







REPORT FOR THE NINE MONTHS ENDED JUNE 30, 2022

CANTERRA SEEDS HOLDINGS LTD. (the Company) is a recognized leader in the pedigreed seed industry. Headquartered at 201-1475 Chevrier Boulevard in Winnipeg, Manitoba, the Company is committed to delivering high quality seed to its customers throughout Western Canada. The consolidated financial statements of the Company that follow are for the nine months ended June 30, 2022.

CANTERRA SEEDS reports income for the nine months ended June 30, 2022, of \$931,345. This compares to the June 30, 2021, results where the Company recorded income of \$562,760 for the corresponding nine-month period, an increase of \$368,585 for the year to date. For the three-month quarter ended June 30, 2022, the Company reports net income of \$785,032. This income is \$675,366 higher than the net income of \$82,666 recorded for the three-month period ended June 30, 2021.

## 1. INTRODUCTION

The following Management's Discussion and Analysis (MD&A) provides information which is supplementary to the CANTERRA SEEDS HOLDINGS LTD. results of operations and financial position. The MD&A should be read in conjunction with the unaudited interim condensed consolidated financial statements and notes to the financial statements for the ninemonth period ending June 30, 2022. The financial data in this report and in the financial statements have been prepared in accordance with International Accounting Standard (IAS) 34 Interim Financial Reporting as issued by the International Accounting Standards Board (IASB).

All amounts reported both in the MD&A and in the consolidated financial statements are in Canadian currency and the consolidated financial statements were authorized for issue by the Company's Audit Committee and Board of Directors on August 18, 2022.

## 2. FORWARD-LOOKING INFORMATION

Certain statements in this MD&A may constitute forward-looking statements. These forward-looking statements can generally be identified with statements that include the phrases such as "believe," "expect," "anticipate," "intend," "plan," "likely," "will" or similar words or phrases. Similarly, statements that describe the Company's objectives, plans or goals are, or may be, forward-looking statements. These forward-looking statements are based on the Company's current expectations and its projections about future events. However, whether actual results and developments will conform to the Company's expectations and projections is

subject to several risks and uncertainties. These include, among other things, the risks and uncertainties associated with seed production, product performance, competition, poor weather, commodity prices, credit, and foreign exchange risk. These are not necessarily all the important factors that could cause actual results to differ materially from those expressed in any of the Company's forward-looking statements. Other known and unpredictable factors could also harm results. Consequently, there can be no assurance that the actual results or developments anticipated by the Company will be realized or, even if substantially realized, that they will have the expected consequences to, or effects on, the Company.

## 3. RESULTS OF OPERATIONS – NINE MONTHS ENDED JUNE 30

#### SALES AND GROSS PROFIT

CANTERRA SEEDS records revenue on the sale of canola, corn, and soybean seed when the product is shipped and delivered to the Company's seed retailers. While these products are ordered and delivered at various times between the months of October to June, the product will not be planted until spring, with seeding occurring mainly in April and May. When deliveries take place and when, therefore, revenue is recorded for canola, corn and soybeans is dependent on many factors, both internal and external to CANTERRA SEEDS. These include the availability of warehouse space, seed treating capacity, trucking for deliveries, timing of quality testing, the environmental conditions in the Prairies, and of course, when the customer (both the farmer and retailer) wants the product delivered to their operation.

For canola, CANTERRA SEEDS has increased its deliveries as compared to the 2020/21 fiscal year substantially, an increase of greater than 35%. For corn sales there has been a small increase in sales from the prior year; an increase of 3%. Finally, all other sales (which is basically sales of cereal products) had a reduction during this nine-month period of 19%. The reason for this is timing of recording sales year to year.

Overall, sales increased by \$10.24 million or 29.0% from \$35.28 million in 2020/21 to \$45.52 million in 2021/22.

However, these sales increases are offset by a reduction in the gross profit percentage for both canola and corn. These reductions have occurred due to a couple of reasons.

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Firstly, it is reduced due to the mix of varieties sold year to year with some varieties having a lower margin than others. Secondly, the competitiveness of both the canola and corn markets in Western Canada as well as the intention to significantly improve the Company's market share, has forced some adjustments to programming that have reduced overall margins. Because of this, the gross profit percentage has reduced from 17.8% to 15.3%. Therefore, while sales increased by 29.0%, the gross profit has increased by 11.2% or \$0.7 million, from \$6.27 million to \$6.97 million.

#### OTHER REVENUE

The other revenue has an increase of \$121 thousand or 51.5%, from \$237 thousand to \$358 thousand. This increase is due to an increase in investment income due to higher cash balances and higher interest rates along with an increase in contracting income, primarily due to the timing this has been received.

#### **OPERATING, GENERAL AND ADMINISTRATIVE EXPENSES**

These expenses have increased by \$0.32 million or 17.5%, from \$1.85 million in 2020/21 to \$2.17 million in 2021/22. There are three main reasons for this increase. Firstly, advertising and promotion expenses have increased as the sales have increased. Secondly, while the COVID-19 effect was still substantial for portions of the current year, the loosening in restrictions allowed some additional travel, meetings and some marketing costs. Thirdly, CANTERRA SEEDS had more full-time staff working during the year which also increased travel expenses.

### LOSS FROM JOINT VENTURES

This amount relates to CANTERRA SEEDS' 50% joint venture in Meridian Seeds, LLC, along with the 30% joint venture in Limagrain Cereals Research Canada (LCRC). For Meridian Seeds, CANTERRA SEEDS has sold its share of the business to Meridian Ventures, LLC (the other 50% partner) effective on December 31, 2021. Therefore, even though Meridian Seeds, LLC did not earn a profit through the nine-month period as their sales are basically situated during the months from June to September, CANTERRA SEEDS did not record its sale of the joint venture's loss after December 31, 2021, as the Company will effectively no longer have any ownership in the business. Therefore, CANTERRA SEEDS' share of the Meridian Seeds equity loss was reduced.

The LCRC joint venture is operating at full capacity and with increased efficiencies has been able to reduce their overall operating expenses while keeping their projects and staffing fully in place. In addition, LCRC continues to increase its revenues as the number of registered varieties out of this initiative increases.

Overall, the loss from the two joint ventures reduced by \$188 thousand, from \$706 thousand for the nine-month period ending June 30, 2021, to \$518 thousand for the same nine-month period ending June 30, 2022.

## **DEPRECIATION AND AMORTIZATION**

There has been a small reduction in this expense. For the 2020/21 fiscal year these expenses were \$0.45 million and for the current year these expenses have reduced to \$0.43 million. This is due to no significant capital additions over the last year.

#### **SALARIES, WAGES & BENEFITS**

Salaries, wages and benefits has increased by \$0.21 million from \$2.77 million for the nine-month period ended June 30, 2021, to \$2.98 million for the nine-month period ended June 30, 2022; an increase of 7.6%. This increase is mainly because the Company increased its sales staff by two members from the prior year. CANTERRA SEEDS decided to put more sales focus in Saskatchewan. A new canola/corn position was added in East Central Saskatchewan and after a hiatus of three years, a new Pedigreed Seed Territory Sales Manager was hired to work with the province's seed growers.

### INTEREST

The Company leased their office in Winnipeg for an additional five years. This increased lease liability caused the interest to increase by \$25 thousand from \$10 thousand during the nine months ended June 30, 2021, to \$35 thousand during the nine months ended June 30, 2022.

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## 4. RESULTS OF OPERATIONS — THREE MONTHS ENDED JUNE 30

## **SALES AND GROSS PROFIT**

During this three-month period, CANTERRA SEEDS records a significant portion of its canola and corn sales. In addition, however, all the canola and corn deliveries that were not seeded are returned to CANTERRA SEEDS during this quarter. Often this quarter can have some significant change depending on the timing of delivery in the spring as well as depending on the amount of product that is returned during the year. Besides these sales, there are some billings for pedigreed seed during this quarter along with often some early tech fee sales reporting.

In this particular year, due mainly to a later spring throughout Western Canada, a higher percentage of the canola sales was delivered during the months of April to June. Also, while deliveries increased for the year significantly, the amount of canola product returned was approximately the same amount. Overall, canola sales have more than doubled from 2020/21 to 2021/22 for this quarter. The reverse was the case with corn sales, where there was less product delivered during this quarter and due mainly to environmental conditions, there were significantly higher returns. Total sales for the quarter are higher by \$7.81 million or 82.9%, from \$9.43 million in 2020/21 to \$17.24 million in 2021/22.

As with the year-to-date explanation, the gross profit percentage has reduced from 18.9% to 16.2% and while the gross profit has increased by \$1.01 million, from \$1.79 million to \$2.80 million, the increase from the prior year is 56.5% as compared to the 82.9% increase in sales discussed above.

### OTHER REVENUE

The other revenue has an increase of \$106 thousand or 108.1%, from \$99 thousand to \$205 thousand. This increase is due to an increase in investment income due to higher cash balances and higher interest rates along with an increase in contracting income, primarily due to the timing this has been received.

## **OPERATING, GENERAL AND ADMINISTRATIVE EXPENSES**

These expenses have increased by \$0.13 million or 22.1%, from \$0.57 million in 2020/21 to \$0.7 million in 2021/22. This is almost completely due to the loosening in COVID-19 restrictions which has allowed additional travel and meetings during the quarter. In addition, there are more sales staff this year which also increases travel expenses.

#### LOSS FROM JOINT VENTURES

There is no change from 2020/21 to 2021/22 with this. Although CANTERRA SEEDS has sold the Company's share of Meridian Seeds, LLC effective on December 31, 2021, that Company pretty well broke even during this quarter last year, so no change year to year.

That leaves the LCRC joint venture and overall, the loss recorded on this entity was very similar year to year.

Overall, the loss from the two joint ventures during this quarter is \$151 thousand for both years.

#### DEPRECIATION AND AMORTIZATION

There has been a small reduction in this expense. For the 2020/21 fiscal year these expenses were \$156 thousand and for the current year these expenses have reduced to \$136 thousand. This is due to no significant capital additions over the last year.

## **SALARIES, WAGES & BENEFITS**

Has increased by \$0.06 million from \$0.96 million for the three-month period ended June 30, 2021, to \$1.02 million for the three-month period ended June 30, 2022; an increase of 6.3%. Although, these amounts often fluctuate due to the timing of position vacancies this increase is still mainly because the Company increased its sales staff by two members from the prior year. CANTERRA SEEDS decided to put more sales focus in Saskatchewan.

### INTEREST

The Company leased their office in Winnipeg for an additional five years. This increased lease liability caused the interest to increase by \$7 thousand, from \$3 thousand during the three months ended June 30, 2021, to \$10 thousand during the three months ended June 30, 2022.

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## 5. SUMMARY OF QUARTERLY FINANCIAL INFORMATION

Selected Quarterly Financial Information Consolidated (\$000s except per share amounts)

	2021/22 Q3	2021/22 Q2	2020/21 Q1	2020/21 Q4	2020/21 03	2020/21 Q2	2020/21 Q1	2019/20 Q4
Total Revenue	17,242	27,801	476	2,634	9,428	25,287	569	2,834
Net Income (loss)	758	1,772	(1,599)	(169)	83	1,980	(1,500)	240
Earnings (loss) per Share (diluted)	0.10	0.23	(0.21)	(0.02)	0.01	0.26	(0.20)	0.04

CANTERRA SEEDS' principal business is the distribution and sale of seed for the main field crops grown in Western Canada including canola, corn and soybeans which occurs from October until May. Delivery of these sales generally takes place from December until May, as farmers prefer to defer delivery until a date closer to their time of seeding. Most of the deliveries and sales take place in the months of February to May (Q2 & Q3). The October to December quarter consists mainly of the recording of royalties for fall seeded cereal varieties, along with some early delivered canola, corn, and soybean sales. The financial quarter Q2, from January to March, is made up mainly of canola and corn seed deliveries and sales, along with some early deliveries of pedigreed products. Q3 sales consist of additional canola and corn deliveries but also shows all returns of these crop types from sales made during all three quarters of the Company. In addition, there is most of the spring stock seed and registered and certified sales of CANTERRA SEEDS licensed seed as well as any soybean sales that might be made. The quarter consisting of the months July to September (Q4) generally includes only royalties collected on sales of CANTERRA SEEDS licensed seed along with any adjustments or late reporting/billing on sales recorded during the previous three quarters.

## 6. LIQUIDITY AND CAPITAL RESOURCES

The Company's cash and short-term investment position has increased by \$10.95 million for the nine months ended June 30, 2022.

Cash provided by operating activities during the year provided \$11.09 million. The main increase are as follows:

 Accounts Payable has increased as there are some significant accruals for TUA fees and royalties as well as billings for product that are not paid until later in 2022. This increased cash by \$17.75 million.  The income recorded during the quarter after adding back non-cash income tax effects as well as adjustments to income tax accruals added an additional \$2.07 million.

These were partially offset by some uses of cash as follows:

- The Company increased its inventory and prepaid expenses (mainly prepaid deposits for canola, corn and soybean inventory) by \$4.59 million in order to have canola, and corn products available for sale for the 2022 and 2023 crop years.
- Sales have occurred but have not yet been paid. The increase in Accounts Receivable has used \$4.12 million.

For financing activities, the Company paid down \$185 thousand of lease obligations during the six-month period.

The cash provided by investing activities was \$53 thousand. This is mainly because the assets held for resale (Meridian Seeds) and this asset was transformed into current and long-term Accounts Receivable. This is offset by the Company purchasing long-term assets during the nine-month period.

## 7. OUTSTANDING SHARE DATA

Issued securities as of August 18, 2022 are as follows:

Issued	Book Value
7,551,147 Class A common shares	\$12,109,827
2,118,000 Class B series 1 shares	\$468,001

There were no share transactions through treasury for the nine-month periods ended June 30, 2022, and June 30, 2021. During the nine-month period of October 1, 2021, to June 30, 2022 there were 107,151 Class A shares and 150,000 Class B shares transferred outside of treasury. For the same nine-month period ending June 30, 2021, there were no share transactions.

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## 8. FINANCIAL INSTRUMENTS

A very small portion of the Company's revenues and expenses are denominated in U.S. dollars. The Company is therefore exposed to currency fluctuations on transactions in U.S. dollars. Currency fluctuations may impact on the profitability of the Company, specifically for CANTERRA SEEDS who buys more U.S. dollars than it would earn when the Canadian exchange rate is weaker compared to the U.S. dollar it will work to reduce margins of the Company. This risk is managed, where practicable, with foreign exchange forward contracts to fix the exchange rates on future net foreign currency cash outflows along with fixed Canadian dollar priced contracts for untreated canola seed. The Company does not hold or issue derivative contracts for speculative purposes. As of June 30, 2022, CANTERRA SEEDS has no outstanding foreign currency forward contracts in place.

## 9. COVID-19

The effect and risk to CANTERRA SEEDS of this virus to its sales has been limited. Farmers continue to seed their crops as they do every year and CANTERRA SEEDS was able to manage its way through any delays caused by the pandemic to ensure product was manufactured and shipped in a timely manner.

While the Company has reopened the office to staff and partners, a significant number of staff continue to work from their home offices for portions of the week. The Company and its information systems work very well from remote access so overall the effect has been relatively minimal for operations.

The Company is seeing specific expenses like travel, meetings and some marketing expenses begin to increase even higher than what would be considered "normal" expenditures. There is some catch-up relationship building with partners and customers that has occurred. However, the Company has been able to work very well with its customers during this time using other communication methods.

Going forward, there is not any anticipated significant risk or change related to COVID-19 and CANTERRA SEEDS' operations.

## 10. ASSETS HELD FOR SALE

In September of 2021, CANTERRA SEEDS began negotiations to sell its 50% interest in Meridian Seeds, LLC to the other 50% partner, Meridian Ventures, LLC. Since that time this transaction has been completed and CANTERRA SEEDS no longer owns a share of Meridian Seeds, LLC.

A payment plan for this transaction is in place and cash plus interest will be received over the next two years.

The main reason for this divestiture was that CANTERRA SEEDS wanted to focus even more of its time in expanding its presence in the western Canadian seed industry.

Meridian Seeds, LLC is expected to continue to grow and flourish as an entity and will be a key distribution partner for CANTERRA SEEDS varieties in the future. To that end, a sublicense agreement that defines the protocol and process with both current and future varieties has also been signed with Meridian Seeds, LLC.

## 11. OUTLOOK

The most effective way to analyze the seed sales at CANTERRA SEEDS is to break the business down into their three methods: (1) canola sales where CANTERRA SEEDS acts as the manufacturer and processor and sells the seed in a CANTERRA SEEDS branded bag, (2) the corn and soybean sales where CANTERRA SEEDS sells a PRIDE Seeds branded product to western Canadian retailers and (3) pedigreed seed sales where the products are owned and distributed by CANTERRA SEEDS seed grower shareholders and the Company collects a tech fee (royalty plus margin) for the grower's right to produce and sell these varieties which are under exclusive license from the breeder to CANTERRA SEEDS.

With canola, the Company will continue to focus on the critical success factors:

 The Company will continue to introduce "leading-edge" spring canola hybrids into the western Canadian and U.S. markets. The Company partners with several of the top canola seed and trait developers in Western Canada. This ensures that only those hybrids that meet or exceed the market standard are introduced. CANTERRA SEEDS is selling hybrids that deliver the agronomic traits farmers expect and require such as clubroot and blackleg tolerance, shatter tolerance, Roundup Ready®, TruFlex™ canola, Clearfield® (Non-GMO) and now LibertyLink® canola, with various ranges of maturity, that compete with the best in the market. The latest hybrid to enter CANTERRA SEEDS portfolio for the 2022 crop year is CS3000 TF, a mid-maturing TruFlex™ canola hybrid with excellent yield potential, unique blackleg and second generation clubroot resistance. For the 2023 crop year, CANTERRA SEEDS is planning on introducing three new canola varieties: CS3100 TF, a TruFlex™ canola hybrid and two new Clearfield® (Non-GMO) varieties, CS2700 CL and CS2800 CL.

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- Secondly, the Company will continue to distribute
  products that are of impeccable quality. To this end,
  CANTERRA SEEDS has implemented a quality control
  policy that is of the highest standard in the industry.
  It ensures that the canola seed quality not only meets
  the standards set by the Canada Seeds Act but exceeds
  these standards and the competition in the market.
- Thirdly, there is always the risk of inventory
  obsolescence with all seed products. This could be due
  to a drop or decreased germination level, or the variety
  is no longer competitive in the market. The Company
  proactively manages the lifecycles of the specific hybrids
  and varieties as well as following its strict seed quality
  protocol that keeps these risks to a minimum.
- Finally, it is critical that the Company ensures its canola products are accessible to as many farmers as possible. CANTERRA SEEDS has worked diligently to continually improve the corporate brand and canola distribution footprint, ensuring CANTERRA SEEDS canola hybrids are easily accessible at a local retailer. The Company is now distributing its canola product directly with independent retails across Western Canada. The Company also agreed to a partnership with Agro.Club Canada where customers can order its canola and corn inventory online. Overall, the goal is to make purchasing CANTERRA SEEDS products as simple as possible.

CANTERRA SEEDS is working to increase its market share in the western Canadian canola market. This improvement started in 2020, continued in 2021 and has continued to increase in 2022. CANTERRA SEEDS is working diligently with the critical success factors outlined above to ensure that this upward trend in market share continues.

For the corn and soybean business, CANTERRA SEEDS is the exclusive western Canadian distribution partner for the PRIDE Seeds brand of corn and soybeans. PRIDE Seeds is part of AgReliant, one of the top breeders and retailers of corn and soybean products in North America.

CANTERRA SEEDS anticipates that the acreage in Western Canada seeded to corn will grow over the next few years. With the PRIDE Seeds brand of products, the market share and overall quantity of sales is anticipated to increase for corn, due to the Company's focus of the following critical success factors of the business:

 PRIDE Seeds and AgReliant are committed to a solid pipeline of corn products to support the CANTERRA

- SEEDS portfolio of highly competitive genetics and traits developed specifically for the western Canadian market.
- CANTERRA SEEDS extensive seed distribution network ensures that these products are available to farmers throughout the Prairie provinces.

While CANTERRA SEEDS does have the ability to market PRIDE Seeds brand soybeans, this market is extremely competitive and is not expected to be a key focus for the Company over the next few years.

For corn seeding in 2022, due to market conditions corn, the crop is not expected to increase or even match the acreage seeded to it in Western Canada in 2021. However, CANTERRA SEEDS was able to maintain its market share during the year and overall, the total quantity of corn units sold even after taking into consideration the higher returns from the tough spring environmental conditions, remain unchanged from 2021 to 2022.

For the pedigreed seed business, the Company will focus on the critical success factors of the business as follows:

- CANTERRA SEEDS will continue to access leading edge varieties by focusing on the following. Firstly, CANTERRA SEEDS has been very successful at acquiring highperforming varieties from public breeding entities like Agriculture and Agri-Food Canada, the Crop Development Centre and the University of Alberta. Secondly, the Company is a 30% partner with Limagrain, one of the world's largest and most innovative field seed companies, in the cereals breeding venture named Limagrain Cereals Research Canada (LCRC). This entity has registered wheat varieties including CS Daybreak and CS Accelerate which CANTERRA SEEDS has the rights to. Thirdly, CANTERRA SEEDS has arrangements with breeders throughout the world to test (using its internal field program) and register products in Western Canada. This has been very successful for the Company and currently its most successful pedigree product, CS Camden, came from one of these partnerships.
- On the distribution side for pedigreed seed, CANTERRA SEEDS ensures that it partners with the premier seed growers in Western Canada. Currently, the Company has 190 seed growers throughout the Prairies that are growing and selling CANTERRA SEEDS licensed varieties. The Company will continue to add growers where needed and as required, to ensure that farmers throughout the region will have access to the highest quality CANTERRA SEEDS product available.

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With the affiliated companies results as mentioned earlier, LCRC will continue to improve its earnings as it continues to register new varieties for the western Canadian market. LCRC is also part of the Variety Use Agreement (VUA) pilot project which will enable it to receive royalties on all acreage seeded with its varieties. These improvements in revenue will occur while operating expenses are kept quite stable. Over the next few years, it is anticipated that this loss on investment will reduce and will become income as LCRC continues to expand its market share.

For Meridian Seeds, as was mentioned earlier, CANTERRA SEEDS has sold its ownership portion of this business effective on December 31, 2021. The effect that this divestiture will have on CANTERRA SEEDS' future financials is dependent on the results that business has. Meridian Seeds', LLC success is currently quite dependent on a couple of key markets (chickpeas and pulses). The results of the Company have therefore related to the supply/demand in these crop types.

For net operating expenses, CANTERRA SEEDS is being as proactive as possible by limiting expenses in areas where possible. As always, the focus will be to ensure that all expenses will guarantee a successful return on investment. With the easing of restrictions from the COVID-19 virus, things have returned to somewhat normal with more trade shows, meetings and travel. However, it is also anticipated that there will be a "different" business model in the seed industry which will likely bring less face-to-face meetings and less travel and therefore lower operating expenses.

As with all industries, CANTERRA SEEDS is faced with significant challenges from the high inflation rates that are expected to drive up costs along with having to work through the considerable challenges that are currently being experienced throughout the world for logistical scheduling. The Company is extremely proactive to ensure that it effectively manages all delivery requirements, booking the shipments well in advance to ensure that this does not become a significant problem. On the inflation issue, CANTERRA SEEDS makes sure that it spends very wisely ensuring a substantial return on its investment. In addition, it tries to ensure that any added costs are made up for with increased earnings.

## 12. ADVANCES TO RELATED AFFILIATES

There are currently no advances owed to or by Limagrain Cereals Research Canada as at June 30, 2022.

## 13. RESPONSIBILITES, CONTROL AND POLICIES

## MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

The consolidated financial statements, the MD&A and all other information in this interim report are the responsibility of Management and have been reviewed and approved by the Roard of Directors.

Management, in accordance with International Financial Reporting Standards, has prepared the consolidated financial statements. The MD&A has been prepared in accordance with the requirements of securities regulators. The financial statements and MD&A include items that are based on best estimates and judgments of the expected effects of current events and transactions. Management has determined such items on a reasonable basis to ensure that the financial statements and MD&A are presented fairly in all material respects.

The Board of Directors is responsible for ensuring that management fulfills its responsibilities for financial reporting, and is ultimately responsible for reviewing and approving the unaudited interim consolidated financial statements and MD&A. The Board of Directors carries out this responsibility principally through its Audit Committee.

The Audit Committee, appointed by the Board of Directors, is financially literate and is fully comprised of independent directors. The Audit Committee meets periodically with management to review the unaudited interim consolidated financial statements, the MD&A, auditing matters and financial reporting issues. The Audit Committee also discusses internal controls over the financial reporting process and ensures that each party is properly discharging its responsibilities. In addition, the Audit Committee has the duty to review the appropriateness of the accounting policies and significant estimates and judgments underlying the unaudited interim consolidated financial statements as presented by management. The Audit Committee also reviews and makes recommendations to the Board of Directors with respect to the fees of the external auditors. The Audit Committee reports its findings to the Board of Directors for its considerations when it approves the consolidated financial statements and MD&A for issuance to shareholders.

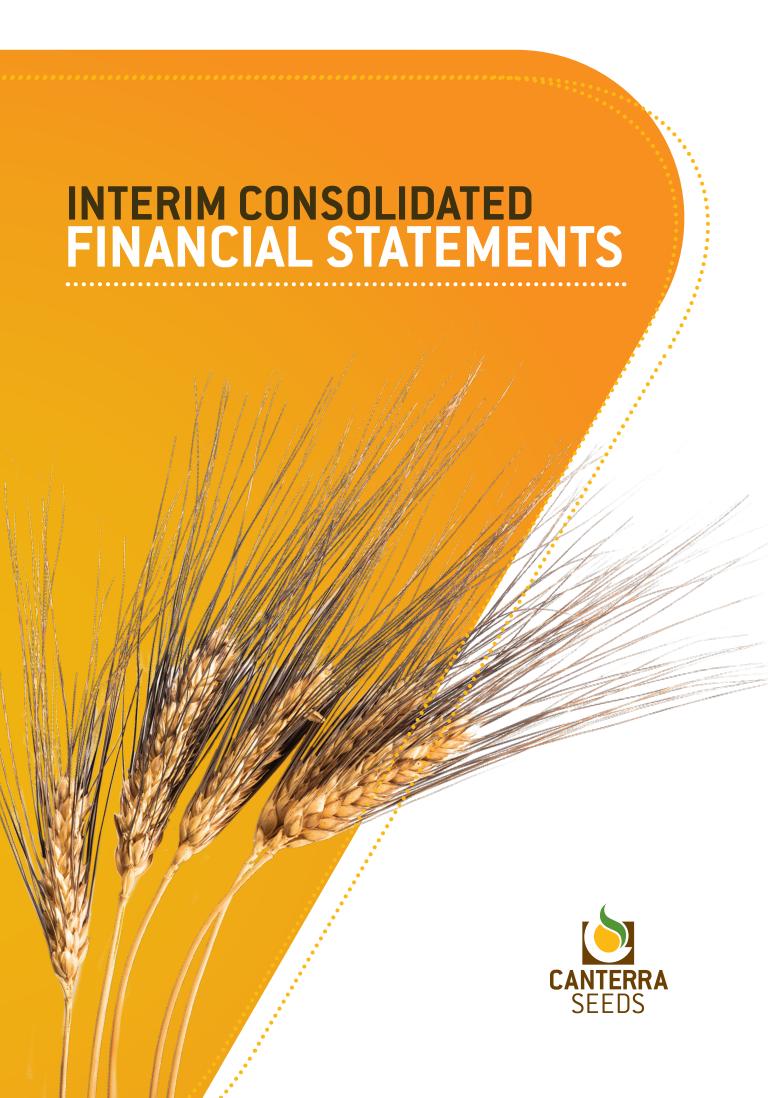
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MNP, external auditors designated by the shareholders, meets annually with the Audit Committee to discuss audit activities, financial reporting matters and other related subjects.

This report and the unaudited interim consolidated financial statements were reviewed by the Company's Audit Committee and approved by the CANTERRA SEEDS Board of Directors on August 18, 2022.

## **DISCLOSURE CONTROLS**

The Chief Executive Officer (CEO) and Chief Financial Officer (CFO) are responsible for establishing and maintaining disclosure controls and procedures for the Company. The disclosure controls and procedures have been conducted under the CEO's and CFO's supervision, to provide reasonable assurance that the material information relating to the Company is known to management in the period in which the interim filings are made.



## ${\bf CANTERRA\ SEEDS\ Holdings\ Ltd.}$

## **Consolidated Statement of Financial Position**

For the nine-month period ended June 30, 2022 and 2021

THESE FINANCIAL STATEMENTS ARE UNAUDITED AND WERE NOT REVIEWED BY AN AUDITOR

	June 30, 2022 Unaudited	June 30, 2021 Unaudited	September 30 2021 Audited
	\$	\$	\$
Assets			
Current			
Cash	15,262,391	8,698,682	4,308,263
Accounts receivable	8,923,530	9,278,681	4,799,156
Income taxes receivable	-	-	-
Inventory (Note 5)	7,395,783	6,516,526	5,412,043
Prepaid expenses and deposits	6,766,001	3,738,717	4,162,180
	38,347,705	28,232,606	18,681,642
Assets held for sale	-	-	528,021
	38,347,705	28,232,606	19,209,663
Property and equipment	528,093	597,471	571,326
Intangible assets	522,079	482,354	452,857
Right-of-use assets	809,651	1,012,108	959,858
Deferred tax asset	634,233	812,252	639,199
Investment in joint venture (Note 9)	1,016,922	2,075,440	1,427,496
Long-term receivables	412,292	213,884	213,884
Advances to related company (Note 6)	<u> </u>	120,480	26,754
	42,270,975	33,546,595	23,501,037
Liabilities Current			
Accounts payable and accruals	26,170,517	18,183,242	8,419,441
Deferred revenue (Note 7)	· · ·	-	31,261
Income Taxes Payable	268,955	91,602	· -
Current Portion of Lease Obligations	253,103	249,980	272,879
	26,692,575	18,524,824	8,723,581
Lease Obligations	556,578	762,128	686,979
- 9	27,249,153	19,286,952	9,410,560
Shareholders' Equity			
Share capital (Note 8)	12,577,828	12,577,828	12,577,828
Retained Earnings	2,425,271	1,663,092	1,493,926
Contributed surplus	18,723	18,723	18,723
	15,021,822	14,259,643	14,090,477
Total Liabilities and Equity	42,270,975	33,546,595	23,501,037

APPROVED ON BEHALF OF THE BOARD

mes M. Wilson

Director

Director Justice

## CANTERRA SEEDS Holdings Ltd.

## Consolidated Statements of Comprehensive Income For the nine-month period ended June 30, 2022 and 2021

THESE FINANCIAL STATEMENTS ARE UNAUDITED AND WERE NOT REVIEWED BY AN AUDITOR

	Three mon	ths ended	Six month	Six months ended	
	2022	2021	2022	2021	
	Unaudited	Unaudited	Unaudited	Unaudited	
	\$	\$	\$	\$	
Sales	17,242,568	9,427,657	45,518,996	35,283,667	
Cost of sales	14,446,599	7,641,417	38,550,208	29,015,192	
Gross profit	2,795,969	1,786,240	6,968,788	6,268,475	
Other revenue (Note 4)	205,090	98,558	357,852	236,241	
	3,001,059	1,884,798	7,326,640	6,504,716	
Selling, general and administrative expenses and loss from joint venture					
Operating, general and administrative	701,544	574,483	2,166,037	1,843,190	
Loss from joint venture	151,161	151,451	517,737	706,068	
Depreciation and amortization	135,556	155,664	427,163	447,006	
Salaries, wages and benefits	1,024,234	963,660	2,978,844	2,769,129	
Interest	10,692	3,319	35,227	10,097	
	2,023,187	1,848,577	6,125,008	5,775,490	
Income from operations before taxes	977,872	36,221	1,201,632	729,226	
Income tax expense	(219,840)	46,445	(270,287)	(166,466	
Income and comprehensive income	758,032	82,666	931,345	562,760	
Income per share					
moonio per silait		0.01	0.12		

The accompanying notes are an integral part of these financial statements

## CANTERRA SEEDS Holdings Ltd.

## **Consolidated Statements of Cash Flows**

For the nine-month period ended June 30, 2022 and 2021

THESE FINANCIAL STATEMENTS ARE UNAUDITED AND WERE NOT REVIEWED BY AN AUDITOR

	2022	2021
	Unaudited	Unaudited
	\$	\$
Cash provided by (used for) the following activities		
Operating activities		
Net income	931,345	562,760
Depreciation of plant and equipment	98,751	108,911
Depreciation of intangible assets	83,278	87,828
Depreciation of right-of-use assets	245,134	250,267
Interest	35,227	10,097
Transfer with joint-ventures - non-cash	(107,163)	(23,535)
Loss from joint venture	517,737	706,068
Income tax accrual	270,286	166,466
	2,074,595	1,868,862
Changes in working capital accounts	• •	, ,
Accounts receivable	(4,124,374)	(4,090,754)
Inventory	(1,983,740)	(370,123)
Prepaid expenses and deposits	(2,603,821)	(1,307,394)
Accounts payable and accruals	17,751,076	10,290,463
Deferred revenue	(31,261)	-
Income tax payable	3,635	8,226
	11,086,110	6,399,280
Financing activities	11,000,110	0,000,200
Lease obligation repayments	(185,404)	675,073
	(185,404)	675,073
Investing activities	(100,100)	
Purchases of property and equipment	(55,518)	(22,641)
Acquisition of intangible assets	(152,500)	(27,500)
Purchase of right-of-use assets	(94,927)	(935,437)
Repayment from (loans to) affiliated companies	26,754	(113,642)
Contributions from (to) long-term equity investments	-	(999,000)
Sale of assets held for resale	528,021	-
Increase in long-term receivables	(198,408)	
	53,422	(2,098,220)
Increase in cash resources	10,954,128	4,976,133
Cash and investments, beginning of period	4,308,263	3,722,549
Cash and investments, end of period	15,262,391	8,698,682
oash and hivestilicits, clid of period	15,262,391	0,080,002

The accompanying notes are an integral part of these financial statements

## CANTERRA SEEDS Holdings Ltd.

## Consolidated Statements of Changes in Equity For the nine-month period ended June 30, 2022 and 2021

THESE FINANCIAL STATEMENTS ARE UNAUDITED AND WERE NOT REVIEWED BY AN AUDITOR

	Share capital	Contributed Surplus	Surplus (deficit)	Total
Balance,				
September 30, 2020	12,577,828	18,723	1,100,332	13,696,883
Comprehensive income	-	-	562,760	562,760
Balance, June 30, 2021	12,577,828	18,723	1,663,092	14,259,643
Balance, September 30, 2021	12,577,828	18,723	1,493,926	14,090,477
Comprehensive income	_	_	931,345	931,345
Balance, June 30, 2022	12,577,828	18,723	2,425,271	15,021,822

### **CANTERRA SEEDS Holdings Ltd.**

## **Notes to Consolidated Financial Statements**

For the nine-month period ended June 30, 2022 and 2021

THESE FINANCIAL STATEMENTS ARE UNAUDITED AND WERE NOT REVIEWED BY AN AUDITOR

## 1. Incorporation and operations

#### **Entity information**

CANTERRA SEEDS Holdings Ltd. (the "Company") was incorporated under the laws of the Province of Saskatchewan on March 14, 1996. The head and registered office for the Company is located at 201 – 1475 Chevrier Blvd., Winnipeg, Manitoba, Canada R3T 1Y7. The Company purchases, produces, and distributes seed varieties and related technologies. Due to the seasonal nature of the agricultural industry seed sales generally occur during the months of October to June. This same seasonal nature significantly affects the statement of financial position on a quarterly basis as accounts receivable, inventory, prepayments for inventory and accounts payable and accrued liabilities have significant swings depending on the canola, corn, and soybeans sales cycles.

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The interim consolidated financial statements of the Company reflect the operations and financial position of the Company and its wholly owned subsidiaries: CANTERRA SEEDS (2002) Ltd. (a Canadian corporation) and CANTERRA SEEDS (USA) Ltd. (a U.S. company), and its joint venture investment Limagrain Cereals Research Canada (a Canadian partnership), which is accounted for using the equity method.

## 2. Basis of presentation and continuing operations

## Statement of compliance

The unaudited condensed consolidated interim financial statements (or "consolidated financial statements") of the Company as of June 30, 2022, have been prepared in accordance with the requirements of International Accounting Standard (IAS) 34, Interim Financial Reporting as issued by the International Accounting Standards Board (IASB). These condensed financial statements do not include all the information required for consolidated financial statements and use the accounting policies consistent with the annual audited consolidated financial statements for the year ended September 30, 2021.

These interim condensed consolidated financial statements for the nine-month period ended June 30, 2022, and 2021 were recommended for approval by the Audit Committee and were approved and authorized for issue by the Board of Directors on August 18, 2022.

## 3. Significant accounting policies

## Revenue recognition

The Company recognizes revenue and profits from the sale of seed when the seed has been shipped. Volume related royalty revenue is recognized in the period in which the sale is reported to the Company by the grower. Scientific Research and Experimental Development credits are recognized when the related expenses have been incurred. Deferred revenue is taken into income in the period in which it is earned. Contract services and program payments are recognized when earned.

## Key accounting estimates and judgments

The preparation of financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Accounts receivables are stated after evaluation as to their collectability, and an appropriate allowance for doubtful accounts is provided where considered necessary. Provisions are made for slow moving and obsolete inventory. Amortization is based on the estimated useful lives of property and equipment. Scientific Research and Experimental Development tax credit claims are based on methodologies and assumptions applied by management in previous successful claims. Intangible assets consist of variety licenses and are depreciated over the life of the agreement. Management has evaluated using judgement long-term equity investments and

## CANTERRA SEEDS Holdings Ltd.

## **Notes to Consolidated Financial Statements**

For the nine-month period ended June 30, 2022 and 2021

THESE FINANCIAL STATEMENTS ARE UNAUDITED AND WERE NOT REVIEWED BY AN AUDITOR

advances. Management has estimated the Company's incremental borrowing rate for leases where the implicit rate cannot be determined.

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These judgements, estimates and assumptions are reviewed periodically and, as adjustments become necessary, they are reported in earnings in the periods in which they become known.

## 4. Other revenue

	Three Mon	ths Ended	Nine Month	s Ended
	June 30, 2022	June 30, 2021	June 30, 2022	June 30, 2021
	\$	\$	\$	\$
Interest and investment income	78,196	27,755	131,120	38,204
Contract Services and Program Payments	132,118	-	132,118	-
Other	(14,224)	52,740	67,614	143,849
Scientific research & development tax refundable	9,000	18,063	27,000	54,188
	205,090	98,558	357,852	236,241
5. Inventory				
•		June 30, 2022	June 30, 2021	September 30, 2021
		\$	\$	\$
Finished goods		5,104,488	3,002,619	2,589,883
Raw materials		2,291,295	3,513,907	2,822,160
		7,395,783	6,516,526	5,412,043

The cost of inventories recognized as an expense and included in cost of sales in 2022 amounted to \$14,965,442 (2021 – \$9,897,900).

## 6. Advances to related company

	June 30, 2022	June 30, 2021	September 30, 2021
	\$	\$	\$
Meridian Seeds LLC	-	109,554	31,301
Limagrain Cereals Research Canada	-	10,926	(4,547)
	-	120,480	26,754

### **CANTERRA SEEDS Holdings Ltd.**

## **Notes to Consolidated Financial Statements**

For the nine-month period ended June 30, 2022 and 2021

THESE FINANCIAL STATEMENTS ARE UNAUDITED AND WERE NOT REVIEWED BY AN AUDITOR

## 7. Deferred revenue

Deferred revenue is comprised of deposits received from customers for which the related product has not been shipped on June 30, 2022, or June 30, 2021. Since the season has been completed there are no balances in either year.

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## 8. Share capital

Authorized

Unlimited number of Class A voting common shares.

Unlimited number of Class B shares, non-voting, non-participating, redeemable at the option of the Company if the shareholder fails to fully pay for shares, fails to exercise share purchase options, or if the shareholder causes the corporation to have its rights under any license agreement terminated.

Unlimited number of Class C shares without nominal or par value, non-voting, and non-redeemable.

		June 30, 2022	June 30, 2021	September 30, 2021
Issued				
		\$	\$	\$
Common share	es			
7,551,147	Class A common shares (2021 – 7,551,147)	12,109,827	12,109,827	12,109,827
2,118,000	Class B series 1 shares (2021 – 2,118,000)	468,001	468,001	468,001
		12,577,828	12,577,828	12,577,828

There were no share transactions through treasury for the nine-month periods ended June 30, 2022, and June 30, 2021. During the nine-month period of October 1, 2021, to June 30, 2022 there were 107,151 Class A shares and 150,000 Class B shares transferred outside of treasury. For the same nine-month period ending June 30, 2021, there were no share transactions.

## 9. Interest in joint ventures

The Company, during this quarter, finalized the sale of its joint venture, Meridian Seeds LLC, in which it shared 50% control. Investments in this company, which were subject to joint control, were accounted for using the equity method.

This investment has been sold and a payment plan has been arrived at. With this, it is anticipated that amounts totaling to \$226,753 (converted to Canadian funds) will be received by the Company during the next 12 months with the balance of \$198,408 (in Canadian funds) plus interest receivable payable during the following two years.

The Company has a wholly owned subsidiary, CANTERRA SEEDS USA LTD. whose investment in Meridian Seeds, LLC, a U.S. Limited Liability Corporation was a 50% joint venture interest. These numbers are converted to Canadian dollars.

	2021	2020
	\$	\$
Investment in CANTERRA SEEDS USA LTD.	-	506,619

### **CANTERRA SEEDS Holdings Ltd.**

## **Notes to Consolidated Financial Statements**

For the nine-month period ended June 30, 2022 and 2021

THESE FINANCIAL STATEMENTS ARE UNAUDITED AND WERE NOT REVIEWED BY AN AUDITOR

The Company owns a 30% investment in Limagrain Cereals Research Canada, a cereal breeding and development partnership located in Saskatoon, Saskatchewan. Investments in this company, which are subject to joint control, is accounted for using the equity method.

The following amount represent the results and financial position of Limagrain Cereals Research Canada for the nine months ended June 30, 2022, and 2021. The amounts below are in in Canadian dollars.

	2022	2021
	\$	\$
Current Assets	2,136,016	3,640,240
Long-term Assets	1,969,229	1,738,522
Current Liabilities	275,663	404,139
Revenues	316,479	67,970
Expenses	1,685,060	1,744,656
Net Loss	(1,368,581)	(1,676,686)
Cash provided by (used in) operating activities	(1,047,955)	(1,204,771)
Cash provided by (used in) investing and financing activities	(73,073)	2,955,721

Limagrain Cereals Research Canada is Canadian limited partnership and a 30% joint venture interest.

	<b>22</b> 2021
	\$ \$
Investment in Limagrain Cereals Research Canada 1,016,92	<b>1</b> ,568,821

## 10. Earnings per share

The basic income per share has been calculated based upon the weighted average number of shares outstanding during the three-month period ended June 30, 2022, of 7,551,147 (2021 – 7,551,147).

### 11. Commitments

The Company is involved in various legal matters arising in the ordinary course of business. The resolution of these matters is not expected to have a material effect on the Company's financial position, results of operations or cash flows.

## Director and officer indemnification

The Company indemnifies its directors and officers against all claims or losses reasonably incurred in the performance of their service to the Company to the extent permitted by law.

## 12. Capital management

A wholly owned subsidiary of the Company has externally imposed capital requirements as governed through its bank credit facilities. As of June 30, 2022, the Company is not in default of these capital requirements and is in good standing in its dealings with its bank.

## 13. Related party transactions

Certain shareholders have entered transactions with the Company for the purchase and sale of seed and seed products. These transactions were in the normal course of business and were recorded at their exchange amount.



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