

BUSINESS ON ALL LEVELS.

Business is constantly changing—and so do your needs. With in-depth knowledge and a broad spectrum of services, our professionals keep you competitive and profitable with tailored solutions that cater to the individual needs of your business and goals.



YOUR INDUSTRY, OUR SOLUTION

At MNP, we recognize that no two industries are exactly alike. National in scope, local in focus, our teams deliver informed market insight to ensure that you make the right decisions for your business. We can help you excel in diverse industries and market sectors, including:

- Agriculture
- Credit Unions
- Manufacturing
- Mining
- Not-For-Profit Organizations
- Private Enterprises
- Professionals
- Public Companies
- Public Sector
- Financial Services
- Food and Beverage Processing
- Energy and Utilities
- Real Estate and Construction
- Technology, Media and Telecommunications

ASSURANCE AND ACCOUNTING

Assurance

- International Financial Reporting Standards (IFRS)
- Accounting Standards for Private Enterprises (ASPE)
- Audits and Reviews
- New Pronouncement Implementation
- Due Diligence/Go Public Transactions

Accounting

- Compilations
- Financial Projections and Forecasts
- Bookkeeping
- Complex Accounting Consulting
- CFO/Controller Secondments

We proudly serve and respond to the needs of our clients in the public, private and not-for-profit sectors. Through partner-led engagements, we provide a collaborative, cost-effective approach to doing business and personalized strategies to help organizations succeed across the country and around the world.

For more information, please visit MNP.ca

TAX

Corporate

- Canadian, U.S. and International Corporate Tax Services
- Tax Planning, Structuring and Compliance
- Transfer Pricing
- Cross-Border Tax Services (inbound and outbound)
- Expatriate Tax
- Scientific Research & Experimental Development
- Mergers and Acquisitions
- Transaction and Deal Structuring
- Post-Acquisition Reorganization and or Integration
- Due Diligence Services
- Advance Tax-Ruling Requests

Personal Tax

- Canadian Personal Tax
- U.S. Personal Tax
- Trust and Estate Tax
- Succession Planning
- Personal Wealth Planning

Indirect Tax

- Business Start-Up and Expansion Planning
- Systems and Procedures Development and Review
- Purchasing or Selling a Business
- Audit and Appeal Services

ADVISORY

Business Consulting

- Strategy and Planning
- Organization and People
- Performance Improvement
- Research and Analytics

Corporate Finance

- Capital Market Consulting
- Mergers, Acquisitions and Divestitures
- Transaction Advisory Services
- Due Diligence

Succession

- Retirement Planning
- Strategic Business Planning
- Transfer of Management

Investigative and Forensic Services

- Litigation Support
- Insurance Advisory and Claims Quantification
- Valuations for Business Transactions and Financial Reporting
- Investigations and Computer Forensics
- Fairness Opinions

Technology Solutions

- Cyber Security
- Managed Security Services
- Digital Services
- Data and Information Dynamics
- Applications and Operations

Enterprise Risk

- Governance and Risk Management
- CEO / CFO Certification Services
- Internal Audit Services
- Technology Risk Services
- Business Resilience Services

Corporate Recovery

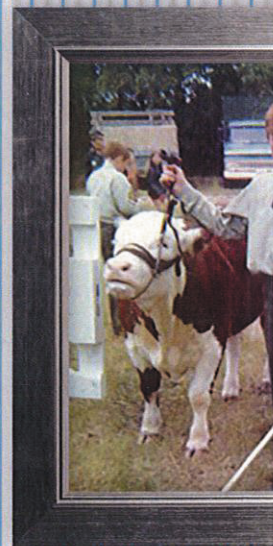
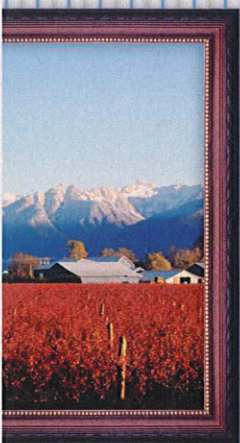
- Informal and Formal Restructurings
- Class Action Claims Administration and Estates
- Corporate Restructuring Advisory

transition ▶ smart™

Succession planning that works for

FARM & FAMILY

Take the assessment at www.transitionsmart.ca



Since most farm owners have 80% of their net worth tied up in their operation, having a plan to maximize that value upon retirement should be a top priority. Yet, only 7% of Canadian farmers have a formal succession plan in place. If you don't have a transition plan or need to update yours, MNP can help you and your family.

WHAT IS TransitionSMART™?

Leveraging more than 65 years of business succession experience, MNP has created TransitionSMART™ to help farmers develop a strategic plan so you can transition from your operation on your terms. TransitionSMART™ is a comprehensive succession program that accounts for every aspect of the succession process including tax and estate planning, wealth and asset management and valuations – all designed to meet your personal objectives. This program was created specifically for the Agriculture industry to ensure every step of the transition planning process is considered, leaving nothing to chance. To develop your comprehensive TransitionSMART™ plan, we address the following key areas:

- 1) **Identifying Objectives:** By outlining your expectations, we'll work together to develop your objectives, which are the foundation of your transition plan.
- 2) **Retirement Plan:** A financial plan that outlines where money will come from and how it will be spent. It also addresses tax implications regarding annual living and if you relocate when you retire.
- 3) **Training and Development Plan (Successor):** A skills profile outlining what is needed to manage the farm. The plan also identifies skill gaps for key stakeholders and a performance review mechanism to gauge progress in training and development.
- 4) **Farm Business Plan:** By assessing net worth and reviewing business financials, we help you build a plan that meets your immediate needs and retirement goals.
- 5) **Management Control and Labour Transfer Plan:** An outline of how everyday activities will be managed including roles, responsibilities and authorities for managing the operation on a daily basis.
- 6) **Ownership transfer Plan:** Overview of how the farm business is currently structured and how this will change during the transfer process. It includes an inventory and valuation of assets, legal agreements, addresses new tax implications and much more.
- 7) **Implementation Timetable:** A summary outlining the overall timing of key activities within the transition process so they can be monitored, measured and amended.
- 8) **Communication Plan:** Is an outline of the process by which the family communicates and makes decisions on key issues during the transfer process.
- 9) **Contingency Plan:** Identifies risks and lists factors that may affect your transition plan including: death, disability, disillusionment, divorce, illness or business downturn.

PROPER TIMING IS KEY

In the planning process, time is your ally. We always hope for the best, but need to plan for the worst. That's why owners should start developing their transition plan during the critical window of time before they want to leave their business, between ten years and three years prior to your desired retirement date.

PLANNING YOUR TRANSITION STRATEGY HAS MANY REWARDS

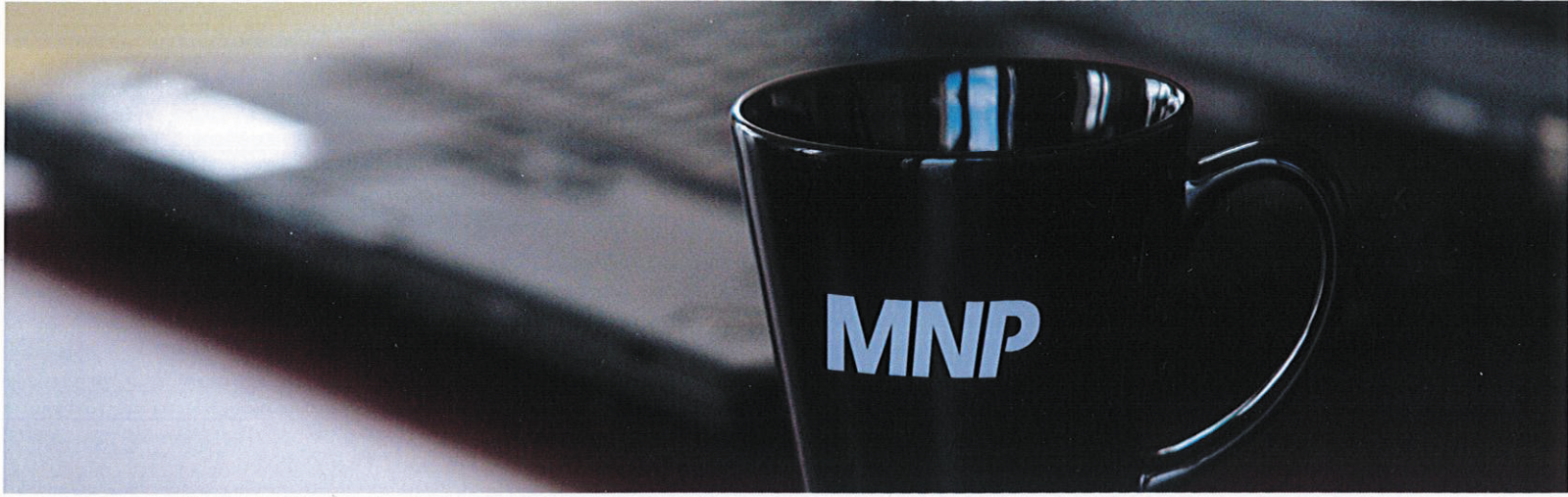
A comprehensive transition plan offers farmers numerous financial benefits including the time to properly structure your operation as a true investment. This allows you to groom a successor, preserve the value invested in your operation, capitalize on tax opportunities, protect your farm from creditors and maximize its value along the way.

Implementing your TransitionSMART™ plan early, also gives you control over how and when you will transition from your farm, because you can assess your financial goals against market realities with greater accuracy. A TransitionSMART™ plan delivers several non-financial benefits as it simplifies your affairs, provides clarity to everyone involved, helps reduce overall anxiety and stress as well as provides the opportunity to maximize your chances of achieving all of your personal and operational objectives before you retire.

WHAT ARE MY TRANSITION OPTIONS?

With your TransitionSMART™ advisor to guide you through each phase of the process, you will be presented with a range of options based on your unique situation. Whether you plan to sell your farm to an outside buyer or transfer ownership to family, your TransitionSMART™ advisor will determine the most viable strategy so your future turns out just as you imagined it would.





ABOUT MNP

MNP is a leading national accounting, tax and business consulting firm in Canada. We proudly serve and respond to the needs of our clients in the public, private and not-for-profit sectors. Through partner-led engagements, we provide a collaborative, cost-effective approach to doing business and personalized strategies to help organizations succeed across the country and around the world.

CONTACT US

For more information on our TransitionSMART™ program, contact Bob Tosh at 306.664.8303 or bob.tosh@mnp.ca

Visit us at TransitionSMART.ca

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BESTEMPLOYER

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takes you.



Praxity
MEMBER
GLOBAL ALLIANCE OF
INDEPENDENT FIRMS

Praxity AISBL is a global alliance of independent firms. Organised as an international not-for-profit entity under Belgium law, Praxity has its executive office in Epsom. Praxity – Global Alliance Limited is a not-for-profit company registered in England and Wales, limited by guarantee, and has its registered office in England. As an Alliance, Praxity does not practice the profession of public accountancy or provide audit, tax, consulting or other professional services of any type to third parties. The Alliance does not constitute a joint venture, partnership or network between participating firms. Because the Alliance firms are independent, Praxity does not guarantee the services or the quality of services provided by participating firms.