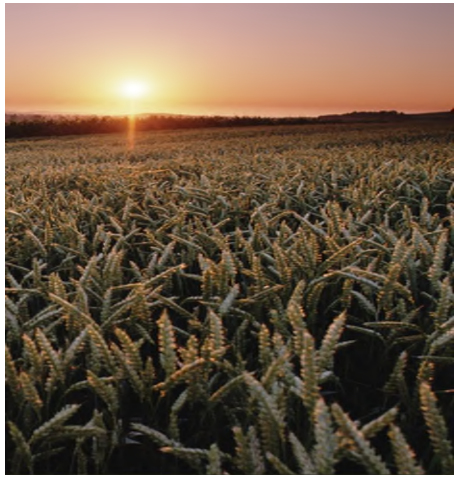

Farm Management Consulting

MNP Canadian Agriculture Industry Outlook Spring 2026

Presented by: Alex Strachan P.Ag

Date: April 2026

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Ag Industry Outlook – Table of Contents

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Industry Outlook 2026

The Market Fundamentals

- War
- Tariffs
- Supply Management

Exchange Rates

Source: Bank of Canada

Interest Rates

- BoC announcement March 18th : No change
- Next BoC announcement April 29th
  - Expectation is no change for 2026
  - Conflicting considerations for moves up, down and neutral

Industry Outlook - 2026

Trade – USA

Industry Outlook - 2026

Trade – USA

US Tariffs

- 10% tariff on goods not compliant with CUSMA
- 50% tariff on steel and aluminum imports
- 10% tariff on imports of energy and potash not covered by CUSMA

Canadian Reciprocal Tariffs

- 25% tariffs on $15.6 billion of steel and aluminum products
- 25% tariffs on U.S.-made vehicles that do not comply with CUSMA
- 25% import tariff on steel derivatives (global)

Industry Outlook - 2026

Trade – China

As of March 1st, 2026 China has:

- Lowered tariff on canola seed
- Suspended tariffs on canola meal and other products

As of March 1st, 2026 Canada has:

- Implemented country-specific annual quota of 49,000 EVs
- Extending remissions for Chinese imports of steel and aluminum products

Industry Outlook - 2026

Trade: USA - China

- As of February 24th, 2026:
- US tariffs on Chinese goods start at 30%
  - Section 122 Surcharge of 10% on most goods

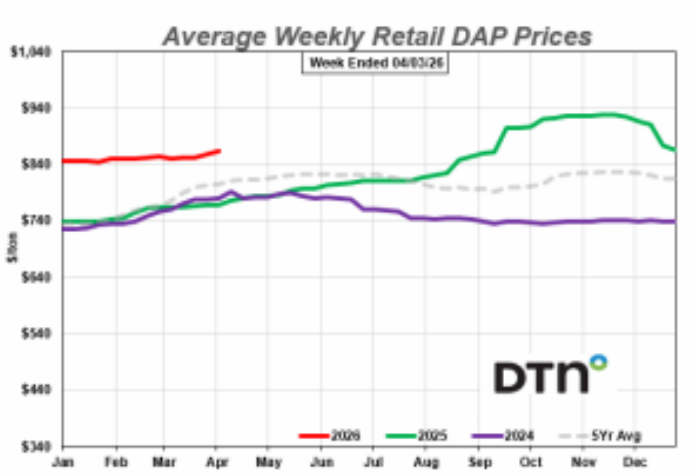
Chinese have reduced tariffs from 2025 highs but remain in the 10-30% range on most US imports

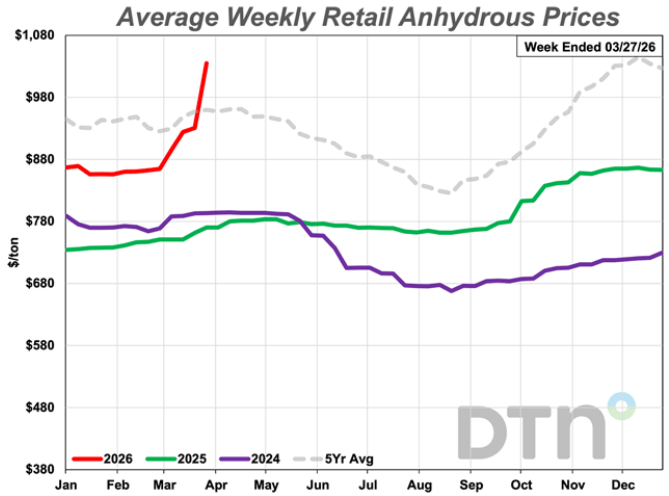
Industry Outlook - 2026

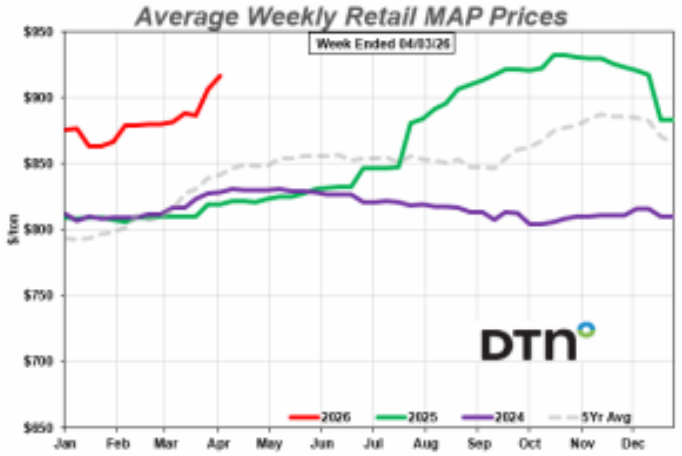
Trade: USA – Rest of the World

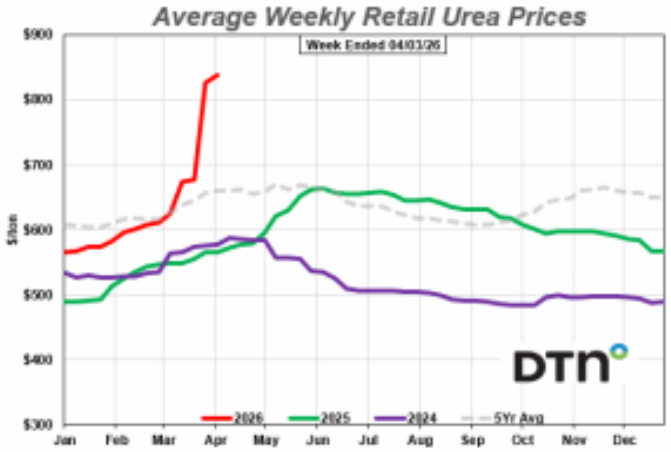
- What remains of “Liberation Day” tariffs?
- February 21st, 2026, Supreme Court ruling on IEEPA tariffs
- Now what?

Crop Inputs

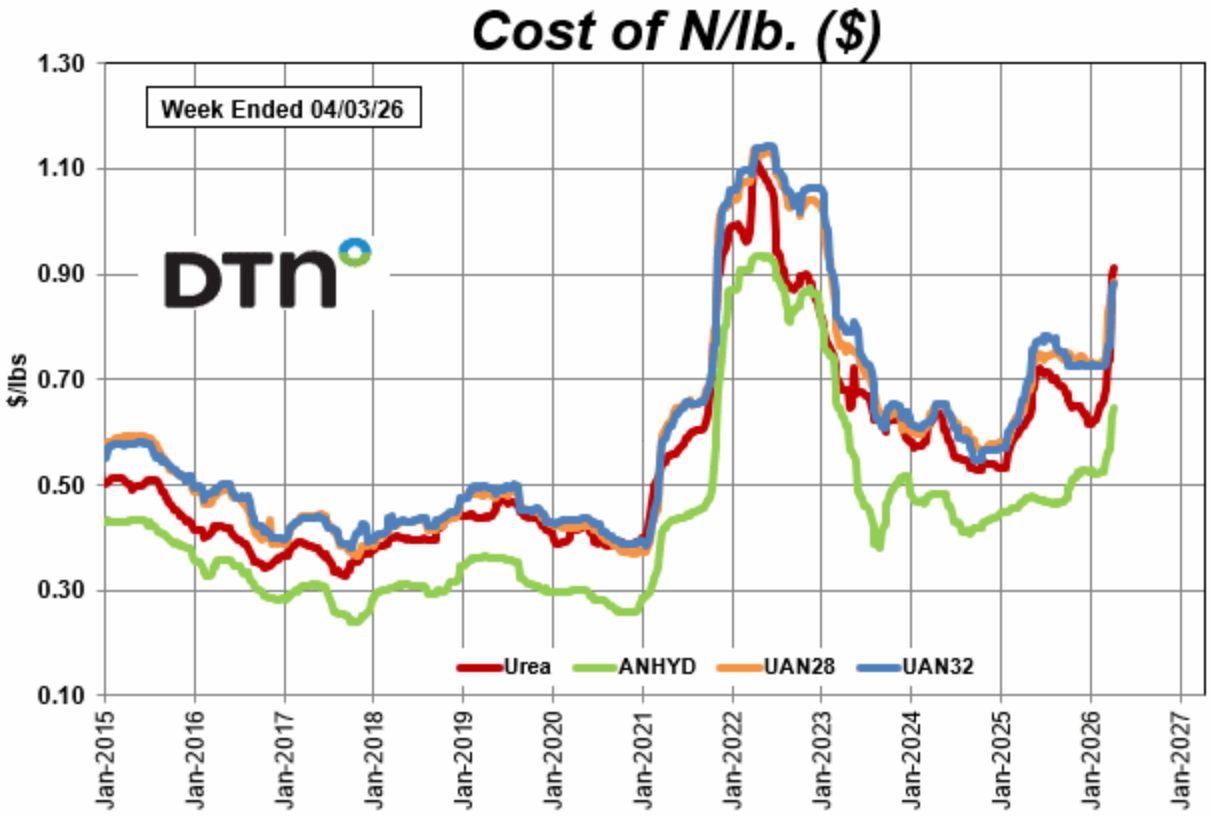

Average Weekly Retail DAP Prices
Week Ended 04/03/26
$1,040
$940
$840
$740
$640
$540
$440
$340
$/ton
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
2026
2025
2024
5Yr Avg
DTN


Average Weekly Retail Anhydrous Prices
Week Ended 03/27/26
$1,080
$980
$880
$780
$680
$580
$480
$380
$/ton
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
2026
2025
2024
5Yr Avg
DTN


Average Weekly Retail MAP Prices
Week Ended 04/03/26
$950
$900
$850
$800
$750
$700
$650
$/ton
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
2026
2025
2024
5Yr Avg
DTN


Average Weekly Retail Urea Prices
Week Ended 04/03/26
$900
$800
$700
$600
$500
$400
$300
$/ton
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
2026
2025
2024
5Yr Avg
DTN

Crop Inputs


Cost of N/lb. ($)
Week Ended 04/03/26
DTN
$/lbs
1.30
1.10
0.90
0.70
0.50
0.30
0.10
Urea
ANHYD
UAN28
UAN32
Jan-2015
Jan-2016
Jan-2017
Jan-2018
Jan-2019
Jan-2020
Jan-2021
Jan-2022
Jan-2023
Jan-2024
Jan-2025
Jan-2026
Jan-2027

Industry Outlook - 2026

Trade: Canada's response to farmers

- AgriStability
  - Program cap returning to $3 Million
  - Compensation rate back to 80% from 90%
- Advance Payment Program Interest free limit:
  - $500,000 on Canola
  - $250,000 on all other commodities

Industry Outlook - 2026

Poultry

- Demand slowing for chicken as population growth slows
- Consumer demand down for turkeys
- Demand outlook for eggs remains strong

Safe Guards

- *Understand the quota:*
  - *Provincial legislation re: transferability.*
  - *Debtor's utilization and options to lease out quota.*
  - *Understanding compensation rules will have bearing on security.*
- *High land values may support security position*

Industry Outlook – 2026

Poultry

- Total Avian Influenza cases throughout the year similar to 2024
- This time last year, there were 15 premises actively infected
- Estimated number of birds affected this time last year was 14.5 million
- Migratory season could cause increase in transmission and infected premises

Province	Number of infected premises (current IPs)	Number of previously infected premises (released IPs)	Estimated number of birds impacted since December 2021 (Updated: 2026-03-20)
Alberta	8	104	2,511,000
British Columbia	6	273	10,107,000
Manitoba	0	32	551,000
New Brunswick	0	2	Under 100
Newfoundland and Labrador	0	4	500
Nova Scotia	3	10	12,000
Ontario	2	70	1,343,000
Prince Edward Island	0	1	200
Quebec	1	69	1,543,100
Saskatchewan	3	57	1,221,000
Total	**23**	**622**	**17,288,900**

Industry Outlook - 2026

Dairy

- Profitability stabilizing
- Increased demand (quota increases)
- Processors starting to look for a different ratio of Butterfat and Solid non-fats

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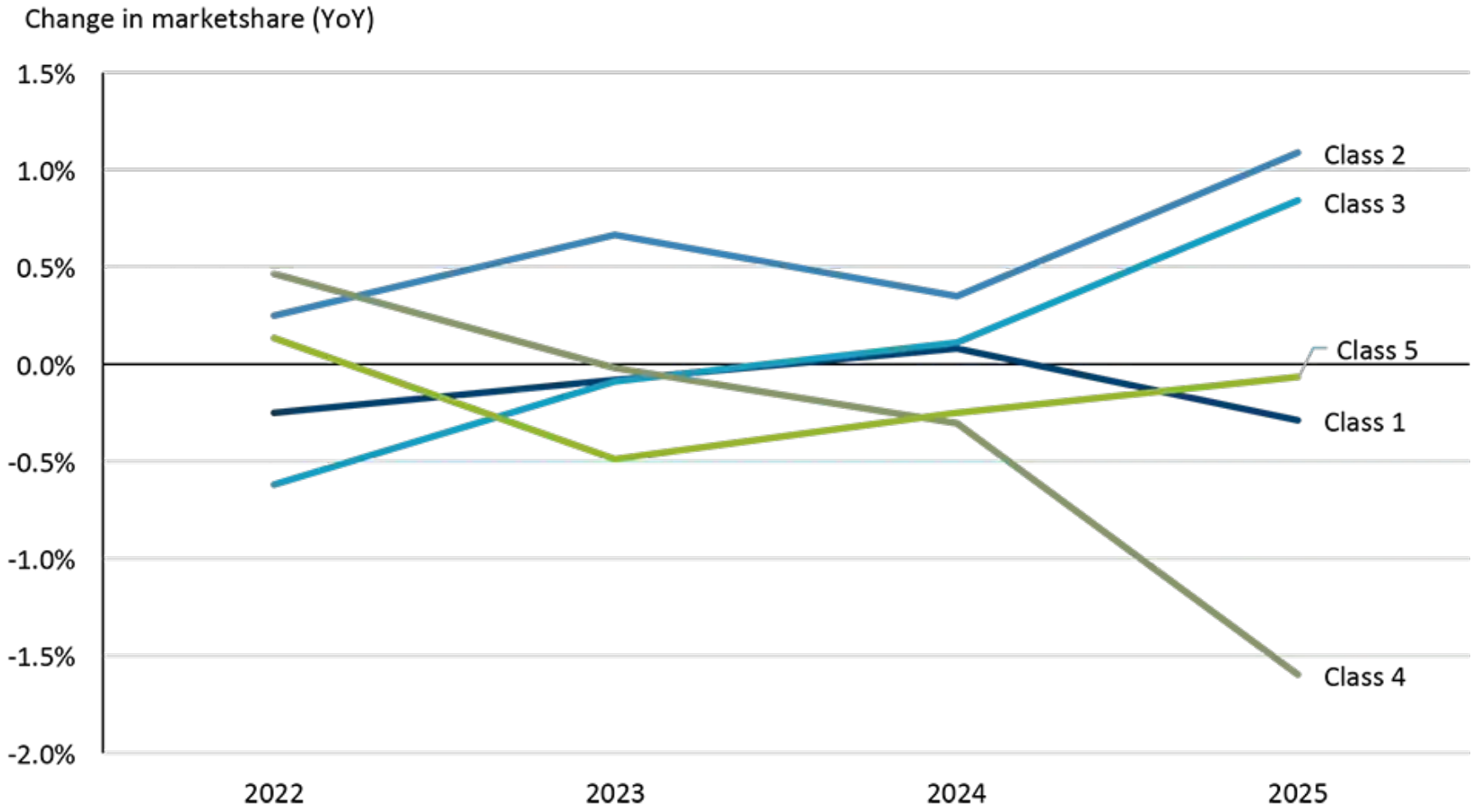
Safe Guards

- *Understand the quota:*
  - *Provincial legislation re: transferability.*
  - *Debtor's utilization and options to lease out quota.*
  - *Understanding compensation rules will have bearing on security.*
- *High land values may support security position*

Industry Outlook - 2026



Sources: Statistics Canada, Canadian Dairy Commission, Government of Alberta, FCC Economics

Industry Outlook - 2026

Crops

- 2026 Seeding Intentions
- Farm Equipment
- Farmland Values
- Crop Input Prices

Safe Guards

- *Equipment ratio on grain farms is important.*
- *Ensure all property of creditor included on debt security*
- *Verify proper registration on land and related farm equipment*
- *Verify crop insurance & AgriStability status*

Grain Production - US

Corn

- 95.3 Million seeded acre estimate
  - down 3.45 million acres (3%) from 2025
- Stocks up 11% year over year
- On-farm stocks up 21%

Soybeans

- 84.7 Million seeded acre estimate
  - Up 4% from 2025
- Stocks up 10%

Grain Production - Canada

Soybeans

- Estimate of 5.9 million acres
  - Up 1.9% from 2025

Canola

- Estimate of 21.8 million acres
  - Up 1%

Wheat (excl. Durum)

- Estimate of 8.7 million acres of Spring Wheat
  - ~1% decline year over year

Industry Outlook - 2026

Divergence between US and Canada

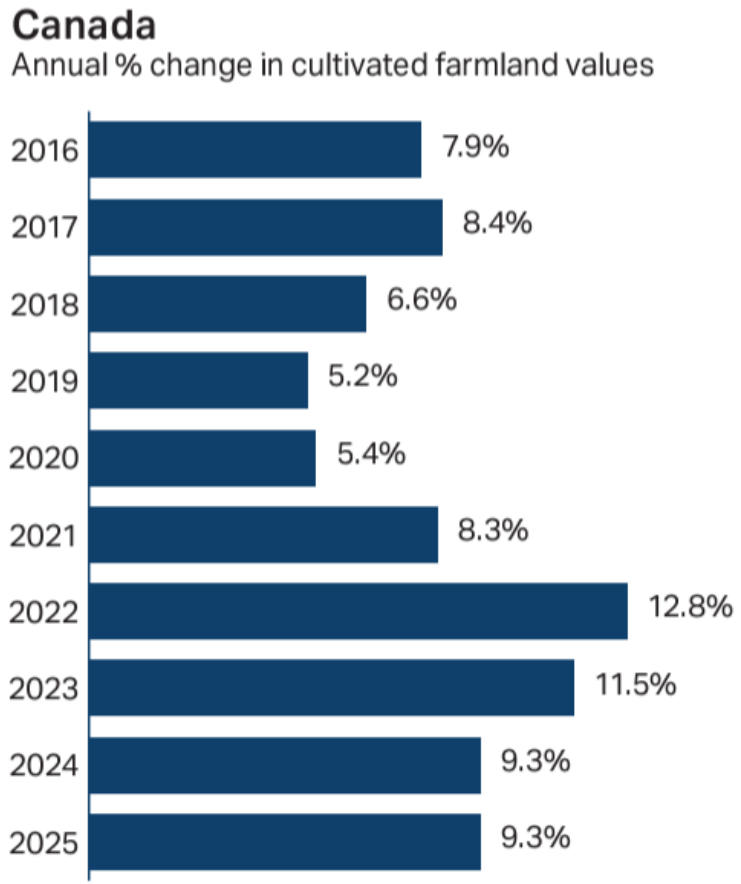
- Farm tractors down 8.7% YTD in US
- Combine sales up 15.4% YTD in US

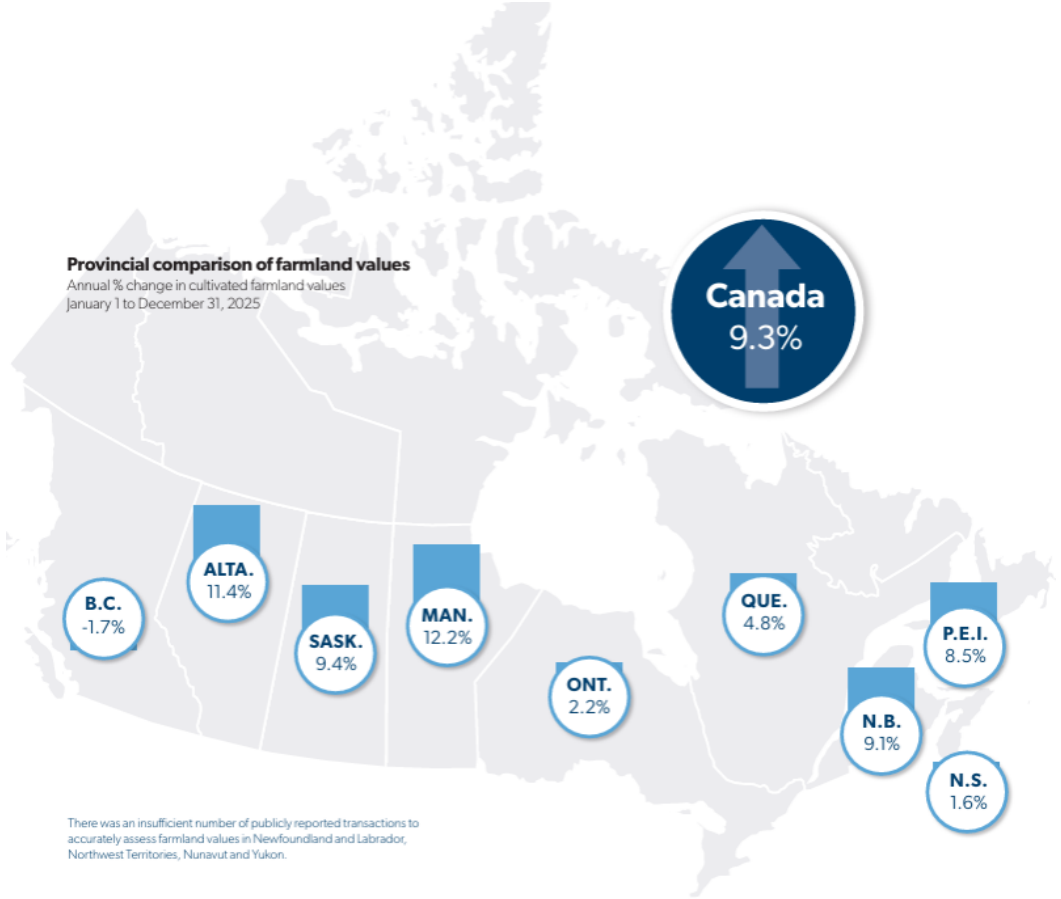
- Farm tractors down 3.3% YTD in Canada
- Combine sales up 85.5% YTD in Canada

Source: Association of Equipment Manufacturers

Industry Outlook - 2026

Canadian Farmland Values





Industry Outlook - 2026

Hogs

- Good price outlook
- Stable feed costs
- Demand could be impacted by trade disputes affecting Canada and USA

Safe Guards

- *Perform walk-through on short notice and assess condition of herd and barn operations*
- *Verify proper registration on land and related farm equipment*
- *Verify AgriStability status.*

Industry Outlook - 2026

5 Year MB Farrow to Finish Hog Margins (Per Head)

	2021	2022	2023	2024	2025
Total Revenue Per Pig Sold	**223.45**	**253.00**	**226.52**	**243.09**	**273.44**
Total Production Expenses	**171.68**	**199.97**	**185.87**	**147.88**	**146.25**
Gross Margin	**51.78**	**53.03**	**40.65**	**95.21**	**127.19**
Gross Margin %	23.2%	21.0%	17.9%	39.2%	46.5%

Industry Outlook - 2026

Cattle

- Continued strong outlook for overall sector moving forward
- Lower inventories in industry
- Feedlot margins remain strong due to feed grain pricing

Safe Guards

- Perform walk-through on short notice
- Verify inventory and require manifests and/or proof of purchase or sale. Look closely at inventory values.
- Verify AgriStability and risk management practices.

Industry Outlook - 2026

Key factors:

- Canadian herd grew 1.9%
  - So what?
- US herd flat
- Demand not easing
- Farm consolidation

Beef Cows ('000 head)	2021	2026/21	2026	2026/25
BC	194.1	-4.5%	189.4	+4.0%
AB	1,607.1	-5.4%	1,520.4	+2.2%
SK	1,091.5	-11.6%	965.1	+1.5%
MB	412.8	-9.8%	372.3	+1.4%
ON	237.8	-8.4%	217.9	+1.3%
QC	129.4	-8.5%	118.4	+1.9%
MT	34.1	-0.9%	33.8	+2.7%
Canada	3,711.1	-7.9%	3,417.3	+1.9%

Source: CanFax

Contacts

Farm Management Consulting

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Alex.strachan@mnp.ca

Corporate Recovery Services

Kristin Gray, CPA ,CA ,LIT, CIRP,

Direct: 780-705-0073 Cell: 604-889-8526

Kristin.gray@mnp.ca

Appendices – Our People

The MNP Advantage:

- Offices in strategic urban and rural locations from coast-to-coast
- Experience with 18,000 commercial and 300 Hutterite Colony farm clients
- Over 60 years service to agriculture has given us unparalleled and unrivalled access to the industry from the producer level all the way up to industry associations and government.

Nobody does it better.

Appendices – Our People

"Think Global, Act Local"

- 130 offices from coast-to-coast.
- Member of Praxity Global Alliance of Independent Firms giving us worldwide presence
- The only professional accounting firm with a dedicated Farm Management Consulting group
- We have specialists located in the areas necessary to meet the needs of our agricultural clients

Appendices – Our People

Over 600 professionals focused on the agriculture industry with niche specialities in:

- Farm Management
- Crops
- Livestock
- Farm income stabilization programs
  - AgriStability and AgriInvest
- Agriculture specific accounting & tax
- Food & Ag Processing
- Hutterite Colonies

Appendices – Our People

Farm Programs
Farm Programs are a complex and highly specialised service-line.

With several hundred file preparers preparing over 9,000 applications a year backed up by 100 internally certified specialists MNP is the only firm in Canada to:

- Take a full-service approach to Farm Programs.
- Develop a specialised team to maximise program-revenue for our clients.
- Prepare such a large volume of applications.

Appendices – Our People

Farm Programs

A Full-Service approach means that MNP does more than just complete the forms – we know what and how much we are applying for which means:

- We know when payments are wrong and when it is worth following up and/or appealing.
- We get what we claim 90% of the time.
- We have a robust track record of reviewing non-MNP prepared applications and collecting under-claimed amounts.
- Only firm in Canada with ability to analyse interaction between risk management programs enabling them to be truly used for risk management with our ARMP tool.

Appendices – Our People

- The 25 professionals in MNP's Farm Management Consulting group bring to bear a combination of on-the-farm experience and formal education
- Education and experience include:

Bachelors of Science in Agriculture (B. Sc.)	Professional Agrologists (P. Ag)
Certified Agricultural Consultants (CAC)	Former and current farm managers and producers

Appendices – Our People

Within the Farm Management Consulting team we have niche professionals in:

- Crop production and marketing (dryland and irrigated)
- Intensive livestock production and marketing
- Supply managed (dairy and poultry)
- Commodity and food processing
- Exotics
- Greenhouse and Market Gardening
- Orchard Fruit

Appendices – Special Situations

Working closely with Corporate Recovery Services, the Farm Management Consulting team have assisted with the provision of:

- Initial assessment of a debtor
- Monitoring
- Restructuring
- Liquidation

Appendices – Special Situations

The Farm Management Consulting team has provided the following services to Corporate Recovery Engagements:

- Assisting with taking possession of farm operations
- Determining and executing strategies for ongoing operations
- Providing executive management of day-to-day farm operations
- Consulting on key decision points in farm operations
- Preparation of risk analysis and mitigation strategies
- Providing input into realization plans