and Alfalfa Mixture Acres

Alfalfa Acres (2011 Census)



Domestic Forage Seed Use (Top 6 species)

Alfalfa – 3228MT (86.6%)

Timothy – 2438MT (48.0%)

Perr Rye – 1825MT (47.3%)

Red Clover – 1359MT (13.9%)

Annual Rye Grass – 1334MT (39.3%)

Brome Grass – 995MT (72.9%)



West Vs East

Western Canada

9.0 M acres of alfalfa/mixes (80% of acres)

1335MT alfalfa seed

Eastern Canada

2.0M acres of alfalfa/mixes (20% of acres)

1900MT alfalfa seed



Alfalfa Varietal Considerations

FD 1-5 (3/4 in West and 4 in East)

Persistence (Cold Temp/Disease/Traffic)

Quality

Yield Performance

Performance Testing (Provincial Responsibility to Nominate
Registration Candidates**)



Forage and Grass Seed Exports (Top 5)

1. Perennial Rye Grass – \$15.7M
2. Alfalfa (Common) - \$15.7M
3. Alfalfa (Certified) - \$13.2M
4. Other Forage Seed - \$9.4M
5. Creeping Red Fescue - \$7.2M

Total - \$99.6M



Forage Potential

Potential for Forages:

Generate more economic value depending on future technological advances

Contribution to erosion control, wildlife habitat, water regulation, pollination, and carbon sequestration



Summary of Forage Production Outlook

Forage yields have stayed stable or declined where competitive crops like corn and canola have increased dramatically

Public Sector forage breeding/development has declined

Forage extension support in most provinces has declined

Forages have a significant role to play in the Canadian environment beyond supplying livestock nutrients

China/Middle East will grow substantially as forage importers

Forages for Biomass fuel/bio materials provide new opportunities



Sources

Statistics Canada 2013 Forage Seed Survey

Economic Sector Profile Study

2012 National Forage and Grassland Assessment

