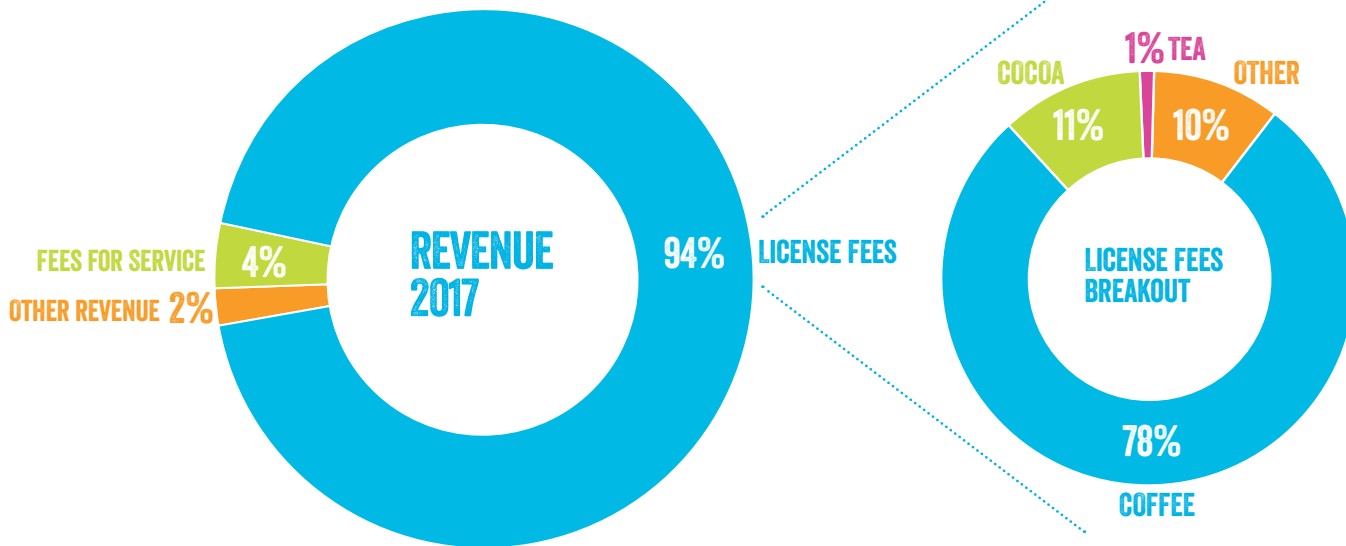


FINANCE FIGURES

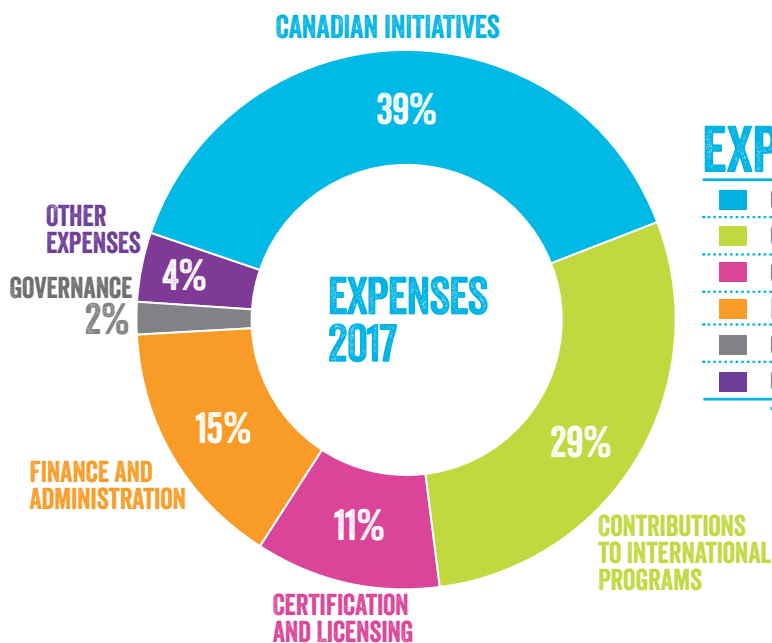


REVENUE 2017

LICENSE FEES	\$1,997,795	94%
FEES FOR SERVICE	\$85,910	4%
OTHER REVENUE	\$40,177	2%
TOTAL	\$2,123,882	

LICENSE FEES BREAKOUT

COFFEE	\$1,553,102	78%
COCOA	\$212,849	11%
TEA	\$28,188	1%
OTHER	\$203,656	10%



EXPENSES 2017

CANADIAN INITIATIVES	\$836,539	39%
CONTRIBUTIONS TO INTERNATIONAL PROGRAMS	\$626,522	29% ¹
CERTIFICATION AND LICENSING	\$239,051	11%
FINANCE AND ADMINISTRATION	\$320,811	15%
GOVERNANCE	\$41,043	2%
OTHER EXPENSES	\$77,718	4% ²
TOTAL	\$2,141,684	

COMPLETE AUDITED FINANCIAL STATEMENTS ARE AVAILABLE ON OUR WEBSITE: FAIRTRADE.CA/REPORTS

¹ A percentage of license fees is passed on to the global Fairtrade system to provide funding for producer support services, Standards and price setting, monitoring and evaluation, and much more.

² Foreign exchange and bad debts less amount collected