

### **2012 Quarterly Report**

On behalf of the Board of Directors, Management and staff we are pleased to provide you with Ag Growth International's Q-2, 2012 financial results. Sales in Q-2 were \$98.5m, up 14% over the same period in 2011. Q-2 Adjusted EBITDA of \$20.1m exceeded same period 2011 by 10.4%. Year to date sales ended June 30, 2012 were \$170.8m, up 12.3% over the same period in 2011. Adjusted EBITDA for the six months ended June 30, 2012 were \$32.2m, up nearly 8% over the same period in 2011. When excluding the gain or loss on FX contracts, diluted profit per share was \$0.81 for the three months ended June 30th compared to \$0.77 for the same period in 2011, and \$1.19 for the six months year to date 2012 up \$0.16 per share over year to date 2011.

These solid results reflect significant operational improvements on several fronts. Our new Twister bin plant is now stable, predictable and profitable. Throughput increased substantially, labour costs as a percentage of COGS dropped dramatically, scrap costs have been minimized and internal target margins for the period were exceeded. We still have lots of room for improvement but we are very encouraged with the progress to date. Our Mepu division in Finland is seeing a return to more normal performance levels. Our Commercial divisions for the most part have continued to operate at or near last year's high levels. Our portable grain handling business in Western Canada has bounced back nicely with the return of normal seeded acreage and optimism in the region buoyed by a good looking crop, high grain and oilseed prices, and the removal of the shackles of the Canadian Wheat Board monopoly. International markets continue to develop at an accelerated pace. Overall gross margins, net of third party sales, met our blended target of 34%.

All of the operational improvements combined with record corn acres planted in the USA set the table for a fiscal year that would appropriately reflect our progress in 2012. The devastating drought in the USA that took hold by late June has changed all that. Instead we will have to demonstrate our resilience to an adverse event of historic proportions. With 60% of our overall sales in the USA and approximately half of that involving on farm products, there is no escaping the impact. Reduced crop production forecasts and the increased likelihood of an early and dry harvest will temper our sales and earnings for the balance of the year. The magnitude of this drought underscores our need to continue the pursuit of international geographic diversification.

Our investment in building a global sales force, along with engineering and support services, and export ready divisional capabilities is taking hold. The SG&A spend may concern some but it is a necessary step in growing our business globally. What better rationale do we need than this year's US drought to justify the strategy? Sales and order backlog to July 31st far exceed the same period last year. For perspective this activity translated into 510 container loads shipped by July 31st compared to 218 container loads all of last year. Our quote log is also much larger than it was a year ago. We are very proud of the team we are building and remain confident in their abilities to help us create a sustainable global business.

In closing I would like to reaffirm our belief in the long term global fundamentals of agriculture. Moreover I would like to reaffirm our belief in AGI's potential, both medium and long term. We will live through this drought period just as we've lived through other types of adversity over the course of our development. In the meantime we will continue to grow the international piece of our business. We will also continue with new product development work and explore other growth opportunities. We appreciate your support.

Thanks,

Gary Anderson President/CEO

# AG GROWTH INTERNATIONAL INC. MANAGEMENT'S DISCUSSION AND ANALYSIS

**Dated: August 14, 2012** 

This Management's Discussion and Analysis ("MD&A") should be read in conjunction with the audited consolidated financial statements and accompanying notes of Ag Growth International Inc. ("Ag Growth", the "Company", "we", "our" or "us") for the year ended December 31, 2011 and the unaudited interim condensed consolidated financial statements of the Company for the three and six month periods ended June 30, 2012. Results are reported in Canadian dollars unless otherwise stated.

The financial information contained in this MD&A has been prepared in accordance with International Financial Reporting Standards ("IFRS"). All dollar amounts are expressed in Canadian currency, unless otherwise noted.

Throughout this MD&A references are made to "trade sales", "EBITDA", "adjusted EBITDA", "gross margin", "funds from operations" and "payout ratio". A description of these measures and their limitations are discussed below under "Non-IFRS Measures".

This MD&A contains forward-looking statements. Please refer to the cautionary language under the heading "Risks and Uncertainties" and "Forward-Looking Statements" in this MD&A and in our most recently filed Annual Information Form.

### **SUMMARY OF RESULTS**

(thousands of dollars)		Three Months Ended June 30		hs Ended e 30
	2012 2011		2012	2011
Trade sales (1)	\$98,961	\$86,124	\$171,252	\$152,130
Adjusted EBITDA (1)	\$20,064	\$18,194	\$32,226	\$29,865
Net Profit	\$8,824	\$11,994	\$14,123	\$16,700
Diluted profit per share	\$0.70	\$0.91	\$1.12	\$1.34
Diluted profit per share				
• Exclude gain (loss) on FX (2)	\$0.81	\$0.77	\$1.19	\$1.03

<sup>(1)</sup> See "Non-IFRS Measures".

A brief summary of our operating results can be found below. A more detailed narrative is included later in this MD&A under "Explanation of Operating Results".

### Trade Sales (see non-IFRS Measures)

Trade sales in the three and six month periods ending June 30, 2012 increased \$12.8 million (15%) and \$19.1 million (13%) over the same periods in the prior year. Higher trade sales compared to 2011 are due to strong demand in western Canada which resulted from favourable

<sup>(2)</sup> The diluted profit per share comparison between 2011 and 2012 is significantly impacted by the Company's gain (loss) on foreign exchange which is comprised primarily of gains or losses on derivative contracts and non-cash revaluations of U.S. dollar denominated debt and working capital.

crop conditions and an increase in planted acres, a significant increase in international sales and the acquisition of Airlanco in October 2011.

### **Gross Margin** (see non-IFRS Measures)

The Company's gross margin percentage for the quarter ended June 30, 2012 was 33.3% (2011 – 34.9%) and for the six months then ended was 34.1% (2011 – 35.1%). Gross margin percentages were impacted by the purchase and resale of large diameter storage bins (diameters of 90 feet and 105 feet) that were required for certain international projects. The Company does not currently manufacture storage bins larger than 75 feet in diameter and as a result purchased bins for these projects for resale at no additional margin. Excluding these items, gross margin was 33.9% and 34.5% in the three and six months ended June 30, 2012, respectively.

The Company's Twister greenfield storage bin facility commenced production in June 2011 and the start-up issues and related gross margin compression that impacted 2011 was experienced primarily in the second half of that year. The start-up issues of 2011 have been resolved and the Company's storage products are generating positive margins that are consistent with management expectations.

### Adjusted EBITDA (see non-IFRS Measures)

Adjusted EBITDA was \$20.1 million in the second quarter of 2012 (2011 - \$18.2 million) and was \$32.2 million (2011 - \$29.9 million) for the six months then ended. The increases in EBITDA were largely the result of strength in western Canada, higher international sales and the acquisition of Airlanco.

### Diluted profit per share

Diluted profit per share in the second quarter of 2012 was \$0.70 (2011 - \$0.91) and for the six months ended June 30, 2012 was \$1.12 (2011 - \$1.34). The decrease compared to 2011 is largely the result of a loss on foreign exchange in the current year compared to a large gain in 2011. Excluding the gains and losses in foreign exchange, diluted profit per share for the three months ended June 30, 2012 was \$0.81 (2011 - \$0.77) and for the six month period then ended was \$1.19 (2011 - \$1.03).

### **CORPORATE OVERVIEW**

We are a manufacturer of agricultural equipment with a focus on grain handling, storage and conditioning products. Our products service most agricultural markets including the individual farmer, corporate farms and commercial operations. Our business is affected by regional and global trends in grain volumes, on-farm and commercial grain storage and handling practices, and crop prices. Our business is seasonal, with higher sales occurring in the second and third calendar quarters compared with the first and fourth quarters.

We manufacture in Canada, the U.S. and Europe and we sell products globally, with most of our sales in the U.S. The following table sets forth our geographic concentration of sales for the periods indicated.

**Trade Sales by Geographic Region** 

(thousands of dollars)	Three Months Ended June 30  2012 2011		Six Months Ended June 30	
			2012	2011
Canada	\$26,677	\$19,247	\$46,114	\$35,173
US	48,799	52,488	93,401	91,273
Overseas	23,485	14,389	31,737	25,684
Total	\$98,961	\$86,124	\$171,252	\$152,130

Our business is sensitive to fluctuations in the value of the Canadian and U.S. dollars as a result of our exports from Canada to the U.S. and as a result of earnings derived from our U.S. based divisions. Fluctuations in currency impact our results even though we engage in currency hedging with the objective of partially mitigating our exposure to these fluctuations. The Company's average rate of foreign exchange per USD \$1.00 was CAD \$1.01 for both the three and six months ended June 30, 2012 (2011 - \$0.96 and \$0.97, respectively).

Our business is also sensitive to fluctuations in input costs, especially steel, a principal raw material in our products. Steel represented approximately 30% of production costs in fiscal 2011. Short-term fluctuations in the price of steel impact our financial results even though we strive to partially mitigate our exposure to such fluctuations through the use of long-term purchase contracts, bidding commercial projects based on current input costs and passing input costs on to customers through sales price increases.

The inclusion of the assets, liabilities and operating results of acquisitions can significantly impact comparisons between periods. Acquisitions that impact the comparison between 2011 and 2012 are as follows:

### **Acquisitions in Fiscal 2011**

**Airlanco** - On October 4, 2011, the Company acquired the operating assets of Airlanco, a manufacturer of aeration products and filtration systems that are sold primarily into the commercial grain handling and processing sectors. The purchase price of \$11.5 million was financed primarily from Ag Growth's acquisition line of credit while costs related to the acquisition of \$0.2 million and a working capital adjustment of \$0.4 million were financed by cash on hand. The purchase price represents a valuation of approximately five times Airlanco's normalized fiscal 2010 EBITDA. Airlanco is located in Falls City, Nebraska and has traditionally served customers headquartered or located in North America. The Company had sales of approximately \$12.5 million in 2011, operating out of an 80,000 square foot facility with 65 employees.

### **OUTLOOK**

A severe drought has significantly lowered yield and production forecasts for corn, soybean and other grains in most of the key growing regions of the United States. In their August 10, 2012 production forecast, the National Agricultural Statistics Service (NASS) projected the U.S. corn yield at 123 bushels per acre, the lowest since 1995/96. Based on the NASS forecast, the U.S. corn harvest is expected to approximate 10.8 billion bushels (2011 – 12.4 billion bushels). The primary demand driver for the Company's on-farm equipment is the volume of grain grown and as a result the likelihood of a poor crop, combined with what may be an early and dry harvest, is expected to materially impact sales of this equipment. Approximately 60% of the Company's total sales are to the U.S. and approximately half of its U.S. sales relate to on-farm portable grain handling, storage and conditioning equipment.

The outlook for the Canadian and offshore markets contrasts greatly with the situation in the U.S. Crop production in Canada is expected to increase significantly over the prior year due to a higher number of seeded acres and favorable crop conditions in western Canada. The Company's trade sales in Canada in the first six months of 2012 have increased 31% over the prior year and based on current conditions management anticipates the robust demand to continue in the second half. Approximately 20% of the Company's sales are in Canada with the majority of these related to portable grain handling and on-farm storage and aeration.

The Company's growth in international markets continues to gain momentum. Sales outside of North America in the first six months of 2012 increased 24% over the prior year and based on current backlogs and quoting activity management expects international sales in fiscal 2012 will greatly exceed 2011 levels. Ag Growth continues to invest in its international development with additions to its sales and support team and the establishment of sales offices in Colombia, Argentina and Latvia. Internationally, the Company's sales and sales backorder is geographically diverse and includes Russia, Eastern Europe, Latin America, Southeast Asia, the Middle East and Africa.

Demand for commercial grain handling equipment in North America has been robust as the commercial sector continues to upgrade facilities and expand capacity in response to positive agricultural economics. The widespread drought in the U.S. will impact certain aspects of the Company's commercial business as our customers review their short-term capital expenditure plans. Offshore, commercial grain handling sales are expected to increase compared to 2011 as the Company remains very encouraged with the outlook in these markets. Based on current conditions management anticipates continued high levels of demand in the second half of 2012, however commercial sales may not match the record sales achieved in 2011.

Gross margin percentages on the Company's storage bin products have improved significantly compared to 2011 and are consistent with management expectations. Regional conditions at Finland-based Mepu have normalized and management expects improved results from Mepu in 2012 compared to 2011. However, the effect on gross margin of these positive developments is likely to be more than offset by the impact of the drought in the U.S. The poor crop conditions in the U.S. are expected to negatively impact sales of higher margin on-farm equipment and the resultant change in sales mix along with an anticipated reduction in throughput at several of the Company's divisions may negatively impact the consolidated gross margin in the second half of 2012. As a result, Ag Growth's consolidated gross margin percentage in 2012 is expected to decrease compared to the prior year.

In summary, the Company's financial results in the first half of 2012 reflect strong performance in our on-farm and commercial markets, growth in our international business and the resolution of certain operational issues that negatively impacted results in the prior year. However, looking forward the impact of the U.S. drought on the second half of 2012 will be significant. The ultimate effect on Ag Growth is somewhat difficult to forecast due to differing crop production estimates, the variability of crop conditions within regions and the unknown of the timing of harvest and weather conditions during the harvest season. Results in the second half will also be impacted by more typical factors including the western Canadian harvest and the timing of commercial and international sales. Nonetheless, based on current weather conditions and industry forecasts management estimates adjusted EBITDA in 2012 will approximate 2011 levels. The Company's payout ratio is expected to increase compared to 2011 however the Company's dividend will not be altered in response to this short-term weather event.

Management is optimistic with respect to the Company's prospects in 2013. In the upcoming year U.S. farmers may again plant significant corn acreage to capitalize on high commodity prices. Although the 2012 drought will likely result in higher than typical inventory carryover at our U.S. dealers, any impact is not expected to extend beyond the second quarter of 2013. Demand in the Canadian market is expected to be robust in the first half of 2013 following what is anticipated to be an excellent harvest and Ag Growth remains very optimistic with respect to its international prospects and the potential of bundling commercial grain handling equipment with storage bins and other Ag Growth products.

Consistent with prior years, demand in 2012, particularly in the second half, will be influenced by crop conditions, the timing of harvest and conditions during harvest. Changes in global macroeconomic factors, including the availability of credit in new markets, also may influence demand, primarily for commercial grain handling and storage products. Results may be also be impacted by changes in steel costs and other material inputs. The rate of exchange between the Canadian and US dollars may impact the comparison of results between 2012 and 2011. The Company's average rate of exchange for the year ended December 31, 2011 was \$1.00 USD = CAD \$0.97.

### DETAILED OPERATING RESULTS

(thousands of dollars)	Three Months Ended June 30		Six Months Ended June 30		
	2012	2011	2012	2011	
Trade sales (1)	\$98,961	\$86,124	\$171,252	\$152,130	
Gain (loss) on FX (2)	(846)	1,987	(782)	3,046	
Sales	<u>98,115</u>	88,111	<u>170,470</u>	155,176	
Cost of inventories	66,016	56,026	112,875	98,709	
Depreciation & amortization	1,457	1,288	2,892	2,704	
Cost of sales	67,473	<u>57,314</u>	<u>115,767</u>	101,413	

Selling, general and administrative	12,880	11,971	26,224	23,710
Depreciation & amortization	1,050	959	2,090	1,816
Other operating loss (income)	(4)	(46)	(76)	73
Finance expense	3,278	3,114	6,527	6,232
Finance expense (income)	727	(193)	87	(987)
Profit before income taxes	12,711	14,992	19,851	22,919
Current income taxes	2,137	2,333	2,776	2,874
Deferred income taxes	1,750	665	2,952	3,345
Profit for the period	<u>\$8,824</u>	<u>\$11,994</u>	<u>\$14,123</u>	<u>\$16,700</u>
Net profit per share				
Basic	<u>\$0.71</u>	<u>\$0.97</u>	<u>\$1.13</u>	<u>\$1.35</u>
Diluted	<u>\$0.70</u>	<u>\$0.91</u>	<u>\$1.12</u>	<u>\$1.34</u>

- (1) See "Non-IFRS Measures".
- (2) Primarily related to gains (losses) on foreign exchange contracts.

### EBITDA RECONCILIATION

	Three Months Ended June 30		Six Months Ended June 30	
(thousands of dollars)	2012	2011	2012	2011
Profit before income taxes	\$12,711	\$14,992	\$19,851	\$22,919
Finance expense	3,278	3,114	6,527	6,232
Depreciation and amortization in cost of sales	1,457	1,288	2,892	2,704
Depreciation and amortization in G&A expenses	1,050	959	2,090	1,816
EBITDA (1)	\$18,496	\$20,353	\$31,360	\$33,671
Loss (gain) on foreign exchange in sales (2)	846	(1,987)	782	(3,046)
Loss (gain) on foreign exchange in finance income	707	(188)	71	(758)
Loss (gain) on sale of property, plant & equipment	<u>15</u>	16	13	(2)
Adjusted EBITDA (1)	<u>\$20,064</u>	<u>\$18,194</u>	<u>\$32,226</u>	<u>\$29,865</u>

- See "Non-IFRS Measures".
   Primarily related to losses (gains) on foreign exchange contracts.

### **ASSETS AND LIABILITIES**

(thousands of dollars)	June 30 2012	December 31 2011	June 30 2011
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Total assets	\$401,188	\$394,566	\$390,737
Total liabilities	\$198,468	\$192,407	\$182,871

### EXPLANATION OF OPERATING RESULTS

### Trade sales

(thousands of dollars)	Three Months Ended June 30			
	2012	2011	2012	2011
Trade sales	\$98,961	\$86,124	\$171,252	\$152,130
Trade sales excluding acquisitions (1)	\$95,405	\$86,124	\$165,721	\$152,130

<sup>(1)</sup> Excluding the results of Airlanco which was acquired on October 4, 2011.

Trade sales excluding acquisitions increased \$9.2 million or 11% over the second quarter of 2011. The increase over the second quarter of 2011 is primarily due to the following:

- Canada trade sales increased \$7.4 million or 39% over 2011 as favourable crop conditions and a significant increase in planted acres in western Canada created demand for portable grain handling, storage and aeration equipment. Sales of commercial storage and handling were also higher than the prior year due to positive macro-economic factors and an increased focus on the commercial sector.
- United States trade sales decreased \$7.3 million or 15% from 2011. Sales of commercial equipment in the U.S. remained very strong however they did not match the record levels attained in the second quarter of 2011. Sales of portable grain handling equipment began to slow towards the end of the second quarter as drought signs appeared in certain regions of the corn-belt. Sales to the U.S. from the Company's OEM manufacturer, Franklin Enterprises, decreased \$1.0 million compared to the second quarter of 2011.
- International international trade sales increased \$9.1 million or 63% over 2011. The significant increase in sales is largely due to increased penetration in Russia, Ukraine and Kazakhstan, a large sale in South Africa, higher sales at Mepu and a number of smaller sales throughout the world that resulted from earlier efforts of the Company's international sales team. In the three and six months ended June 30, 2012, the Company shipped approximately \$5.3 million of product related to a previously announced contract in Ukraine. The Company's international sales order backlog remains significantly higher than at this time in 2011 and international sales in 2012 are expected to greatly exceed those reported in 2011.

Trade sales excluding acquisitions for the six months ended June 30, 2012 increased \$13.6 million or 9% over the prior year. The increase is primarily the result of higher sales of portable grain handling equipment due to robust demand in western Canada and a high level of early orders in the U.S., continued strength in the commercial sector and a significant increase in international sales.

### **Gross Profit and Gross Margin**

(thousands of dollars)	Three Months Ended June 30		Six Months Ended June 30	
	2012 2011		2012	2011
Trade sales	\$98,961	\$86,124	\$171,252	\$152,130
Cost of inventories (1)	66,016	56,026	<u>112,875</u>	<u>98,709</u>
Gross Margin	<u>\$32,945</u>	<u>\$30,098</u>	<u>\$58,377</u>	<u>\$53,421</u>
Gross Margin (1) (as a % of trade sales)	33.3%	34.9%	34.1%	35.1%

(1) Excluding depreciation and amortization included in cost of sales.

The Company's gross margin percentage for the quarter ended June 30, 2012 was 33.3% (2011 – 34.9%) and for the six months then ended was 34.1% (2011 – 35.1%). Gross margin percentages were impacted by the purchase and resale of large diameter storage bins (diameters of 90 feet and 105 feet) that were required for certain international projects. The Company does not currently manufacture storage bins larger than 75 feet in diameter and as a result purchased bins for these projects for resale at no additional margin. Excluding these items, gross margin was 33.9% and 34.5% in the three and six months ended June 30, 2012, respectively.

The Company's Twister greenfield storage bin facility commenced production in June 2011 and the start-up issues and related gross margin compression that impacted 2011 were experienced primarily in the second half of that year. The start-up issues of 2011 have been resolved and the Company's storage products are generating positive margins that are consistent with management expectations.

### Selling, General and Administrative Expenses

(thousands of dollars)	Three Months Ended June 30		Six Mont Jun	
	2012 2011		2012	2011
SG&A	\$12,880	\$11,971	\$26,224	\$23,710
SG&A (as a % of trade sales)	13.0%	13.9%	15.3%	15.6%
SG&A excluding acquisitions	\$12,495	\$11,971	\$25,431	\$23,710

For the three and six months ended June 30, 2012, selling, general & administrative expenses excluding acquisitions increased \$0.5 million and \$1.7 million, respectively. The change from 2011 is largely due to the following:

- Sales & Marketing expenses increased \$0.5 million and \$1.4 million in the three and six month periods ended June 30, 2012 as the Company continued to invest in its international sales development. The increase is largely due to salaries and travel for sales and support personnel added throughout fiscal 2011.
- Commission expense increased \$0.4 million and \$0.3 million in the three and six month periods due largely to sales mix.
- Professional fees decreased \$0.4 million in the three and six month periods as expenses in the prior year included fees related to the Company's transition to IFRS.
- Stock-based compensation expenses decreased \$0.1 and \$0.5 million in the three and six month periods as there were no awards outstanding under the share award incentive plan ("SAIP") and no expense related to a fiscal 2012 long-term incentive plan ("LTIP"). The adoption of a new SAIP and a plan to replace the LTIP was approved by the shareholders in May 2012 however to date no awards have been issued under these plans.
- The remaining variance is the result of a number of offsetting factors with no individual variance larger than \$0.4 million.

### **EBITDA** and Adjusted **EBITDA**

(thousands of dollars)	Three Months Ended June 30		Six Months June 3	
	2012	2011	2012	2011
EBITDA (1)	\$18,496	\$20,353	\$31,360	\$33,671
Adjusted EBITDA (1)	\$20,064	\$18,194	\$32,226	\$29,865

(1) See the EBITDA reconciliation table above and "Non-IFRS Measures" earlier in this MD&A.

Adjusted EBITDA increased in the three and six month periods ended June 30, 2012 as increased sales were partially offset by a lower consolidated gross margin and an increase in general & administrative expense. EBITDA decreased compared to the same periods in the prior year as the increase in adjusted EBITDA was more than offset by a loss on foreign exchange in the current year compared to a large gain in 2011.

### **Finance Costs**

The Company's bank indebtedness as at June 30, 2012 was \$7.0 million (December 31, 2011 – nil; June 30, 2011 - \$2.2 million) and its outstanding long-term debt and obligations under finance leases was \$35.7 million (December 31, 2011 - \$36.0 million; June 30, 2011 - \$24.0 million). Long-term debt at June 30, 2012 is primarily comprised of U.S. \$25.0 million aggregate principal amount of non-amortizing secured notes that bear interest at 6.80% and mature October 29, 2016 and US \$10.5 million of non-amortizing term debt, net of all deferred financing costs of \$0.5 million. The increase compared to June 30, 2011 is primarily due to long-term debt drawn to finance the October 4, 2011 acquisition of Airlanco. See "Capital Resources" for a description of the Company's credit facilities.

Obligations under finance leases of \$0.1 million include equipment leases with an average interest rate of 6.5%. The lease end dates are in 2012.

Finance costs for the three and six months ended June 30, 2012 were \$3.3 million and \$6.5 million, respectively (2011 - \$3.1 million and \$6.2 million). At June 30, 2012 the Company had outstanding \$114.9 million aggregate principal amount of convertible unsecured subordinated debentures (December 31, 2011 and June 30, 2011 - \$114.9 million). The Debentures bear interest at an annual rate of 7.0% and mature December 31, 2014. See "Capital Resources".

In addition to interest on the instruments noted above, finance costs include non-cash interest related to debenture accretion, the amortization of deferred finance costs, stand-by fees and other sundry cash interest.

### **Finance Expense (Income)**

Finance income is comprised of interest earned on the Company's cash balances and gains or losses on translation of the Company's U.S. dollar denominated long-term debt.

### **Depreciation and amortization**

Depreciation of property, plant and equipment and amortization of intangible assets are categorized on the income statement in accordance with the function to which the underlying asset is related. Total depreciation and amortization is summarized below:

<b>Depreciation</b> (thousands of dollars)	Three Months Ended June 30			chs Ended e 30
	2012	2011	2012	2011
Depreciation in cost of sales	\$1,401	\$1,227	\$2,777	\$2,335
Depreciation in SG&A	<u>147</u>	130	290	<u>245</u>
Total Depreciation	<u>\$1,548</u>	<u>\$1,357</u>	<u>\$3,067</u>	<u>\$2,580</u>

Amortization (thousands of dollars)	Three Months Ended June 30			ths Ended ne 30
	2012	2011	2012	2011
Amortization in cost of sales	\$ 56	\$ 61	\$ 115	\$ 369
Amortization in SG&A	<u>903</u>	<u>829</u>	<u>1,800</u>	<u>1,571</u>
Total Amortization	<u>\$959</u>	<u>\$890</u>	<u>\$1,915</u>	<u>\$1,940</u>

### **Current income tax expense**

For the three and six months ended June 30, 2012, the Company recorded current tax expense of \$2.1 million and \$2.8 million respectively (2011 – \$2.3 million and \$2.9 million). Current tax expense relates primarily to certain subsidiary corporations of Ag Growth, including its U.S. and UK based divisions.

### **Deferred income tax expense**

For the three and six months ended June 30, 2012, the Company recorded deferred tax expense of \$1.7 million and \$3.0 million, respectively (2011 – \$.7 million and \$3.3 million). The deferred tax expense in 2012 relates to the utilization of deferred tax assets plus a decrease in deferred tax liabilities that related to the application of corporate tax rates to reversals of temporary differences between the accounting and tax treatment of depreciable assets, reserves, deferred compensation plans and deferred financing fees.

Effective tax rate (thousands of dollars)	Three Months Ended June 30		Six Months Ended June 30	
	2012	2011	2012	2011
Current tax expense	\$2,137	\$2,333	\$2,776	\$2,874
Deferred tax expense	<u>1,750</u>	<u>665</u>	<u>2,952</u>	<u>3,345</u>
Total tax	<u>\$3,887</u>	<u>\$2,998</u>	<u>\$5,728</u>	<u>\$6,219</u>
Profit before taxes	\$12,711	\$14,992	\$19,851	\$22,919
Total tax %	31%	20%	29%	27%

### Profit and profit per share

For the three and six months ended June 30, 2012, the Company reported net profit of \$8.8 million (2011 - \$12.0 million) and \$14.1 million (2011 - \$16.7 million), respectively, basic net profit per share of \$0.71 (2011 - \$0.97) and \$1.13 (2011 - \$1.35), and fully diluted net profit per share of \$0.70 (2011 - \$0.97) and \$1.12 (2011 - \$1.34). Profit per share for the three and six month periods decreased as a higher adjusted EBITDA in the current year was more than offset by a lower gain on foreign exchange and a higher effective tax rate.

### **QUARTERLY FINANCIAL INFORMATION** (thousands of dollars):

2012						
	Average USD/CAD Exchange Rate  Sales Profit			Basic Profit per Share	Diluted Profit per Share	
Q1	\$1.00	\$72,355	\$5,299	\$0.42	\$0.42	
Q2	\$1.01	98,115	8,824	\$0.71	\$0.70	
Fiscal 2012	\$1.01	\$170,470	\$14,123	\$1.13	\$1.12	

2011						
	Average USD/CAD Exchange Rate	Sales	Profit	Basic Profit per Share	Diluted Profit per Share	
Q1	\$0.99	\$67,065	\$4,706	\$0.38	\$0.38	
Q2	\$0.96	\$88,111	\$11,994	\$0.97	\$0.91	
Q3	\$0.97	\$83,341	\$4,570	\$0.37	\$0.36	
Q4	\$0.96	\$67,415	\$3,253	\$0.26	\$0.26	
Fiscal 2011	\$0.97	\$305,932	\$24,523	\$1.97	\$1.95	

2010						
	Average USD/CAD Exchange Rate	Sales	Profit (Loss)	Basic Profit (Loss) per Share	Diluted Profit (Loss) per Share	
Q1	\$1.05	\$ 52,430	\$ 4,351	\$0.33	\$0.33	
Q2	\$1.03	76,727	11,626	\$0.90	\$0.85	
Q3	\$1.05	88,703	15,164	\$1.23	\$1.12	
Q4	\$1.02	51,407	(380)	\$(0.03)	\$(0.03)	
Fiscal 2010	\$1.04	\$269,267	\$30,761	\$2.43	\$2.40	

Interim period sales and profit historically reflect seasonality. The third quarter is typically the strongest primarily due to the timing of construction of commercial projects and high in-season demand at the farm level. Due to the seasonality of Ag Growth's working capital movements, cash provided by operations will typically be highest in the fourth quarter. The seasonality of Ag Growth's business may be impacted by a number of factors including weather and the timing and quality of harvest in North America.

The following factors impact the comparison between periods in the table above:

- Sales, gain (loss) on foreign exchange, profit, and profit per share in all periods are significantly impacted by the rate of exchange between the Canadian and U.S. dollars.
- Sales, net profit and profit per share are significantly impacted by the acquisitions of Mepu (April 2010), Franklin (October 2010), Tramco (December 2010) and Airlanco (October 2011).

### **CASH FLOW AND LIQUIDITY**

(thousands of dollars)	Three Months Ended June 30		Six Montl June	
	2012	2011	2012	2011
Profit before income taxes for the period	\$12,711	\$14,992	\$19,851	\$22,919
Add charges (deduct credits) to operations not requiring a current cash payment:				
Depreciation and amortization	2,507	2,247	4,982	4,520
Translation loss (gain) on FX	1,908	(636)	616	(2,075)
Non-cash interest expense	636	600	1,236	1,189
Stock based compensation	288	440	581	1,118
Loss (gain) on sale of assets	<u>15</u>	<u>16</u>	13	(2)
	<u>18,065</u>	<u>17,659</u>	<u>27,279</u>	27,669
Net change in non-cash working capital balances related to operations:				
Accounts receivable	(5,320)	(17,130)	(15,335)	(22,539)
Inventory	(43)	(6,154)	(5,320)	(9,939)
Prepaid expenses and other	(500)	(123)	(20)	2,399
Accounts payable and accruals	(953)	5,321	2,887	4,952
Customer deposits	(5,165)	222	(2,096)	893
Provisions	284	(54)	<u>274</u>	(13)
	(11,697)	(17,918)	(19,610)	(24,247)
Settlement of SAIP obligation	0	0	(1,495)	(1,998)
Income tax paid	(485)	(1,182)	(973)	(2,889)
Cash provided by (used in) operations	<u>\$5,883</u>	<u>\$(1,441)</u>	<u>\$5,201</u>	<u>\$(1,465)</u>

For the quarter ended June 30, 2012, cash provided by operations was \$5.9 million (2011 – used \$1.4 million) and for the six months then ended cash provided by operations was \$5.2 million (2011 – used \$1.5 million). The increase in cash provided by operations compared to 2011 is largely the result of increased collections of accounts receivable and a smaller increase in inventory as 2011 included substantial inventory purchases to support the start-up of the Company's greenfield storage bin facility.

### **Working Capital Requirements**

Interim period working capital requirements typically reflect the seasonality of the business. Ag Growth's collections of accounts receivable are weighted towards the third and fourth quarters. This collection pattern, combined with historically higher sales in the third quarter that result from seasonality, typically lead to accounts receivable levels increasing throughout the year and peaking in the third quarter. Inventory levels typically increase in the first and second quarters and then begin to decline in the third or fourth quarter as sales levels exceed production. As a result of these working capital movements, historically, Ag Growth begins to draw on its operating lines in the first or second quarter. The operating line balance typically peaks in the second or third quarter and normally begins to decline later in the third quarter as collections of accounts receivable increase. Ag Growth has typically fully repaid its operating line balance by early in the fourth quarter.

Working capital requirements in the first half of 2012 were generally consistent with historical patterns. Results in the second half of 2012 may be impacted by the severe drought conditions that exist in many areas of the U.S. (see "Outlook") that may negatively impact sales, the timeliness of collections of accounts receivable and the drawdown of the company's inventory.

Growth in the Company's storage bin sales and increasing international sales with extended payment terms may result in higher than historical inventory levels and an increase in the number of days accounts receivable remain outstanding.

### **Capital Expenditures**

Maintenance capital expenditures in the three months ended June 30, 2012 were \$1.6 million or 1.6% of trade sales (2011 - \$1.5 million and 1.7%) and in the six months then ended were \$2.5 million or 1.5% of trade sales (2011 - \$2.1 million or 1.4%) Maintenance capital expenditures in 2012 relate primarily to purchases of manufacturing equipment and leasehold improvements and were funded through cash on hand, cash from operations and bank indebtedness.

Ag Growth defines maintenance capital expenditures as cash outlays required to maintain plant and equipment at current operating capacity and efficiency levels. Non-maintenance capital expenditures encompass other investments, including cash outlays required to increase operating capacity or improve operating efficiency. Ag Growth had non-maintenance capital expenditures of \$0.7 million and \$0.8 million in the three and six months ended June 30, 2012 (2011 - \$2.1 million and \$3.9 million). Non-maintenance capital expenditures in 2012 relate primarily to investments in equipment to support growth at the Company's commercial divisions. Capital expenditures in 2012 are expected to decrease modestly compared to 2011 and are expected to be financed through a combination of cash on hand, bank indebtedness and term debt.

### **Cash Balance**

The Company's cash balance in the three and six months ended June 30, 2012 decreased \$4.0 million and \$13.9 million, respectively (2011 – \$13.0 million and \$37.2 million). The decrease in cash in both periods is in part attributable to seasonality. The decrease in the current year was lower than in 2011 due to lower capital expenditures, an increase in cash provided by non-cash working capital and because the first quarter of the prior year included payments of \$9.9 million related to the acquisition of Tramco and \$3.3 million related to the purchase of shares under the Company's LTIP.

### **CONTRACTUAL OBLIGATIONS** (thousands of dollars)

	Total	2012	2013	2014	2015	2016+
Debentures	114,885	0	0	114,885	0	0
Long-term debt	36,205	0	0	10,730	0	25,475
Finance leases	41	41	0	0	0	0
Operating leases	3,330	444	<u>824</u>	<u>790</u>	<u>595</u>	677
Total obligations	<u>\$154,461</u>	<u>\$485</u>	<u>\$824</u>	<u>\$126,405</u>	<u>\$595</u>	\$26,152

Debentures relate to the aggregate principal amount of debentures issued by the Company in October 2009 (see "Convertible Debentures" below). Long-term debt at June 30, 2012 is comprised of U.S. \$25.0 million aggregate principal amount of secured notes issued through a note purchase and private shelf agreement and U.S. \$10.5 million non-amortizing term debt, net of deferred financing costs. Capital lease obligations relate to a number of leases for equipment. The operating leases relate primarily to vehicle, equipment, warehousing, and facility leases and were entered into in the normal course of business.

As at August 14, 2012, the Company had no outstanding commitments to purchase property, plant and equipment.

### **CAPITAL RESOURCES**

### Cash

The Company had bank indebtedness of \$7.0 million as at June 30, 2012 (December 31, 2011 – nil; June 30, 2011 - \$2.2 million). Although cash provided by operations increased compared to 2011 and the total amount of cash used in the first six months of 2012 is significantly less than the prior year, the Company's bank indebtedness is higher than at the same time in 2011 due to a lower opening cash balance.

### **Debt Facilities**

On October 29, 2009, the Company issued US \$25.0 million aggregate principal amount of secured notes through a note purchase and private shelf agreement. The notes are non-amortizing, bear interest at 6.80% and mature October 29, 2016. The note purchase agreement also provides for a possible future issuance and sale of notes of up to an additional US \$75.0 million aggregate principal amount, with maturity dates no longer than ten years from the date of issuance. Under the note purchase agreement, Ag Growth is subject to certain financial covenants, including a maximum leverage ratio and a minimum debt service ratio. The Company is in compliance with all financial covenants.

On March 9, 2012, the Company renewed its credit facility with its existing lenders. The committed lines under the facility are unchanged under the new facility. The table below summarizes amounts committed and drawn (USD converted at \$1.0191):

(000's)	Committed Line	Drawn at June 30, 2012	Drawn at June 30, 2011
Swing line	\$12,038	\$ 7,037	\$2,174
Revolver	58,892	10,730	0
Total	\$70,930	\$17,767	\$2,174

Swing Line – operating facility available for general corporate purposes.

Revolver – non-amortizing debt available for general corporate purposes including acquisitions. Amounts may be drawn under the revolver to provide additional funds to the swing line.

The renewed credit includes lender approval to expand the facility by an additional \$25 million, bears interest at rates of prime plus 0.0% to prime plus 1.0% (superseded facility – prime plus 0.50% to prime plus 1.50%) based on performance calculations and matures on the earlier of March 8, 2016 or three months prior to maturity date of the Debentures, unless refinanced on terms acceptable to the lenders. Ag Growth is subject to certain financial covenants, including a maximum leverage ratio, which excludes the Debentures from the definition of debt, and a minimum debt service ratio, and is in compliance with all financial covenants.

### **Obligation under finance leases**

Upon the acquisition of Franklin the Company assumed a number of capital leases for manufacturing equipment. The leases bear interest at rates averaging 6.5% and mature in 2012. The Company expects to exercise the buyout option upon maturity of the equipment leases.

### **Convertible Debentures**

In October 2009 the Company issued \$115 million aggregate principal amount of convertible unsecured subordinated debentures (the "Debentures") at a price of \$1,000 per Debenture. The Debentures bear interest at an annual rate of 7.0% payable semi-annually on June 30 and December 31. Each Debenture is convertible into common shares of the Company at the option of the holder at a conversion price of \$44.98 per common share. The maturity date of the Debentures is December 31, 2014. The Debentures trade on the TSX under the symbol AFN.DB.

Net proceeds of the offering of approximately \$109.9 million were used by Ag Growth for general corporate purposes, to repay indebtedness, to fund acquisitions and to finance the expansion of the Company's storage bin product line.

The Debentures are not redeemable before December 31, 2012. On and after December 31, 2012 and prior to December 31, 2013, the Debentures may be redeemed, in whole or in part, at the option of the Company at a price equal to their principal amount plus accrued and unpaid interest, provided that the volume weighted average trading price of the common shares during the 20 consecutive trading days ending on the fifth trading day preceding the date on which the notice of redemption is given is not less than 125% of the conversion price. On and after December 31, 2013, the Debentures may be redeemed, in whole or in part, at the option of the Company at a price equal to their principal amount plus accrued and unpaid interest.

On redemption or at maturity, the Company may, at its option, subject to regulatory approval and provided that no event of default has occurred, elect to satisfy its obligation to pay the principal amount of the Debentures, in whole or in part, by issuing and delivering for each \$100 due that number of freely tradeable common shares obtained by dividing \$100 by 95% of the volume weighted average trading price of the common shares on the Toronto Stock Exchange ("TSX") for the 20 consecutive trading days ending on the fifth trading day preceding the date fixed for redemption or the maturity date, as the case may be. Any accrued and unpaid interest thereon will be paid in cash. The Company may also elect, subject to any required regulatory approval and provided that no event of default has occurred, to satisfy all or part of its obligation to pay interest on the Debentures by delivering sufficient freely tradeable common shares to satisfy its interest obligation.

The Debentures trade on the TSX under the symbol AFN.DB.

### **COMMON SHARES**

The following common shares were issued and outstanding at the dates indicated:

	# Common Shares
December 31, 2010	12,543,440
Conversion of Debentures	2,556
December 31, 2011, June 30, 2012 and August 14, 2012	<u>12,545,996</u>

On November 17, 2011, Ag Growth commenced a normal course issuer bid for up to 994,508 common shares, representing 10% of the Company's "public float" of common shares at that time. As of August 14, 2012, no common shares have been purchased under the normal course issuer bid.

In the year ended December 31, 2011, 2,556 common shares were issued on conversion of \$115,000 principal amount of Debentures. Ag Growth has reserved 2,554,136 common shares for issuance upon conversion of the Debentures as at June 30, 2012.

Ag Growth has granted 220,000 share awards under its share award incentive plan. In fiscal 2010 a total of 140,000 share awards vested and the equivalent number of common shares was issued to the participants. The remaining share awards vested as to 40,000 each on January 1, 2011 and January 1, 2012, however no common shares were issued on these vesting dates as the participants were compensated in cash rather than common shares.

The administrator of the LTIP has acquired 317,304 common shares to satisfy its obligations with respect to awards under the LTIP for fiscal 2007, 2008, 2009 and 2010. There was no LTIP award related to fiscal 2011. The common shares purchased are held by the administrator until such time as they vest to the LTIP participants. As at June 30, 2012, a total of 242,956 common shares related to the LTIP had vested to the participants.

A total of 27,155 deferred grants of common shares are outstanding under the Company's Director's Deferred Compensation Plan.

Ag Growth's common shares trade on the TSX under the symbol AFN.

### **DIVIDENDS**

The Company's Board of Directors continuously reviews financial performance and other factors when assessing dividend levels. An adjustment to dividend levels may be made at such time as the Board determines an adjustment to be in the best interest of the Company. In the three and six months ended June 30, 2012, Ag Growth declared dividends to shareholders of \$7.5 million and \$15.1 million, respectively (2011 - \$7.5 million and \$15.1 million). Ag Growth's policy is to pay monthly dividends. Financial results in 2012 are expected to be negatively impacted by a severe drought in the U.S. (see "Outlook") however the Company's dividend policy rate will not be altered in response to this short-term weather event.

Dividends in a fiscal year are typically funded entirely through cash from operations, although due to seasonality dividends may be funded on a short-term basis by the Company's operating lines. Dividends in the three and six months ended June 30, 2012 were funded through cash on hand, cash from operations and bank indebtedness. The Company expects dividends in 2012 will be funded through cash on hand, cash from operations and bank indebtedness.

### **FUNDS FROM OPERATIONS**

Funds from operations, defined under "Non-IFRS Measures" is cash flow from operating activities before the net change in non-cash working capital balances related to operations and stock-based compensation, less maintenance capital expenditures and adjusted for the gain or loss on the sale of property, plant & equipment. The objective of presenting this measure is to provide a measure of free cash flow. The definition excludes changes in working capital as they are necessary to drive organic growth and have historically been financed by the Company's operating facility (See "Capital Resources"). Funds from operations should not be construed as an alternative to cash flows from operating, investing, and financing activities as a measure of the Company's liquidity and cash flows.

(thousands of dollars)	Three Months Ended June 30		Six Months Ended June 30		
	2012	2011	2012	2011	
EBITDA	\$18,496	\$20,353	\$31,360	\$33,671	
Stock based compensation	288	440	581	1,118	
Non-cash interest expense	636	600	1,236	1,189	
Translation loss (gain) on foreign exchange	1,908	(636)	616	(2,075)	
Interest expense	(3,278)	(3,114)	(6,527)	(6,232)	
Income taxes paid	(485)	(1,182)	(973)	(2,889)	
Maintenance capital expenditures	(1,573)	(1,487)	(2,452)	(2,130)	
Funds from operations (1)	<u>\$15,992</u>	<u>\$14,974</u>	<u>\$23,841</u>	<u>\$22,652</u>	

Funds from operations can be reconciled to cash provided by operating activities as follows:

(thousands of dollars)	Three Months Ended June 30		~	ths Ended ne 30
	2012	2011	2012	2011
Cash provided by (used in) operating activities	\$5,883	\$(1,441)	\$5,201	\$(1,465)
Change in non-cash working capital	11,697	17,918	19,610	24,247
Settlement of SAIP obligation	0	0	1,495	1,998
Maintenance capital expenditures	(1,573)	(1,487)	(2,452)	(2,130)
Gain (loss) on sale of assets	(15)	(16)	(13)	2
Funds from operations (1)	<u>\$15,992</u>	<u>\$14,974</u>	<u>\$23,841</u>	<u>\$22,652</u>
Shares outstanding (2)	12,571,204	12,500,622	12,570,183	12,499,339
Funds from operations per share	\$1.27	\$1.20	\$1.90	\$1.81
Dividends declared per share	\$0.60	\$0.60	\$1.20	\$1.20
Payout ratio (1)	47%	50%	63%	66%

- (1) See "Non-IFRS Measures".
- (2) Fully diluted weighted average, excluding the potential dilution of the Debentures as the calculation includes the interest expense related to the Debentures.

### FINANCIAL INSTRUMENTS

### Foreign exchange contracts

Risk from foreign exchange arises as a result of variations in exchange rates between the Canadian and the U.S. dollar. Ag Growth has entered into foreign exchange contracts with three Canadian chartered banks to partially hedge its foreign currency exposure on anticipated U.S. dollar sales transactions and as at June 30, 2012, had outstanding the following foreign exchange contracts:

Forward Foreign Exchange Contracts						
Settlement Dates Face Amount USD (000's) Average Rate CAD Amount (000's)						
July – Dec 2012	\$39,000	\$0.99	\$38,653			
January - Dec 2013	\$53,000	\$1.03	\$54,407			
January – May 2014	\$15,000	\$1.04	\$15,584			

The fair value of the outstanding forward foreign exchange contracts in place as at June 30, 2012 was a loss of \$1.0 million. Consistent with prior periods, the Company has elected to apply hedge accounting for these contracts and the unrealized loss has been recognized in other comprehensive income for the periods ended June 30, 2012.

### CRITICAL ACCOUNTING ESTIMATES

The preparation of financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the period. By their nature, these estimates are subject to a degree of uncertainty and are based on historical experience and trends in the industry. Management reviews these estimates on an ongoing basis. While management has applied judgment based on assumptions believed to be reasonable in the circumstances, actual results can vary from these assumptions. It is possible that materially different results would be reported using different assumptions.

Ag Growth believes the accounting policies that are critical to its business relate to the use of estimates regarding the recoverability of accounts receivable and the valuation of inventory, intangibles, goodwill, convertible debentures and deferred income taxes. Ag Growth's accounting policies are described in the notes to its December 31, 2011 audited financial statements.

### **Allowance for Doubtful Accounts**

Due to the nature of Ag Growth's business and the credit terms it provides to its customers, estimates and judgments are inherent in the on-going assessment of the recoverability of accounts receivable. Ag Growth maintains an allowance for doubtful accounts to reflect expected credit losses. A considerable amount of judgment is required to assess the ultimate realization of accounts receivable and these judgments must be continuously evaluated and updated. Ag Growth is not able to predict changes in the financial conditions of its customers, and the Company's judgment related to the recoverability of accounts receivable may be materially impacted if the financial condition of the Company's customers deteriorates.

### **Valuation of Inventory**

Assessments and judgments are inherent in the determination of the net realizable value of inventories. The cost of inventories may not be fully recoverable if they are slow moving, damaged, obsolete, or if the selling price of the inventory is less than its cost. Ag Growth regularly reviews its inventory quantities and reduces the cost attributed to inventory no longer deemed to be fully recoverable. Judgment related to the determination of net realizable value may be impacted by a number of factors including market conditions.

### **Goodwill and Intangible Assets**

Assessments and judgments are inherent in the determination of the fair value of goodwill and intangible assets. Goodwill and indefinite life intangible assets are recorded at cost and finite life intangibles are recorded at cost less accumulated amortization. Goodwill and intangible assets are tested for impairment at least annually. Assessing goodwill and intangible assets for impairment requires considerable judgment and is based in part on current expectations regarding future performance. Changes in circumstances including market conditions may materially impact the assessment of the fair value of goodwill and intangible assets.

### **Deferred Income Taxes**

Deferred income taxes are calculated based on assumptions related to the future interpretation of tax legislation, future income tax rates, and future operating results, acquisitions and dispositions of assets and liabilities. Ag Growth periodically reviews and adjusts its estimates and assumptions of income tax assets and liabilities as circumstances warrant. A significant change in any of the Company's assumptions could materially affect Ag Growth's estimate of deferred tax assets and liabilities.

### **Future Benefit of Tax-loss Carryforwards**

Ag Growth should only recognize the future benefit of tax-loss carryforwards where it is probable that sufficient future taxable income can be generated in order to fully utilize such losses and deductions. We are required to make significant estimates and assumptions regarding future revenues and profit, and our ability to implement certain tax planning strategies, in order to assess the likelihood of utilizing such losses and deductions. These estimates and assumptions are subject to significant uncertainty and if changed could materially affect our assessment of the ability to fully realize the benefit of the deferred income tax assets. Deferred tax asset balances would be reduced and additional income tax expense recorded in the applicable accounting period in the event that circumstances change and we, based on revised estimates and assumptions, determined that it was no longer probable that those deferred tax assets would be fully realized.

### RISKS AND UNCERTAINTIES

The risks and uncertainties described below are not the only risks and uncertainties we face. Additional risks and uncertainties not currently known to us or that we currently consider immaterial also may impair operations. If any of the following risks actually occur, our business, results of operations and financial condition, and the amount of cash available for dividends could be materially adversely affected.

### Industry Cyclicality and General Economic Conditions

The performance of the agricultural industry is cyclical. To the extent that the agricultural sector declines or experiences a downturn, this is likely to have a negative impact on the grain handling, storage and conditioning industry, and the business of Ag Growth. Among other things, the agricultural sector has benefited from the expansion of the ethanol industry, and to the extent the ethanol industry declines or experiences a downturn, this is likely to have a negative impact on the grain handling, storage and conditioning industry, and the business of Ag Growth.

Future developments in the North American and global economies may negatively impact the demand for our products. Management cannot estimate the level of growth or contraction of the economy as a whole or of the economy of any particular region or market that we serve. Adverse changes in our financial condition and results of operations may occur as a result of negative economic conditions, declines in stock markets, contraction of credit availability or other factors affecting economic conditions generally.

### Risk of Decreased Crop Yields

Decreased crop yields due to poor weather conditions and other factors are a significant risk affecting Ag Growth. Both reduced crop volumes and the accompanying decline in farm incomes can negatively affect demand for grain handling, storage and conditioning equipment.

### Potential Volatility of Production Costs

Various materials and components are purchased in connection with Ag Growth's manufacturing process, some or all of which may be subject to wide price variation. Consistent with past and current practices within the industry, Ag Growth seeks to manage its exposure to material and component price volatility by planning and negotiating significant purchases on an annual basis, and endeavours to pass through to customers, most, if not all, of the price volatility. There can be no assurance that industry dynamics will allow Ag Growth to continue to reduce its exposure to volatility of production costs by passing through price increases to its customers.

### Foreign Exchange Risk

Ag Growth generates the majority of its sales in U.S. dollars, but a materially smaller proportion of its expenses are denominated in U.S. dollars. In addition, Ag Growth may denominate its long term borrowings in U.S. dollars. Accordingly, fluctuations in the rate of exchange between the Canadian dollar and the U.S. dollar may significantly impact the Company's financial results. Management has implemented a foreign currency hedging strategy and the Company has entered into a series of hedging arrangements to partially mitigate the potential effect of fluctuating exchange rates. To the extent that Ag Growth does not adequately hedge its foreign exchange risk, changes in the exchange rate between the Canadian dollar and the U.S. dollar may have a material adverse effect on Ag Growth's results of operations, business, prospects and financial condition.

### Acquisition and Expansion Risk

Ag Growth may expand its operations by increasing the scope or changing the nature of operations at existing facilities or by acquiring or developing additional businesses, products or technologies. There can be no assurance that the Company will be able to identify, acquire, develop or profitably manage additional businesses, or successfully integrate any acquired business, products, or technologies into the business, or increase the scope or change the nature of operations at existing facilities without substantial expenses, delays or other operational or financial difficulties. The Company's ability to increase the scope or change the nature of its operations or acquire or develop additional businesses may be impacted by its cost of capital and access to credit. Acquisitions and expansions may involve a number of special risks including diversion of management's attention, failure to retain key personnel, unanticipated events or circumstances, and legal liabilities, some or all of which could have a material adverse effect on Ag Growth's performance. In addition, there can be no assurance that an increase in the scope or a change in the nature of operations at existing facilities or that acquired or newly developed businesses, products, or technologies will achieve anticipated revenues and income. The failure of the Company to manage its acquisition or expansion strategy successfully could have a material adverse effect on Ag Growth's results of operations and financial condition.

### **International Sales and Operations**

A portion of Ag Growth's sales are generated in overseas markets and Ag Growth anticipates increasing its offshore sales and operations in the future. Sales and operations outside of North America, particularly in emerging markets, are subject to various risks, including: currency exchange rate fluctuations; foreign economic conditions; trade barriers; competition with North American and international manufacturers and suppliers; exchange controls; national and regional labour strikes; political risks and risks of increases in duties; taxes and changes in tax laws; expropriation of property, cancellation or modification of contract rights, unfavourable legal climate for the collection of unpaid accounts; changes in laws and policies governing operations of foreign-based companies, as well as risks of loss due to civil strife and acts of war. There is no guarantee that one or more of these factors will not materially adversely affect Ag Growth's offshore sales and operations in the future.

### Commodity Prices, International Trade and Political Uncertainty

Prices of commodities are influenced by a variety of unpredictable factors that are beyond the control of Ag Growth, including weather, government (Canadian, United States and other) farm programs and policies, and changes in global demand or other economic factors. A decrease in commodity prices could negatively impact the agricultural sector, and the business of Ag Growth. New legislation or amendments to existing legislation, including the Energy Independence and Security Act in the U.S., may ultimately impact demand for the Company's products. The world grain market is subject to numerous risks and uncertainties, including risks and uncertainties related to international trade and global political conditions.

### Competition

Ag Growth experiences competition in the markets in which it operates. Certain of Ag Growth's competitors have greater financial and capital resources than Ag Growth. Ag Growth 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 Ag Growth's primary markets. As the grain handling, storage and conditioning equipment sector is fragmented, there is also a risk that a larger, formidable competitor may be created through a combination of one or more smaller competitors. Ag Growth may also face potential competition from the emergence of new products or technology.

### Seasonality of Business

The seasonality of the demand for Ag Growth's products results in lower cash flow in the first three quarters of each calendar year and may impact the ability of the Company to make cash dividends to shareholders, or the quantum of such dividends, if any. No assurance can be given that Ag Growth's credit facility will be sufficient to offset the seasonal variations in Ag Growth's cash flow.

### **Business Interruption**

The operation of Ag Growth's manufacturing facilities are subject to a number of business interruption risks, including delays in obtaining production materials, plant shutdowns, labour disruptions and weather conditions/natural disasters. Ag Growth may suffer damages associated with such events that it cannot insure against or which it may elect not to insure against because of high premium costs or other reasons. For instance, Ag Growth's Rosenort facility is located in an area that is often subject to widespread flooding, and insurance coverage for this type of business interruption is limited. Ag Growth is not able to predict the occurrence of business interruptions.

### Litigation

In the ordinary course of its business, Ag Growth may be party to various legal actions, the outcome of which cannot be predicted with certainty. One category of potential legal actions is product liability claims. Farming is an inherently dangerous occupation. Grain handling, storage and conditioning equipment used on farms or in commercial applications may result in product liability claims that require insuring of risk and management of the legal process.

### Dependence on Key Personnel

Ag Growth's future business, financial condition, and operating results depend on the continued contributions of certain of Ag Growth's executive officers and other key management and personnel, certain of whom would be difficult to replace.

### Labour Costs and Shortages and Labour Relations

The success of Ag Growth'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 Ag Growth to hire or retain staff at current wage levels. The occurrence of either of these events could have an adverse effect on the Company's results of operations. There is no assurance that some or all of the employees of Ag Growth will not unionize in the future. If successful, such an occurrence could increase labour costs and thereby have an adverse affect on Ag Growth's results of operations.

### Distribution, Sales Representative and Supply Contracts

Ag Growth typically does not enter into written agreements with its dealers, distributors or suppliers. As a result, such parties may, without notice or penalty, terminate their relationship with Ag Growth at any time. In addition, even if such parties should decide to continue their relationship with Ag Growth, there can be no guarantee that the consideration or other terms of such contracts will continue on the same basis.

### Availability of Credit

Ag Growth's credit facility matures on the earlier of March 8, 2016 or three months prior to the maturity of the Debentures and is renewable at the option of the lenders. There can be no guarantee the Company will be able to obtain alternate financing and no guarantee that future credit facilities will have the same terms and conditions as the existing facility. This may have an adverse effect on the Company, its ability to pay dividends and the market value of its common shares. In addition, the business of the Company may be adversely impacted in the event that the Company's customer base does not have access to sufficient financing. Sales related to the construction of commercial grain handling facilities, sales to developing markets, and sales to North American farmers may be negatively impacted.

### Interest Rates

Ag Growth's term and operating credit facilities bear interest at rates that are in part dependent on performance based financial ratios. The Company's cost of borrowing may be impacted to the extent that the ratio calculation results in an increase in the performance based component of the interest rate. To the extent that the Company has term and operating loans where the fluctuations in the cost of borrowing are not mitigated by interest rate swaps, the Company's cost of borrowing may be impacted by fluctuations in market interest rates.

### Uninsured and Underinsured Losses

Ag Growth 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.

### Cash Dividends are not Guaranteed

Future dividend payments by Ag Growth and the level thereof is uncertain, as Ag Growth's dividend policy and the funds available for the payment of dividends from time to time are dependent upon, among other things, operating cash flow generated by Ag Growth and its subsidiaries, financial requirements for Ag Growth's operations and the execution of its growth strategy, fluctuations in working capital and the timing and amount of capital expenditures, debt service requirements and other factors beyond Ag Growth's control.

### **Income Tax Matters**

Income tax provisions, including current and deferred income tax assets and liabilities, and income tax filing positions require estimates and interpretations of federal and provincial income tax rules and regulations, and judgments as to their interpretation and application to Ag Growth's specific situation. The amount and timing of reversals of temporary differences will also depend on Ag Growth's future operating results, acquisitions and dispositions of assets and liabilities. The business and operations of Ag Growth are complex and Ag Growth has executed a number of significant financings, acquisitions, reorganizations and business combinations over the course of its history including the Conversion. The computation of income taxes payable as a result of these transactions involves many complex factors as well as Ag Growth's interpretation of and compliance with relevant tax legislation and regulations. While Ag Growth believes that its existing and proposed tax filing positions are probable to be sustained, there are a number of existing and proposed tax filing positions including in respect of the Conversion that are or may be the subject of review by taxation authorities. Therefore, it is possible that additional taxes could be payable by Ag Growth and the ultimate value of Ag Growth's income tax assets and liabilities could change in the future and that changes to these amounts could have a material effect on Ag Growth's consolidated financial statements and financial position.

### Ag Growth May Issue Additional Common Shares Diluting Existing Shareholders' Interests

The Company is authorized to issue an unlimited number of common shares for such consideration and on such terms and conditions as shall be established by the Directors without the approval of any shareholders, except as required by the TSX. In addition, the Company may, at its option, satisfy its obligations with respect to the interest payable on the Debentures and the repayment of the face value of the Debentures through the issuance of common shares.

### Leverage, Restrictive Covenants

The degree to which Ag Growth is leveraged could have important consequences to the shareholders, including: (i) the ability to obtain additional financing for working capital, capital expenditures or acquisitions in the future may be limited; (ii) a material portion of Ag Growth's cash flow from operations may need to be dedicated to payment of the principal of and interest on indebtedness, thereby reducing funds available for future operations and to pay dividends; (iii) certain of the borrowings under the Company's credit facility may be at variable rates of interest, which exposes Ag Growth to the risk of increased interest rates; and (iv) Ag Growth may be more vulnerable to economic downturns and be limited in its ability to withstand competitive pressures. Ag Growth's ability to make scheduled payments of principal and interest on, or to refinance, its indebtedness will depend on its future operating performance and cash flow, which are subject to prevailing economic conditions, prevailing interest rate levels, and financial, competitive, business and other factors, many of which are beyond its control.

The ability of Ag Growth to pay dividends or make other payments or advances will be subject to applicable laws and contractual restrictions contained in the instruments governing its indebtedness, including the Company's credit facility and note purchase agreement. Ag Growth's credit facility and note purchase agreement contain restrictive covenants customary for agreements of this nature, including covenants that limit the discretion of management with respect to certain business matters. These covenants place restrictions on, among other things, the ability of Ag Growth to incur additional indebtedness, to pay dividends or make certain other payments and to sell or otherwise dispose of material assets. In addition, the credit facility and note purchase agreement contain a number of financial covenants that will require Ag Growth to meet certain financial ratios and financial tests. A failure to comply with these obligations could result in an event of default which, if not cured or waived, could permit acceleration of the relevant indebtedness and trigger financial penalties including a make-whole provision in the note

purchase agreement. If the indebtedness under the credit facility and note purchase agreement were to be accelerated, there can be no assurance that the assets of Ag Growth would be sufficient to repay in full that indebtedness. There can also be no assurance that the credit facility or any other credit facility will be able to be refinanced.

### NEW ACCOUNTING PRONOUNCEMENTS

In June 2012, the IASB issued Consolidated Financial Statements, Joint Arrangements and Disclosures of Interest in Other Entities: Transition Guidance (Amendments to IFRS 10, IFRS 11, and IFRS 12). The amendments clarify the transition guidance in IFRS 10 and provide additional transition relief for all three standards by limiting the requirement to provide adjusted comparative information to only the preceding comparative period. The amendments are effective for annual periods beginning on or after January 1, 2013. The Company will apply these amendments along with the adoption of IFRS 10, 11 and 12 on January 1, 2013.

Additional new or amended accounting standards that have been previously issued by the IASB but are not yet effective, and have not been applied by the Company, are as outlined in Note 3 of the 2011 annual consolidated financial statements.

### DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROLS

Disclosure controls and procedures are designed to provide reasonable assurance that all relevant information is gathered and reported to senior management, including Ag Growth's Chief Executive Officer and Chief Financial Officer, on a timely basis so that appropriate decisions can be made regarding public disclosure.

Management of Ag Growth is responsible for designing internal controls over financial reporting for the Company as defined under National Instrument 52-109 issued by the Canadian Securities Administrators. Management has designed such internal controls over financial reporting, or caused them to be designed under their supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of the financial statements for external purposes in accordance with IFRS.

The Company acquired the assets of Airlanco on October 4, 2011 (see "Acquisitions in Fiscal 2011"). Management has not completed its review of internal controls over financial reporting or disclosure controls and procedures for this newly acquired operation. Since the acquisition occurred within 365 days of the end of the reporting period, management has limited the scope of design, and subsequent evaluation, of disclosure controls and procedures and internal controls over financial reporting to exclude controls, policies and procedures of this acquisition, as permitted under Section 3.3 of National Instrument 52-109, Certification of Disclosure in Issuer's Annual and Interim Filings. For the period covered by this MD&A, management has undertaken specific procedures to satisfy itself with respect to the accuracy and completeness of the acquired operations' financial information. The following is the summary financial information pertaining to the acquisition that was included in Ag Growth's consolidated financial statements for the six months ended June 30, 2012:

(thousands of dollars)	Airlanco
Revenue	\$5,531
Profit (loss)	\$867
Current assets <sup>1</sup>	\$4,133
Non-current assets <sup>1</sup>	\$9,318
Current liabilities <sup>1</sup>	\$1,141
Non-current liabilities <sup>1</sup>	\$0

Note 1 - Balance sheet as at June 30, 2012

There have been no material changes in Ag Growth's internal controls over financial reporting that occurred in the three month period ended June 30, 2012, that have materially affected, or are reasonably likely to materially affect, the Company's internal controls over financial reporting.

### **NON-IFRS MEASURES**

In analyzing our results, we supplement our use of financial measures that are calculated and presented in accordance with IFRS, with a number of non-IFRS financial measures including "EBITDA", "Adjusted EBITDA", "gross margin", "funds from operations", "payout ratio" and "trade sales". A non-IFRS financial measure is a numerical measure of a company's historical performance, financial position or cash flow that excludes (includes) amounts, or is subject to adjustments that have the effect of excluding (including) amounts, that are included (excluded) in most directly comparable measures calculated and presented in accordance with IFRS. Non-IFRS financial measures are not standardized; therefore, it may not be possible to compare these financial measures with other companies' non-IFRS financial measures having the same or similar businesses. We strongly encourage investors to review our consolidated financial statements and publicly filed reports in their entirety and not to rely on any single financial measure.

We use these non-IFRS financial measures in addition to, and in conjunction with, results presented in accordance with IFRS. These non-IFRS financial measures reflect an additional way of viewing aspects of our operations that, when viewed with our IFRS results and the accompanying reconciliations to corresponding IFRS financial measures, may provide a more complete understanding of factors and trends affecting our business.

In the MD&A, we discuss the non-IFRS financial measures, including the reasons that we believe that these measures provide useful information regarding our financial condition, results of operations, cash flows and financial position, as applicable and, to the extent material, the additional purposes, if any, for which these measures are used. Reconciliations of non-IFRS financial measures to the most directly comparable IFRS financial measures are contained in the MD&A.

Management believes that the Company's financial results may provide a more complete understanding of factors and trends affecting our business and be more meaningful to management, investors, analysts and other interested parties when certain aspects of our financial results are adjusted for the gain (loss) on foreign exchange and other operating expenses and income. This measurement is a non-IFRS measurement. Management uses the non-IFRS adjusted

financial results and non-IFRS financial measures to measure and evaluate the performance of the business and when discussing results with the Board of Directors, analysts, investors, banks and other interested parties.

References to "EBITDA" are to profit before income taxes, finance costs, amortization and depreciation. References to "adjusted EBITDA" are to EBITDA before the gain (loss) on foreign exchange, gains or losses on the sale of property, plant & equipment and expenses related to corporate acquisition activity. Management believes that, in addition to profit or loss, EBITDA and adjusted EBITDA are useful supplemental measures in evaluating the Company's performance. Management cautions investors that EBITDA and adjusted EBITDA should not replace profit or loss as indicators of performance, or cash flows from operating, investing, and financing activities as a measure of the Company's liquidity and cash flows.

References to "trade sales" are to sales net of the gain or loss on foreign exchange. References to "gross margin" are to trade sales less cost of sales net of the depreciation and amortization included in cost of sales. Management cautions investors that trade sales should not replace sales as an indicator of performance.

References to "funds from operations" are to cash flow from operating activities before the net change in non-cash working capital balances related to operations and stock-based compensation, less maintenance capital expenditures and adjusted for the gain or loss on the sale of property, plant & equipment. Management believes that, in addition to cash provided by (used in) operating activities, funds from operations provide a useful supplemental measure in evaluating its performance.

References to "payout ratio" are to dividends declared as a percentage of funds from operations.

### FORWARD-LOOKING STATEMENTS

This MD&A contains forward-looking statements that reflect our expectations regarding the future growth, results of operations, performance, business prospects, and opportunities of the Company. Forward-looking statements may contain such words as "anticipate", "believe", "continue", "could", "expects", "intend", "plans", "will" or similar expressions suggesting future conditions or events. In particular, the forward looking statements in this MD&A include statements relating to the benefits of acquisitions including the acquisition of Airlanco (see "Acquisitions in Fiscal 2011"), our business and strategy, including our outlook for our financial and operating performance, growth in sales to developing markets, the benefits of the expansion of the Company's grain storage product line including the anticipated resolution of start up issues at our Twister bin plant and the future contribution of that plant to our operating and financial performance, the effect of crop conditions in our market areas, the effect of current economic conditions and macroeconomic trends on the demand for our products, expectations regarding pricing for agricultural commodities, our working capital and capital expenditure requirements, capital resources and the payment of dividends. Such forward-looking statements reflect our current beliefs and are based on information currently available to us, including certain key expectations and assumptions concerning anticipated financial performance, business prospects, strategies, product pricing, regulatory developments, tax laws, the sufficiency of budgeted capital expenditures in carrying out planned activities, foreign exchange rates and the cost of materials, labour and services. Forward-looking statements involve significant risks and uncertainties. A number of factors could cause actual results to differ materially from results discussed in the forward-looking statements, including changes in international, national and local business conditions, crop yields, crop conditions, seasonality, industry cyclicality, volatility of production costs, commodity prices, the cost and availability of capital, foreign exchange rates, and competition. These risks and uncertainties are described under "Risks and Uncertainties" in this MD&A and in our most recently filed Annual Information Form. We cannot assure readers that actual results will be consistent with these forward-looking statements and we undertake no obligation to update such statements except as expressly required by law.

### ADDITIONAL INFORMATION

Additional information relating to Ag Growth, including Ag Growth's most recent Annual Information Form, is available on SEDAR (www.sedar.com).

Unaudited Interim Condensed Consolidated Financial Statements

**Ag Growth International Inc.** June 30, 2012

### Ag Growth International Inc.

# UNAUDITED INTERIM CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

[in thousands of Canadian dollars]

	As at June 30, 2012 \$	As at December 31, 2011
ASSETS [note 13]		Ψ
Current assets		
Cash and cash equivalents	-	6,839
Restricted cash [note 5]	652	2,439
Accounts receivable [note 10]	65,026	49,691
Inventory Prepaid expenses and other assets	69,878 2,740	64,558 2,720
Income taxes recoverable	2,740 290	1,506
medite taxes recoverable	138,586	127,753
Non-current assets		127,700
Property, plant and equipment, net	83,496	83,434
Goodwill [note 8]	65,836	65,876
Intangible assets, net [note 7]	74,325	75,510
Available-for-sale investment	2,800	2,800
Deferred tax asset [note 15]	35,044	38,092
	261,501	265,712
Assets held for sale	1,101	1,101
Total assets	401,188	394,566
LIABILITIES AND SHAREHOLDERS' EQUITY Current liabilities		
Bank indebtedness [note 13[a]]	7,037	_
Accounts payable and accrued liabilities	25,151	22,264
Customer deposits	5,922	8,018
Dividends payable [note 11[e]]	2,509	2,509
Transaction and financing costs payable	510	1,938
Income taxes payable	756	
Share award incentive plan [note 12[e]]	_	1,495
Obligations under finance leases [note 13]	41	131
Current portion of long-term debt [note 13]	7	16
Current portion of derivative instruments [note 16] Provisions	791 2,496	1,828 2,222
FIOVISIONS	45,220	40,421
Non-current liabilities		70,721
Long-term debt [note 13]	35,672	35,824
Convertible unsecured subordinated debentures [note 14]	108,357	107,202
Derivative instruments [note 16]	242	_
Deferred tax liability [note 15]	8,977	8,960
• • •	153,248	151,986
Total liabilities	198,468	192,407
Shareholders' equity [note 11]		_
Common shares	153,394	151,039
Accumulated other comprehensive loss	(1,064)	(1,875)
Equity component of convertible debentures	5,105	5,105
Contributed surplus	3,668	5,341
Retained earnings	41,617	42,549
Total shareholders' equity	202,720	202,159
<b>Total liabilities and shareholders' equity</b> Commitments and contingencies [note 21]	401,188	394,566
See accompanying notes		
On behalf of the Board of Directors:		
(signed) Bill Lambe Direct		nn R. Brodie, FCA Director

### **Ag Growth International Inc.**

## UNAUDITED INTERIM CONDENSED CONSOLIDATED STATEMENTS OF INCOME

[in thousands of Canadian dollars, except per share amounts]

	Three-month p	eriod ended	Six-month pe	riod ended
	June 30,	June 30,	June 30,	June 30,
	2012	2011	2012	2011
	\$	\$	\$	\$
Sales	98,115	88,111	170,470	155,176
Cost of goods sold [note 6[d]]	67,473	57,314	115,767	101,413
Gross profit	30,642	30,797	54,703	53,763
Expenses				
Selling, general and administrative [note 6[e]]	13,930	12,930	28,314	25,526
Other operating expense (income) [note 6[a]]	(4)	(46)	(76)	73
Finance costs [note 6[c]]	3,278	3,114	6,527	6,232
Finance expense (income) [note 6[b]]	727	(193)	87	(987)
	17,931	15,805	34,852	30,844
Profit before income taxes	12,711	14,992	19,851	22,919
Income tax expense [note 15]				
Current	2,137	2,333	2,776	2,874
Deferred	1,750	665	2,952	3,345
	3,887	2,998	5,728	6,219
Profit for the period	8,824	11,994	14,123	16,700
Profit per share - basic [note 19]	0.71	0.97	1.13	1.35
Profit per share - diluted [note 19]	0.70	0.91	1.12	1.34

See accompanying notes

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# Ag Growth International Inc.

# CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY UNAUDITED INTERIM CONDENSED

[in thousands of Canadian dollars]

Six-month period ended June 30, 2012

i		component of			i	Foreign		
	Common	convertible debentures	Contributed	Retained	Cash flow hedge reserve	currency	Available-for- sale reserve	Total equity
	\$	\$	sand as	\$	\$	\$	\$	\$ \$
	151,039	5,105	5,341	42,549	(1,340)	(1,123)	288	202,159
	I	I	I	14,123	I	I	I	14,123
	I	I	I	I	577	128	106	811
	2,355	I	(1,673)	I	I	I	I	682
	I	I	I	(15,055)	I	I	I	(15,055)
	153,394	5,105	3,668	41,617	(293)	(266)	(694	202,720

See accompanying notes

# CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY UNAUDITED INTERIM CONDENSED

[in thousands of Canadian dollars]

Six-month period ended June 30, 2011

		Equity						
		component of			Cash flow	Foreign		
	Common	convertible	Contributed	Retained	hedge	currency	Available-for-	
	shares \$	debentures \$	surplus \$	earnings \$	reserve \$	reserve \$	sale reserve \$	sale reserve Total equity
As at January 1, 2011	151,376	5,105	6,121	48,135	2,966	(3,409)	1	210,294
Profit for the period	I	l	I	16,700	I	1	1	16,700
Other comprehensive income (loss)	l	l	l	1	(782)	(1,848)	588	(2,042)
Conversion of subordinated debentures	115	l	I	1	1	1	1	115
Share-based payment transactions	(1,289)	l	(857)	I	I		1	(2,146)
Dividends to shareholders [note 11[e]]	I	I	l	(15,055)	I	I	I	(15,055)
As at June 30, 2011	150,202	5,105	5,264	49,780	2,184	(5,257)	588	207,866

See accompanying notes

# UNAUDITED INTERIM CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

[in thousands of Canadian dollars]

	Three-month p	Three-month period ended		Six-month period ended		
	June 30, 2012	June 30, 2011	June 30, 2012	June 30, 2011		
	\$	\$	\$	\$		
Profit for the period	8,824	11,994	14,123	16,700		
Other comprehensive loss						
Change in fair value of derivatives designated as cash flow hedges	(611)	382	433	1,425		
Loss (gains) on derivatives designated						
as cash flow hedges recognized in net						
earnings in the current period	116	(1,736)	352	(2,534)		
Income tax effect on cash flow hedges	132	355	(208)	327		
Exchange differences on translation of						
foreign operations	1,886	(296)	128	(1,848)		
Gain on available-for-sale financial assets	_	_	_	800		
Income tax effect on available-for-sale						
financial assets	_	_	106	(212)		
Other comprehensive income (loss)						
for the period	1,523	(1,295)	811	(2,042)		
Total comprehensive income for the period	10,347	10,699	14,934	14,658		

See accompanying notes

# UNAUDITED INTERIM CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

[in thousands of Canadian dollars]

		Three-period		Six-m period	
Profit before income taxes for the period   12,711   14,992   19,851   22,919   Add (deduct) items not affecting cash   Depreciation of property, plant and equipment   1,548   1,357   3,067   2,580   Amortization of intangible assets   959   890   1,915   1,940   (3636)   616   (2,075   1,980   1,985   1,940   (3636)   616   (2,075   1,980   1,985   1,189   (3636)   616   (3,075   1,189   1,980   (3636)   616   (3,075   1,189   1,189   (3636)   616   (3,075   1,189   1,189   (3636)   616   (3,075   1,189   1,189   (3636)   616   (3,075   1,189   1,189   (3636)   616   (3636)   616   (3636)   616   (3636)   616   (3636)   616   (3636)   616   (3636)   616   (3636)   616   (3636)   616   (3636)   616   (3636)   616   (3636)   616   (3636)   616   (3636)   616   (3636)   616   (3636)   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   616   61					
Profit before income taxes for the period Add (deduct) items not affecting cash Depreciation of property, plant and equipment Amortization of intangible assets Serial Stock-based compensation of interest expense Stock-based compensation Stock-based compensation Stock-based compensation Serial S					
Profit before income taxes for the period Add (deduct) items not affecting cash Depreciation of property, plant and equipment Amortization of intangible assets Serial Stock-based compensation of interest expense Stock-based compensation Stock-based compensation Stock-based compensation Serial S	OPERATING ACTIVITIES				
Add (deduct) items not affecting cash   Depreciation of property, plant and equipment   1,548   1,357   3,067   2,580   Amortization of intangible assets   959   890   1,915   1,940   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,236   1,189   1,000   1,000   1,148   1,180   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,000   1,00		12,711	14,992	19,851	22,919
Depreciation of property, plant and equipment Amortization of intangible assets   959   890   1,915   1,940	*	,		•	
Amortization of intangible assets   959   890   1,915   1,940     Translation loss (gain) on foreign exchange   1,908   (636)   616   (2,075     Non-cash component of interest expense   536   600   1,236   1,189     Stock-based compensation   288   440   581   1,118     Loss (gain) on sale of property, plant   and equipment   15   16   13   (2)     Net change in non-cash working capital   balances related to operations   note 9   (11,697)   (17,918)   (19,610)   (24,247)     Settlement of SAIP obligation   -   (1,495)   (1,998)     Income taxes paid   (485)   (1,182)   (973)   (2,889)     Income taxes sof Trameo, Inc., net of cash acquired   (note 5)   (3,612)   (3,612)   (3,275)   (6,015)     Income taxes of Trameo, Inc., net of cash acquired   (note 5)   (3,612)   (3,612)   (3,275)   (6,015)     Income taxes acquired   (1,000)   (1,000)   (1,000)   (1,000)     Interest   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)     Interest   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)     Interest   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1,000)   (1		1,548	1,357	3,067	2,580
Translation loss (gain) on foreign exchange   1,908   636   636   616   1,236   1,189     Non-cash component of interest expense   288   440   581   1,118     Loss (gain) on sale of property, plant and equipment   15   16   13   (2)     Net change in non-cash working capital balances related to operations [note 9]   (11,697)   (17,918)   (19,610)   (24,247)     Settlement of SAIP obligation   -     (1,495)   (1,998)     Income taxes paid   (485)   (1,182)   (973)   (2,889)     Cash provided by (used in) operating activities   5,883   (1,441)   5,201   (1,465)     INVESTING ACTIVITIES   (2,226)   (3,612)   (3,275)   (6,015)     Acquisition of property, plant and equipment   (2,226)   (3,612)   (3,275)   (6,015)     Acquisition of shares of Tramco, Inc., net of cash acquired [note 5]   -		959	890	1,915	1,940
Non-cash component of interest expense   636   600   1,236   1,189		1,908	(636)	616	
Stock-based compensation   Loss (gain) on sale of property, plant and equipment   15   16   13   (2)     Net change in non-cash working capital balances related to operations [note 9]   (11,697)   (17,918)   (19,610)   (24,247)     Settlement of SAIP obligation   -   -   (1,495)   (1,988)     Income taxes paid   (485)   (1,182)   (973)   (2,889)     Income taxes paid   (485)   (1,182)   (1,441)   (1,465)     Income taxes paid   (485)   (1,182)   (1,441)   (1,465)     Income taxes paid   (2,226)   (3,612)   (3,275)   (6,015)     Acquisition of property, plant and equipment   (2,226)   (3,612)   (3,275)   (6,015)     Acquisition of shares of Tramco, Inc., net of cash acquired [note 5]   -   -   -   (9,946)     Transfer from restricted cash   295   592   1,787   592     Proceeds from sale of property, plant and equipment   13   265   47   294     Development of intangible assets   (320)   (503)   (748)   (811)     Transaction and financing costs paid   10   (700)   (1,428)   (834)     Cash used in investing activities   (2,228)   (3,958)   (3,617)   (16,720)      FINANCING ACTIVITIES   (1,44)   (3)   (3,16)     Repayment of long-term debt   (1)   (4)   (3)   (3,16)     Repayment of shares in the market under the long-term incentive plan   -   -     (3,246)     Cash used in financing activities   (3,655)   (5,407)   (8,423)   (16,796)    Net decrease in cash and cash equivalents   (3,655)   (5,407)   (8,423)   (16,796)     Cash and cash equivalents, beginning of period   -   (10,806)   (6,839)   (34,981)     Cash and cash equivalents, beginning of period   -   (10,806)   (6,839)   (34,981)     Cash and cash equivalents, end of period   -   (10,806)   (6,839		636	600	1,236	1,189
Action   Sample   S		288	440	581	1,118
Action   Sample   S	Loss (gain) on sale of property, plant				
Net change in non-cash working capital balances related to operations [note 9]		15	16	13	(2)
Settlement of SAIP obligation   Cash provided by (used in) operating activities   5,883   (1,182)   (973)   (2,889)   (2,889)   (2,889)   (2,889)   (2,889)   (1,182)   (1,182)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465)   (1,465					
Income taxes paid   (485)   (1,182)   (973)   (2,889)   Cash provided by (used in) operating activities   5,883   (1,441)   5,201   (1,465)	balances related to operations [note 9]	(11,697)	(17,918)	(19,610)	(24,247)
Cash provided by (used in) operating activities   5,883   (1,441)   5,201   (1,465)		_	_	(1,495)	(1,998)
INVESTING ACTIVITIES   Acquisition of property, plant and equipment   Acquisition of shares of Tramco, Inc., net of cash acquired   Inote 5	Income taxes paid	(485)	(1,182)	(973)	(2,889)
Acquisition of property, plant and equipment         (2,226)         (3,612)         (3,275)         (6,015)           Acquisition of shares of Tramco, Inc., net of cash acquired [note 5]         —         —         —         —         (9,946)           Transfer from restricted cash         295         592         1,787         592           Proceeds from sale of property, plant and equipment         13         265         47         294           Development of intangible assets         (320)         (503)         (748)         (811)           Transaction and financing costs paid         10         (700)         (1,428)         (834)           Cash used in investing activities         2,228)         (3,958)         (3,617)         (16,720)           FINANCING ACTIVITIES         Increase in bank indebtedness         3,979         2,174         7,037         2,174           Repayment of long-term debt         (1)         (4)         (3)         (316)           Repayment of obligations under finance leases         (68)         (49)         (90)         (253)           Dividends paid         (7,528)         (7,528)         (15,055)         (15,055)           Finance costs incurred         (37)         —         —         —         (3,346)     <	Cash provided by (used in) operating activities	5,883	(1,441)	5,201	(1,465)
Acquisition of property, plant and equipment         (2,226)         (3,612)         (3,275)         (6,015)           Acquisition of shares of Tramco, Inc., net of cash acquired [note 5]         —         —         —         —         (9,946)           Transfer from restricted cash         295         592         1,787         592           Proceeds from sale of property, plant and equipment         13         265         47         294           Development of intangible assets         (320)         (503)         (748)         (811)           Transaction and financing costs paid         10         (700)         (1,428)         (834)           Cash used in investing activities         2,228)         (3,958)         (3,617)         (16,720)           FINANCING ACTIVITIES         Increase in bank indebtedness         3,979         2,174         7,037         2,174           Repayment of long-term debt         (1)         (4)         (3)         (316)           Repayment of obligations under finance leases         (68)         (49)         (90)         (253)           Dividends paid         (7,528)         (7,528)         (15,055)         (15,055)           Finance costs incurred         (37)         —         —         —         (3,346)     <	INVESTING ACTIVITIES				
Acquisition of shares of Tramco, Inc., net of cash acquired [note 5]		(2.226)	(3.612)	(3.275)	(6.015)
cash acquired [note 5]         —         —         —         —         9.946)           Transfer from restricted cash         295         592         1,787         592           Proceeds from sale of property, plant and equipment         13         265         47         294           Development of intangible assets         (320)         (503)         (748)         (811)           Transaction and financing costs paid         10         (700)         (1,428)         (834)           Cash used in investing activities         (2,228)         (3,958)         (3,617)         (16,720)           FINANCING ACTIVITIES           Increase in bank indebtedness         3,979         2,174         7,037         2,174           Repayment of long-term debt         (1)         (4)         (3)         (316)           Repayment of obligations under finance leases         (68)         (49)         (90)         (253)           Dividends paid         (7,528)         (7,528)         (15,055)         (15,055)           Finance costs incurred         (37)         —         (312)         —           Purchase of shares in the market under the long-term incentive plan         —         —         —         —         (3,346) <t< td=""><td></td><td>(2,220)</td><td>(3,012)</td><td>(3,273)</td><td>(0,013)</td></t<>		(2,220)	(3,012)	(3,273)	(0,013)
Transfer from restricted cash         295         592         1,787         592           Proceeds from sale of property, plant and equipment         13         265         47         294           Development of intangible assets         (320)         (503)         (748)         (811)           Transaction and financing costs paid         10         (700)         (1,428)         (834)           Cash used in investing activities         (2,228)         (3,958)         (3,617)         (16,720)           FINANCING ACTIVITIES           Increase in bank indebtedness         3,979         2,174         7,037         2,174           Repayment of long-term debt         (1)         (4)         (3)         (316)           Repayment of obligations under finance leases         (68)         (49)         (90)         (253)           Dividends paid         (7,528)         (7,528)         (15,055)         (15,055)           Finance costs incurred         (37)         -         (312)         -           Purchase of shares in the market under the long-term incentive plan         -         -         -         (3,346)           Cash used in financing activities         (3,655)         (5,407)         (8,423)         (16,796)           Net d		_		_	(9.946)
Proceeds from sale of property, plant and equipment         13         265         47         294           Development of intangible assets         (320)         (503)         (748)         (811)           Transaction and financing costs paid         10         (700)         (1,428)         (834)           Cash used in investing activities         (2,228)         (3,958)         (3,617)         (16,720)           FINANCING ACTIVITIES           Increase in bank indebtedness         3,979         2,174         7,037         2,174           Repayment of long-term debt         (1)         (4)         (3)         (316)           Repayment of obligations under finance leases         (68)         (49)         (90)         (253)           Dividends paid         (7,528)         (7,528)         (15,055)         (15,055)           Finance costs incurred         (37)         -         (312)         -           Purchase of shares in the market under the long-term incentive plan         -         -         -         (3,346)           Cash used in financing activities         (3,655)         (5,407)         (8,423)         (16,796)           Net decrease in cash and cash equivalents beginning of period         -         (10,806)         (6,839)	•	295	592	1 787	
and equipment         13         265         47         294           Development of intangible assets         (320)         (503)         (748)         (811)           Transaction and financing costs paid         10         (700)         (1,428)         (834)           Cash used in investing activities         (2,228)         (3,958)         (3,617)         (16,720)           FINANCING ACTIVITIES           Increase in bank indebtedness         3,979         2,174         7,037         2,174           Repayment of long-term debt         (1)         (4)         (3)         (316)           Repayment of obligations under finance leases         (68)         (49)         (90)         (253)           Dividends paid         (7,528)         (7,528)         (15,055)         (15,055)           Finance costs incurred         (37)         —         (312)         —           Purchase of shares in the market under the long-term incentive plan         —         —         —         —         (3,346)           Cash used in financing activities         (3,655)         (5,407)         (8,423)         (16,796)           Net decrease in cash and cash equivalents, beginning of period         —         —         —         —         —		273	372	1,767	372
Development of intangible assets   (320)   (503)   (748)   (811)		13	265	47	294
Transaction and financing costs paid         10         (700)         (1,428)         (834)           Cash used in investing activities         (2,228)         (3,958)         (3,617)         (16,720)           FINANCING ACTIVITIES           Increase in bank indebtedness         3,979         2,174         7,037         2,174           Repayment of long-term debt         (1)         (4)         (3)         (316)           Repayment of obligations under finance leases         (68)         (49)         (90)         (253)           Dividends paid         (7,528)         (7,528)         (15,055)         (15,055)           Finance costs incurred         (37)         —         (312)         —           Purchase of shares in the market under the long-term incentive plan         —         —         —         (3,346)           Cash used in financing activities         (3,655)         (5,407)         (8,423)         (16,796)           Net decrease in cash and cash equivalents beginning of period         —         —         (10,806)         (6,839)         (34,981)           Cash and cash equivalents, beginning of period         —         —         —         —         —           Cash and cash equivalents, end of period         —         —         —					
Cash used in investing activities         (2,228)         (3,958)         (3,617)         (16,720)           FINANCING ACTIVITIES           Increase in bank indebtedness         3,979         2,174         7,037         2,174           Repayment of long-term debt         (1)         (4)         (3)         (316)           Repayment of obligations under finance leases         (68)         (49)         (90)         (253)           Dividends paid         (7,528)         (7,528)         (15,055)         (15,055)           Finance costs incurred         (37)         —         (312)         —           Purchase of shares in the market under the long-term incentive plan         —         —         —         (3,346)           Cash used in financing activities         (3,655)         (5,407)         (8,423)         (16,796)           Net decrease in cash and cash equivalents during the period         —         —         (10,806)         (6,839)         (34,981)           Cash and cash equivalents, beginning of period         —         —         —         —         —           Cash and cash equivalents, end of period         —         —         —         —         —           Supplemental cash flow information				, ,	
FINANCING ACTIVITIES Increase in bank indebtedness 3,979 2,174 7,037 2,174 Repayment of long-term debt (1) (4) (3) (316) Repayment of obligations under finance leases (68) (49) (90) (253) Dividends paid (7,528) (7,528) (15,055) (15,055) Finance costs incurred (37) — (312) — Purchase of shares in the market under the long-term incentive plan — — — (3,346) Cash used in financing activities (3,655) (5,407) (8,423) (16,796)  Net decrease in cash and cash equivalents during the period — (10,806) (6,839) (34,981) Cash and cash equivalents, beginning of period — 10,806 6,839 34,981 Cash and cash equivalents, end of period — — — — — — — — — — — — — — Supplemental cash flow information					
Increase in bank indebtedness   3,979   2,174   7,037   2,174     Repayment of long-term debt   (1)   (4)   (3)   (316)     Repayment of obligations under finance leases   (68)   (49)   (90)   (253)     Dividends paid   (7,528)   (7,528)   (15,055)     Finance costs incurred   (37)   -   (312)   -     Purchase of shares in the market under the long-term incentive plan   -   -   -   (3,346)     Cash used in financing activities   (3,655)   (5,407)   (8,423)   (16,796)     Net decrease in cash and cash equivalents during the period   -   (10,806)   (6,839)   (34,981)     Cash and cash equivalents, beginning of period   -   10,806   (6,839)   34,981     Cash and cash equivalents, end of period   -   -   -   -   -     Supplemental cash flow information	<del>-</del>	(2,220)	(3,730)	(0,017)	(10,720)
Repayment of long-term debt         (1)         (4)         (3)         (316)           Repayment of obligations under finance leases         (68)         (49)         (90)         (253)           Dividends paid         (7,528)         (7,528)         (15,055)         (15,055)           Finance costs incurred         (37)         —         (312)         —           Purchase of shares in the market under the long-term incentive plan         —         —         —         (3,346)           Cash used in financing activities         (3,655)         (5,407)         (8,423)         (16,796)           Net decrease in cash and cash equivalents during the period         —         —         (10,806)         (6,839)         (34,981)           Cash and cash equivalents, beginning of period         —         —         —         —         —           Cash and cash equivalents, end of period         —         —         —         —         —           Supplemental cash flow information         —         —         —         —         —					
Repayment of obligations under finance leases   (68)   (49)   (90)   (253)		•	,	-	
Dividends paid         (7,528)         (7,528)         (15,055)         (15,055)           Finance costs incurred         (37)         —         (312)         —           Purchase of shares in the market under the long-term incentive plan         —         —         —         —         (3,346)           Cash used in financing activities         (3,655)         (5,407)         (8,423)         (16,796)           Net decrease in cash and cash equivalents during the period         —         (10,806)         (6,839)         (34,981)           Cash and cash equivalents, beginning of period         —         10,806         6,839         34,981           Cash and cash equivalents, end of period         —         —         —         —           Supplemental cash flow information         —         —         —         —	* *				
Finance costs incurred  Purchase of shares in the market under the long-term incentive plan  Cash used in financing activities  Net decrease in cash and cash equivalents during the period  Cash and cash equivalents, beginning of period  Cash and cash equivalents, end of period  Cash and cash flow information  (37) — (312) —  (3,346)  (5,407) (8,423) (16,796)  (6,839) (34,981)  Cash and cash equivalents, beginning of period  — (10,806) (6,839) (34,981)  Cash and cash equivalents, end of period  — 10,806 (6,839) (34,981)  Cash and cash equivalents, end of period			` '	` '	
Purchase of shares in the market under the long-term incentive plan			(7,528)		(15,055)
long-term incentive plan		(37)	_	(312)	_
Cash used in financing activities (3,655) (5,407) (8,423) (16,796)  Net decrease in cash and cash equivalents during the period — (10,806) (6,839) (34,981)  Cash and cash equivalents, beginning of period — 10,806 6,839 34,981  Cash and cash equivalents, end of period — — — — — —  Supplemental cash flow information					(2.246)
Net decrease in cash and cash equivalents during the period — (10,806) (6,839) (34,981) Cash and cash equivalents, beginning of period — 10,806 6,839 34,981 Cash and cash equivalents, end of period — — — — — Supplemental cash flow information					
during the period-(10,806)(6,839)(34,981)Cash and cash equivalents, beginning of period-10,8066,83934,981Cash and cash equivalents, end of periodSupplemental cash flow information	Cash used in financing activities	(3,655)	(5,407)	(8,423)	(16,796)
during the period-(10,806)(6,839)(34,981)Cash and cash equivalents, beginning of period-10,8066,83934,981Cash and cash equivalents, end of periodSupplemental cash flow information	Net decrease in cash and cash equivalents				
Cash and cash equivalents, beginning of period  Cash and cash equivalents, end of period  — 10,806 6,839 34,981  — — — —  Supplemental cash flow information		_	(10.806)	(6.839)	(34.981)
Cash and cash equivalents, end of period	U 1	_			
Supplemental cash flow information		_		_	
Interest paid 4,640 4,526 5,257 5,047					<i></i>
	interest paid	4,640	4,526	5,257	5,047

See accompanying notes

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### 1. ORGANIZATION

The unaudited interim condensed consolidated financial statements of Ag Growth International Inc. ["Ag Growth Inc."] for the three- and six-month periods ended June 30, 2012 were authorized for issuance in accordance with a resolution of the directors on August 14, 2012. Ag Growth International Inc. is a listed company incorporated and domiciled in Canada, whose shares are publicly traded at the Toronto Stock Exchange. The registered office is located at 198 Commerce Drive, Winnipeg, Manitoba, Canada.

### 2. OPERATIONS

Ag Growth conducts business in the grain handling, storage and conditioning market.

Included in these consolidated financial statements are the accounts of Ag Growth Inc. and all of its subsidiary partnerships and incorporated companies; together, Ag Growth Inc. and its subsidiaries are referred to as "Ag Growth" or the "Company".

### 3. STATEMENT OF COMPLIANCE AND BASIS OF PRESENTATION

### [a] Statement of compliance

These unaudited interim condensed consolidated financial statements have been prepared in accordance with International Accounting Standards ["IAS"] 34 – Interim Financial Reporting on a basis consistent with International Financial Reporting Standards ["IFRS"] as issued by the International Accounting Standards Board ["IASB"]. All significant accounting policies and standards have been applied on a basis consistent with those followed in the most recent audited annual consolidated financial statements.

These unaudited interim condensed consolidated financial statements do not include all the information and notes required by IFRS for annual financial statements and therefore should be read in conjunction with the audited annual consolidated financial statements and notes for the Company's fiscal year ended December 31, 2011, which are available on SEDAR at www.sedar.com.

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### [b] Basis of preparation

The unaudited interim condensed consolidated financial statements are presented in Canadian dollars, which is also the functional currency of the parent company, Ag Growth International Inc. All values are rounded to the nearest thousand. They are prepared on the historical cost basis, except for derivative financial instruments, which are measured at fair value.

Accounting measurements at interim dates, rather than at year-end, inherently involve a greater reliance on estimates. In the opinion of management, the unaudited interim condensed consolidated financial statements include all adjustments of a normal recurring nature to present fairly the consolidated financial position of the Company as at June 30, 2012.

### [c] Future Accounting Changes

In June 2012, the IASB issued Consolidated Financial Statements, Joint Arrangements and Disclosures of Interest in Other Entities: Transition Guidance [Amendments to IFRS 10, IFRS 11, and IFRS 12]. The amendments clarify the transition guidance in IFRS 10 and provide additional transition relief for all three standards by limiting the requirement to provide adjusted comparative information to only the preceding comparative period. The amendments are effective for annual periods beginning on or after January 1, 2013. The Company will apply these amendments along with the adoption of IFRS 10, 11 and 12 on January 1, 2013.

Additional new or amended accounting standards that have been previously issued by the IASB but are not yet effective, and have not been applied by the Company, are as outlined in note 5 of the 2011 annual consolidated financial statements.

### 4. SEASONALITY OF BUSINESS

Interim period sales and earnings historically reflect some seasonality. The third quarter is typically the strongest primarily due to high in-season demand at the farm level. Ag Growth's collections of accounts receivable are weighted towards the third and fourth quarters. This collection pattern, combined with seasonally high sales in the third quarter, result in accounts receivable levels increasing throughout the year and normally peaking in the third quarter. As a result of these working capital movements, historically, Ag Growth's use of its bank revolver is typically highest in the first and second quarters, begins to decline in the third quarter as collections of accounts receivable increase, and is repaid in the third or fourth quarter of each year. The seasonality of Ag Growth's business may be impacted by a number of factors including weather and the timing and quality of harvest in North America.

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### 5. BUSINESS COMBINATIONS

### [a] Airlanco Inc. ["Airlanco"]

Effective October 4, 2011, the Company acquired substantially all of the operating assets of Airlanco, a manufacturer of grain drying systems. The Company acquired Airlanco to expand its catalogue of aeration and dust collection products. The purchase has been accounted for using the acquisition method with the results of Airlanco's operations included in the Company's net earnings from the date of acquisition. As at June 30, 2012, the Company had restricted cash of \$510 relating to the acquisition of Airlanco. During the period ended June 30, 2012, the Company finalized the purchase price allocation.

### [b] Tramco, Inc. ["Tramco"]

Effective December 20, 2010, the Company acquired 100% of the outstanding shares of Tramco, a manufacturer of chain conveyors. Tramco is an industry leader and provides the Company with an entry point into the grain processing sector of the food supply chain.

The purchase has been accounted for using the acquisition method with the results of Tramco's operations included in the Company's net earnings from the date of acquisition.

At the request of the vendor, the purchase price was paid in two installments. The second installment of \$9,946 was paid on January 5, 2011. Transaction costs of the acquisition are included in cash flows from investing activities. In the six-month period ended June 30, 2012, the conditions related to the cash holdback were met and the Company transferred \$1,005 from restricted cash to the vendors. As at June 30, 2012, there are no remaining funds held in trust.

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### 6. OTHER EXPENSES (INCOME)

		Three- period			onth ended
		June 30, 2012 \$	June 30, 2011 \$	June 30, 2012 \$	June 30, 2011 \$
[a]	Other operating expense (income)				
	Cash flow hedge accounting Net loss (gain) on disposal of	_	(4)	_	134
	property, plant and equipment Other	15 (19)	16 (58)	13 (89)	(2) (59)
		(4)	(46)	(76)	73
[b]	Finance expense (income)				
	Interest expense (income) to (from) banks	20	(5)	16	(229)
	Loss (gain) on foreign exchange	707	(188)	71	(758)
		727	(193)	87	(987)
[c]	Finance costs				
	Interest on overdrafts and other finance				
	costs	28	10	74	22
	Interest, including non-cash interest, on	c= 4	5.40	1 252	1 110
	debts and borrowings Interest, including non-cash interest, on	654	549	1,272	1,110
	convertible debentures [note 14]	2,593	2,549	5,176	5,087
	Finance charges payable under finance	_,_,_	_,	2,273	2,007
	lease contracts	3	6	5	13
		3,278	3,114	6,527	6,232
r.a1	Cost of mondo cold				
լայ	Cost of goods sold Depreciation	1,401	1.227	2,777	2.335
	Amortization of intangible assets	1,401 56	61	115	369
	Warranty provision	284	3	274	(54)
	Cost of inventories recognized as an	20.	2	·	(5.)
	expense	65,732	56,023	112,601	98,763
	-	67,473	57,314	115,767	101,413

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

[e]	Selling, general and administrative				
	expenses				
	Selling, general and administrative	12,630	11,752	25,728	23,236
	Amortization of intangible assets	903	829	1,800	1,571
	Depreciation	147	130	290	245
	Minimum lease payments recognized as an				
	operating lease expense	250	219	496	474
		13,930	12,930	28,314	25,526
[ <b>f</b> ]	Employee benefits expense				
	Wages and salaries	20,792	17,623	39,789	35,734
	Share-based payment transaction expenses				
	[note 12[e]]	288	440	581	1,118
	Pension costs	509	441	1,044	926
		21,589	18,504	41,414	37,778
	Included in cost of goods sold	15,312	13,155	28,241	26,241
	Included in general and administrative				
	expenses	6,277	5,349	13,173	11,537
		21,589	18,504	41,414	37,778

### 7. INTANGIBLE ASSETS

	\$
Balance, January 1, 2011	72,345
Internal development	1,132
Amortization	(1,940)
Exchange differences	(429)
<b>Balance, June 30, 2011</b>	71,108
Internal development	879
Amortization	(1,836)
Exchange differences	636
Acquisition of subsidiaries	4,723
Balance, December 31, 2011	75,510
Internal development	748
Amortization	(1,915)
Exchange differences	(18)
<b>Balance, June 30, 2012</b>	74,325

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### 8. GOODWILL

	June 30, 2012 \$	December 31, 2011 \$
COST		
Balance, beginning of period	65,876	62,355
Additions - acquisition of subsidiary	_	3,087
Exchange differences	(40)	434
Balance, end of period	65,836	65,876

### 9. CHANGES IN NON-CASH WORKING CAPITAL

The change in the non-cash working capital balances related to operations is calculated as follows:

	111100	Three-month period ended		onth ended
	June 30, 2012 \$	June 30, 2011 \$	June 30, 2012 \$	June 30, 2011 \$
Accounts receivable	(5,320)	(17,130)	(15,335)	(22,539)
Inventory	(43)	(6,154)	(5,320)	(9,939)
Prepaid expenses and other assets	(500)	(123)	(20)	2,399
Accounts payable and accrued liabilities	(953)	5,321	2,887	4,952
Customer deposits	(5,165)	222	(2,096)	893
Provisions	284	(54)	274	(13)
	(11,697)	(17,918)	(19,610)	(24,247)

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### 10. ACCOUNTS RECEIVABLE

As is typical in the agriculture sector, Ag Growth may offer extended terms on its accounts receivable to match the cash flow cycle of its customer. The following table sets forth details of the age of trade accounts receivable that are not overdue, as well as an analysis of overdue amounts and the related allowance for doubtful accounts:

	June 30, 2012 \$	December 31, 2011 \$
Total accounts receivable	65,522	50,188
Less allowance for doubtful accounts	(496)	(497)
Total accounts receivable, net	65,026	49,691
Of which		
Neither impaired nor past due	46,871	33,412
Not impaired and past the due date as follows:		
Within 30 days	12,340	9,356
31 to 60 days	2,948	2,761
61 to 90 days	484	957
Over 90 days	2,879	3,702
Less allowance for doubtful accounts	(496)	(497)
Total accounts receivable, net	65,026	49,691

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### 11. EQUITY

### [a] Common shares

### Authorized

Unlimited number of voting common shares without par value

### **Issued**

12,471,648 common shares

	Number	Amount
	#	\$
Balance, January 1, 2011	12,399,550	151,376
Purchase of common shares under LTIP	(67,996)	(3,346)
Conversion of subordinated debentures	2,556	115
Settlement of SAIP obligation - vested shares	77,510	2,894
Balance, December 31, 2011	12,411,620	151,039
Settlement of LTIP obligation - vested shares [note 12[e]]	60,028	2,355
<b>Balance</b> , <b>June</b> 30, 2012	12,471,648	153,394

The 12,471,648 common shares as at June 30, 2012 are net of 74,348 common shares with a stated value of \$3,072 that are being held by the Company under the terms of the LTIP until vesting conditions are met.

The 12,394,621 common shares as at June 30, 2011 are net of 151,375 common shares with a stated value of \$6,264 that are being held by the Company under the terms of the LTIP until vesting conditions are met.

### [b] Normal course issuer bid

On November 17, 2011, Ag Growth commenced a normal course issuer bid for up to 994,508 common shares, representing 10% of the Company's public float at the time. The normal course issuer bid will terminate on November 20, 2012 unless terminated earlier by Ag Growth. In the year ended December 31, 2011 and the six months ended June 30, 2012, no common shares were purchased under the normal course issuer bid.

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### [c] Contributed surplus

	Six-month period ended June 30, 2012	Year ended December 31, 2011 \$
Balance, beginning of period	5,341	6,121
Equity-settled director compensation	157	345
Obligation under LTIP	425	1,769
Settlement of LTIP obligation - vested shares	(2,255)	(2,894)
Balance, end of period	3,668	5,341

### [d] Accumulated other comprehensive income

Accumulated other comprehensive income is comprised of the following:

### Cash flow hedge reserve

The cash flow hedge reserve contains the effective portion of the cash flow hedge relationships incurred as at the reporting date.

### Foreign currency translation reserve

The foreign currency translation reserve is used to record exchange differences arising from the translation of the financial statements of foreign subsidiaries. It is also used to record the effect of hedging net investments in foreign operations.

### Available-for-sale reserve

The available-for-sale reserve contains the cumulative change in the fair value of available-for-sale investment. Gains and losses are reclassified to the unaudited interim condensed consolidated statement of income when the available-for-sale investment is impaired or derecognized.

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### [e] Dividends paid and proposed

In the three-month period ended June 30, 2012, the Company declared dividends of \$7,528 or \$0.60 per common share [2011 - \$7,528 or \$0.60 per common share]. In the six-month period ended June 30, 2012, the Company declared dividends of \$15,055 or \$1.20 per common share [2011 - \$15,055 or \$1.20 per common share]. Ag Growth's dividend policy is to pay cash dividends on or about the 30th of each month to shareholders of record on the last business day of the previous month and the Company's current monthly dividend rate is \$0.20 per common share. Subsequent to June 30, 2012, the Company declared dividends of \$0.20 per common share on July 31, 2012.

### 12. SHARE-BASED COMPENSATION PLANS

### [a] Long-term incentive plan ["LTIP"]

The LTIP is a compensation plan that awards common shares to key management based on the Company's operating performance. Pursuant to the LTIP, the Company establishes the amount to be allocated to management based upon the amount by which distributable cash, as defined in the LTIP, exceeds a predetermined threshold. The service period commences on January 1 of the year the award is generated and ends at the end of the fiscal year. The award vests on a graded scale over an additional three-year period from the end of the respective performance year. The LTIP provides for immediate vesting in the event of retirement, death, termination without cause or in the event the participant becomes disabled. The cash awarded under the plan formula is used to purchase Ag Growth common shares at market prices. All vested awards are settled with participants in common shares purchased by the administrator of the plan and there is no cash settlement alternative.

The amount owing to participants is recorded as an equity award in contributed surplus as the award is settled with participants with treasury shares purchased in the open market. The expense is recorded in the different unaudited interim condensed consolidated statement of income lines by function depending on the role of the respective management member. During the three- and sixmonth periods ended June 30, 2012, Ag Growth expensed \$212 and \$425 [2011 - \$213 and \$902] for the LTIP. Additionally, there is \$142 in restricted cash related to the LTIP.

The administrator is not required to purchase common shares in 2012 as there was no LTIP award related to fiscal 2011. During the six-month period ended June 30, 2011, the administrator purchased 67,996 common shares in the market for \$3,346. The fair value of this share-based payment equals the share price as of the respective measurement date, as dividends related to the shares in the administrated fund are paid annually to the LTIP participants. The LTIP was terminated with effect for fiscal 2012.

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### [b] Share award incentive plan ["SAIP"]

### The 2012 SAIP

On May 11, 2012 the shareholders of Ag Growth approved a Share Award Incentive Plan [the "2012 SAIP"] which authorizes the Board to grant restricted Share Awards ["Restricted Awards"] and Performance Share Awards ["Performance Awards"] to persons who are officers, employees or consultants of the Company and its affiliates. Share Awards may not be granted to Non-Management Directors.

A total of 465,000 common shares are available for issuance under the 2012 SAIP. At the discretion of the Board, the 2012 SAIP provides for cumulative adjustments to the number of common shares to be issued pursuant to Share Awards on each date that dividends are paid on the common shares. The Company shall have the option of settling any amount payable in respect of a Share Award by Common Shares issued from the treasury of the Company or, with the consent of the grantee, cash in an amount equal to the fair market value of such common shares.

Each Restricted Award will entitle the holder to be issued the number of the common shares designated in the Restricted Award with such common shares to be issued as to one-third on each of the third, fourth and fifth anniversary dates of the date of grant, or such earlier or later dates.

Each Performance Award will entitle the holder to be issued as to one-third on each of the first, second and third anniversary dates of the date of grant, or such earlier or later dates, the number of common shares designated in the Performance Award multiplied by a Payout Multiplier. The Payout Multiplier is determined based on an assessment of the achievement of pre-defined measures in respect of the applicable period. The Payout Multiplier may not be less than 0% or more than 200%.

As at June 30, 2012 no Restricted Awards and no Performance Awards have been granted.

### The 2007 SAIP

On May 10, 2007, the shareholders of Ag Growth reserved for issuance 220,000 Share Awards under a Share Award Incentive Plan [the "2007 SAIP"]. All of the 220,000 common shares reserved for issue under the 2007 SAIP were issued and they vested as to one-third on each of January 1, 2010, 2011, and 2012. No further Share Awards may be granted, and no further common shares may be issued under the 2007 SAIP. There are no Share Awards outstanding as at June 30, 2012. For the three- and six-month periods ended June 30, 2012, Ag Growth recorded an expense related to the 2007 SAIP of nil [2011 - \$104 and \$61].

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### [c] Directors' deferred compensation plan ["DDCP"]

Under the DDCP, every Director receives a fixed base retainer fee, an attendance fee for meetings and a committee chair fee, if applicable, and a minimum of 20% of the total compensation must be taken in common shares. A Director will not be entitled to receive the common shares he or she has been granted until a period of three years has passed since the date of grant or until the Director ceases to be a Director, whichever is earlier. The Director's common shares are fixed based on the fees eligible to him for the respective period and his decision to elect for cash payments for dividends related to the common shares; therefore, the Director's remuneration under the DDCP vests directly in the respective service period. The three-year period [or any shorter period until a Director ceases to be a Director] qualifies only as a waiting period to receive the vested common shares.

For the periods ended June 30, 2012 and 2011, the Directors elected to receive the majority of their remuneration in common shares. For the three- and six-month periods ended June 30, 2012, an expense of \$76 and \$156 [2011 - \$86 and \$155] was recorded for the share grants, and a corresponding amount has been recorded to contributed surplus. The share grants were measured with the contractual agreed amount of service fees for the respective period.

On May 11, 2012, the shareholders of Ag Growth approved an increase in the total number of common shares issuable pursuant to the DDCP by 35,000 to a total of 70,000, subject to adjustment in lieu of dividends, if applicable. For the three- and six-month periods ended June 30, 2012, 1,969 and 4,011 common shares were granted under the DDCP and as at June 30, 2012, a total of 27,155 common shares had been granted under the DDCP and no common shares had been issued.

### [d] Stock option plan

On June 3, 2009, the shareholders of Ag Growth approved a stock option plan [the "Option Plan"] under which options were available for grant to officers, employees and other eligible service providers.

On May 11, 2012, the shareholders of Ag Growth approved an amended management compensation structure which included the termination of the Option Plan. Accordingly, as at June 30, 2012, no options were available for grant [December 31, 2011 - 935,325].

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### [e] Summary of expenses recognized under share-based payment plans

For the three- and six-month periods ended June 30, 2012, an expense of \$288 and \$581 [2011 - \$440 and \$1,118] was recognized for employee and Director services rendered.

The total carrying amount of the liability for the SAIP as of June 30, 2012 was nil [December 31, 2011 - \$1,495].

A summary of the status of the options under the 2007 SAIP is presented below:

	Six-month period ended June 30, 2012	Year ended December 31, 2011
	Shares #	Shares #
Outstanding, beginning of period Exercised	40,000 (40,000)	80,000 (40,000)
Outstanding, end of period		40,000

The exercise price on all 2007 SAIP awards was \$0.10 per common share. All outstanding options under the 2007 SAIP as of December 31, 2011 vested and were exercised on January 1, 2012.

A summary of the status of the shares under the LTIP is presented below:

	Six-month period ended June 30, 2012	Year ended December 31, 2011
	Shares #	Shares #
Outstanding, beginning of period Vested	134,376 (60,028)	143,890 (77,510)
Granted Outstanding, end of period	(00,028) — — — — 74,348	67,996 134,376

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

# 13. LONG-TERM DEBT AND OBLIGATIONS UNDER FINANCE LEASES

	Interest rate	Maturity	June 30, 2012	December 31, 2011
	%		\$	\$
Current portion of interest-bearing loans and borrowings				
Obligations under finance leases	6.5	2012	41	131
GMAC loans	0.0	2014	7	16
Total current portion of interest-bearing				
loans and borrowings		-	48	147
Non-current interest-bearing loans and borrowings Series A secured notes [U.S. dollar				
denominated]	6.8	2016	25,475	25,425
Term debt [U.S. dollar denominated]	3.8	2014	10,730	10,709
GMAC loans	0.0	2014	8	3
Total non-current interest-bearing loans and		•		
borrowings			36,213	36,137
_		•	36,261	36,284
Less deferred financing costs			541	313
Total interest-bearing loans and borrowings		-	35,720	35,971

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### [a] Bank indebtedness

Ag Growth has operating facilities of \$10 million and U.S. \$2.0 million and also may draw on its term loan facility for general operating purposes. The operating and term loan facilities bear interest at prime to prime plus 1.0% per annum based on performance calculations. The effective interest rate during the six-month period ended June 30, 2012 on Ag Growth's Canadian dollar operating facility was 3.2% [2011 - 3.5%], and on its U.S. dollar operating facility was 3.4% [2011 - 3.8%]. As at June 30, 2012, there was \$7.0 million outstanding under these facilities [December 31, 2011 - nil]. The facilities mature March 8, 2016 or three months prior to the maturity date of the convertible unsecured debentures, unless refinanced on terms acceptable to the lenders.

Collateral for the operating facilities rank pari passu with the Series A secured notes and include a general security agreement over all assets, first position collateral mortgages on land and buildings, assignments of rents and leases and security agreements for patents and trademarks.

### [b] Long-term debt

The Series A secured notes were issued on October 29, 2009. The non-amortizing notes bear interest at 6.8% payable quarterly and mature on October 29, 2016. The Series A secured notes are denominated in U.S. dollars. Collateral for the Series A secured notes and term loans rank pari passu and include a general security agreement over all assets, first position collateral mortgages on land and buildings, assignments of rents and leases and security agreements for patents and trademarks.

Term loans bear interest at prime to prime plus 1.0% based on performance calculations. As at June 30, 2012, term loans of U.S. \$10,530 were outstanding [December 31, 2011 - U.S. \$10,530]. Ag Growth's credit facility provides for term loans of up to \$38,000 and U.S. \$20,500 and includes lender approval to increase the size of the facility by \$25 million.

The facilities mature on the earlier of March 8, 2016 or three months prior to maturity date of convertible unsecured subordinated debentures [note 14], unless refinanced on terms acceptable to the lenders.

GMAC loans bear interest at 0% and mature in 2014. The vehicles financed are pledged as collateral.

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### [c] Covenants

Ag Growth is subject to certain financial covenants in its credit facility agreements, which must be maintained to avoid acceleration of the termination of the agreement. The financial covenants require Ag Growth to maintain a debt to earnings before interest, taxes, depreciation and amortization ["EBITDA"] ratio of less than 2.5 and to provide debt service coverage of a minimum of 1.0. The covenant calculations exclude the convertible unsecured subordinated debentures from the definition of debt. As at June 30, 2012 and December 31, 2011, Ag Growth was in compliance with all financial covenants.

### 14. CONVERTIBLE UNSECURED SUBORDINATED DEBENTURES

	June 30, 2012	December 31, 2011
	φ	Ψ
Principal amount	114,885	114,885
Equity component	(7,475)	(7,475)
Accumulated accretion	3,475	2,770
Financing fees, net of amortization	(2,528)	(2,978)
Convertible unsecured subordinated		
debentures	108,357	107,202

On October 27, 2009, the Company issued convertible unsecured subordinated debentures in the aggregate principal amount of \$100 million, and on November 6, 2009 the underwriters exercised in full their over-allotment option and the Company issued an additional \$15 million of debentures [the "Debentures"]. The net proceeds of the offering, after payment of the underwriters' fee of \$4.6 million and expenses of the offering of \$0.5 million, were approximately \$109.9 million. The Debentures were issued at a price of \$1,000 per Debenture and bear interest at an annual rate of 7.0% payable semi-annually on June 30 and December 31. The maturity date of the Debentures is December 31, 2014.

Each Debenture is convertible into common shares of the Company at the option of the holder at any time on the earlier of the maturity date and the date of redemption of the Debenture, at a conversion price of \$44.98 per common share being a conversion rate of approximately 22.2321 common shares per \$1,000 principal amount of Debentures. In the six-month period ended June 30, 2012, no Debentures were exercised [year ended December 31, 2011 - 115 Debentures were exercised and 2,556 common shares were issued]. As at June 30, 2012, Ag Growth has reserved 2,554,136 common shares for issuance upon conversion of the Debentures.

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The Debentures are not redeemable before December 31, 2012. On and after December 31, 2012 and prior to December 31, 2013, the Debentures may be redeemed, in whole or in part, at the option of the Company at a price equal to their principal amount plus accrued and unpaid interest, provided that the volume weighted average trading price of the common shares during the 20 consecutive trading days ending on the fifth trading day preceding the date on which the notice of redemption is given is not less than 125% of the conversion price. On and after December 31, 2013, the Debentures may be redeemed, in whole or in part, at the option of the Company at a price equal to their principal amount plus accrued and unpaid interest.

On redemption or at maturity, the Company may, at its option, elect to satisfy its obligation to pay the principal amount of the Debentures by issuing and delivering common shares. The Company may also elect to satisfy its obligations to pay interest on the Debentures by delivering common shares. The Company does not expect to exercise the option to satisfy its obligations to pay interest by delivering common shares and as a result the potentially dilutive impact has been excluded from the calculation of fully diluted earnings per share [note 19]. The number of any shares issued will be determined based on market prices at the time of issuance.

The Company presents and discloses its financial instruments in accordance with the substance of its contractual arrangement. Accordingly, upon issuance of the Debentures, the Company recorded a liability of \$107,525, less related offering costs of \$4,735. The liability component has been accreted using the effective interest rate method, and during the six-month period ended June 30, 2012, the Company recorded accretion of \$705 [2011 - \$648], non-cash interest expense related to financing costs of \$450 [2011 - \$414] and interest expense on the 7% coupon of \$4,021 [2011 - \$4,025]. The estimated fair value of the holder's option to convert Debentures to common shares in the amount of \$7,475 has been separated from the fair value of the liability and is included in shareholders' equity at \$5,105, net of income tax of \$2,041, and its pro rata share of financing costs of \$329.

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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### 15. INCOME TAXES

The major components of income tax expense for the six-month periods ended June 30, 2012 and 2011 are as follows:

### Unaudited interim condensed consolidated statement of income

	<b>2012</b> \$	<b>2011</b> \$
Current tax expense		
Current income tax charge	2,776	2,874
Deferred tax expense		
Origination and reversal of temporary differences	2,952	3,345
Income tax expense reported in the interim condensed consolidated statement of income	5,728	6,219
condensed consolidated statement of income	5,726	0,219
Unaudited interim condensed consolidated statement of com-	prehensive income	
	2012	2011
	<u></u>	\$
Deferred tax related to items charged or credited directly to other comprehensive income during the		
period Unrealized loss (gain) on derivatives and available-for-		
sale investment	102	(355)
Exchange differences on translation of foreign operations	11	(237)
Income tax charged directly to other comprehensive		(== : )
income	113	(592)

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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June 30, 2012

The tax effects of temporary differences that give rise to significant portions of the deferred tax assets and deferred tax liabilities are presented below:

	As at	As at
	June 30,	December 31,
	2012	2011
	\$	\$
Inventories	(200)	(200)
Property, plant and equipment and other assets	(10,569)	(10,145)
Intangible assets	(12,886)	(12,900)
Deferred financing costs	(101)	(63)
Accruals and long-term provisions	1,640	1,642
Tax loss carryforwards expiring between 2020 to 2029	14,858	16,809
Investment tax credit carryforwards expiring between 2025 and 2030	4,880	4,627
Canadian exploration expenses	29,154	29,157
Capitalized development expenditures	(556)	(465)
Convertible debentures	(1,091)	(1,279)
SAIP liability	_	397
Equity impact LTIP	771	1,283
Other comprehensive income	167	269
Net deferred tax assets	26,067	29,132
Reflected in the statement of financial position as follows		
Deferred tax assets	35,044	38,092
Deferred tax liabilities	(8,977)	(8,960)
Deferred tax assets, net	26,067	29,132

The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income during the periods in which these temporary differences, loss carryforwards and investment tax credits become deductible. Based on the analysis of taxable temporary differences and future taxable income, the management of the Company is of the opinion that there is convincing evidence available for the probable realization of all deductible temporary differences of the Company's tax entities. Accordingly, the Company has recorded a deferred tax asset for all deductible temporary differences as of the reporting date and as at December 31, 2011.

The Company has recorded accumulated tax losses related to its Finnish operations of 1,562 Euros. Based on historical results and an expectation of future profits, a deferred tax asset has been recognized for these losses as it is probable they will be utilized.

At June 30, 2012, there was no recognized deferred tax liability [December 31, 2011 - nil] for taxes that would be payable on the unremitted earnings of certain of the Company's subsidiaries. The Company has determined that undistributed profits of its subsidiaries will not be distributed in the foreseeable future. The temporary differences associated with investments in subsidiaries, for which a deferred tax asset has not been recognized, aggregate to \$622 [December 31, 2011 - \$622].

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

Income tax provisions, including current and deferred income tax assets and liabilities, and income tax filing positions require estimates and interpretations of federal and provincial income tax rules and regulations, and judgments as to their interpretation and application to Ag Growth's specific situation. The amount and timing of reversals of temporary differences will also depend on Ag Growth's future operating results, acquisitions and dispositions of assets and liabilities. The business and operations of Ag Growth are complex and Ag Growth has executed a number of significant financings, acquisitions, reorganizations and business combinations over the course of its history including the conversion to a corporate entity. The computation of income taxes payable as a result of these transactions involves many complex factors, as well as Ag Growth's interpretation of and compliance with relevant tax legislation and regulations. While Ag Growth believes that its tax filing positions are probable to be sustained, there are a number of tax filing positions, including in respect of the conversion to a corporate entity, that may be the subject of review by taxation authorities. Therefore, it is possible that additional taxes could be payable by Ag Growth and the ultimate value of Ag Growth's income tax assets and liabilities could change in the future and that changes to these amounts could have a material effect on these unaudited interim condensed consolidated financial statements.

There are no income tax consequences to the Company attached to the payment of dividends in either 2012 or 2011 by the Company to its shareholders.

## 16. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT

### [a] Management of risks arising from financial instruments

Ag Growth's principal financial liabilities, other than derivatives, comprise loans and borrowings and trade and other payables. The main purpose of these financial liabilities is to finance the Company's operations and to provide guarantees to support its operations. The Company has deposits, trade and other receivables, and cash and short-term deposits that are derived directly from its operations. The Company also holds an available-for-sale investment and enters into derivative transactions.

The Company's activities expose it to a variety of financial risks: market risk [including foreign exchange and interest rate], credit risk and liquidity risk. The Company's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Company's financial performance. The Company uses derivative financial instruments to mitigate certain risk exposures. The Company does not purchase any derivative financial instruments for speculative purposes. Risk management is the responsibility of the corporate finance function, which has the appropriate skills, experience and supervision. The Company's domestic and foreign operations along with the corporate finance function identify,

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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evaluate and, where appropriate, mitigate financial risks. Material risks are monitored and are regularly discussed with the Audit Committee of the Board of Directors. The Audit Committee reviews and monitors the Company's financial risk-taking activities and the policies and procedures that were implemented to ensure that financial risks are identified, measured and managed in accordance with Company policies.

The risks associated with the Company's financial instruments are as follows:

### Market risk

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. Components of market risk to which Ag Growth is exposed are discussed below. Financial instruments affected by market risk include trade accounts receivable and payable, available-for-sale investments and derivative financial instruments.

The sensitivity analyses in the following sections relate to the position as at June 30, 2012 and December 31, 2011.

The sensitivity analyses have been prepared on the basis that the amount of net debt, the ratio of fixed to floating interest rates of the debt and derivatives and the proportion of financial instruments in foreign currencies are all constant. The analyses exclude the impact of movements in market variables on the carrying value of provisions and on the non-financial assets and liabilities of foreign operations.

The following assumptions have been made in calculating the sensitivity analyses:

- The unaudited interim condensed consolidated statement of financial position sensitivity relates to derivatives.
- The sensitivity of the relevant unaudited interim condensed consolidated statement of income item is the effect of the assumed changes in respective market risks. This is based on the financial assets and financial liabilities held at June 30, 2012 and December 31, 2011, including the effect of hedge accounting.
- The sensitivity of equity is calculated by considering the effect of any associated cash flow hedges at June 30, 2012 and December 31, 2011 for the effects of the assumed underlying changes.

### Foreign currency risk

The objective of the Company's foreign exchange risk management activities is to minimize transaction exposures and the resulting volatility of the Company's earnings, subject to liquidity restrictions, by entering into foreign exchange forward contracts. Foreign currency risk is created

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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by fluctuations in the fair value or cash flows of financial instruments due to changes in foreign exchange rates and exposure.

A significant part of the Company's sales are transacted in U.S. dollars and as a result fluctuations in the rate of exchange between the U.S. and Canadian dollar can have a significant effect on the Company's cash flows and reported results. To mitigate exposure to the fluctuating rate of exchange, Ag Growth enters into foreign exchange forward contracts and denominates a portion of its debt in U.S. dollars. As at June 30, 2012, Ag Growth's U.S. dollar denominated debt totalled U.S. \$35.5 million [December 31, 2011 - U.S. \$35.5 million] and the Company has entered into the following foreign exchange forward contracts to sell U.S. dollars in order to hedge its foreign exchange risk on revenue:

Settlement dates	Face value rate U.S.\$ Cdn		
July - December 2012	39,000	0.99	
January - December 2013	53,000	1.03	
January - May 2014	15,000	1.04	

The Company enters into foreign exchange forward contracts to mitigate foreign currency risk relating to certain cash flow exposures. The hedged transactions are expected to occur within a maximum 24-month period. The Company's foreign exchange forward contracts reduce the Company's risk from exchange movements because gains and losses on such contracts offset gains and losses on transactions being hedged. The Company's exposure to foreign currency changes for all other currencies is not material.

Ag Growth's sales denominated in U.S. dollars for the six-month period ended June 30, 2012 were U.S. \$99.8 million, and the total of its cost of goods sold and its selling, general and administrative expenses denominated in that currency were U.S. \$69.1 million. Accordingly, a 10% increase or decrease in the value of the U.S. dollar relative to its Canadian counterpart would result in a \$10 million increase or decrease in sales and a total increase or decrease of \$6.9 million in its cost of goods sold and its selling, general and administrative expenses. In relation to Ag Growth's foreign exchange hedging contracts, a 10% increase or decrease in the value of the U.S. dollar relative to its Canadian counterpart would result in a \$2.1 million increase or decrease in the foreign exchange loss. A 10% increase or decrease in the value of the U.S. dollar would result in a \$10.7 million increase or decrease to other comprehensive income.

The counterparty to the contracts are three multinational commercial banks and therefore credit risk of counterparty non-performance is remote. Realized gains or losses are included in net

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

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earnings, and for the three- and six-month periods ended June 30, 2012 the Company realized a loss on its foreign exchange contracts of \$116 and \$352 [2011 - gain of \$1,736 and \$2,534].

The open foreign exchange forward contracts as at June 30, 2012 are as follows:

	Notional Canadian dollar equivalent				
Notional amount of currency sold	Contract amount	Cdn \$ equivalent	Unrealized loss		
U.S. \$	\$	\$	\$		
107,000	1.0154	108,648	1,028		

The terms of the foreign exchange forward contracts have been negotiated to match the terms of the commitments. There were no highly probable transactions for which hedge accounting has been claimed that have not occurred and no significant element of hedge ineffectiveness requiring recognition in the unaudited interim condensed consolidated statement of income.

The cash flow hedges of the expected future sales were assessed to be highly effective and a net unrealized loss of \$1,028, with a deferred tax asset of \$273 relating to the hedging instruments, is included in accumulated other comprehensive income.

### Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Furthermore, as Ag Growth regularly reviews the denomination of its borrowings, the Company is subject to changes in interest rates that are linked to the currency of denomination of the debt. Ag Growth's Series A secured notes and convertible unsecured subordinated debentures outstanding as at June 30, 2012 and December 31, 2011 are at a fixed rate of interest. As at June 30, 2012 and December 31, 2011, the Company had outstanding \$10,530 of U.S. dollar term debt at a floating rate of interest. A 10% increase or decrease in the Company's interest rate would result in an increase or decrease of \$18 to long-term interest expense.

### Credit risk

Credit risk is the risk that a customer will fail to perform an obligation or fail to pay amounts due, causing a financial loss. A substantial portion of Ag Growth's accounts receivable are with customers in the agriculture industry and are subject to normal industry credit risks. This credit exposure is mitigated through the use of credit practices that limit transactions according to the customer's credit quality and due to the accounts receivable being spread over a large number of customers. Ag Growth establishes a reasonable allowance for non-collectible amounts with this

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

allowance netted against the accounts receivable on the unaudited interim condensed consolidated statement of financial position.

Accounts receivable are subject to credit risk exposure and the carrying values reflect management's assessment of the associated maximum exposure to such credit risk. The Company regularly monitors customers for changes in credit risk. Trade receivables from international customers are often insured for events of non-payment through third-party export insurance. In cases where the credit quality of a customer does not meet the Company's requirements, a cash deposit is received before goods are shipped.

At June 30, 2012, the Company had three customers [December 31, 2011 - two customers] that accounted for approximately 20% [December 31, 2011 - 14%] of all receivables owing. The requirement for an impairment is analyzed at each reporting date on an individual basis for major customers. Additionally, a large number of minor receivables are grouped into homogeneous groups and assessed for impairment collectively. The calculation is based on actual incurred historical data. The Company does not hold collateral as security.

The Company does not believe that any single customer group represents a significant concentration of credit risk.

### Liquidity risk

Liquidity risk is the risk Ag Growth will encounter difficulties in meeting its financial liability obligations. Ag Growth manages its liquidity risk through cash and debt management. In managing liquidity risk, Ag Growth has access to committed short and long-term debt facilities as well as to equity markets, the availability of which is dependent on market conditions. Ag Growth believes it has sufficient funding through the use of these facilities to meet foreseeable borrowing requirements.

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

[in thousands of Canadian dollars, except where otherwise noted and per share data]

June 30, 2012

### [b] Fair value

Set out below is a comparison by class of the carrying amounts and fair value of the Company's financial instruments that are carried in the interim condensed consolidated financial statements:

	June 30, 2012		<b>December 31, 2011</b>	
	Carrying Carrying			
	amount	Fair value	amount	Fair value
	\$	\$	\$	\$
Financial assets				
Loans and receivables				
Cash and cash equivalents	_	_	6,839	6,839
Restricted cash	652	652	2,439	2,439
Accounts receivable	65,026	65,026	49,691	49,691
Financial liabilities				
Other financial liabilities				
Bank indebtedness	7,037	7,037	_	_
Interest-bearing loans and borrowings	36,220	39,339	36,153	39,593
Accounts payable, accrued liabilities and	· ·	,		
provisions	27,647	27,647	24,486	24,486
Finance lease obligations	41	41	131	131
Dividends payable	2,509	2,509	2,509	2,509
Transaction and financing costs payable	510	510	1,938	1,938
Derivative instruments	1,033	1,033	1,828	1,828
Convertible unsecured subordinated debentures	108,357	112,456	107,202	107,671

The fair value of the financial assets and liabilities are included at the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale.

The following methods and assumptions were used to estimate the fair values:

- Cash and cash equivalents, restricted cash, accounts receivable, bank indebtedness, dividends
  payable, finance lease obligations, transaction and financing costs payable, accounts payable
  and other current liabilities approximate their carrying amounts largely due to the short-term
  maturities of these instruments.
- Fair value of quoted notes and bonds is based on price quotations at the reporting date. The fair value of unquoted instruments, loans from banks and other financial liabilities, as well as other non-current financial liabilities, is estimated by discounting future cash flows using rates currently available for debt on similar terms, credit risk and remaining maturities.

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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• The Company enters into derivative financial instruments with financial institutions with investment grade credit ratings. Derivatives valued using valuation techniques with market observable inputs are foreign exchange forward contracts. The most frequently applied valuation technique includes forward pricing, using present value calculations. The models incorporate various inputs, including the credit quality of counterparties and foreign exchange spot and forward rates.

### 17. CAPITAL DISCLOSURE AND MANAGEMENT

Ag Growth's capital structure is comprised of shareholders' equity and long-term debt. Ag Growth's objectives when managing its capital structure are to maintain and preserve Ag Growth's access to capital markets, continue its ability to meet its financial obligations, including the payment of dividends, and finance organic growth and acquisitions.

The Company manages the capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. The Company's capital management objectives have remained unchanged from the prior year. The Company is not subject to any externally imposed capital requirements other than financial covenants in its credit facilities and as at June 30, 2012 and December 31, 2011, all of these covenants were complied with [note 13].

Ag Growth monitors its capital structure using non-IFRS financial metrics, including net debt to EBITDA for the immediately preceding 12-month period and net debt to shareholders' equity. Ag Growth defines net debt as long-term debt plus the liability component of Debentures, and bank indebtedness less cash and cash equivalents.

Ag Growth's optimal capital structure targets to maintain its net debt to EBITDA ratio at levels below 2.5, subject to the impacts of seasonality, industry cyclicality and acquisitions. The table below calculates the ratio based on EBITDA achieved in the previous 12 months:

	June 30, 2012 \$	December 31, 2011 \$
Net debt	151,067	136,187
EBITDA	53,728	56,038
Ratio	2.81 times	2.43 times

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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Ag Growth's optimal capital structure targets to maintain its net debt to shareholders' equity ratio at levels below 1.0, after taking into consideration the impacts of seasonality, industry cyclicality and acquisitions.

	June 30, 2012 \$	December 31, 2011 \$
Net debt Shareholders' equity	151,067 202,720	136,187 202,159
Ratio	<b>0.75 times</b>	0.67 times

### 18. RELATED PARTY DISCLOSURES

### Other relationships

Burnet, Duckworth & Palmer LLP ["BDP"] provides legal services to the Company and a Director of Ag Growth is a partner of BDP. The total cost of these legal services in the six-month period ended June 30, 2012 was \$0.1 million [2011 - nil]. Included in accounts payable and accrued liabilities as at June 30, 2012 is \$0.1 million [December 31, 2011 - \$0.5 million] owing to BDP. These transactions are measured at the exchange amount and were incurred during the normal course of business.

### 19. EARNINGS PER SHARE

Net earnings per share is based on the consolidated net earnings for the period divided by the weighted average number of shares outstanding during the period. Diluted earnings per share are computed in accordance with the treasury stock method, the if-converted method for convertible debentures, and based on the weighted average number of shares and dilutive share equivalents.

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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The following reflects the income and share data used in the basic and diluted earnings per share computations:

	Three-month period ended			nonth ended
	June 30, June 30, June 30, 2012 2011 2012		- /	June 30, 2011
	\$	\$	\$	\$
Net profit attributable to shareholders for basic and diluted earnings per share Add back: interest expense on convertible	8,824	11,994	14,123	16,700
debentures		1,766	_	
Numerator for diluted earnings per share	8,824	13,760	14,123	16,700
Basic weighted average number of shares Dilutive effect of DDCP Dilutive effect of LTIP Dilutive effect of convertible debenture	12,471,648 25,208 74,348	12,334,110 15,137 151,375 2,554,136	12,471,648 24,187 74,348	12,364,828 14,579 119,932
Diluted weighted average number of shares	12,571,204	15,054,758	12,570,183	12,499,339
Basic earnings per share Diluted earnings per share	0.71 0.70	0.97 0.91	1.13 1.12	1.35 1.34

There have been no other transactions involving ordinary shares or potential ordinary shares between the reporting date and the date of completion of these unaudited interim condensed consolidated financial statements.

The convertible unsecured subordinated debentures were excluded from the calculation of the above diluted net earnings per share for the three- and six-month periods ended June 30, 2012 because their effect is anti-dilutive.

### 20. REPORTABLE BUSINESS SEGMENT

The Company is managed as a single business segment that manufactures and distributes grain handling, storage and conditioning equipment. The Company determines and presents business segments based on the information provided internally to the CEO, who is Ag Growth's Chief Operating Decision Maker ["CODM"]. When making resource allocation decisions, the CODM evaluates the operating results of the consolidated entity.

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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All segment revenue is derived wholly from external customers and as the Company has a single reportable segment, inter-segment revenue is nil.

Property, plant and equipment, goodwill, intangible assets and available for sale

	Revenue				inve	estments
	Three-month period ended		Six-month period ended		As at	As at
	June 30, 2012 \$	June 30, 2011 \$	June 30, 2012 \$	June 30, 2011 \$	June 30, 2012 \$	December 31, 2011 \$
Canada United States	26,677 47,953	19,247 54,475	46,114 92,619	35,173 94,319	152,529 63,766	152,411 64.787
International	23,485 98,115	14,389 88,111	31,737 170,470	25,684 155,176	10,162 226,457	10,422

The revenue information above is based on the location of the customer. The Company has no single customer that represents 10% or more of the Company's revenue.

### 21. COMMITMENTS AND CONTINGENCIES

# [a] Contractual commitment for the purchase of property, plant and equipment

As of the reporting date, the Company had no commitments to purchase property, plant and equipment.

### [b] Letters of credit

As at June 30, 2012, the Company has outstanding letters of credit in the amount of \$1,572 [December 31, 2011 - \$319].

# NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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### [c] Operating leases

The Company leases office and manufacturing equipment, warehouse facilities and vehicles under operating leases with minimum aggregate rent payable in the future as follows:

Remaining within the current year	444
After current year	2,886
	3,330

These leases have a life of between one and ten years with no renewal options included in the contracts.

During the three- and six-month periods ended June 30, 2012, the Company recognized an expense of \$250 and \$496 [2011 - \$231 and \$486] for leasing contracts. This amount relates only to minimum lease payments.

### [d] Legal actions

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

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Transfer Agent: Computershare Investor Services Inc.

Shares Listed: Toronto Stock Exchange

Stock Symbol: AFN

### **Officers**

Gary Anderson, President, Chief Executive Officer and Director
Steve Sommerfeld, CA, Executive Vice President and Chief Financial Officer
Dan Donner, Senior Vice President, Sales and Marketing
Paul Franzmann, CA, Senior Vice President, Operations
Ron Braun, Vice President, Portable Grain Handling
Paul Brisebois, Vice President, Marketing
Tim Close, Vice President, Stategic Planning and Development
Gurcan Kocdag, Vice President, Storage and Conditioning
Craig Nimegeers, Vice President, Engineering
Nicolle Parker, Vice President, Finance and Integration
Arto Sainio, Managing Director, European Operations
Tom Zant, Vice President, Commercial
Eric Lister, Q.C., Counsel

### **Directors**

Gary Anderson
John R. Brodie, FCA, Audit Committee Chairman
Bill Lambert, Board of Directors Chairman
Bill Maslechko, Governance Committee Chairman
David White, CA

Additional information relating to the Company, including all public filings, is available on SEDAR (www.sedar.com).