



## **ANNUAL INFORMATION FORM**

**Year Ended December 31, 2015**

**March 24, 2016**

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## ITEM 1. EXPLANATORY NOTES AND CAUTIONARY STATEMENTS

### 1.1 Explanatory Notes

In this Annual Information Form (“AIF”), references to “AGT” or the “Company” are to AGT Food and Ingredients Inc. and include its subsidiaries, unless the context otherwise requires. Unless otherwise stated in this AIF, the information contained herein is stated as at December 31, 2015.

### 1.2 Forward-Looking Information

Included in this AIF are forward-looking statements (within the meaning of applicable securities laws) with respect to AGT. Forward-looking statements include but are not limited to those with respect to the expected timing of the commissioning of certain facilities at AGT’s Minot, North Dakota pulses ingredient processing facility (the “**Minot Facility**”), AGT’s strategy and direction, the particulars of AGT within its applicable marketplaces, the future of applicable industries, working capital management, asset utilization, sales volumes, the quality of receivables, supply management, production at the Minot Facility, the geographic location of the consumption of pulses, certain competitive advantages, the price of lentils and other crops, the estimated size and quality of future harvests of lentils and other crops, costs of production, currency fluctuations, requirements for additional capital and the expected benefits of certain transactions.

This AIF contains or refers to certain forward-looking statements relating to, but not limited to, our expectations, intentions, plans and beliefs, including information as to the future financial or operating performance of AGT. In certain cases, forward-looking statements can be identified by the use of words such as “plans”, “contemplates”, “expects” or “does not expect”, “is expected”, “budget”, “goal”, “scheduled”, “estimates”, “forecasts”, “intends”, “anticipates” or “does not anticipate”, or “believes” or variations of such words and phrases, or state that certain actions, events or results “may”, “could”, “would”, “might” or “will” be taken, occur or be achieved. Such forward-looking statements or forward looking information reflect management’s beliefs, estimates and opinions regarding AGT’s future growth, results of operations, performance, and business prospects and opportunities at the time such statements are made and AGT takes no obligation to update forward-looking statements if these beliefs, estimates and opinions or circumstances should change. Undue reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors that are in many cases beyond AGT’s control. Forward-looking statements are necessarily based upon a number of estimates and assumptions that, while considered reasonable by AGT, are inherently subject to significant business, economic, competitive, political and social uncertainties and contingencies. Forward-looking statements are not guarantees of future performance. By their nature, forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of AGT (including its operating subsidiaries) to differ materially from what AGT expects at the time such statements are made. Such risks and uncertainties include, among others, the actual results of harvests, fluctuations in the price of lentils and other crops, failure of plant, equipment or processes to operate as anticipated, accidents, or labour disputes, changes in distribution and retail market and in consumer preference, changes in consumer discretionary spending resulting from changes in economic conditions and/or several consumer confidence levels, risks relating to the integration of acquisitions or to international operations, as well as those factors referred to in the section titled “*Risk Factors*” in this AIF. All forward-looking statements contained in this AIF are expressly qualified in their entirety by this cautionary statement.

Although AGT has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in forward-looking statements, there may be other factors that cause actions, events or results not to be as anticipated, estimated or intended. There can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events

could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements. AGT expressly disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, events or otherwise, except in accordance with applicable securities laws.

### **1.3 Non-IFRS Earnings Measures**

AGT provides some non-International Financial Reporting Standards (“**IFRS**”) measures in this AIF as supplementary information that management believes may be useful to investors to explain AGT’s financial results. These non-IFRS measures include Adjusted EBITDA\* (earnings before finance expense, income taxes, depreciation and amortization, restructuring costs and any effects of non-cash, non-recurring and other costs and foreign exchange adjustment). Management believes that Adjusted EBITDA\* is an important indicator of AGT’s ability to generate liquidity through operating cash flow to fund future working capital needs, service outstanding debt and fund future capital expenditures and uses this metric for these purposes. The exclusion of non-cash and foreign exchange adjustments eliminates the non-cash impact on Adjusted EBITDA\* and is also used by investors and analysts for the purpose of valuing AGT. The intent of this measure is to provide additional useful information to investors and analysts and the measure does not have any standardized meaning under IFRS. Adjusted EBITDA\* should therefore not be considered in isolation or used as a substitute for measures of performance prepared in accordance with IFRS. For a reconciliation of net earnings (loss) determined in accordance with IFRS to Adjusted EBITDA\*, see the table on page 42 in the related management’s discussion and analysis for the three and twelve months ended December 31, 2015 (the “**2015 MD&A**”).

### **1.4 Industry and Market Data**

This AIF includes market share and industry data and other statistical information that AGT has obtained from independent industry publications, government publications, market research reports and other published independent sources, including the Food and Agriculture Organization of the United Nations (“**FAO**”) and the Global Pulse Confederation (“**GPC**”).

Such publications and reports generally state that the information contained therein has been obtained from sources believed to be reliable. Although AGT believes these publications and reports to be reliable, it has not independently verified any of the data or other statistical information contained therein, nor has it ascertained or validated the underlying economic or other assumptions relied upon by these sources and cannot, and does not, provide any representation or assurance as to the accuracy or completeness of the information or data, or the appropriateness of the information or data for any particular analytic purpose and, accordingly, disclaims any liability in relation to such information and data. AGT has no intention and undertakes no obligation to update or revise any such information or data, whether as a result of new information, future events or otherwise, except as required by law.

### **1.5 Currency and Exchange Rates**

AGT’s financial statements are presented in Canadian dollars, whereas AGT’s operating subsidiaries earn revenues and incur expenses in several currencies, including U.S. dollars (“**US\$**” or “**USD**”), Turkish lira (“**TL**”), Australian dollars (“**AUD**”), Pounds Sterling (“**£**” or “**GBP**”), Euros (“**EUR**”) South African rand (“**R**” or “**ZAR**”), Indian Rupee (“**INR**”) and the Renminbi of the People’s Republic of China (“**RMB**”). All references to “**dollars**” and “**\$**” herein are expressed in Canadian dollars unless specifically stated otherwise.

As at December 31, 2015, the closing buying rates for the currencies in which AGT operates, as reported by the Bank of Canada in 2015 and 2014, were as set forth in the following table.

|         | 2015    | 2014    |
|---------|---------|---------|
| USD/CDN | 1.38400 | 1.16010 |
| AUD/CDN | 1.00830 | 0.94790 |
| TL/CDN  | 0.47440 | 0.49660 |
| GBP/CDN | 2.04070 | 1.80710 |
| EUR/CDN | 1.50290 | 1.40380 |
| ZAR/CDN | 0.08946 | 0.10050 |
| RMB/CDN | 0.21310 | 0.18690 |
| INR/CDN | 0.02091 | 0.01840 |

## ITEM 2. CORPORATE STRUCTURE

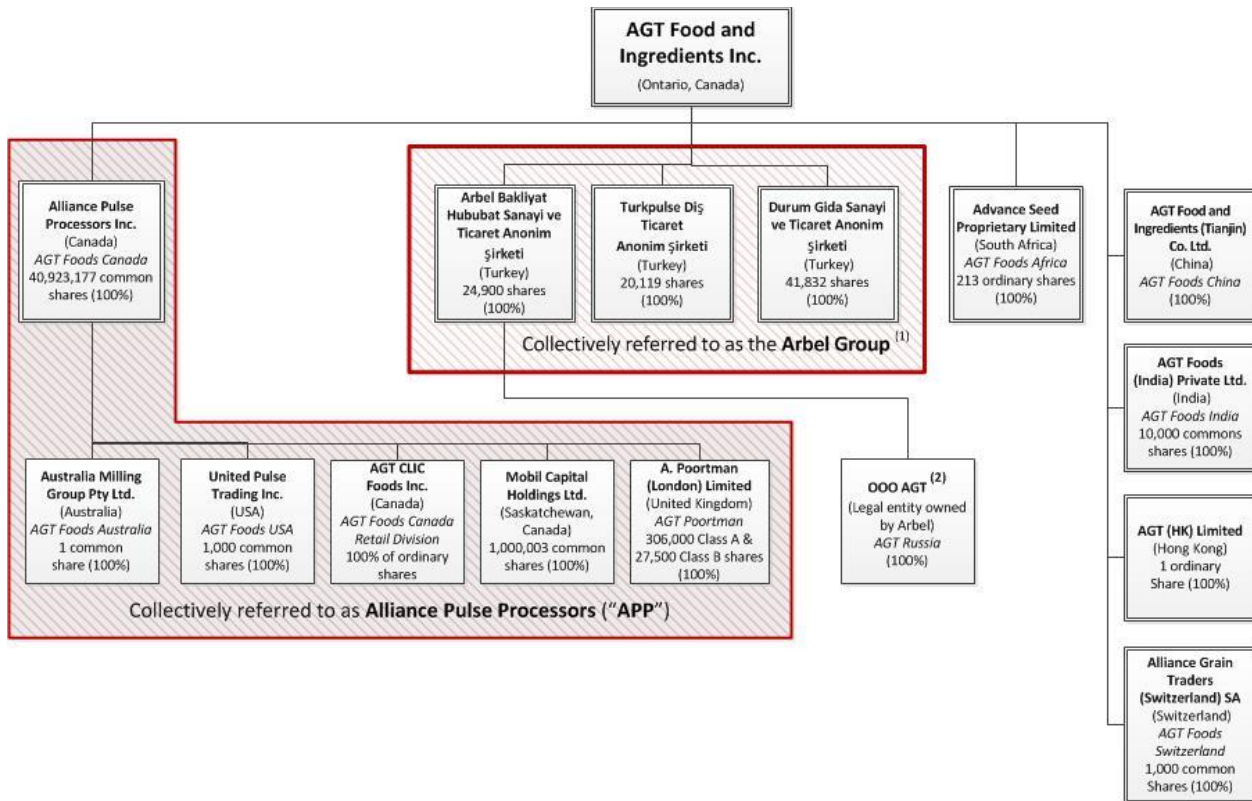
### 2.1 Name, Address and Incorporation

AGT Food and Ingredients Inc., formerly Alliance Grain Traders Inc., was incorporated under the laws of the Province of Ontario on July 2, 2009 as a wholly-owned subsidiary of Alliance Grain Traders Income Fund (the “**Fund**”). The Fund was originally established as “Agtech Income Fund”, a limited purpose open-ended trust established under the laws of the Province of Ontario by a declaration of trust dated June 25, 2004, and changed its name to “Alliance Grain Traders Income Fund” on December 7, 2007. On September 15, 2009 the Fund was converted from an income trust to a corporation by means of a plan of arrangement under the *Business Corporations Act* (Ontario). On October 1, 2014, a change in name to AGT Food and Ingredients Inc. was completed.

The registered office of AGT is located at 199 Bay Street, Suite 5300, Toronto, Ontario, M5L 1B9. The management of day-to-day operations of AGT is carried on in Canada from the head office of AGT’s principal Canadian operating company, Alliance Pulse Processors Inc. (“**APP**”) at 6200 East Primrose Green Drive, Regina, Saskatchewan S4V 3L7 and in Turkey from the head office of AGT’s principal Turkish operating company, Arbel Bakliyat Hububat Sanayi ve Ticaret A.Ş. (“**Arbel**”) at Yeni Mahalle, Cumhuriyet Bulvari, No:73/4, 33281 Kazanlı, Mersin, Turkey.

## 2.2 Inter-Corporate Relationships

The following chart indicates the structure of AGT and its material subsidiaries and the jurisdiction of incorporation of each entity. All subsidiaries are wholly owned, except as otherwise indicated.



- (1) Combines direct and indirect ownership for simplicity of presentation. Arbel owns 30% of the outstanding shares of Durum Gıda Sanayi ve Ticaret A.Ş. ("Durum").
- (2) In order to comply with Russian legal share ownership requirements, 95% of the shares of OOO AGT are owned by Arbel and the general director of OOO AGT is the registered holder of the remaining 5%, while Arbel is the beneficial holder of such shares. The general director is required to transfer registered ownership to Arbel upon request.

## ITEM 3. GENERAL DEVELOPMENT OF THE BUSINESS

### 3.1 Three Year History

As part of its strategic plan to increase processing capacity and diversify both product offerings and the markets in which it operates, management has sought to develop AGT's global platform through strategic acquisitions, construction and/or refurbishment of processing facilities and organic market entry expanding the Company's origination, distribution and processing footprint from its Canadian base to now include the United States ("U.S."), Turkey, Australia, South Africa, China, India and Russia.

These acquisitions have also strengthened AGT's local management in all operating geographies with substantially all of the local management groups having been retained and continuing their employment with AGT. Local managers are critical to origination activities for local plants as they develop strong relationships with producers in their region and provide AGT with valuable market information.

On October 5, 2015, AGT announced the signing of a definitive share purchase agreement between AGT, APP, Mobil Capital Holdings Ltd. (“**Mobil**”) and its subsidiaries and the shareholders of Mobil to acquire the businesses of Mobil and its subsidiaries for a total purchase price of \$57.5 million including the issuance of \$19 million of common shares in the capital of AGT (“**Common Shares**”) (being 722,803 Common Shares) and a \$19.5 million promissory note repayable in equal installments for a period of 54 months following the completion of the acquisition, which closed on October 30, 2015.

On June 2, 2015, AGT announced the completion of the purchase of the assets of West Central Road & Rail Ltd. (“**WCRR**”) by APP. The acquisition included five bulk loading sites located in Saskatchewan which were purchased for a purchase price of approximately \$22 million.

On November 12, 2014, AGT announced the approval by management of the Company’s plans to add a third production line to its Minot Facility. The addition of this third processing line was to effectively bring the manufacturing capacity of the Minot Facility to full capacity at approximately 105,000 metric tonnes (“**mt**”) per annum as well as add certain enhancement production to provide value-added deflavouring, sterilization of product as well as additional infrastructure for packaging and possible future expansions to the Minot Facility.

On November 12, 2014, AGT announced the closing of a short-form prospectus offering of Common Shares on a bought deal basis, through a syndicate of investment dealers co-led by Cormark Securities Inc., GMP Securities L.P. (who together with Cormark Securities Inc. acted as joint bookrunners) and Canaccord Genuity Corp. and including CIBC World Markets Inc., AltaCorp Capital Inc., Raymond James Ltd., Scotia Capital Inc. and National Bank Financial Inc. This offering consisted of 2,858,000 Common Shares issued at a price of \$28.00 per Common Share for total aggregate gross proceeds of \$80,024,000.

On October 1, 2014, AGT completed a name change from “*Alliance Grain Traders Inc.*” to “*AGT Food and Ingredients Inc.*” in order to more accurately reflect the business of AGT as a processor and supplier of value-added pulses, staple foods and ingredients derived from pulses and other grains for export and domestic human food and animal food markets as well as a supplier of retail packaged and canned foods to retail and food service sectors.

On June 23, 2014, AGT announced it had entered into a definitive agreement (the “**Ingredion Agreement**”) with Ingredion Incorporated (“**Ingredion**”), a leading global provider of ingredient solutions to diversified industries. The agreement appointed Ingredion as AGT’s exclusive distributor of its pulse flours, protein and bran ingredients for its consumer foods and ingredient segments. These segments include products such as baked goods, snacks, pasta and texturing applications covering the U.S., Canada, China, Europe, and the Middle East/North Africa region (“**MENA**”). The Ingredion Agreement is nearing its second anniversary and management is pleased with the progress on sales programs and the development of the research and application development pipelines for the use of pulse ingredients which is a key component to converting test quantities for research to sales volumes.

On January 13, 2014, AGT acquired substantially all of the assets of Québec based CLIC International Inc. (“**CLIC**”), a Canadian ethnic and traditional retail food packager and canner and retail and food service distributor. The acquired assets include inventory, retail packaging and canning production-related equipment, all CLIC and associated retail brands, retail and food service listings, and customer contracts. The CLIC management team agreed to remain with AGT’s new Retail Food Division, AGT CLIC Foods Inc. (“**AGT CLIC**”). AGT CLIC subsequently became a Secured Obligor under the Bank Facilities and the Notes. On December 16, 2014, AGT purchased the shares of Ramico Inc., completing the transaction that began January 13, 2014, when AGT acquired substantially all of the assets of CLIC.



On January 2, 2014, AGT and The Carme Trust (the “**Trust**”) announced the closing of the secondary offering and sale of 1,870,000 Common Shares by the Trust, which included the offering and sale of 170,000 Common Shares pursuant to the full exercise of the over-allotment option granted by the Trust to a syndicate of underwriters, for gross proceeds to the Trust of \$28,050,000. The offering reduced the Trust’s ownership interest in AGT from 26.1% to 16.7% at the date thereof. AGT did not receive any proceeds from the offering.

On December 3, 2013, AGT announced a second line expansion at the Minot Facility focused on the production of pulse flours, proteins, fibres and starches that was expected to double the production capacity of the Minot Facility.

On January 9, 2013, AGT announced that its U.S. subsidiary United Pulse Trading Inc. (“**United Pulse**”) had entered into a five-year agreement (the “**Cargill Agreement**”) with Cargill, Incorporated (“**Cargill**”), an international producer and marketer of food, agricultural, financial and industrial products and services. Pursuant to the terms of the Cargill Agreement, Cargill was appointed as United Pulse’s exclusive agent for the sales and marketing of pulse proteins in the U.S. and Canada for the animal feed sector, including pet foods, and United Pulse was appointed as the exclusive supplier of these ingredients to Cargill for this sector. The Cargill Agreement provides advantages with respect to utilization of production capacity and sales of ingredient products, assisting AGT in realizing the opportunities that this new food ingredient platform is expected to provide. Through this platform, AGT seeks to become one of the preferred suppliers of ingredients critical to food companies producing branded products for feed applications and for retail and food service sale to consumers around the globe. In April 2013, the Cargill Agreement was assigned from United Pulse to APP. In January 2016, the exclusivity under the Cargill Agreement of Cargill as the exclusive agent and AGT as the exclusive supplier was sunset with the mutual agreement of both parties. AGT and Cargill continue to look at opportunities that are mutually beneficial in the areas of pulse protein for the pet food, branded feed ingredients and aquaculture sectors for the duration of the Cargill Agreement.

### **3.2 Credit Facilities**

On January 24, 2013, APP amended and restated its \$130 million senior secured credit facilities with the Bank of Nova Scotia (the “**Bank**”), as agent, and a lender, and a syndicate of six other lenders (the “**Lenders**”) to provide three credit facilities (collectively, the “**Bank Facilities**”) in the aggregate principal amount of \$270 million.

On January 13, 2014, the aggregate principal amount available under the Bank Facilities was increased to approximately \$300 million when the accordion option was exercised in full in connection with the CLIC acquisition.

On June 2, 2015, APP amended the Bank Facilities to increase the aggregate principal amount available to \$336.5 million in connection with the WCRR acquisition.

On November 17, 2015, APP amended and restated the Bank Facilities to increase the aggregate principal amount available to \$363.5 million.

On December 18, 2015, the aggregate principal amount available under the Bank Facilities was increased to approximately \$393.5 million when the accordion option was exercised in full and a new lender was added to the Bank Facilities. The Bank Facilities, and their corresponding amendments noted above, are contained in a second amended and restated credit agreement with the Bank and the Lenders from time to time, as amended (collectively, the “**Credit Agreement**”).

The Credit Agreement currently provides for Bank Facilities to APP in an aggregate principal amount of approximately \$393.5 million. Such facilities approximately include a \$195 million operating facility (including a \$10 million swingline), with availability thereunder subject to a borrowing base, to be used for general corporate purposes (“**Facility A**”), a \$73.5 million non-revolving credit facility to be used to refinance existing debt (“**Facility B**”) and a \$125 million revolving facility to be used for financing new capital expenditures and acquisitions (“**Facility C**”). Each of Facility A, Facility B and Facility C mature on the third anniversary of the closing date of the Credit Agreement, unless otherwise extended. The Bank Facilities have floating interest rates and management monitors interest rates regularly to make adjustments to its fixed versus floating interest rate management program.

The Credit Agreement contains customary negative covenants including, but not limited to, restrictions on APP’s and certain guarantors’ ability to make certain distributions, merge, consolidate and amalgamate with other companies, incur indebtedness, make certain investments, undertake asset sales, provide certain forms of financial assistance, transact or have any outstanding financial instruments other than permitted hedging instruments, hypothecate, charge pledge or otherwise encumber their assets other than certain permitted encumbrances, amend its Export Development Canada (“**EDC**”) insurance and amend the Notes. The Credit Agreement requires the maintenance of certain ratios at the APP and AGT level.

The Credit Agreement contains customary affirmative covenants including, but not limited to, delivery of financial and other information to the Bank, notice to the Bank upon the occurrence of certain material events, maintenance of insurance, maintenance of existence, payment of taxes and other claims, maintenance of properties and insurance, access to books and records by the Bank, compliance with applicable laws and regulations and further assurances.

The Credit Agreement is guaranteed by AGT, United Pulse, AGT CLIC and Australia Milling Group Pty Ltd. (“**AGT Australia**”) (collectively, the “**Secured Obligors**”), and AGT’s remaining subsidiaries (collectively, the “**Unsecured Obligors**” and together with the Secured Obligors, collectively, the “**Obligors**”), other than Mobil and its subsidiaries, AGT Food and Ingredients (Tianjin) Co. Ltd. (formerly Alliance (Tianjin) Grain Traders Co., Ltd.) (“**AGT China**”), AGT Foods (India) Private Ltd. (formerly Alliance Grain Traders (India) Private Ltd.) (“**AGT India**”), and AGT (HK) Limited. APP and each of the Secured Obligors have provided a first-ranking security interest in all present and after-acquired personal property and all other present and future undertaking, assets and real property, to the lenders under the Credit Agreement, excluding security over AGT’s equity interest in any entity that is not APP and its subsidiaries. The Unsecured Obligors have provided unsecured guarantees.

Advance Seed Proprietary Limited (“**Advance Seed**”) and Pouyoukas Foods (“**Pouyoukas Foods**”) were parties to a credit agreement with HSBC (transferred from the Hong Kong and Shanghai Banking Corporation Limited effective April 1, 2013) providing for secured credit facilities (the “**Advance Seed Facility**”) that included two overdraft facilities in the aggregate amount of approximately US\$7.7 million (or local currency equivalents). The Advance Seed Facility is guaranteed by AGT and cross guaranteed by Advance Seed and Pouyoukas Foods. In March 2014, this facility was replaced by a new agreement with Standard Bank South Africa in the amount of R80 million, subject to an annual review and was completed on market-based terms which were substantially similar to those from the previous facility except that the AGT guarantee was not required by Standard Bank South Africa. On November 3, 2014, the facility was increased to R100 million and was subsequently renewed on December 21, 2015.

On July 16, 2015, A. Poortman (London) Limited (“**Poortman**”) renewed its credit facilities with Lloyds TSB Bank plc providing for facilities in an aggregate amount of £17,250,000 (the “**Poortman Facility**”). The Poortman Facility is guaranteed on an unsecured basis by AGT.

AGT also uses fixed rate banker's acceptances to mitigate a portion of its floating interest rate risk in its operating credit facilities. The low interest rates prevailing in Canada in recent years have induced management to leave its Canadian credit facilities largely at floating interest rates.

AGT utilizes a global foreign exchange management program to effectively manage its net exposure to the USD, while matching its local currency operations to minimize net exposure to any one foreign currency. AGT's operations in Canada, Australia and Turkey are managed such that net exposures to local currencies are mitigated through offsetting local transactions and hedging programs where appropriate.

### ***Senior Secured Second Lien Notes***

On February 14, 2013, AGT completed an offering of \$125 million aggregate principal amount of 9.00% senior secured second lien notes (the "**Notes**") due February 14, 2018 (the "**Note Offering**") sold at a price of 99.50% of principal, for gross proceeds of \$124,375,000. The Notes are direct senior secured obligations of AGT. As such, the Notes rank senior in right of payment to all future indebtedness of AGT. The Notes are effectively junior to all then existing secured indebtedness of AGT, including the Credit Agreement. APP and each of the Secured Obligors have provided a second-ranking security interest in all present and after-acquired personal property and all other present and future undertaking, assets and real property, to the holders of the Notes. The Notes are guaranteed by the Obligors and each of Mobil and its subsidiaries.

### ***Trade Finance Agreements***

On December 5, 2013, AGT entered into a trade payables program (the "**Trade Payables Program**") and a credit facility for a supplier payment program (the "**Credit Supplier Program**") with National Bank of Canada ("**NBC**") in an aggregate amount of \$10,000,000, with each program being amended on April 11, 2014 to add Durum, Arbel, Poortman and Alliance Grain Traders (Switzerland) SA ("**AGT Switzerland**") as parties. Under the Trade Payables Program, NBC may purchase qualifying receivables from approved suppliers of any of AGT, Durum, Arbel, Poortman and AGT Switzerland in Canada or the United States and under the Credit Supplier Program, any of AGT, Durum, Arbel, Poortman and AGT Switzerland may finance their accounts payable by requesting an advance in the form of a term loan or a letter of credit, which shall be repaid not later than 90 days after such advance had been made.

On December 21, 2012, AGT, Arbel, Durum and Turkpulse Diş Ticaret A.Ş. ("**Turkpulse**", and together with Arbel and Durum, the "**Arbel Group**") entered into a Master Receivables Purchase Agreement, as amended (the "**Factoring Facility**") with the Bank. Under the terms of the Factoring Facility, the Arbel Group may sell certain of their accounts receivable to the Bank from time to time, up to a maximum aggregate amount outstanding at any time not to exceed US\$40 million. Non-collection of the accounts receivable is insured by EDC; however, such insurance is not available in the case of loss resulting from fraud or non-compliance with the terms of applicable sale agreements on the part of the Arbel Group. The Factoring Facility may be terminated by either the Arbel Group or the Bank by giving at least 30 calendar days' notice in writing to the other party.

### **3.3 Significant Acquisitions**

The Company did not complete any significant acquisitions during the year ended December 31, 2015 for which disclosure is required under Part 8 of National Instrument 51-102 - *Continuous Disclosure Obligations*.

## **ITEM 4. DESCRIPTION OF THE BUSINESS**

### **4.1 General**

AGT is a global leader in pulse and staple food processing and distribution, with processing facilities and sales offices located around the globe. Pulse crops include peas, beans, lentils and chickpeas, which produce edible seeds called pulses. Pulses represent a major source of protein and fibre in addition to being Genetically Modified Organism (“GMO”) free, gluten-free and nutrient-dense. According to GPC, the global pulse trade is estimated to be valued at more than US\$100 billion annually at the retail level.

FAO data estimates that the majority of pulses are consumed in developing nations, which rely heavily on pulses to meet their growing energy and protein requirements. According to the most recent FAO data available which, due to reporting periods and in timing of reporting from emerging market and developing countries where pulse production and consumption is typically high, the most recent data available is 2013 for trade (exports/imports) and 2014 for production. In these periods, the pulse market globally has exhibited stable levels and growth in underlying demand demonstrated by exports globally of the four major pulses (dry beans, lentils, chickpeas and dry peas).

The most recent FAO data available regarding total production of the four major pulses (dry beans, lentils, chickpeas and dry peas) reports that production grew over the 10 year period from 2004 to 2014. This can, in part, be attributed to increases in global populations, particularly in those developing nations where pulse consumption is traditionally high. Several other factors have also exerted continuing upward pressure on the global demand for pulses including a more affluent world population that is spending more on food, particularly in developing nations where diets tend to consist of a greater proportion of pulses, a consumer movement in developed countries towards healthier lifestyles which has resulted in increased demand for pulse-based food products and ingredients due to their nutritional and health benefits, and global demand for renewable fuels, as pulses are a rotational crop for wheat and canola, both of which are used for biodiesel and ethanol production.

Based on production capacity of its facilities and the size of AGT’s sales programs, management believes that AGT is among the world’s largest value-added processors and splitters of pulse crops and that, in addition to being the world’s largest pea splitter, AGT also has a leading market position in the export of lentils, value-added peas, chickpeas and white beans. AGT recently expanded its operations to include the production of proteins, fibres, starches and flours for food ingredient and industrial uses as well as an expanded presence in North American canned and packaged pulses and staple foods for retail and food service outlets.

AGT’s unique global platform allows it to benefit from an extensive global origination, supplier and customer network, including direct relationships with thousands of local growers in AGT’s countries of operations and a customer base in over 120 countries. AGT’s pulse and grain processing facilities handle and process (peeling, splitting, colour sorting, calibration, cleaning, de-stoning, polishing and packaging) a full range of pulses and specialty crops, including lentils, peas, chickpeas and beans as well as canary seed, flax and other specialty seeds, primarily for export markets. AGT also operates facilities for the milling of pulses to produce pulse ingredient flours, proteins, starches and fibres for human food ingredient, feed, petfood, aquaculture and industrial uses as well as facilities for the milling of rice and durum wheat and the production of pasta and semolina. The following table provides a breakdown and comparison of the sales of AGT in 2015 and 2014 for each category of product.

*2015 and 2014 Sales Breakdown by Product Category  
(in thousands of Canadian Dollars)*

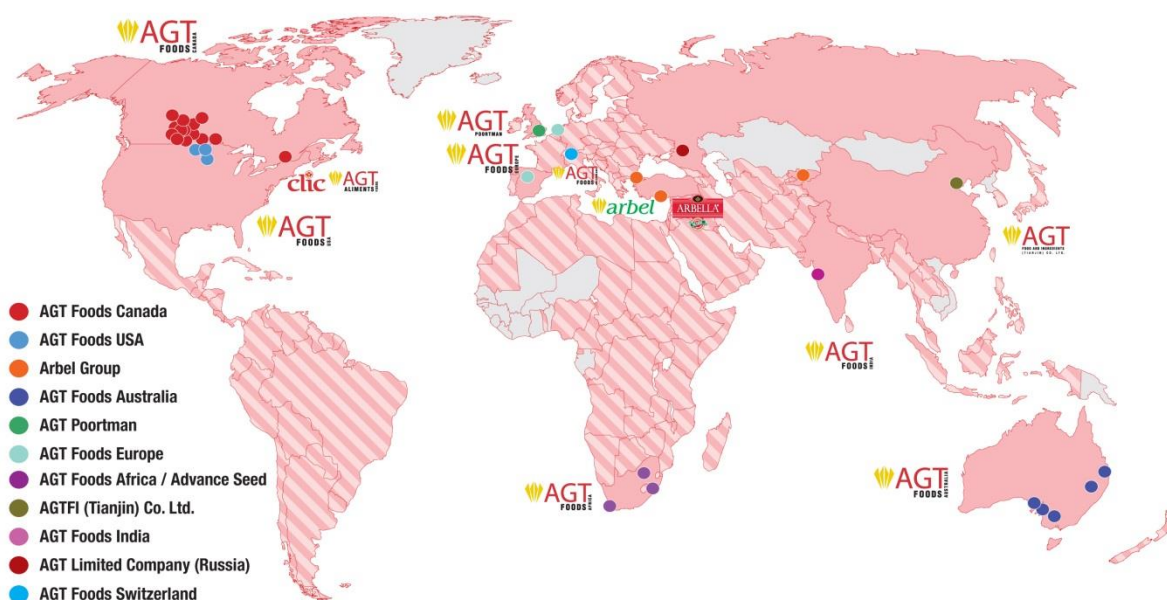
| <b>Category</b>                                   | <b>2015</b>      | <b>2014</b>      |
|---|------------------|------------------|
| Pulse and Specialty Crops                         | 1,066,482        | 827,827          |
| Milled Grains: Pasta, Semolina and Bulgur         | 145,060          | 160,827          |
| Rice, other commodities and miscellaneous revenue | 492,938          | 368,164          |
| <b>Total</b>                                      | <b>1,704,480</b> | <b>1,356,818</b> |

*2015 and 2014 Total Sales Principal Markets  
(in thousands of Canadian Dollars)*

| <b>Area</b>                          | <b>2015</b>      | <b>2014</b>      |
|--------------------------------------|------------------|------------------|
| Canada                               | 85,672           | 67,455           |
| Americas/Caribbean, excluding Canada | 165,261          | 88,249           |
| Asia/Pacific Rim                     | 434,736          | 290,250          |
| Europe/Middle East/North Africa      | 1,018,811        | 910,864          |
| <b>Total</b>                         | <b>1,704,480</b> | <b>1,356,818</b> |

AGT owns and operates 42 value-added processing, packaging and canning and distribution facilities located in Canada, Turkey, the U.S., Australia, China and South Africa. AGT also operates storage and distribution warehouses in many key consumption and distribution markets. In Turkey, AGT operates durum wheat milling operations which process and produce semolina, bulgur wheat and pasta, mills medium grain and long grain rice, and processes other specialty products such as sunflower seeds and popcorn. AGT also operates sales and merchandising and administration offices in the United Kingdom (“U.K.”), the Netherlands, Spain, Egypt, India, Australia, and Switzerland as well as operating origination offices in Russia and Kyrgyzstan. AGT operates canning and packaging facilities and operations in Canada, supplying canned and packaged pulses and staple foods to retailers in Canada and the U.S. under the CLIC brand. While there are other global scale agri-businesses involved in value-added pulse and grain operations, management believes that AGT has a competitive advantage as there is no other fully integrated value-added processor that competes in all of the same product segments in which AGT operates.

*Global Facility Locations and Export Markets (countries shaded in red show AGT operations (processing, distribution and sales); countries in shaded stripes show AGT sales markets)*



## ***Reporting Segments***

AGT operates with three reporting segments: (1) pulse and grain processing, (2) trading and distribution and (3) food ingredients and packaged foods. Business segments are strategic business units with different products, processes and marketing strategies.

### **Pulse and Grain Processing**

The Pulse and Grain Processing segment includes the operations of AGT subsidiaries and facilities in Canada, the U.S., Australia, China and a portion of the operations in Turkey. The activities in this segment are viewed by management as the traditional and regular business of AGT: to source pulse and grain from producers, process them through its factories, load and move products through its logistics networks and sell these products to its network of clients in over 120 countries in the world.

### **Trading and Distribution**

The Trading and Distribution segment relates to AGT's activities aimed at bringing its range of pulses, specialty crops and other products, including ground nuts, popcorn, chickpeas, dry beans and other commodity products sourced from quality audited and reliable suppliers located worldwide, to wholesale and retail markets around the world. The segment assists AGT in increasing the utilization of its core asset base in the pulse and grain processing segment. The segment currently includes operations in Europe, Russia, India, and a portion of the operations in Canada, Turkey and Australia. The segment includes a trading group that sources agricultural products from South America, Africa, China, Russia and Ukraine and other origins for a food and feed client base. It also includes a birdseed ingredient distribution business in Europe with sales to leading packagers of bird food blends for retail clients globally.

### Food Ingredients and Packaged Foods

The Food Ingredients and Packaged Foods segment includes subsidiaries and facilities in the U.S., Canada, South Africa and a portion of the operations in Turkey. The segment includes all pulse-based human food, petfood and animal feed ingredient products including proteins, flours, fibres and starches products produced at the Minot Facility; the operations in South Africa, including the Pouyoukas Foods brand; a portion of the operations in Turkey under the Arbella pasta brand and the Arbel brand of pulses, rice and bulgur; as well as retail and private label canned and dry packaged foods in Canada, produced, packaged or distributed through its retail division operations in Laval, Québec and warehouses and distribution centres in Canada and the United States.

### Segmented Reporting

AGT's chief operating decision maker evaluates segment performance on the basis of Adjusted EBITDA\* (earnings before finance expense, income taxes, depreciation and amortization, restructuring costs and any effects of non-recurring and other costs and foreign exchange adjustment). The revenues, expenses, Adjusted EBITDA\* and other information for each of the reporting segments is reproduced below.

#### *Reporting Segments, Revenues, Net Earnings, Adjusted EBITDA\* and Other Information (in thousands of Canadian Dollars)*

| <b>December 31, 2015</b>          | <b>Pulse and Grain Processing</b> | <b>Trading and Distribution</b> | <b>Food Ingredients and Packaged Foods</b> | <b>Corporate and Eliminations</b> | <b>Consolidated</b> |
|-----------------------------------|-----------------------------------|---------------------------------|--|-----------------------------------|---------------------|
| Revenue                           | 1,247,189                         | 383,399                         | 253,933                                    | (180,041)                         | 1,704,480           |
| Cost of sales                     | 1,152,619                         | 368,207                         | 210,845                                    | (180,041)                         | 1,551,630           |
| Gross profit                      | 94,570                            | 15,192                          | 43,088                                     | -                                 | 152,850             |
|                                   |                                   |                                 |  |                                   |                     |
| Earnings (loss) before income tax | 61,910                            | 823                             | 25,261                                     | (69,538)                          | 18,456              |
|                                   |                                   |                                 |  |                                   |                     |
| Net earnings (loss)               | 61,910                            | 823                             | 25,261                                     | (71,949)                          | 16,045              |
|                                   |                                   |                                 |  |                                   |                     |
| Adjusted EBITDA*                  | 75,996                            | 2,076                           | 32,361                                     | (9,464)                           | 100,969             |

| <b>December 31, 2015</b>  | <b>Pulse and Grain Processing</b> | <b>Trading and Distribution</b> | <b>Food Ingredients and Packaged Foods</b> | <b>Corporate and Eliminations</b> | <b>Consolidated</b> |
|---|-----------------------------------|---------------------------------|--|-----------------------------------|---------------------|
| Intangible assets   | 5,525                             | 1,741                           | 8,208                                      | -                                 | 15,474              |
| Goodwill  | 41,564                            | 8,979                           | 15,404                                     | -                                 | 65,947              |
| Purchase of property, plant and equipment                                 | 18,839                            | 562                             | 31,780                                     | -                                 | 51,181              |
| Acquisition of property, plant and equipment through business combination | 117,564                           | -                               | -  | -                                 | 117,564             |
| Acquisition of intangibles and goodwill through business combination      | 11,300                            | -                               | -  | -                                 | 11,300              |
| Depreciation and amortization   | 11,057                            | 476                             | 6,880                                      | 1,287                             | 19,700              |

### ***Capacity***

AGT's fixed asset base is primarily comprised of its strategically-located global network of modern facilities featuring equipment for the value-added processing and production of pulses and staple foods. AGT operates 22 production and bulk handling/loading facilities in Canada and the U.S., including the largest lentil and pea splitting plant in the Americas as well as packaging, canning and distribution centres for AGT's retail operations in Canada and the U.S. In addition, AGT has acquired additional bulk grain handling assets and transportation and logistics assets that may be utilized to further augment the available capacity for its Canadian pulse and grain legacy business by way of the recent WCRR and Mobil acquisitions.

In June 2013, AGT completed commissioning its industrial-scale food ingredient processing and production facility, the Minot Facility, which is producing protein, fibre, starch and flour derived from pulses, including lentils, peas, chickpeas, and beans for human consumption; animal feeds, including pet food; and food ingredients, with commercial shipments having commenced later in 2013. Expansion and additions of production lines two and three were completed and commissioned in 2014 and 2015, respectively. Production line three is expected to ramp-up to capacity by mid-2016. Construction, installation and commissioning activities for the deflavouring and enhancement line announced in November 2014 at the Minot Facility is anticipated to be completed late in the first quarter of 2016. The related construction projects also included infrastructure and space for the future installation of two possible additional processing lines and related packaging, warehouse and infrastructure for future expansions should sales programs support additional production lines.

In March 2016, AGT announced the addition of production capacity at the Minot Facility for increased fibre processing and granulated pulse flour production planned to commence installation in June 2016 as well as the addition of production line four to increase overall production capacity planned to commence in the third quarter 2016. Both lines are expected to be commissioned by the first quarter of 2017. The planned expansions are expected to allow AGT to meet its growing obligations in the food sector for pulse ingredient flours, fibre, protein and starch. The addition of the fourth production line is expected to ensure that AGT's pet food sector volume business with the first three production lines at the Minot Facility, primarily focusing on products from peas, may continue uninterrupted. The fourth production line and the enhancement and deflavouring lines are expected to allow AGT to continue



uninterrupted production as demand is expected to rise for new food uses for conventional and organic flours, fibre and proteins primarily from a full range of pulses in 2016. Additionally, by the third quarter of 2016, AGT is targeted to report on the feasibility of adding pulse flour and fibre processing capacity in Turkey, where logistical advantages for this business supplying Turkey and Europe exist, to satisfy what is expected to be growing demand for pulse ingredients.

## 4.2 Products and Suppliers

### *Products Overview*

AGT offers its customers over 150 products comprised of various grades, sizes, varieties and types, and sourced from different origins, creating a full range of pulses and specialty crops. In addition to the Company's core products comprised of pulses, AGT has also been focusing on the continued expansion of sales programs in the Company's newer offerings of beans, pasta, bulgur wheat, semolina and rice, as well as the development of the planned food ingredient platform, including proteins, fibres, starches and flours derived from pulses. Additionally, AGT is focused on increasing North American and European sales of branded packaged and canned products for retail sale and food service uses with a longer shelf life, as well as food ingredients, to reduce the effect of seasonal sales and poor harvests, stabilize cash flows and improve margins.

#### *AGT Key Product Offerings*

| <b>Key Products</b> | <b>Category</b>  |
|---------------------|--|
| Lentils             | Red, green, yellow   |
| Chickpeas           | Kabuli, desi, split desi   |
| Beans               | Navy, romano, pinto, barbunya, dark and light red kidney, faba, black, red |
| Milled Durum Wheat  | Pasta, semolina, bulgur  |
| Food Ingredients    | Flour, protein, starch and fibre derived from pulses, durum wheat, rice    |
| Other               | Peas, rice, popcorn, sunflower seeds, canary seeds, flax seeds, spices     |

AGT's food ingredient initiative is expected to continue AGT's vertical integration into the higher-margin food ingredient segment and reduce exposure to commodity markets. To support this undertaking, AGT has entered into the Ingredion Agreement and the Cargill Agreement.

### *Research and Development*

As part of AGT's food ingredient initiative, investments have been made in laboratory and research and development facilities in AGT's Saskatoon location ("**AGT Labs**"). The AGT Labs provide AGT with infrastructure and technical expertise to aid customers in collaborative research into the ingredient uses for pulses in their own application and formulation work as well as provide technical services to AGT customers using pulse ingredients. AGT Labs is a critical component in the conversion of test quantities of pulse ingredients, taken by customers during their own application research into new formulations and uses for these ingredients, to sales quantities for production of their products to introduce to the marketplace.

### *Value-Added Processing Capabilities*

AGT owns and operates 42 facilities on five continents, with numerous value-added processing capabilities such as colour sorting, blending and splitting as well as canning, packaging, warehousing and distribution. These enhanced processing capabilities allow the Company to offer an integrated supply chain approach from origination of raw materials from farmers to processing including upgrading quality

and add value to products, thereby extracting additional margin from the raw commodity and creating additional sales opportunities. This approach also allows AGT to mitigate the effects of high wholesale crop prices and endure poor grading harvests.

AGT's value-added processing capabilities include:

- bagged and bulk whole and value-added pulses (cleaning, sizing, splitting and colour sorting of pulses for sale to retail and wholesale markets) grains and durum wheat;
- pulse fractionation (proteins, fibres and starches) and pulse flour production derived from lentils, peas, chickpeas and beans and from durum wheat and rice;
- wheat milling to produce semolina flour from durum wheat used in the production of pasta and the production of bulgur wheat and pasta production in various shapes and sizes including long and short cut varieties;
- wholesale and retail packaged rice (cleaning, de-hulling and colour sorting rice for sale to retail and wholesale markets); and
- packaging of dry package and wet canned pulses for sale to retail, food service and wholesale markets.

AGT has continued to focus on increasing value-added processing capacity with its recent acquisitions and expansions, and continues to evaluate accretive acquisition and investment opportunities. For example, the expansion of the Minot Facility is intended to configure the facility in a manner that makes most efficient use of processes and equipment for value-added processing of pulses and staple foods. An additional example is AGT's operations in Horsham, Australia, which are fully equipped with a splitting and value-added processing capacity, allowing AGT to process off-grade lentils and faba beans for the high quality demands in the Middle East and Indian subcontinent markets.

### ***Suppliers***

AGT has direct relationships with thousands of local growers around the world and primarily purchases crops directly from these local growers in Western Canada, the U.S., Turkey, Egypt, Australia, China, India, South Africa, Argentina, Morocco, Syria, Kyrgyzstan, Russia and Ukraine. To extend origination reach, AGT purchases a small portion of crops through grain brokers when needed. As a result of recent below-average crop production in Turkey, imports are an important component of the Arbel Group's operations. Other origins have reported significant production volumes in recent years that are expected to continue.

Management estimates that no one supplier accounts for a significant amount of AGT's crop purchases in any origin. Diversification of origination allows AGT to generally mitigate against the risk of low production in any one region as a result of adverse weather conditions or other factors beyond the Company's control, and, in particular, allows the Arbel Group to make up for potential decreases in domestic production in Turkey. Although AGT sources its raw materials from countries where crops are harvested once a year (with the exception of India), the Company has access to crop supplies all year round given the multiple origins from which it originates its products.

Reliance on AGT's North American operations for crops is being further decreased through expansions and a focus on other origins, like Australia, Russia, Ukraine and Southern Africa, which are rapidly emerging as significant producers of pulses. AGT anticipates that its efforts to carry a full range of products across its facilities spanning five continents will facilitate distribution to its global clients.

Management estimates that a significant amount of AGT's purchases of raw materials are done on a "spot" basis, which provides AGT with up to three months to take delivery of the crops at the agreed upon price. Payment to suppliers is made between 14 and 30 days after AGT takes delivery. Management

estimates that a significant amount of purchases from growers and sales to customers are completed on a “back-to-back” basis, which allows AGT to mitigate commodity price risk. The remaining portion of AGT’s products are purchased through “production” contracts, which fix a price at which AGT may purchase crops from a producer and may include an option to buy additional crops at market price, assisting AGT in mitigating price and supply risk on forward sales.

### **4.3 Business Strategy**

#### ***Leading Global Processor and Distributor of Pulses***

Management views AGT as a globally-diversified, vertically-integrated originator, processor and distributor of value-added pulses and staple foods, with origination, processing and distribution capabilities in key pulse origination markets on five continents. Management has developed AGT’s global platform through strategic acquisitions, construction and/or refurbishment of processing facilities and organic market entry, expanding the Company’s origination and processing footprint from its Canadian base to now include the U.S., Turkey, Australia, South Africa, China, India and Russia.

Management believes that AGT’s global origination and processing capabilities provide key competitive advantages to the Company and have created barriers to entry for competitors. These advantages include product and geographic diversification which serves to mitigate exposures to commodity prices, crop quality and weather; significant flexibility in sourcing, processing and logistics, which allows the Company to most efficiently and economically meet customer demand in multiple markets around the world; meaningful economies of scale in purchasing, production, transportation and corporate functions which provide operating leverage as volumes increase; enhanced market intelligence from local management teams and sales forces, which provides real-time information on supply, demand, pricing, crop conditions and competitor activities in the important global pulse origination and consumption markets; and significant management team depth resulting from the retention of acquired management teams, which positions AGT to successfully manage its global businesses both at the corporate and subsidiary level. Barriers to entry facing any competitor include the significant capital investment required to replicate AGT’s network of strategically-located modern processing facilities and global operating subsidiaries; AGT’s first-mover advantage in selecting which assets, businesses and management teams to acquire in each strategic expansion of its global footprint; and AGT’s well-established direct relationships with farmers and customers in the important global pulse origination and consumption markets.

#### ***Margin Improvement Through Increased Volumes, Product Mix Changes and Growth in New Platforms***

As AGT’s business continues to change, margins have changed as well. Relative stability in margins with increased mt’s invoiced provides a firm foundation for growth within AGT’s food ingredient and packaged foods segment, demonstrating the higher margins that management believes this segment may continue to deliver to AGT as it transforms from a commodity shipper into a food ingredient supplier. Global pulse and staple foods markets have benefited from normalization to more historical and seasonal cycles. Overall volume increases as a result of high levels of global production and increased export volumes from Canada and other origins have brought supply levels in key consumption markets into better balance, as well as provided relative price strength when viewing the pulses and staple foods markets in totality. AGT has also benefited from diversification into different products, origins and destinations such as rice from India, chickpeas, beans and split peas to South America and South Asia as well as programs to strengthen and streamline distribution networks to ensure that sales opportunities are being captured efficiently to maximize margin and volume potential.

Management expects AGT's pulse ingredient business to be a key driver in the strategy. In particular, this area is expected to be positively impacted through the Ingredion Agreement and the Cargill Agreement, ramping up sales programs for AGT's pulse ingredient business focused on pulse flour, protein, and fibre (bran) in increased volumes at potentially higher margins and driving revenue and earnings growth. Strategic partnerships in this way are expected to benefit AGT with increased market reach, collaborative research into new and innovative uses of pulse ingredients and the ability to target increasingly larger customers who may be interested in the non-GMO, gluten-free, high-protein and fibre and sustainable characteristics of pulse ingredients.

### ***Move Current Food Ingredient Production into Highest Value Markets***

Management continues in its efforts to boost the production and addition of enhancement production at the Minot Facility. It is essential that the incremental production be targeted at the food segment of AGT's business. Many exciting tailwinds are assisting in AGT's efforts to increase food industry market penetration, such as increased consumer demand for natural products, vegetable protein demand, and demand for high fibre and lean fat ingredients. AGT ingredient development work has been focused on utilization of technologies to naturally deffavour and modify the flours and fractions produced at the Minot Facility to positively affect the neutrality of the flavor profile of pulse ingredients.

These activities are expected to positively affect the adoption rates and inclusion rates of pulse ingredients in snack applications, breakfast cereals, bakery, meat, sauces, dips and yogurt/dairy. As the ingredients are "deffavoured", food companies may be more favorable to higher rates of inclusion, going from inclusion rates of 2% to 7% and up to double digit inclusion rates, having a material impact on market size and probability of wider penetration of food ingredient markets. AGT and Ingredion have developed internal knowledge and expertise within the teams of product development and research and development and management is optimistic that these initiatives will lead to margin improvement and additional sales in this area in 2016-2017.

Food uses for high viscosity flour starch products are anticipated to have a materially positive effect on margins as food uses become more common in snack and pasta applications. It is anticipated that AGT will have an investment focus in growing capacity in the food ingredient segment but will also focus process investments in food ingredient modification projects to extract material margin gains from current product offerings. Market development activities are ongoing and management is encouraged by customer feedback and order flow.

### ***Working Capital Management***

Management's ongoing working capital initiatives aimed at increasing inventory and receivable turns to ensure that working capital debt is reduced as a percentage of revenues and equity capital programs are planned to continue. Earnings improvement and debt optimization strategies are forecast and expected to ensure that AGT maintains a healthy balance sheet to fund its growth and expansions from free-cash flows, debt and equity while maintaining its yield to shareholders, particularly as AGT's legacy business improves and gains are made in the new food ingredient and retail packaged foods programs. Management expects that as profitability continues to improve, free cash flows may be deployed to reduce debt and fund expansions in the food ingredient and packaged food business. Management expects to continue to pursue strategies to reduce its global cost of debt capital across its mix of operating geographies.

### ***Increase Capacity Utilization***

One of AGT's greatest strengths has been its global origination base and strengths in marketing and origination. The various management strategies surrounding diversification of products and business are having the desired positive impact on capacity utilization.

The global footprint of AGT, the strength of its international management team and deep relationships with distribution clients, customers and partners are driving company-wide initiatives to develop more "synergistic trade and business", utilizing two or more wholly owned AGT subsidiaries to create margin opportunities and contribute to increased capacity utilization of legacy processing operations. Sales of AGT owned brands and co-packing for premium retail and distribution customers are viewed by management as an opportunity to boost utilization of production capacity and packaging and canning infrastructure, under conditions where it does not interfere with AGT programs. Other diversification and sales opportunities may be identified and investigated by management as well to create sustainable margins that are expected to grow over time as the scale of these opportunities grows.

In the absence of facility conversions to food ingredients or production facility expansions, management capacity utilization targets are to achieve 85% asset utilization in 2016. Gradual growth in the legacy business, driven by increased sales of seasonally neutral products including chickpeas, faba beans, peas for snack foods, beans and canary/bird seeds, is expected to augment strong asset utilization in lentils in the seasonally strong lentil shipping periods in September to March of each year. With growth in utilization driven by sales programs and the potential conversions of unused or underutilized capacity into food ingredients capacity, AGT facilities are expected to reach functional full utilization at approximately 90% within 2017 when measuring its value-added capacity utilization. With a high fixed cost component business, additional gains in utilization contribute materially to incremental earnings growth.

Management expects to focus a small capital expenditure program in 2016 to enhance utilization or reduce costs. Global capital expenditure programs in the non-food ingredient capacity are budgeted at approximately \$15 million and are augmented by a regular maintenance capital expenditure that is largely expensed through the income statement of approximately \$12 million to \$15 million, a figure that is near the depreciation expense of AGT consolidated operations. Food ingredient capital expenditures are expected to be \$10 million to \$20 million in 2016 as investments are undertaken in capacity growth and modifications and value-added ingredient production systems in Minot, North Dakota and/or Regina, Saskatchewan.

AGT has continued to show consistent earnings in 2015 and management is optimistic that AGT has established a solid foundation in a balanced global platform that will deliver management's strategy of consistent earnings growth and growing free cash flows through its origin, geography and product diversification. Investments in 2007-2015 have given AGT an ability to balance its pulses exposure in lentils with a broader range of value added pulses including chickpeas and beans and staple foods and food ingredients. AGT's strategy is diverse but focused.

### ***Centralized Risk Management***

In order to provide AGT with operational efficiencies and the ability to mitigate a number of overall risk exposures, AGT's risk management activities are coordinated through a well-established, centralized and comprehensive risk management framework, separate and independent from operational management at the local level. Risk information from AGT's operating geographies are independently assessed and then aggregated, allowing for clear visibility and centrally-controlled decision making and internal controls. Day-to-day risk management decisions are made by AGT's executive committee, which consists of the Executive Chairman, the Chief Executive Officer ("CEO"), the Chief Financial Officer

(“CFO”), and the Chief Operating Officer (“COO”). These decisions are then implemented on a local level. The Company’s risk management program is overseen by AGT’s board of directors (the “Board”), which has responsibility for the establishment and approval of AGT’s risk management policies. AGT’s risk management policies and systems are regularly assessed by management to ensure that all significant risks have been reviewed and to reflect changes in market conditions and the Company’s operating activities.

Throughout AGT’s acquisition history, since 2007, substantially all of the target companies’ senior management has remained with AGT, greatly enhancing AGT’s geographic risk management strength. In addition, key staff has been added in management or specialized roles and positions to further increase this risk management strength.

#### **4.4 Foreign Operations**

The majority of AGT’s products are exported, with sales destined to buyers outside of Canada and the U.S. AGT has assets located in Canada, the U.S., Turkey, Australia, China and South Africa.

AGT enters into sales denominated in USD for which the related revenue and accounts receivable balances are subject to exchange rate fluctuations. AGT has entered into certain foreign exchange contracts with maturities of less than one year to manage risks associated with entering into new sales contracts denominated in USD.

AGT currently manages the risks involved with the export of goods to foreign countries by selling with internationally accepted documentary letters of credit, documentary collections and receivables insurance through EDC. Risk management programs are also in place to minimize these risks in the international marketplace. For a discussion of the risks relating to the repudiation of goods by foreign buyers, see “*Counterparty and Export Risk*” in the “*Risk Factors*” section.

Aside from sales, AGT’s operations through APP do not rely on foreign operations to a material extent. With respect to AGT’s Turkish operations, the majority of sales are made through wholesale distribution networks. The Arbel Group’s sales have historically focused on export markets; however, domestic sales have become a growing component to sales programs in recent periods. A significant portion of the Arbel Group’s sales are typically to the Turkish domestic market in its main product lines: pulses, *Arbella* pasta, bulgur and rice. In addition, the Arbel Group’s pasta business can be dependent on imports of wheat and other raw materials.

#### **4.5 Sales and Distribution**

##### ***Sales and Marketing***

Substantially all of AGT’s products are sold directly to importers, canners, packaging companies, wholesalers and distributors located around the world. AGT currently exports its products to approximately 1,500 clients in over 120 countries and management estimates that no private sector company or customer accounted for greater than 5% of total revenues in the year ended December 31, 2015. The United Nations (“U.N.”) through its World Food Program agency and the U.S. Government through the United States Agency for International Development have historically accounted for up to 10% of total revenue in certain years, although this number varies according to international food aid tender requirements. AGT sells its products directly to customers and, where appropriate, pulse brokers (usually located in the country of destination) are used to assist in managing the execution of export sales contracts.

### *Sales Contracts*

Management estimates that the majority of AGT's sales are made through spot contracts for shipment typically within three months of contracting. In select cases, sales are made through long-term commitments for shipment up to one year in the future. Longer-term contracts are uncommon because the market price of pulses, durum wheat and specialty crops constantly fluctuates and parties are reluctant to lock in a price too far in advance. Goods are generally shipped on a "cost and freight destination" basis, meaning AGT pays the costs to bring the goods to the destination. Most of AGT's sales are cash against documents, allowing AGT to retain title to its inventory until it has received payment in full. The significant majority of receivables are credit insured through a global policy with EDC. Typically customers are subject to 5-day payment terms before the vessel arrives at port; however, a small portion of customers are on 30-day terms while larger established customers are on 90-day terms.

### *New Markets (Food Ingredients Derived from Pulses and Retail Consumer Products)*

AGT is engaged in market development programs which continue to create enhanced utilization and market opportunities for pulses in new markets for the Company. These programs include a focus on improving market share and sales opportunities in existing markets in South America, the Caribbean and South Asia, the development of new products and new uses for pulse-based ingredients (proteins, fibres and starches) for supply to food companies, pet food manufacturers and the aquaculture and other industries. AGT is in the process of adding additional capacity to its Minot Facility. The Ingredient Agreement and the Cargill Agreement provide advantages with respect to utilization of production capacity and sales of ingredient products, assisting AGT in realizing the opportunities that this new food ingredient platform is expected to provide.

AGT operates a growing retail packaged foods business including packaged pasta under the Arbella brand name, Arbel branded packaged rice, pulses and bulgur, and its retail business unit in Canada, offering packaged dry and canned pulses and a variety of other retail food products under the CLIC brand as well as other brands of staple and other food products distributed through traditional retail and foodservice sectors. AGT also distributes retail packaged products such as popcorn and other staple foods in Southern Africa through its Pouyoukas Foods brand which was acquired with Advance Seed.

### *Freight & Logistics*

AGT manages its own in-house freight and logistics management team and has a team of specialists in export documentation and logistics in its trading offices in Canada, Australia, Turkey, South Africa and Europe. The Company also uses third party logistics providers for a portion of its transport needs.

APP's facilities are situated on or near major highways and all-weather roads, which offers an advantage over smaller competitors that may be located off secondary or grid roads. AGT is increasingly focused on shipping finished product by intermodal service, where containers are loaded at the plant and taken by trailer to the railway for shipping by rail cars. AGT also has agreements with transloading/logistics facilities in Montreal and Vancouver in Canada; Seattle, Tacoma, Mobile, Houston and Norfolk in the U.S.; and Adelaide, Sydney and Melbourne in Australia to facilitate the final containerization or handling of loaded containers of its products for export.

AGT's facilities in Canada and the U.S. are located near container yards, and nine of its plants located in Western Canada are accessible to rail with Canadian Pacific Railways, Canadian National Railways. U.S. facilities receive service from Burlington Northern Santa Fe Railways. APP owns two container storage sites, one in each of Saskatoon and Regina, and operates its own container lifts, trucks and container chassis for transportation of ocean containers to its factories. The Minot Facility is directly

adjacent to the Port of North Dakota intermodal transportation hub, which transports westbound agricultural commodities on Burlington Northern Santa Fe's dedicated rail line. Facilities in Australia also receive rail shipments to the main port locations in Adelaide, Sydney and Melbourne. For example, in New South Wales, the Company's Narrabri processing facility, which is in a key growing region for Australian chickpeas, is equipped with direct rail access with dedicated three times weekly container train service direct from the facility to Sydney, one of Australia's main container ports. Additionally, in South Australia, APP is a 33% co-owner of a company that operates trains six times per week from the Company's locations there inland to port at Adelaide.

In 2015, AGT, through APP, acquired bulk loading and handling and short line rail assets in Saskatchewan and a loop track port facility in Thunder Bay, Ontario through the acquisitions of WCRR and Mobil. AGT's transportation assets reflect the importance of rail transportation and loading infrastructure to the competitiveness of AGT's legacy business segment, both for supply of bulk pulses to customers and AGT operations in Turkey, but also to supply durum wheat to AGT's pasta and milled wheat operations in Turkey. The Arbel Group's facilities in Turkey are strategically situated in proximity to key shipping areas, providing the Company a logistical freight advantage. These facilities are located approximately eight km from the main container seaport in Mersin, one of the Mediterranean's main agri-product seaports, and provide access to the Mersin Free Zone and customs bonded warehouses that allow AGT to import product into Turkey for processing and avoid import tax should the product be re-exported to international markets. Arbel's rice facility in Edirne is located approximately 100 km from the Port of Tekirdag in Turkey.

AGT has direct steamship line relationships and management believes the Company is among the largest agri-products container shippers in Canada and Turkey. Steamship line agreements are for fixed rates for three to six month windows for export destinations to allow the costs of freight to be borne by the buyer of the cargo, and AGT also insures its cargo. See "*Risk Management*".

The Company also benefits from strategic warehousing in India and South Africa, a freight advantage from Australia to India, and strategic location in China, with locations near port facilities and a lower freight cost and reduced transit times to and from Canada and Turkey.

#### **4.6 Risk Management**

AGT has established a comprehensive risk management framework that is overseen by the Board, which has responsibility for the establishment and approval of AGT's risk management policies. This allows for regular centralized decision making and internal controls. Day to day risk management decisions are made by AGT's executive committee, which consists of the Executive Chairman, the CEO, the CFO and the COO. These decisions are then implemented on a local level. Management continually performs risk assessments to ensure that all significant risks have been reviewed and reflect changes in market conditions and AGT's operating activities. AGT also utilizes diversification in products, markets and origin as a means of risk management.

##### ***Commodity Price Risk***

AGT seeks to reduce commodity price risk by purchasing crops primarily on a spot basis as opposed to relying on production contracts, which could lock AGT into paying higher than market prices for crops. In addition, management estimates that a significant amount of grower purchases and sales to international clients are completed on a "back-to-back" basis, minimizing the time inventory is held and further mitigating commodity price risk. Management also believes it has clear visibility on the remaining sales. The Company does not enter into material short positions on pulses nor does it hold inventory for speculative purposes. AGT's global inventory positions are reviewed on a daily basis by its executive management team.



### ***Counterparty and Export Risk***

AGT typically does not receive final payment for goods until five days before shipments reach port at the destination market, which can be as long as 35 to 45 days from the date of shipment. However, AGT partially mitigates its risk by retaining control of the export documents, including the bill of lading which serves as title to the goods, through bank to bank documentary collection. In addition, customer purchases are typically backed by irrevocable letters of credit, cash against document terms, prepayment in full before shipment and/or an advance payment of up to 50% with the balance paid against delivery of the title documents.

In the event that product is shipped but the buyer refuses to take delivery, AGT is generally entitled to retain any deposit and resell the product to another buyer, as AGT arranges substantially all export sales as cash against documents whereby the buyer takes title to the goods only after AGT has received payment confirmation. AGT's customer contacts and diversified markets allow it to have a "ready" market to deal with any resales, repudiations and similar problems. However, due to the presence of secure payment methods and advance payments, client repudiation is rare. Further, for domestic sales in Turkey, credit terms are granted to established clients and are backed by post-dated cheques to legally bind the company and as security for the collection of the account.

In addition, a significant majority of AGT's accounts receivable are insured through EDC providing coverage on up to 90% of losses attributed to repudiation and customer default on payment. The insurance policy has been implemented for all sales globally through all subsidiaries, except AGT China which maintains its own credit insurance with China Export & Credit Insurance Company, and is self-administered by AGT, with EDC setting credit limits and monitoring results. If a customer defaults on the contract, AGT can choose to resell the cargo to another customer or divert the cargo to another market. With extensive market reach and facilities or warehouses in key consumption markets, AGT has numerous options available to minimize or mitigate risk and exposure in these areas. If AGT incurs a loss on the resale of defaulted products, it has the option to make a claim to EDC to cover up to 90% of that loss.

### ***Currency Exposure***

While most of AGT's costs are incurred in the local currencies of the countries in which its subsidiaries operate, and customers make payments in their local currencies, the majority of AGT's sales contracts are denominated in USD. Accordingly, AGT's revenue and accounts receivable balances are subject to exchange rate fluctuations. Net exposure to the USD, excluding TL which is managed by seeking to match TL denominated assets to TL denominated liabilities, is hedged via forward contracts with maturities of less than one year to manage risks associated with entering into new sales contracts denominated in USD. In addition, net sales proceeds, net of matched USD costs, are hedged from USD into local currency at the time of sale to mitigate currency risks.

### ***Shipping***

Management believes that AGT is among the largest agri-products container shippers in Canada and Turkey, and goods are generally shipped cost and freight destination, with AGT taking all responsibility for delivering the products to the export destination. To manage this risk, steamship line agreements are for fixed rates for three to six month windows to allow the costs of freight to be borne by the buyer of the cargo. AGT also uses cargo insurance for all sales made on the cost, insurance and freight "incoterm" (a standardized international trade term defined by the International Chamber of Commerce) and uses contingent cargo insurance to insure the cargo in case the buyer has not taken out the appropriate insurance as per AGT's export contract.

#### **4.7 Competitive Conditions**

In pulses, AGT targets the ready-for-human consumption, bagged and bulk containerized shipments to end use markets, serving importers, wholesalers, canners, packagers, retailers and ingredient users of pulses and staple foods. While there are many processing plants located throughout the pulse growing regions of Canada, the U.S., Turkey, Australia, China and South Africa, competitors that target end use markets similar to those served by AGT are smaller regional players with a primary focus on a limited number of products and geographies. This narrower competitive scope limits the advantages for these smaller players that are otherwise afforded to AGT as a result of its strong global presence and infrastructure. In Canada, a limited number of companies are active in the pulse processing business, including Scouler, Simpson Seeds, Prairie Pulse and ADM. In Turkey, there are a number of family owned pulse processing companies which tend to have a narrow product or geographic focus. AGT also competes with local processors and splitting plants in Sri Lanka, India, Turkey, the United Arab Emirates and Egypt; however, this is to a much lesser extent.

Large grain processing companies such as Glencore (with its completed acquisition of Viterro Inc. in December 2012), Richardson International and Bunge are also active in the Canadian and international markets more generally, though the significant majority of their shipments in the pulse sector consist of bulk quantity shipments of peas, lentils or faba beans, which are usually not commercially cleaned and are shipped with refuse materials through terminal elevators at port. These bulk shipments are a markedly different business target for bulk shippers, as the cargo received by bulk buyers must be processed locally prior to consumption. Other competitors that also fall into this group of large international bulk shippers include Cargill and ADM.

In the pasta market, AGT competes with other established branded and private label competitors both within Turkey and internationally. Competitors include Ankara Makarna, Filiz, Selva and Barilla, the largest pasta company in the world.

Management believes that competitiveness within the pulse and staple food processing industry hinges on the ability to economically source, process and deliver product to the marketplace and that this ability has been a core part of AGT's competitive strength. With its multi-plant processing, multi-origin import/export strategy and large volume program, AGT has captured economies of scale and developed significant flexibility in respect of its processing and freight operations to meet customer demand. Management believes that this scale and flexibility, taken together, has resulted in AGT possessing significant competitive advantages and creating barriers to entry. These advantages have been further enhanced by AGT's measured strategy of growing its business both organically and through acquisitions. Management believes that AGT's global network, client base and product mix of split and value added lentils, peas, chickpeas, beans, pasta and bulgur put AGT in a position of strength among its global competitors, as there is no fully integrated value added processor that competes in all of the same product segments in which AGT operates.

#### **4.8 Working Capital and Seasonality**

AGT's sales and purchases are fairly evenly spread out during AGT's fiscal year; however, there is a slight bias towards the last half of the fiscal year (July 1 to December 31), as it is both the period of peak demand and the harvest period for most origins of the Company. This also has the effect of increasing working capital requirements in that period, as management estimates that approximately 60% of the annual working capital requirements are used in the last half of the fiscal year. Initiatives such as diversification of the Company's product mix towards beans and chickpeas, lowering reliance on lentil shipments, increased focus on packaged goods for retail sale, the new food ingredient platform driven by the Minot Facility, and the movement of Ramadan 10 days earlier each year, are expected to have the

result of smoothing working capital requirements to an approximate 50/50 distribution within the next three to five years.

Working capital is required by AGT to finance its export program and customer orders due to long transit times and final payment typically being made on delivery. While customer purchases are typically backed by irrevocable letters of credit or cash against document terms, costs associated with the goods, such as processing costs, payments to the farmer from whom raw materials were purchased and freight costs, must be paid prior to receiving payment for sale.

AGT's inventory is primarily comprised of crops purchased from its suppliers in their raw form and processed products. AGT estimates that there are over 150 different products and grades contained within its inventory. Inventory management practices include book to physical inventory reconciliations monthly to ensure accurate recording of inventory values. Given the diversity and non-perishable, commodity-like nature of its products, management believes AGT's inventory is highly liquid. In addition, management estimates that a significant amount of grower purchases and customer sales are completed on a "back-to-back" basis, which allows AGT to mitigate commodity/inventory price risk.

Given customer purchases are backed by irrevocable letters of credit and advance payments, client repudiation is unusual. In addition, the majority of AGT sales are insured through EDC providing coverage on receivables in the event of customer default on payment (see "*Counterparty and Export Risk*" in the "*Risk Factors*" section). Consequently, management believes AGT's receivables are high quality and liquid.

AGT has an average North American cash conversion cycle, from the date of purchasing crops to the date of collection from the international customer, of 40-60 days. The majority of crops purchased by AGT are done under spot contracts, which provide AGT up to three months to take delivery of the crops at the agreed upon price. Payment is made to the supplier within 14 days of delivery. The crops arrive at the plants on a "just-in-time" basis, and are classified as inventory for approximately 28-35 days, comprised of approximately one week for storage and processing, two to three weeks from shipment to port and one week for loading onto a ship. Once the products are loaded into a vessel for shipping, inventory is reclassified as accounts receivable, the majority of which is insured by EDC. Transportation from North America to customers in Europe and Asia takes, on average, an additional 30-45 days, with payment by the customer typically made five days prior to the ship hitting its port of destination.

Recent increases in AGT's inventory levels can be attributed to a shift to distribution activities in consumption markets, illustrated by the continued flow of pulses from Canada and Australia to Turkey, the flow of pulses and grains from Russia and Ukraine to Turkey, and the distribution and sales activities of Poortman in Europe and Advance Seed in South Africa. Management continues the practice of examining stock levels at each of its foreign operations to achieve an optimization of inventory levels. In addition, in its efforts to manage working capital, AGT has initiated tighter credit terms for international buyers.

#### **4.9 Regulations**

The Canadian Grain Commission ("CGC") is the public monopoly marketing board for grains in Canada. Although the CGC does not market pulses, it does regulate some aspects of the pulse business. A Grain Dealer's Licence from the CGC is required to purchase pulse crops, including lentils, directly from producers. Licence holders are subject to rigorous bonding requirements of at least \$150,000 and spot audits. APP is a fully licensed and bonded primary elevator, and is currently in good standing. As required by CGC rules, APP has posted a performance bond of \$13 million with the CGC. The licence enables APP to negotiate purchase terms directly with producers and thus obtain, or offer, better terms.

APP is also bonded with the North Dakota and Montana state governments as a requirement of its operations there. There are no licensing requirements in Turkey or Australia.

No export licence is required to export lentils from Canada, Turkey, the U.S. or Australia. There are no other material regulatory considerations specific to the export of pulses and specialty crops.

Rules governing tariffs and quotas apply to pasta in the European Union (“E.U.”) and the U.S. These measures are largely aimed at the protection of domestic production industries. AGT is aware of these regulations and although it sells in compliance with such rules, as applicable, AGT concentrates sales in the rest of the world where these types of trade barriers do not exist.

#### **4.10 Employees**

As at December 31, 2015, AGT and its subsidiaries had approximately 1,550 full time permanent employees worldwide. AGT also employs temporary and seasonal workers in different geographies at various peak production and shipping periods annually.

#### **4.11 Intangible Property**

AGT believes that its trademarks are important to its competitive position. AGT and its subsidiaries own a number of registered and unregistered trademarks in Canada with the Canadian Intellectual Property Office (“CIPO”), in the U.S. with the U.S. Patent and Trademark Office (“USPTO”) and in the E.U. with the Office for Harmonization in the Internal Market - Trade Marks and Designs including: “AGT Foods”, “AGT Food and Ingredients”, “Alliance”, “Alliance Grain Traders”, “Alliance Pulse Processors”, “United Pulse Trading”, “Saskcan”, “Agtech”, “Saskcan Pulse Trading and design”, and “Saskcan Disc design”, “West Central Road and Rail”, “WCRR”, “Mobil Grain”, “Mobil”, “Last Mountain Rail”, “LMR”, “Big Sky Rail”, “BGS”, “CLIC”, “PulsePlus” and “V-6000”. These Registrations for these trademarks and others relevant to AGT’s business have been completed or are in process in a number of AGT’s other key sales and operational markets.

APP has also been awarded the worldwide commercialization rights until 2018 for three varieties of pulses developed at the University of Saskatchewan by the Saskatchewan Pulse Growers, an industry organization representing over 18,000 pulse crop growers in Saskatchewan. These include the King Red lentil variety (a bold red lentil grown in Western Canada), the Queen Green Lentil (a green cotyledon lentil) and large Food Type Faba Bean. APP has registered the trademarks “King Red” and “Queen Green” with the CIPO and the USPTO. APP also signed an agreement in March 2009 with Terramax Grains of Saskatchewan to develop the B-90 chickpea. All of these initiatives are underway, including the commercialization, merchandising activities and production of the aforementioned varieties.

In Turkey, the Arbel Group has registered a number of trademarks that it uses in its business, including “Arbel” and “Arbella”. All such trademarks are owned through Arbel. In addition, the Arbel Group has registered the “Arbella” trademark with the World Intellectual Property Office, CIPO, USPTO, the Japan Patent Office, the Korean Intellectual Property Office, and the Intellectual Property Office of Singapore. Arbel has also registered the “Arbella”, “Pasta Veneta” and “Arbella Family” trademarks with the CIPO.

AGT’s intangible assets are an important part of its business. AGT has attached an intangible asset value to brand and client relationships such as *Arbella* acquired at Arbel, CLIC and Poortman. AGT benefits from the goodwill established for its brand names and protects its proprietary information, including its trademarks, through trademark laws, contractual provisions and confidentiality procedures.

#### **4.12 Risk Factors**

AGT is a buyer, processor and exporter of a range of pulses and special crops, and is exposed to a number of risks and uncertainties that are common to other companies engaged in the same or similar businesses. Certain material risks specific to AGT's business and its industry are summarized below. Additional risks and uncertainties not currently known to AGT, or that are currently not considered material, may also impair AGT's operations. If any such risk actually occurs, the business, financial condition, liquidity or results of operations of AGT could be materially adversely affected.

##### ***Operating Requirements***

AGT's revenues are dependent on the continued operation of its processing facilities. The operation of its processing facilities involves certain risks, including the failure or substandard performance of equipment, natural disasters including earthquakes (the Arbel Group's facilities are located in Turkey, a region that has experienced earthquakes in the past), workplace accidents, labour problems, spoilage, as well as other hazards incidental to the production, use, handling, processing, storage and transportation of pulses and special crops. Also, as an industrial operation, AGT is exposed to workplace health and safety and workers' compensation claims and the equivalents in the U.S., Australia, Turkey and other countries of operation. There can be no assurance as to the actual amount of these liabilities or the timing of them. The occurrence of material operational problems including, but not limited to, the above events may have a material adverse effect on the business, financial condition and results of operations of AGT.

The success of AGT's business depends on a large number of both hourly and salaried employees. Changes in the general conditions of the employment market could affect the ability of AGT to hire or retain staff at competitive wage levels, which could have an adverse effect on AGT's business, financial condition and results of operations.

AGT facilities are currently not unionized except for a small, non-majority representation union group in AGT's Advance Seed operations in South Africa and in respect of certain railway operations of Mobil in Saskatchewan. However, there is no assurance that some or all of the employees of AGT will not unionize in the future. If successful, such an occurrence could substantially alter the employment terms of AGT's employees and increase labour costs and thereby have an adverse effect on AGT's business, financial condition and results of operations.

##### ***Volume Risk***

Weather conditions, which can vary substantially from year to year, have a significant impact on the size and quality of the harvest of the crops processed and sold by AGT. Significant increases or decreases in the total harvest will impact AGT's sales and the gross profits realized on sales of its product and, consequently, the results of its operations. A good harvest usually results in lower prices for product (due to high supply relative to demand), but higher volume of sales. A poor harvest usually results in higher prices for product (due to low supply relative to demand) but lower volume of sales. The use of splitting and colour sorting equipment assists AGT in its efforts to extract the maximum highest-priced product from the available crop in poor harvest years where the crop is amenable to the use of such equipment (e.g. lentils). AGT also achieves some risk mitigation by having its plants spread out geographically in North America and Turkey and by sourcing product for Australia from local production in Australia. High degrees of quality variance can also affect processing velocity and capacity utilization, as the processes required to potentially upgrade lower or more variable quality product can slow overall processing times. There can be no assurance that such factors would fully offset a significant decrease in volume and quality caused by a poor harvest, or the decrease in price caused by a glut in production.

Such factors could therefore have a material adverse effect on the business, financial condition and results of operations of AGT.

### ***Transportation and Transloading***

AGT is largely dependent on third parties and container availability for the transportation of its products despite its regionally established transportation networks in certain areas of the world. In Canada, the U.S., Australia and China, a large proportion of AGT's products are transported by rail and a portion of AGT's products are also transported by road. In Turkey, AGT's products are transported exclusively by road. As the majority of AGT's products are exported, AGT also relies on shipping companies and vessel space. All exported products also pass through third party transloading facilities to facilitate their final containerization for export. Strikes, work stoppages, labour disputes, failure or substandard performance of equipment, or other interruptions to the rail or road networks, haulage companies, transloading facilities or shipping companies used by AGT, and limited container availability, may have a material adverse effect on the business, financial condition and results of operations of AGT.

Logistics are expected by management to be a major consideration in AGT's business on an ongoing basis. AGT anticipates it will continue to be challenging to obtain container availability and vessel space to move the typical crop volumes from North America and Australia. As container availability is driven by global trade flows and imports, slowdowns in the economy in the U.S. and Europe and import imbalances in South Australia have resulted in tight container supplies. The ability to procure and effectively manage allocated transportation units by ocean line and rail service is a continuing focus by management. Although AGT mitigates this risk by being a leader in containerized and rail agri-shipments, maintaining direct relationships with railways and international steamship lines and its key regional seaport presence, there can be no assurance that AGT will be able to obtain sufficient container availability, railcar allocations and vessel space to meet its needs, which may have a material adverse effect on the business, financial condition and results of operations of AGT.

### ***Distribution and Supply Contracts***

AGT typically does not enter into written long-term agreements with its clients, distributors or suppliers. As a result, such parties may, without notice or penalty, terminate their relationship with AGT at any time. In addition, even if such parties should decide to continue their relationship with AGT, there can be no guarantee that the consideration or other terms of such contracts will continue on the same basis. All spot contracts with growers or sales contracts with clients are backed by formal written legal contracts that AGT would seek to enforce through local courts, international or local trade and arbitration rules (Grain and Feed Trade Association, Canadian Special Crops Association, U.S. Peas and Lentil Trade Association). If one or more of AGT's key clients, distributors or suppliers terminates or otherwise alters the terms of its relationship with AGT and/or if a number of smaller clients, distributors or suppliers concurrently were to terminate or otherwise alter the terms of their relationship with AGT, that could have a material adverse effect on the business, financial condition and results of operations of AGT.

### ***Customer Retention and Competitive Environment***

AGT experiences competition in the markets in which it operates. Certain of AGT's competitors may have greater financial and capital resources than AGT. AGT could face increased competition from newly formed or emerging entities, as well as from established entities that choose to focus, or increase their existing focus, on AGT's primary markets and product lines. There is also a risk that a larger, more formidable competitor may be created through a combination of several smaller competitors. Competition within the pulse and special processing industry is based primarily on service and price. If AGT is unable to compete effectively in these areas, it may lose existing customers or fail to acquire new customers,

which could have a material adverse effect on the business, financial condition and results of operations of AGT.

### ***Foreign Operations***

AGT's foreign operations may be subject to the risks normally associated with the conduct of business in certain foreign countries, including uncertain political and economic environments; strong governmental control and regulation; lack of an independent judiciary; war, terrorism and civil disturbances; crime; corruption; changes in laws, regulations or policies of a particular country, including those related to imports, exports, duties and currency; cancellation or renegotiation of contracts; tax increases or other claims by government entities, including retroactive claims; the risk of expropriation and nationalization; delays in obtaining or the inability to obtain or maintain necessary permits; currency fluctuations; high inflation; restrictions on the ability to hold USD or other foreign currencies in offshore bank accounts; import and export regulations; limitations on the repatriation of earnings; and increased financing costs. The occurrence of one or more of these risks may have a material adverse effect on AGT's financial results, business prospects and financial condition.

### ***Integration of Acquisitions***

The continued integration of acquisitions may result in significant challenges, and management may be unable to accomplish the continued integration smoothly or without spending significant amounts of money. There can be no assurance that management will be able to integrate the operations of each of the acquired businesses successfully. Any inability of management to successfully integrate the operations of AGT, including, but not limited to, information technology and financial reporting systems could have a material adverse effect on the business, financial condition and results of operations of AGT.

### ***Realization of Benefits from Acquisitions***

There is a risk that some or all of the expected benefits of acquisitions may fail to materialize or may not occur within the time periods anticipated by management. The realization of such benefits may be affected by a number of factors, many of which are beyond the control of AGT. The failure to realize some or all of the expected benefits of such acquisitions could have a material adverse effect on the business, financial condition and results of operations of AGT.

### ***Acquisition and Expansion Risk***

AGT's growth strategy will depend, in part, on it acquiring other pulse and grain processors, pasta producers, or related businesses, which it may be unable to do profitably or at all. The success of this acquisition strategy will depend, in part, on its ability to:

- identify suitable businesses to acquire;
- negotiate the purchase of those businesses on terms acceptable to it;
- complete the acquisitions within the expected time frame;
- improve the results of operations of the businesses that it acquires and successfully integrate their operations into its own; and
- avoid or overcome any concerns expressed by regulators, including anti-trust or competition law concerns.

AGT may fail to properly complete any or all of these steps. AGT may not be able to identify appropriate acquisition candidates, acquire those candidates that it identifies, obtain necessary permits or integrate acquired businesses effectively or profitably, and it may experience other impediments to its acquisition strategy. Moreover, increased competition may reduce the number of acquisition targets

available to AGT and may lead to unfavourable terms as part of any acquisition, including high purchase prices. If acquisition candidates are unavailable or too costly, AGT may need to change its business strategy.

AGT's integration plan for acquisitions will depend on certain cost savings. Unforeseen factors may offset the estimated cost savings or other components of its integration plan in whole or in part and, as a result, it may not realize any cost savings or other benefits from future acquisitions. Furthermore, any difficulties AGT encounters in the integration process could interfere with its operations and reduce its operating margins. Even if AGT is able to make acquisitions on advantageous terms and is able to integrate them successfully into its operations and organization, some acquisitions may not be advantageous due to factors that AGT cannot control, such as market position or customer base. As a result, operating margins could be less than AGT originally anticipated when it made such acquisitions. AGT may change its strategy with respect to such businesses, or a particular market, and decide to sell the operations at a loss, or keep the operations and recognize an impairment of goodwill and/or intangible assets.

AGT also cannot be certain that it will have enough capital or be able to raise enough capital by issuing equity or debt securities or through other financing methods on reasonable terms, if at all, to complete the purchases of the businesses that it wants to acquire. Acquisitions may increase its capital requirements. AGT's acquisitions will also involve the potential risk that it will fail to assess accurately all of the pre-existing liabilities of the operations acquired, including environmental liabilities.

If AGT is unsuccessful in implementing its acquisition strategy for the reasons discussed above or otherwise, its business, financial condition and results of operations could be materially adversely affected.

### ***Reliance on Key Personnel***

AGT's operations are dependent on the abilities, experience and efforts of its senior management. Should any of these persons be unable or unwilling to continue providing services to AGT, the business prospects of AGT could be materially adversely affected as operating results could suffer. The future success of AGT will depend on, among other things, its ability to keep the services of its executives and to hire other highly qualified employees at all levels. AGT will compete with other potential employers for employees and may not be successful in hiring and keeping the services of executives and other employees that it needs. The loss of the services of, or AGT's inability to hire, executives or key employees could have a material adverse effect on AGT's growth, business, financial condition and results of operations.

### ***Localized Decision Making***

After being acquired by AGT in September 2009, the Arbel Group continued its current business under its management and business practices, subject to the same overview by the Board to which management of APP is subject. The same approach was taken following the acquisition of Poortman, Advance Seed and most recently in the case of Mobil. Substantially all of the local management groups have been retained throughout AGT's acquisition history. This approach allows a significant amount of management and decision-making to be made on a localized basis. AGT's localized decision-making structure could allow local managers to make decisions that adversely affect its business, financial condition and operating results. Local managers have the authority to make many decisions concerning their operations without obtaining prior approval from centralized senior management, subject to compliance with general corporation-wide policies. Poor decisions by local managers could result in a loss of customers or increases in costs, in either case having a material adverse effect on the business, financial condition and results of operations of AGT.



### ***Potential Undisclosed Liabilities***

In connection with AGT's acquisitions, there may be liabilities that AGT failed to discover or was unable to quantify in the due diligence which it conducted prior to the closing of such acquisitions. The discovery or quantification of any material liabilities could have a material adverse effect on the business, financial condition or future prospects of AGT.

### ***Uninsured and Underinsured Losses***

AGT maintains property, equipment, business interruption and liabilities insurance coverage and uses the services of AON International and local insurance brokers in Canada, the U.S., Turkey, Australia, China and South Africa to continuously review the adequacy of its coverage and the pricing of insurance. AGT uses its discretion in determining amounts, coverage limits and deductibility provisions of insurance, with a view to maintaining appropriate insurance coverage on its assets and operations at a commercially reasonable cost and on suitable terms. This may result in insurance coverage that, in the event of a substantial loss, would not be sufficient to pay the full current market value or current replacement cost of its assets or cover the cost of a particular claim, which could have a material adverse effect on the business, financial condition and results of operations of AGT.

### ***Global Financial Crisis and General Economic Conditions***

Market events and conditions, including disruptions in the international credit markets and other financial systems and the deterioration of global economic condition have caused significant volatility to commodity prices and global currency. These conditions worsened in 2008 and continued in 2009 through 2012, causing a further loss of confidence in the broader U.S. and global credit and financial markets with some recovery in 2013. The collapse of, and government intervention in, major banks, financial institutions and insurers and created a climate of greater volatility, less liquidity, widening of credit spreads, a lack of price transparency, increased credit losses and tighter credit conditions. Notwithstanding various actions by governments, concerns about the general condition of the capital markets, financial instruments, banks, investment banks, insurers and other financial institutions caused the broader credit markets to further deteriorate and stock markets to decline substantially. Such conditions may continue in 2016 and 2017.

Petroleum prices are expected to remain volatile for the near future as a result of market uncertainties over supply and demand due to the current state of economies globally, the actions of the Organization of Petroleum Exporting Countries and the ongoing global credit and liquidity concerns.

Worsening economic conditions could have a direct material adverse effect on the business, financial condition and results of operations of AGT, and may have an adverse effect on AGT's business indirectly, through pressure on the liquidity of AGT's business partners and the intermediaries necessary to bring product to market.

### ***Political Risk***

No significant political risk is viewed by management as adversely affecting AGT operations and management closely monitors political situations in geographies of operations and of key markets.

Recent political events and demonstrations in Turkey have added volatility to TL and economic markets; however, no significant adverse effect to AGT's Arbel Group operations is being reported currently by management. The impact of these events, if any, on AGT's domestic and export business to the region continues to be monitored locally.

Civil unrest in Syria and the ongoing refugee crisis in the region and across northern and central Africa has not affected AGT operations with regard to production in any significant manner; however, AGT has benefited from a number of government tender programs, both for pulses and staple foods as well as other products and food parcels through governments, international aid organizations and non-governmental agencies (“NGO”). The Turkish government has been very active with aid programs for Syria and AGT’s Arbel Group operations in Turkey have been very active in NGO tenders and aid programs in the region.

Recent political unrest in Ukraine and the Crimean Peninsula has resulted in the Arbel Group’s origination activities for peas, chickpeas and beans from the region to be more heavily focused on Kyrgyzstan and Russia through year-round ports via the Black Sea and the Bosphorus to processing destinations in Turkey. No significant disruption in import supply of pulses from Russia to Turkey for processing activities is expected as a result of recent political tension between Russia and Turkey, with any disruptions that are experienced mitigated by supply from Canada.

### ***Wholesale Price Volatility***

The pulse, grain and special crops processing industry is a margin-based business in which gross profits depend on the excess of sales prices over costs. Consequently, profitability is sensitive to fluctuations in wholesale prices of crops caused by changes in supply (which itself depends on other factors such as weather, fuel, equipment and labour costs, shipping costs, economic situation and global demand), taxes, government programs and policies for the farming and transportation industries (including price controls), and other market conditions, all of which are factors beyond AGT’s control. The world market for pulses and special crops is subject to numerous risks and uncertainties, including risks and uncertainties related to international trade and global political conditions.

In the event of a sudden and sharp increase in the wholesale price of pulses, grains and special crops, in order to stay competitive, AGT may not be able to pass this price increase through to its customers, which could have a material adverse effect on the business, financial condition and results of operations of AGT.

A portion of AGT’s crop purchases are made through production contracts, which fix a price at which AGT may purchase lentils from a producer over the course of the selling season. In addition, a portion of AGT’s crop purchases are made directly from local farmers and crops are delivered at the time of purchase to be held in inventory. Should events occur after the price is fixed or after the date of purchase that increase the cost of production or the ability of AGT to sell the processed products at expected levels, the margins realized by AGT on such products could be lower than expected. If, after AGT purchases crops, their sale price falls below the price at which AGT purchased them, AGT could realize a lower than expected margin on sales, or even have unprofitable sales.

### ***Capital Markets***

As a result of the weakened global economic situation, AGT may have restricted access to capital and increased borrowing costs as the lending capacity of all financial institutions has diminished. As future capital expenditures will be financed out of cash generated from operations, borrowings and possible future equity sales, AGT is dependent on, among other factors, the overall state of the capital markets and investor demand for investments in the commodities industry and in particular in AGT’s securities. If AGT has difficulty obtaining, or is unable to obtain, access to the capital markets it could have a material adverse effect on its business, financial condition and results of operations.

### ***Leverage and Capital Requirements***

The degree to which AGT is leveraged could impact AGT's ability to obtain additional financing for working capital, capital expenditures or acquisitions in the future. Moreover, a significant portion of AGT's cash flow from operations may be dedicated to the payment of the principal and interest on its indebtedness, thereby reducing funds available for future operations. Additionally, certain of AGT's borrowings are subject to variable rates of interest, which will expose AGT to the risk of increased interest rates. As a result, AGT may be more vulnerable to economic downturns and may be limited in its ability to withstand competitor pressures, which could have a material adverse effect on its business, financial condition and results of operations.

The ability of AGT to remain competitive, sustain its growth and expand its operations will require large amounts of cash. AGT expects to obtain this cash from its operating cash flow, public offerings and borrowings under available credit facilities. However, AGT may require additional equity or debt financing to fund its growth and debt repayment obligations. If AGT undertakes acquisitions or expands its operations, its capital expenditures may increase. The increase in expenditures may reduce AGT's working capital and require it to finance working capital deficits. AGT's cash needs will increase if its capital expenditures increase above its current reserves taken for these costs. These factors, together with those discussed above, could substantially increase AGT's operating costs and therefore impair its ability to invest in existing or new facilities, which could have a material adverse effect on the business, financial condition and results of operations of AGT.

### ***Financing Risks and Credit Facilities***

AGT may in the future need to refinance its credit facilities or other debt and there can be no assurance that AGT will be able to do so or be able to do so on terms as favourable as those presently in place. If AGT is unable to refinance credit facilities or other debt, or is only able to refinance on less favourable and/or more restrictive terms, this may have a material adverse effect on AGT's financial position. In addition, the terms of any new credit facility or debt may be less favourable or more restrictive than the terms of the existing credit facilities or other debt.

While management currently expects that the cash flow from AGT's operations and funds available to it under its credit facilities will be adequate to finance AGT's operations and business strategy and maintain an adequate level of liquidity, expected revenue and the costs of planned capital expenditures are only estimates. Actual cash flows from operations are dependent on regulatory, market and other conditions that are beyond the control of AGT. As such, no assurance can be given that management's expectations as to future performance will be realized.

Payments under the Bank Facilities and the Notes and the security granted in respect of the same have priority over all other payments payable and security granted by AGT. AGT has banking relationships in a number of global markets in which current credit facilities are maintained. There can be no assurance that credit will continue to be available from capital providers in the future.

In addition, as a large proportion of AGT's credit facilities have floating interest rates, if there is a significant increase in interest rates, it will have a material adverse effect on AGT's business, financial condition and results of operations.

### ***Liquidity Risk***

Liquidity risk results from the requirement of AGT to make cash payments against certain indebtedness over the course of upcoming years. AGT currently has in place certain outstanding credit facilities and loans, including its obligations pursuant to the Notes, with a range of maturity dates and

interest rates. While management expects that future operational cash flows and assets will be sufficient to fund these obligations, deteriorating market conditions, volatility in commodity prices and other financial and operational risks referred to in this “*Risk Factors*” section could adversely impact AGT’s ability to do so, including causing AGT to default on certain of its obligations. AGT’s failure to service its obligations would have a material adverse effect on the business, financial condition and results of operations of AGT.

### ***Reduced Dividend Payment***

The payment of any future dividends is at the discretion of the Board after taking into account many factors, including AGT’s operating results, financial condition and current and anticipated cash needs. Deteriorating economic and market conditions, as well as other financial and operational risks referred to in this “*Risk Factors*” section, could adversely impact AGT to such an extent that the Board determines to reduce the payment of future dividends in order for AGT to retain earnings and other cash resources for the operation and development of its business.

### ***International Agricultural Trade Risks***

International agricultural trade is affected by high levels of domestic production and global export subsidies, especially by the U.S. and the E.U. Such subsidies interfere with normal market demand and supply forces and generally put downward pressure on commodity prices. Tariffs and subsidies restricting access to foreign markets may prevent the expansion of the agri-food processing industry. While not the most significant sector overall for World Trade Organization members, the agricultural sector is likely the most politicized. The political influence of the farm sector in both the E.U. and the U.S. is very significant and agricultural negotiations are driven as much by political needs as they are by economics. Developing nations typically have small manufacturing bases and their agricultural sectors are critical to their economies. Political interference or tariffs imposed by certain foreign governments on AGT or its products could have a material adverse effect on the business, financial condition and results of operations of AGT.

### ***Foreign Exchange Exposure***

While most of APP’s costs are incurred in the local currency of operation of the country, most of its revenues are earned in USD. As a result, APP is exposed to currency exchange rate risks. A change in the currency exchange rate may effectively reduce the local currency amounts received by APP. APP has entered into certain foreign exchange contracts with maturities of less than one year, to manage risks associated with entering into new sales contracts denominated in USD. Net sales proceeds, net of matched USD costs, are hedged from USD into local currency at the time of sale to mitigate currency risks. Nonetheless, there can be no assurance that currency fluctuations will not have a material adverse effect on AGT. Local currency positions in TL, Canadian dollar, AUD, INR, RMB, ZAR, EUR or GBP may be partially managed through local currency denominated borrowings. Significant portions of the Arbel Group’s net borrowings are intercompany and are denominated in USD, effectively creating a net short position to the USD. On a TL reporting basis, this exposure could result in a material adverse effect on the Arbel Group’s financial results should the USD appreciate against the TL. AGT has treasury processes in place to ensure that the need to purchase foreign currencies to settle debt will be minimized if it will result in realized losses on foreign exchange.

For the purposes of financial reporting by AGT, any change in the value of the Canadian dollar, AUD, ZAR, EUR, GBP, INR, RMB or the TL against the USD during a given financial reporting period would result in a foreign exchange loss or gain on the translation of any U.S. cash and cash equivalents. AGT’s exposure to foreign exchange losses could have a material adverse effect on its business, financial condition and results of operations.

### ***Counterparty and Export Risk***

AGT is exposed to credit risk through its counterparties in the event of non-performance. AGT monitors the credit ratings of its counterparties on an ongoing basis. Trade receivables comprise a significant amount of AGT's outstanding accounts receivable. As a result, the business is exposed to the credit risk associated with certain of its customers. AGT manages its exposure to potential credit risk in respect of trade receivable contracts through analysis of outstanding positions, payment and loss history and ongoing credit reviews of all significant contracts. The absence of significant financial concentration of such receivables limits AGT's exposure to credit risk. However, negative credit experience with AGT's counterparties or customers could have a material adverse effect on AGT's financial results, business prospects and financial condition.

AGT seeks to mitigate its exposure to counterparty credit risks from emerging markets through EDC's credit insurance program. AGT currently manages the risks involved with the export of goods to foreign countries by selling with internationally accepted documentary letters of credit, documentary collections and receivables insurance through EDC. Nonetheless, there is a risk that goods may be lost in transit before a foreign buyer can take delivery and before they are paid for in full (for which reason AGT maintains a contingent cargo insurance policy), or that a foreign buyer may refuse delivery of the product after it has been shipped but before it has been paid for in full (for which reason AGT maintains an insurance policy with EDC, which covers 90% of the losses attributed to repudiation risks), which could lead to residual costs to AGT affecting its profitability. AGT's exposure to counterparty credit risk could have a material adverse effect on its business, financial condition and results of operations.

### ***Geographic and Political Exposure***

AGT's end customers are primarily located in the Middle East, Northern Africa, Europe, Russia and South and Central Asia. Many of AGT's customers are located in jurisdictions which may not adopt business and legal practices that are customary in Canada. Exposure to diverse political entities may increase the risk of doing business, including having a material adverse effect on the business, financial condition and results of operations of AGT.

Additionally, AGT has processing and production facilities in Turkey, China and South Africa, and an origination office in Russia, countries which carry certain risks associated with a different political, business, social and economic environment than that of Canada. The ability to carry on business in these countries could be affected by political or economic instability in those countries. Changes or shifts in political attitude in Turkey, China, Russia or South Africa may impact the ability of private business, such as AGT, to carry on business, which could have a material adverse effect on the financial condition and results of operations of AGT.

AGT is subject to various corporate tax, sales tax and import and export duty and taxation systems in its various international operations. There can be no assurance that existing tax laws will remain unchanged or that any changes would be favourable to AGT. Unfavourable tax treatment, policies or levies could have a material adverse effect on the business, financial condition and results of operations of AGT.

Various AGT operations have been dependent on their ability to import raw materials into their processing and production facilities and are also dependent on exporting goods to its customers throughout the world. AGT is exposed to regulations with respect to import and export permits that are controlled by local governments that are beyond the control of AGT. Permits can be based on the availability of local supply and protectionist government policies could have a material adverse effect on its business, financial condition and results of operations.

### ***Environmental Protection***

The current and future operations of AGT are subject to laws and regulations governing airborne emissions, pollution, occupational health, waste disposal, protection and remediation of the environment, toxic substances and other similar matters. If AGT were to fail to comply with such laws or regulations and suffered a material fine, if AGT was required to spend significant amounts to remediate environmental damage or if AGT's environmental compliance costs were to materially increase, this could have a material adverse effect on AGT's business, financial condition and results of operations.

### ***Energy Price Fluctuation***

AGT's operating costs, shipping costs and the selling prices of certain finished products are sensitive to changes in energy prices. AGT's processing plants are powered principally by electricity and natural gas. AGT's transportation operations are dependent upon diesel fuel and other petroleum-based products. Significant increases in the cost of these items, including any consequences of regulation or taxation of greenhouse gases, could adversely affect AGT's production costs and operating results.

### ***Information Technology Risk***

AGT places significant reliance on information technology for information and processing that support financial, regulatory, administrative, and commercial operations. In addition, AGT relies upon telecommunication services to interface its global operations, customers and business partners. The failure of any such systems for a significant time period could have a material adverse effect on AGT's business, financial condition and results of operations.

### ***Regulatory Oversight***

Government regulators, such as competition law or anti-trust regulators in Canada, the U.S., Australia, Turkey, South Africa or elsewhere, may examine AGT's acquisitions more closely in the future due to AGT's increased size. Such regulators may object to or place conditions upon certain of AGT's proposed future acquisitions, which could limit AGT's ability to make such future acquisitions or could limit their benefit to AGT. Such regulatory oversight could have a material adverse effect on the business, financial condition and results of operations of AGT.

### ***Financial Reporting***

Internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and preparation of financial statements for external purposes in accordance with IFRS. Disclosure controls and procedures are designed to ensure that information required to be disclosed by a company in reports filed with securities regulatory authorities is recorded, processed, summarized and reported on a timely basis and is accumulated and communicated to a company's management, including its CEO and CFO, as appropriate, to allow timely decisions regarding required disclosure. A control system, no matter how well designed and operated, can provide only reasonable, not absolute, assurance with respect to the reliability of reporting, including financial reporting and financial statement preparation. Management continues to review, evaluate and enhance its disclosure controls and procedures and internal control over financial reporting for AGT's expanding international operations.

### ***Dilution of Shareholders***

AGT is authorized to issue an unlimited number of Common Shares, for such consideration and on such terms and conditions as may be determined by the Board, without the approval of the holders of

Common Shares (the “**Shareholders**”), subject to the rules of the Toronto Stock Exchange (the “**TSX**”). AGT may make future acquisitions or enter into financings or other transactions involving the issuance of securities of AGT which may be dilutive to current Shareholders as Shareholders will have no pre-emptive rights in connection with such further issuances.

## **ITEM 5. DIVIDENDS**

AGT’s policy is to pay a quarterly dividend to Shareholders, as determined by the Board from time to time. AGT’s dividend policy is subject to the discretion of the Board and may vary depending on, among other things, AGT’s earnings, financial requirements, the satisfaction of certain customary covenants contained in credit facility documents restricting the ability to pay dividends in certain circumstances, the satisfaction of solvency tests imposed by the *Business Corporations Act* (Ontario) for the declaration of dividends and other relevant factors.

The following table sets out the dividends per Common Share paid by AGT to Shareholders for each of the three most recently completed financial years.

| <b>Distribution for Quarter Ending</b> | <b>Dividend per Common Share</b> |
|--|----------------------------------|
| December 31, 2015                      | \$0.15                           |
| September 30, 2015                     | \$0.15                           |
| June 30, 2015                          | \$0.15                           |
| March 31, 2015                         | \$0.15                           |
| December 31, 2014                      | \$0.15                           |
| September 30, 2014                     | \$0.15                           |
| June 30, 2014                          | \$0.15                           |
| March 31, 2014                         | \$0.15                           |
| December 31, 2013                      | \$0.15                           |
| September 30, 2013                     | \$0.15                           |
| June 30, 2013                          | \$0.15                           |
| March 31, 2013                         | \$0.15                           |

## **ITEM 6. CREDIT RATINGS**

The following information relating to the Company’s credit ratings is provided as it relates to the Company’s financing costs, liquidity and operations. Specifically, credit ratings affect the Company’s ability to obtain short-term and long-term financing and the cost of such financing. Additionally, the ability of the Company to engage in certain business activities on a cost effective basis depends on the Company’s credit ratings. A reduction in the current rating on the Notes by its rating agencies or a negative change in the Company’s ratings outlook could adversely affect the Company’s cost of financing and its access to sources of liquidity and capital. See “*Leverage and Capital Requirements*” in the “*Risk Factors*” section.

The Company and the Notes are currently rated by Standard and Poor’s Rating Services, a division of McGraw-Hill Companies (Canada) Corporation (“**S&P**”) and DBRS Limited (“**DBRS**”). The following table outlines the received ratings and outlooks of the Company and the Notes as of March 24, 2016.

|               | <b>S&amp;P</b> | <b>DBRS</b> |
|---------------|----------------|-------------|
| Notes         | B/Stable       | BB (low)    |
| Issuer Rating | B/Stable       | B (high)    |

Credit ratings are intended to provide an independent measure of the credit quality of an issue of securities. The credit ratings assigned by the rating agencies are not recommendations to purchase, hold or sell the securities nor do the ratings comment on market price or suitability for a particular investor. There is no assurance that any rating will remain in effect for any given period of time or that any rating will not be revised or withdrawn entirely by a rating agency in the future if, in its judgment, circumstances so warrant. A rating can be revised, suspended or withdrawn at any time by the rating agency. Investors should consult the rating agency should they require more information with respect to the interpretation and implications of the foregoing ratings. A revision or withdrawal of a credit rating could have a material adverse effect on the pricing and liquidity of the Notes in the secondary market.

S&P's credit ratings are on a rating scale that ranges from AAA to D, which represents the range from highest to lowest quality of such securities rated. According to S&P's rating system, an obligation rated "B" is more vulnerable to adverse business, financial and economic conditions, but the obligor currently has the capacity to meet its financial commitments on the obligation. The addition of a plus (+) or minus (-) designation after a rating indicates the relative standing within the major rating categories. A ratings outlook gives the potential direction of a short or long-term rating and the "stable" designation indicates that a rating is not likely to change.

DBRS's long-term credit ratings are on a rating scale that ranges from AAA to D, which represents the range from highest to lowest quality of such securities rates. A rating of B by DBRS is assigned to debt securities considered to be highly speculative credit quality. The capacity for payment of financial obligations is uncertain. Entities in the B category may be vulnerable to future events. The assignment of a "(high)" or "(low)" modifier within each rating category indicates relative standing with such category.

The Company provides an annual fee to both S&P and DBRS for credit rating services.

## **ITEM 7. DESCRIPTION OF THE CAPITAL STRUCTURE**

AGT is authorized to issue an unlimited number of Common Shares and an unlimited number of Class A shares, issuable in series (the "**Class A Shares**"). The rights, privileges and restrictions attaching to the Common Shares and the Class A Shares are as set out below. As at March 24, 2016, there were 23,863,156 Common Shares and no Class A Shares issued and outstanding.

### ***Common Shares***

The Common Shares entitle the holder thereof to one vote for each Common Share held at all meetings of Shareholders, other than meetings at which only the holders of another class or series of shares are entitled to vote separately as a class or series. The Shareholders are entitled to receive any dividend declared by AGT in respect of the Common Shares and to receive the remaining property of AGT upon its dissolution, in each case, subject to the rights of the Class A Shares. There are no restrictions on the issue, transfer or ownership of the Common Shares.

### ***Class A Shares***

The Class A Shares may at any time, and from time to time, be issued in one or more series, in accordance with and subject to the provisions of applicable laws. The number of shares in, and the designation, rights, privileges, restrictions and conditions attaching to the Class A Shares of, any series of Class A Shares must be fixed by the Board before the issue of any Class A Shares of any series. The determinations of the Board are subject to applicable laws, AGT's articles and any conditions attaching to any outstanding series of Class A Shares.



The Class A Shares of each series ranks, both with regard to dividends and return of capital, in priority to the Common Shares and over any other shares ranking junior to the Class A Shares. The Class A Shares of each series may also be given such other preferences over the Common Shares and any other shares ranking junior to the Class A Shares as the Board determines for the respective series authorized to be issued. Any priority, in the case of cumulative dividends, is with respect to all prior completed periods in respect of which such dividends were payable plus such further amounts, if any, as may be specified in the provisions attaching to a particular series. In the case of non-cumulative dividends, any priority is with respect to all dividends declared and unpaid. The Class A Shares of each series ranks on a parity with the Class A Shares of every other series with respect to priority in payment of dividends and return of capital in the event of liquidation, dissolution or winding up of AGT.

#### ***Other Securities Convertible into Common Shares***

On April 21, 2008, 530,000 options (“**Options**”) were issued to the trustees and officers of the Fund and key employees of APP and its subsidiaries. Each such Option is exercisable for one Common Share at a price of \$9.00 per Common Share. Such Options had an initial term expiring on April 21, 2013. At AGT’s annual and special meeting of Shareholders held on June 27, 2013, Shareholders voted to extend the expiry date of the 333,500 outstanding Options to April 21, 2014.

On April 16, 2012, Options to acquire 400,000 Common Shares were issued to certain directors and officers of AGT. Each such Option is exercisable for one Common Share at a price of \$12.71 per Common Share until April 16, 2017.

On June 18, 2012, Options to acquire a further 25,000 Common Shares were issued to Mr. Drew Franklin upon becoming a member of the Board. Each such Option is exercisable for 1 Common Share at a price of \$12.71 per Common Share until June 18, 2017.

As at March 24, 2016, Options to acquire an aggregate of 341,668 Common Shares were issued and outstanding.

#### ***Long Term Debt***

For a description of the Notes and the Company’s various credit facilities, see “*General Development of the Business - Credit Facilities*”.

## ITEM 8. MARKET FOR SECURITIES

The Common Shares are listed on the TSX under the symbol “AGT”. The following table sets forth the price ranges and volume of trading of the Common Shares on the TSX for each month during the year ended December 31, 2015:

| Month of 2015 | High  | Low   | Average Daily Volume |
|---------------|-------|-------|----------------------|
| January       | 28.39 | 26.10 | 69,816               |
| February      | 29.60 | 26.12 | 69,749               |
| March         | 30.64 | 25.45 | 85,576               |
| April         | 28.53 | 25.93 | 101,675              |
| May           | 30.84 | 26.23 | 90,569               |
| June          | 33.00 | 30.03 | 156,592              |
| July          | 32.41 | 28.21 | 98,261               |
| August        | 30.99 | 27.49 | 91,476               |
| September     | 28.74 | 25.39 | 86,132               |
| October       | 30.31 | 25.78 | 79,160               |
| November      | 32.40 | 29.90 | 66,106               |
| December      | 35.56 | 30.41 | 87,701               |

## ITEM 9. ESCROWED SECURITIES AND SECURITIES SUBJECT TO CONTRACTUAL RESTRICTIONS ON TRANSFER

The following table sets forth, as of the date hereof, the number of securities of each class of securities of AGT held, to the knowledge of AGT, in escrow or that is subject to a contractual restriction on transfer and the percentage that number represents of the outstanding securities of that class.

| Designation of Class | Number of Securities held in Escrow or that are Subject to a Contractual Restriction on Transfer <sup>(1)</sup> | Percentage of Class |
|----------------------|---|---------------------|
| Common Shares        | 722,803   | 3.02%               |

- (1) In connection with the Mobil acquisition, each vendor entered into a lock-up agreement restricting it from transferring any of the Common Shares they received in connection with the acquisition for a period of: (i) six months from the closing of the acquisition (being October 30, 2015) (the “Closing Date”) in respect of one fifth (1/5) of its Common Shares; (ii) 18 months from the Closing Date in respect of one fifth (1/5) of its Common Shares; (iii) 30 months from the Closing Date in respect of one fifth (1/5) of its Common Shares; (iv) 42 months from the Closing Date in respect of one fifth (1/5) of its Common Shares; and (v) 54 months from the Closing Date in respect of one fifth (1/5) of its Common Shares.

## ITEM 10. DIRECTORS AND OFFICERS OF AGT

### 10.1 Name, Occupation and Security Holding

The following table sets forth, for each of the directors and executive officers of AGT, the individual’s name, province or state and country of residence, as applicable, principal occupation and the date on which the individual was appointed as a trustee, director or officer of the Fund or AGT, as applicable. Each of the individuals listed below, except for John Gardner and Drew Franklin, has been a director or officer of AGT, as applicable, since its incorporation. The directors and executive officers of AGT, as a group, own, control, or direct, directly or indirectly, 4,015,541 Common Shares, representing approximately 16.8% of the issued and outstanding Common Shares.

| <b>Name and Province and Country of Residence</b>       | <b>Position with AGT</b>                 | <b>Trustee/Director/Officer of the Fund/AGT Since</b> | <b>Number of Common Shares Beneficially Owned or Controlled or Directed (as at March 24, 2016)</b> | <b>Principal Occupation</b>                              |
|---|--|---|--|--|
| Murad Al-Katib<br>Regina, Saskatchewan, Canada          | President, CEO, and Director             | August 1, 2007  | 3,845,814 <sup>(1)(2)</sup>  | President and CEO of AGT;<br>President and CEO, APP      |
| Hüseyin Arslan<br>Mersin, Turkey                        | Executive Chairman<br>Director           | January 31, 2008                                      | Nil  | Executive Chairman of AGT and President, Arbel Group     |
| Howard N. Rosen <sup>(3)(4)(5)</sup><br>Ontario, Canada | Vice-Chairman, Lead Independent Director | November 30, 2004                                     | 23,000 <sup>(6)</sup>  | Senior Managing Director, FTI Consulting                 |
| John Gardner <sup>(3)(4)(5)</sup><br>Ontario, Canada    | Director                                 | June 28, 2011   | 19,616 <sup>(7)</sup>  | President and Director, Gardner Advisory Services Inc.,  |
| Drew Franklin <sup>(3)(4)(5)</sup><br>Wisconsin, USA    | Director                                 | June 18, 2012   | 15,333   | Global Vice President, S.C. Johnson                      |
| Lori Ireland, Regina, Saskatchewan, Canada              | Chief Financial Officer                  | August 1, 2007  | 20,947   | Chief Financial Officer of AGT                           |
| Gaetan Bourassa, Regina, Saskatchewan, Canada           | Chief Operating Officer                  | August 1, 2007  | 90,831   | Chief Operating Officer of AGT;<br>Vice-President of APP |

(1) 362,843 Common Shares are held by Mr. Al-Katib directly, and 170,370 Common Shares are held by Al-Katib Consulting Inc., a corporation controlled by Mr. Al-Katib.

(2) 3,312,601 Common Shares are held by the Trust, of which Mr. Al-Katib retains control by way of a voting instrument with the Trust administrator.

(3) Member of the Audit Committee.

(4) Member of the Compensation Committee.

(5) Member of the Nominations Committee.

(6) 5,000 Common Shares are held by Mr. Rosen directly and 18,000 are held by Randy Rosen, Mr. Rosen's wife.

(7) 2,950 Common Shares are held by Mr. Gardner directly, 13,416 Common Shares are held by Gardner Advisory Services Inc. and 3,250 Common Shares are held by Brenda Gardner, Mr. Gardner's wife.

The term of office of each director expires at the next annual meeting of the Shareholders. Each of the directors and executive officers listed above has been engaged for five years or more in his or her present principal occupation, and with AGT (with the exception of Mr. Gardner and Mr. Franklin who have been directors for approximately five and four years respectively) and as set forth below.

*Murad Al-Katib.* Mr. Al-Katib founded Saskcan Pulse Trading Inc. ("**Saskcan**") in 2001 with Mr. Arslan, and has led its expansion as a processor and seller of pulses and specialty crops as AGT's President and CEO. After the amalgamation of Saskcan and the Fund's then operating company, Agtech Processors Inc. ("**Agtech**"), in August 2007, Mr. Al-Katib joined the board of trustees of the Fund, and assumed the role of President and CEO of the Fund's new amalgamated operating company, APP. In January 2008 he was appointed Chairman of the board of trustees of the Fund and on the conversion of the Fund from an open-ended unit trust to a dividend-paying corporation (the "**Conversion**"), he was appointed President and CEO and a director of AGT. Mr. Al-Katib completed a Masters from the Thunderbird School of Global Management in Arizona and a Bachelor of Commerce from the University of Saskatchewan, and then worked in international trade promotion for the Government of Saskatchewan. Mr. Al-Katib has served on the Board of Directors of the Canadian Special Crops Association and Pulse

Canada and served as Chair of the Advisory Board for Small and Medium Enterprise for the Canadian Minister of International Trade and as a member of the panel for the Government of Canada's renewal of Canada's Global Commerce Strategy and on the Advisory Committee for the Review of the Canada Transportation Act for the Minister of Transport. Currently, Mr. Al-Katib serves as the current Chair of the Regina Regional Opportunities Commission and on the Board of the Asia Pacific Foundation of Canada. Mr. Al-Katib has been the recipient of a number of prestigious awards including the 2004 Ernst and Young Emerging Entrepreneur of the Year and one of 2005's Canada's "Top 40 under 40" by the Caldwell Partners and the Globe and Mail. In 2012, Mr. Al-Katib was the recipient of a Queen's Diamond Jubilee Medal, complementing his award of a Queen's Saskatchewan Centennial Medal given in 2006 for Business Achievement, as well as the 2012 Pulse Promoter Award from BASF and Saskatchewan Pulse Growers. Also in 2012, Mr. Al-Katib led AGT to its second Saskatchewan ABEX Award for Saskatchewan Business of the Year, the first time a Saskatchewan company has repeated as Award Winner. He was also named to PROFITGuide Magazine's list of the "30 Most Fabulous Entrepreneurs of the Past 30 Years" in Canada.

*Hüseyin Arslan.* Mr. Arslan, involved in the global pulses and staple foods business for over 30 years, has presided for the last 16 years as the President of the Arbel Group. In 2001, Mr. Arslan was one of the founding shareholders of Saskcan providing the nucleus for AGT, where he has served as a director or trustee since 2008 and Executive Chairman of the Board since 2009. He also serves as a director of AGT subsidiaries, Durum, the producer of the Arbella pasta brand, and Turkpulse, as well as of certain companies owned by the Arslan Family in Turkey. Mr. Arslan holds a Bachelor of Science in Electronics Engineering from Middle East Technical University in Turkey and has over three decades of experience in the trading of agricultural and food products globally. In 2015, Mr. Arslan was selected as President of the Global Pulse Confederation (formerly referred to as the International Pulse Processors and Exporters Federation), the global pulse industry association after serving as Executive Vice-President since 2013, as well as serving as the President of the Mersin Trade Commodity Exchange Council.

*Howard N. Rosen.* Mr. Rosen is the senior managing director of FTI Consulting, a business and regulatory consulting firm. From April 2004 to March 2009, he was the managing director of LECG Canada, Ltd., also a business and regulatory consulting firm. Before that he was a principal of LRTS from May 1998 to April 2004, and a partner with Arthur Andersen from June 1992 to May 1998. He is a former director and member of the audit committee of The Medipattern Corporation, having resigned in February 2013. Mr. Rosen was also a director of Betacom Corp. from October 2002 to November 2003. Mr. Rosen holds a Bachelor of Business Administration degree from the York University Business School, and is a Chartered Accountant, Chartered Business Valuator, Accredited Senior Appraiser, and Certified Fraud Examiner.

*John Gardner.* Mr. Gardner is an experienced financial and business manager with a career spanning the public accounting, food retail and food service industries. Mr. Gardner is the President and Director of, Gardner Advisory Services Inc., a corporation providing general management and strategic planning consultation to small and medium sized corporations. Mr. Gardner currently serves as the President and CEO and board member of ergoCentric, dedicated to design, manufacture and sell modular ergonomic seating solutions for office, specialty and healthcare environments. Mr. Gardner also serves on the board for The Econo-Rack Group Inc. Other company experience includes serving as a director with Genesis Worldwide Inc., a developer of structural building technology for residential and commercial applications, listed on the TSX and the Alternative Investment Market (AIM) of the London Stock Exchange. In 2006, Mr. Gardner, serving as Executive Chairman of the board of directors, led the Genesis initial public offering on both exchanges and was instrumental in providing strategic leadership as well as building the board and management for the company. Mr. Gardner also has experience as a past President and CEO of Sysco Food Services of Toronto and past President of Lumsden Brothers Limited, a member of Sobeys Inc. A graduate of The Chartered Directors program from McMaster University and The Conference Board of Canada, Mr. Gardner has a career highlighted by 20 years of executive management

and board experience with a number of large public corporations, in Canada and internationally. In 1978, he was admitted to the Newfoundland Institute of Chartered Accountants and was awarded a Fellowship of Chartered Accountants in 1989. Mr. Gardner earned a Master of Business Administration degree in 1984 from Memorial University of Newfoundland where he also completed a Bachelor of Commerce degree in 1975.

*Drew Franklin.* Mr. Franklin has worked extensively in consumer packaged goods for over 30 years with some of the industry's top companies including Procter & Gamble, General Mills and S.C. Johnson. Currently, Mr. Franklin is Vice President, General Manager of ASEAN for S.C. Johnson; responsible for a market of 650 million consumers through 10 countries in Southeast Asia with full P&L responsibility. All general managers, country managers, marketing and sales teams report to Mr. Franklin as the company's senior officer in charge of the region. Prior to his current role, Mr. Franklin served as Global Vice President of the \$1.5 billion Home Storage (Ziploc) brand at the company's international headquarters in Racine, Wisconsin. Mr. Franklin was also President and General Manager of S.C. Johnson Canada from 2004-2007, where he was accountable to the board of directors while overseeing multiple factories and all functions, operations and P&L responsibility for the subsidiary. During this time, Mr. Franklin also served as Chairman of the Canadian Consumer Specialty Products Association, the Corporations Sharing Responsibility Organization, while also sitting on the Food and Consumer Products Manufacturers Council and was chair of its policy committee. A graduate of the Sobey School of Business at Saint Mary's University in Halifax, Nova Scotia, Canada, Mr. Franklin has worked extensively in brand management, sales and general management roles throughout North America and the globe. He has served on company boards in Canada, Europe, South America, Asia and the United States. Mr. Franklin also sat on the Advisory Council for the MBA Brand and Product Management program at the University of Wisconsin in Madison. Prior to S.C. Johnson, Mr. Franklin oversaw key business units at General Mills Canada, and prior to that began his career at Procter and Gamble. He resides in Racine, Wisconsin with his wife and children.

*Lori Ireland.* Ms. Ireland is a Chartered Professional Accountant and a Certified Management Accountant with over 20 years' experience in agricultural accounting. Ms. Ireland worked as an Accountant for Heartland Livestock for three years managing the implementation and related staff training of the livestock Feeder Finance program through Farm Credit Canada. Ms. Ireland spent the next several years in Special Crops Accounting at the Saskatchewan Wheat Pool (Viterra), with duties including all aspects of grain accounting as well as being appointed Project Manager for the implementation of a new Grain Accounting Reporting Package that was designed for the Grain Accounting and Marketing areas of the company. In 2002, Ms. Ireland joined Saskcan as CFO and was named CFO of AGT in 2007, serving in this role to the present. Ms. Ireland was also on contract with the Society of Management Accountants for several years and acting as a Moderator for the Strategic Leadership Program. This position involved the mentoring of candidates as they learn various areas of management, including: strategic planning, human resources management, treasury, decision making and report writing.

*Gaetan Bourassa.* Mr. Bourassa, as COO, is responsible for all merchandising, plant operations and marketing programs for AGT and its subsidiaries globally. Mr. Bourassa brings over 20 years of experience in facility management, plant operations and merchandising activities in the global pulse industry. After completing his business studies in 1992, he joined the marketing team at Best Cooking Pulses, Canada's first pea splitter, where he spent 12 years working as the General Manager. In 2005, Mr. Bourassa joined AGT, assuming the role of Vice President of Marketing and Operations in 2006, and COO in 2009. Mr. Bourassa has been a driving force in establishing AGT as a world leader in split and value-added pulse production and export, overseeing an export program to over 120 countries. He is a proven risk manager, leading the development of many new sales programs.

## **10.2 Cease Trade Orders, Bankruptcies, Penalties and Sanctions**

No director or executive officer of AGT is as at the date hereof, or within the ten years prior to the date hereof has been, a director, CEO or CFO of any company that was subject to a cease trade or similar order or an order that denied the relevant company access to any exemption under securities legislation for a period of more than 30 consecutive days that was issued while such director or executive officer was acting in the capacity as director, CEO or CFO of such company, or that was issued after the director or executive officer ceased to be a director, CEO or CFO of such company and which resulted from an event that occurred while that person was acting in the capacity as director, CEO or CFO of such company.

No director or executive officer of AGT, or other person holding a sufficient number of voting securities of AGT to affect materially the control of AGT, (i) is, as at the date hereof or within ten years prior to the date hereof, has been a director or executive officer of any company that, while the person was acting in that capacity, or within a year of that person ceasing to act in that capacity, became bankrupt, made a proposal under any legislation relating to bankruptcy or insolvency or was subject to or instituted any proceeding, arrangement or compromise with creditors or had a receiver, receiver manager or trustee appointed to hold its assets, or (ii) has, within ten years prior to the date hereof, become bankrupt, made a proposal under any legislation relating to bankruptcy or insolvency, or become subject to or instituted any proceedings, arrangement or compromise with creditors, or had a receiver, receiver manager or trustee appointed to hold the assets of the director, executive officer or shareholder.

## **10.3 Conflicts of Interest**

Other than any actual or potential conflict of interest resulting from Mr. Al-Katib's control over the Common Shares held by the Trust and his membership on the Board as described herein, there are no existing or potential material conflicts of interest between AGT and any director or officer of AGT.

## **ITEM 11. AUDIT COMMITTEE**

The full text of the Audit Committee's charter is attached hereto as Schedule A.

### ***Composition of the Audit Committee***

The Audit Committee of AGT is comprised of Howard N. Rosen, John Gardner and Drew Franklin. Mr. Gardner is the Chairman of the Audit Committee. Each of the members of the Audit Committee is financially literate.

Each of the current members of the Audit Committee is considered to be independent. This determination was made by the Board upon inquiring into each member's activities and relationships with AGT.

### ***Relevant Education and Experience***

The qualifications and experience of the members of the Audit Committee are set out above under "*Directors and Officers of AGT - Name, Occupation and Security Holding*".

### ***Pre-Approval Policies and Procedures***

The Audit Committee has not adopted specific policies and procedures for the engagement of non-audit services.

### ***External Auditor Services Fees***

The following table sets out the aggregate fees billed by the external auditor to AGT (for the years 2015 and 2014):

| <b>Category of Fees</b>                  | <b>Year Ended December 31,<br/>2015</b> | <b>Year Ended December 31,<br/>2014</b> |
|--|---|---|
| Audit Fees <sup>(1)</sup>                | \$ 718,850                              | \$ 891,000                              |
| Audit-Related Fees <sup>(2)</sup>        | \$ -                                    | \$ -                                    |
| Tax Advisory Related Fees <sup>(3)</sup> | \$ 69,435                               | \$ 170,894                              |
| All Other Fees <sup>(4)</sup>            | \$ 21,500                               | \$ 47,622                               |

(1) “**Audit Fees**” refer to fees billed for audit services.

(2) “**Audit-Related Fees**” refer to aggregate fees billed for assurance and related services that reasonably relate to the performance of the audit or review of the AGT’s financial statements and are not reported under “Audit Fees”.

(3) “**Tax Advisory Related Fees**” refer to fees billed for advice related to tax compliance, tax advice and tax planning.

(4) “**All Other Fees**” refer to fees related to non-audit assurance advisory work not specifically required for regulatory purposes and not included as part of the Audit Fees or Audit-Related Fees.

### **ITEM 12. LEGAL PROCEEDINGS AND REGULATORY ACTIONS**

The Board is not aware of any material legal proceedings or regulatory actions outstanding, threatened or pending as of the date hereof by or against AGT or relating to any of its material subsidiaries.

### **ITEM 13. INTEREST OF MANAGEMENT AND OTHERS IN MATERIAL TRANSACTIONS**

A description of the material transactions entered into by AGT during the three most recently completed financial years or during the current financial year with any director or executive officer of AGT or other person that beneficially owns, or controls or directs, directly or indirectly, more than 10% of the outstanding voting securities of AGT, or any associate or affiliate of any such person, can be found under the heading “*Transactions with other related parties*” on pages 29 and 30 of the 2015 MD&A.

### **ITEM 14. TRANSFER AGENT AND REGISTRAR**

The transfer agent and registrar for the Common Shares is TMX Equity Transfer Services at its principal office in Toronto, Ontario.

### **ITEM 15. MATERIAL CONTRACTS**

There are no material contracts which were either entered into within the last financial year or are still in effect as of the date of this AIF, other than those which were entered into in the ordinary course of business of AGT.

## **ITEM 16. INTERESTS OF EXPERTS**

KPMG LLP, Chartered Professional Accountants in Regina, Saskatchewan, is the auditor of AGT and has advised that it is independent with respect to AGT in accordance with the Uniform Rules of Professional Conduct of the Chartered Professional Accounts of Saskatchewan.

## **ITEM 17. ADDITIONAL INFORMATION**

Additional information relating to AGT, including directors' and officers' remuneration and indebtedness, principal holders of AGT's securities and securities authorized for issuance under equity compensation plans, are contained in AGT's management information circular prepared in connection with AGT's most recent annual meeting of Shareholders that involved the election of directors, which is available under AGT's profile on SEDAR at [www.sedar.com](http://www.sedar.com).

Financial information is provided in AGT's financial statements for the financial year ended December 31, 2014, and the year ended December 31, 2015 and the 2015 MD&A, which are posted on AGT's website, [www.agtfoods.com](http://www.agtfoods.com), and under AGT's profile on SEDAR. Shareholders may request, and receive free of charge, copies of such financial statements and the 2015 MD&A by sending a request to AGT's transfer agent, TMX Equity Transfer Services, at 200 University Ave, Suite 300, Toronto, Ontario M5H 4H1, Fax: (416) 361-0470.



**SCHEDULE A**  
**CHARTER OF THE AUDIT COMMITTEE**  
**OF**  
**AGT FOOD AND INGREDIENTS INC.**  
**(the “Corporation”)**

**The Role of the Audit Committee**

The Audit Committee has been established to assist the board of directors of the Corporation (the “**Board**”) in fulfilling its oversight responsibilities with respect to the following principal areas:

- (a) the Corporation’s external audit function; including the qualifications, independence, appointment and oversight of the work of the external auditor;
- (b) the Corporation’s accounting and financial reporting requirements;
- (c) the Corporation’s reporting of financial information to the public;
- (d) the Corporation’s compliance with law and regulatory requirements;
- (e) the Corporation’s risks and risk management policies;
- (f) the Corporation’s system of internal controls and management information systems; and
- (g) such other functions as are delegated to it by the Board.

**Responsibilities**

The Corporation’s management is responsible for preparing the Corporation’s financial statements and the external auditors are responsible for auditing those financial statements. The Audit Committee is responsible for overseeing the conduct of those activities by the management of the Corporation and all corporations or subordinate entities owned or controlled by the Corporation (“**Management**”) and external auditor, and overseeing the activities of the internal auditors.

The specific responsibilities of the Audit Committee shall include those listed below. The enumerated responsibilities are not meant to restrict the Audit Committee from examining any matters related to its purpose.

1. Financial Reporting Process and Financial Statements

The Audit Committee shall:

- (a) in consultation with the external auditors and the internal auditors, review the integrity of the Corporation’s financial reporting process, both internal and external, and any major issues as to the adequacy of the internal controls and any special audit steps adopted in light of material control deficiencies;
- (b) review all material transactions and material contracts entered into between (i) the Corporation or any subsidiary or affiliate of the Corporation, and (ii) any subsidiary, affiliate, trustee, director, officer, insider or related party of the Corporation or a subsidiary or affiliate thereof, other than transactions in the ordinary course of business;

- (c) review and discuss with Management and the external auditor: (i) the preparation of Corporation's annual audited consolidated financial statements and its interim unaudited consolidated financial statements (and if such statements cannot be presented on a consolidated basis, the preparation of the annual audited and interim unaudited financial statements of the subsidiaries or and affiliates of the Corporation); (ii) whether the financial statements present fairly (in accordance with Canadian generally accepted accounting principles) in all material respects the financial condition, results of operations and cash flows of the Corporation or any subsidiary or affiliate of the Corporation as of and for the periods presented; (iii) any matters required to be discussed with the external auditors according to Canadian generally accepted auditing standards; (iv) an audit findings report by the external auditors describing: (A) all critical accounting policies and practices used by the Corporation; or any subsidiary or affiliate of the Corporation (B) all material alternative accounting treatments of financial information within generally accepted accounting principles that have been discussed with Management, including the ramifications of the use such alternative treatments and disclosures and the treatment preferred by the external auditors; and (C) other material written communications between the external auditors and Management;
- (d) following completion of the annual audit, review with each of: (i) Management; (ii) the external auditors; and (iii) the internal auditors, any significant issues, concerns or difficulties encountered during the course of the audit;
- (e) resolve disagreements between Management and the external auditors regarding financial reporting;
- (f) review the interim quarterly and annual financial statements and annual and interim press releases prior to the release of earnings information; and
- (g) review and be satisfied that adequate procedures are in place for the review of the public disclosure of financial information by the Corporation extracted or derived from the Corporation's financial statements, other than the disclosure referred to in (f), and periodically assess the adequacy of those procedures.

## 2. External Auditors

The Audit Committee shall:

- (a) require the external auditors to report directly to the Audit Committee;
- (b) be directly responsible for the selection, nomination, compensation, retention, termination and oversight of the work of the Corporation's external auditors engaged for the purpose of preparing or issuing an auditor's report or performing other audit, review or attest services for the Corporation, and in such regard recommend to the Board the external auditors to be nominated for approval by the Shareholders;
- (c) approve all audit engagements and must pre-approve the provision by the external auditors of all non-audit services, including fees and terms for all audit engagements and non-audit engagements, and in such regard the Audit Committee may establish the types of non-audit services the external auditors shall be prohibited from providing and shall establish the types of audit, audit related and non-audit services for which the Audit Committee will retain the external auditors. The Audit Committee may delegate to one

or more of its members the authority to pre-approve non-audit services, provided that any such delegated pre-approval shall be exercised in accordance with the types of particular non-audit services authorized by the Audit Committee to be provided by the external auditors and the exercise of such delegated pre-approvals shall be presented to the full Audit Committee at its next scheduled meeting following such pre-approval;

- (d) review and approve the Corporation's policies for the hiring of partners and employees and former partners and employees of the external auditors;
- (e) consider, assess and report to the Board with regard to the independence and performance of the external auditors; and
- (f) request and review the audit plan of the external auditors as well as a report by the external auditors to be submitted at least annually regarding: (i) the external auditing firm's internal quality-control procedures; (ii) any material issues raised by the external auditor's own most recent internal quality-control review or peer review of the auditing firm, or by any inquiry or investigation by governmental or professional authorities within the preceding five years respecting one or more independent audits carried out by the external auditors, and any steps taken to deal with any such issues.

### 3. Accounting Systems and Internal Controls

The Audit Committee shall:

- (a) oversee Management's design and implementation of and reporting on internal controls. The Audit Committee shall also receive and review reports from Management, the internal auditors and the external auditors on an annual basis with regard to the reliability and effective operation of the Corporation's accounting system and internal controls; and
- (b) review annually the activities, organization and qualifications of the internal auditors and discuss with the external auditors the responsibilities, budget and staffing of the internal audit function.

### 4. Legal and Regulatory Requirements

The Audit Committee shall:

- (a) receive and review timely analysis by Management of significant issues relating to public disclosure and reporting;
- (b) review, prior to finalization, periodic public disclosure documents containing financial information, including the Management's Discussion and Analysis and Annual Information Form;
- (c) prepare the report of the Audit Committee required to be included in the Corporation's periodic filings;
- (d) review with the Corporation's legal counsel legal compliance matters, significant litigation and other legal matters that could have a significant impact on the Corporation's financial statements; and

- (e) assist the Board in the oversight of compliance with legal and regulatory requirements and review with legal counsel the adequacy and effectiveness of the Corporation's procedures to ensure compliance with legal and regulatory responsibilities.

## 5. Additional Responsibilities

The Audit Committee shall:

- (a) discuss policies with the external auditor, internal auditor and Management with respect to risk assessment and risk Management;
- (b) establish procedures and policies for the following:
  - (i) the receipt, retention, treatment and resolution of complaints received by the Corporation regarding accounting, internal accounting controls or auditing matters; and
  - (ii) the confidential, anonymous submission by employees of the Corporation of concerns regarding questionable accounting or auditing matters or any potential violations of legal or regulatory provisions;
- (c) prepare and review with the Board an annual performance evaluation of the Audit Committee;
- (d) report regularly to the Board, including with regard to matters such as the quality or integrity of the Corporation's financial statements, compliance with legal or regulatory requirements, the performance of the internal audit function, and the performance and independence of the external auditors; and
- (e) review and reassess the adequacy of the Audit Committee's Charter on an annual basis.

## Resources and Authority

The Audit Committee shall have the resources and the authority to discharge its responsibilities, including the authority, in its sole discretion, to engage, at the expense of the Corporation, outside consultants, independent legal counsel and other advisors and experts as it determines necessary to carry out its duties, without seeking approval of the Board or Management.

## Audit Committee - Proposed Corporation Meeting Schedule

The Audit Committee meetings should be scheduled to cover the following:

### Regular Quarterly Meetings (to be held prior to quarterly Board Meeting)

The Audit Committee will be presented with more detailed quarterly financial information than that given to the other directors. Members will have the opportunity to ask questions with respect thereto.

### Pre-Year End Audit/Miscellaneous Meeting

The purpose of the meeting will be to help ensure the annual audit is conducted in an efficient, cost-effective and objective manner.

The Audit Committee will review with the auditor the scope of the current year's audit, including the areas where the auditor has identified a risk of potential error in the financial condition and/or results of operations and will review the materiality on which the audit is based.

The Audit Committee will review the control weaknesses detected in the prior year's audit, and determine whether all practical steps have been taken to overcome them.

The Audit Committee will approve the auditor's engagement letter, including the audit fee and expenses.

Risk management could be reviewed at this meeting.

#### Post-Year End Audit Meeting

It is proposed that this meeting will take the following format:

- (a) Auditors to review proposed report on the financial statements;
- (b) Management to review financial statements/disclosure;
- (c) The Audit Committee is to question;
  - (i) the selection of, and changes in accounting policies, particularly those in areas that are controversial or for which there is no authoritative guidance;
  - (ii) the methods used to account for unusual or particularly significant transactions;
  - (iii) the issues on which Management has made estimates or judgements that had a significant effect on the financial statements; and
  - (iv) transactions with related parties;
- (d) Audit Committee to recommend to the Board the approval of the financial statements including the selection of appropriate accounting policies;
- (e) Audit Committee to inquire about changes in professional standards or regulatory requirements and recent accounting pronouncements;
- (f) Audit Committee to inquire into the major financial risks faced by the Corporation, and the appropriateness of related controls to minimize their potential impact;
- (g) Review of the auditor's "management letter" documenting weaknesses in internal control systems and commenting on other matters;
- (h) Audit Committee to meet privately with the auditor (without any member of Management being present) to ascertain whether there are concerns that should be brought to the Audit Committee's attention, such as: lack of cooperation of, or disagreements with, Management; adequacy of staffing in the financial areas; attempts to restrict the scope of the auditor's examination; or significant, or potentially significant, misstatements, and any irregularities that the auditor has discovered;

- (i) The Audit Committee is to meet privately with Management (without the auditor being present) to ensure that Management has no concerns about the conduct of the audit and to inquire as to the experience and capabilities of the individuals being proposed to conduct the audit, their objectivity and independence;
- (j) Auditor to present invoice/following year quote; and
- (k) Audit Committee to recommend to the Trustees the appointment of the auditor for the following year.

*Special Telephone Meetings may be scheduled to:*

- (a) Review all prospectuses containing audited and unaudited financial information before release;
- (b) Review Management's Discussion and Analysis for consistency with the financial statements; and
- (c) Cover other items on an as needed basis.

**Limitation on the Oversight Role of the Audit Committee**

Nothing in this Charter is intended, or may be construed, to impose on any member of the Audit Committee a standard of care or diligence that is in any way more onerous or extensive than the standard to which all members of the Board are subject.

Each member of the Audit Committee shall be entitled, to the fullest extent permitted by law, to rely on the integrity of those persons and organizations within and outside the Corporation from whom he or she receives financial and other information, and the accuracy of the information provided to the Corporation by such persons or organizations.

While the Audit Committee has the responsibilities and powers set forth in this Charter, it is not the duty of the Audit Committee to plan or conduct audits or to determine that the Corporation's financial statements and disclosures are complete and accurate and in accordance with generally accepted accounting principles in Canada and applicable rules and regulations. These are the responsibility of Management and the external auditor.