



LIVRES CANADA BOOKS®

# Annual Report 2021–2022

**LIVRES CANADA BOOKS**  
**2021–2022 Annual Report**

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# Chair's Message

As I write this, we are experiencing our third pandemic summer. Such a thought would have been unimaginable in the Before Times. But for all the challenges the last 2+ years have brought for the book industry, we have also demonstrated that our sector is dynamic, creative, flexible, and resilient. Canadian independent publishers have proven time and again that they respond with dynamism to the changing needs of the marketplace—whether highlighting new voices, evolving new formats, increasing discoverability, enhancing accessibility, or reaching new international markets.

With Canada's Guest of Honour role at Frankfurt 2021 now behind us, we are keen to build on the success of that initiative and continue to highlight the excellence of Canadian books and bring them to markets and readers around the world. To that end, Livres Canada Books will continue to deepen and expand its presence in the European Union and focus its international business development strategy on Latin American markets.

There are reasons to be optimistic as we look ahead—the return of in-person events and the opportunity to nurture and expand business partnerships in person; the increased awareness of Canadian arts and literature on the world stage; and Livres Canada Books celebrating its 50th anniversary this year!

On behalf of Livres Canada Books and all of the publishers it works with, I would like to express gratitude to the various partners who have supported us over the past year. In particular, the teams at Canadian Heritage and Global Affairs Canada for their ongoing support and flexibility in recognizing our operations' changing circumstances during this extenuating time.

I want to thank the team at Livres Canada Books and Executive Director François Charette for their ongoing dedication to supporting the export activities of Canadian publishers. I would also like to thank the Board members, whose contributions and varied experiences make our organization that much stronger.

I'm honoured to be serving as Chair of Livres Canada Books, following on from Frédéric Gauthier and all the contributions he made as a Board member and Chair.

Congratulations to Livres Canada Books on a fruitful 50 years, and a heartfelt thank you to all LCB staff and partners—past, present, and future! \



**Semareh Al-Hillal**

Chair



# Executive Director's Introduction

We have experienced another year filled with unforeseen events and have successfully overcome them! Once again, I would like to thank everyone in the book sector for displaying such adaptability and creativity in reinventing themselves. The resilience shown by Canadian publishers and book associations astounds me every time. Furthermore, the unwavering support that Livres Canada Books receives from the Department of Canadian Heritage via the Canada Book Fund and International Trade, as well as from Global Affairs Canada, allowed us to respond to evolving needs and have a vibrant presence as the Guest of Honour at the Frankfurt Book Fair—all overseen by the extraordinary employees at Livres Canada Books. I am proud to be part of this team!

We successfully held a collective Canada Stand sporting a new design that drew the attention of the international community and all levels of government present at the Frankfurt Book Fair, optimally promoting publishers and their authors and titles. I'd like to highlight the exceptional work of Gillian Fiset and her team in carrying out this wonderful project.

Livres Canada Books celebrates its 50th anniversary this year at the service of Canadian exporting publishers. For this occasion, we will launch a new visual identity focused on accessibility and the efficient promotion of publishers internationally. We wish to continue building on our success as Guest of Honour at Frankfurt and refine a new 2023–2026 business plan that aims to support emerging and seasoned exporters of Canadian books.

My sincere thanks go to the Chair of Livres Canada Books, Semareh Al-Hillal, and the members of the Board of Directors for their sound management. These experienced publishers allow Livres Canada Books to support the export efforts of all Canadian publishers.

I reiterate my thanks to the Livres Canada Books team, who serve our clients in both official languages. These dedicated professionals develop and administer our programs and services with care while maintaining excellent relationships with publishers, book associations, governments, and our various partners.

I would especially like to thank Francine Bélec Fox, Finance and Operations Manager, for her 12 years of dedicated service. Francine has always been a great ally. She provided us with sound advice and modernized our practices. We wish her a well-deserved retirement. Thank you, Francine! \



**François Charette**

Executive Director



# Thank You to Our Partners!

Livres Canada Books' accomplishments would not have been possible without our many partnerships:

- Department of Canadian Heritage through the Canada Book Fund (CBF) as well as International Trade
- Global Affairs Canada
- Canada Council for the Arts
- International Council for Canadian Studies (ICCS)
- Ontario Creates
- Creative BC
- Société de développement des entreprises culturelles (SODEC)
- Association nationale des éditeurs de livres (ANEL)/Québec Édition
- Association of Canadian Publishers (ACP)
- Association of Canadian University Presses (ACUP)
- Canadian Publishers' Council (CPC)
- Regroupement des éditeurs franco-canadiens (REFC)
- Literary Press Group of Canada (LPG)
- Association of Book Publishers of British Columbia (ABPBC)
- Book Publishers Association of Alberta (BPAA)
- Canada FBM2020/21
- Friesens Corporation
- Marquis
- Union des écrivaines et des écrivains Québécois (UNEQ)
- The Writers' Union of Canada (TWUC)
- Canadian embassies in Germany, Colombia, United Arab Emirates, France, Italy, Mexico, and Norway
- High Commission of Canada in the United Kingdom
- Consulate Generals of Canada in Dubai and in Shanghai
- Québec Government offices in Barcelona, London, and Rome
- Air Canada

Their support has enabled us to develop our international marketing activities to meet publishers' needs.



# 2021–2022 At A Glance

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## Supporting Canadian Publishers

- Foreign Rights Marketing Assistance Program** • 145 funding recipients, special redistributions
- Mentoring - Funding Support** • 2 funding recipients

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## Promoting Canadian Publishing

- Canada Stand** • Frankfurt, Sharjah, Shanghai, Angoulême, Bologna
- Virtual Speed-Dating Meetings** • Arab countries, France, Scotland
- Collective Marketing** • 2021 *Rights Canada* catalogue — 331 titles from 141 publishers  
• 2022 *Canadian Studies Collection* — 92 titles from 31 publishers

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## Building Export Expertise

- Market Guides**
  - 1 new guide and 3 updated guides
- Virtual Trade Mission**
  - Singapore – 12 publishers, corresponding webinar (12 participants), and list of contacts
- Mentoring - Coaching**
  - Brazil – 4 publishers and 29 webinar participants
- Professional Development Webinar**
  - *Selling Digital Books to International University Libraries* – 23 participants
- Export Market Webinars**
  - Mexico – 37 participants
  - The Catalan Book Market – 33 participants

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## Looking Toward The Future

- Business Plans**
  - Continuing to implement projects and activities for the next fiscal year and developing the 2023–2026 Business Plan
- New Brand Identity**
  - To be launched in 2022–2023 for greater visibility, impact, and engagement
- Accessibility**
  - AODA compliance by 2025

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## Building Our Community

- Website**
  - New and improved website and discovery platform
  - WCAG 2.0 Level AA standard compliance
- Conferences**
  - Attendance at 7 conferences
- Blog**
  - 114 blog posts (57 in French and in English)
- Social Media**
  - Information sharing with a diverse and growing audience
- Newsletter**
  - 11 issues with an increased number of subscribers and GDPR compliance

# Mandate and Strategic Directions

The mandate of Livres Canada Books is to support Canadian-owned book publishers in their export sales activities, develop international partnerships, and assist publishers in improving their overall results through a range of services. These services include financial support, promotion, research, training, a collective presence at major international book fairs, and a unique forum for collaboration between English- and French-language publishers in Canada.

## Strategic Goals

- Canadian book publishers maintain and increase their export sales
- Canadian book publishers' research and development, promotions, and ongoing sales activities in international markets are sustained and expanded
- Canadian book publishers are informed about current and future opportunities for innovation
- Canadian book publishers benefit from mentoring services
- Government policies and programs are better adapted to the needs of publishers

## Strategic Objectives

- Canadian book publishers have access to financial resources and targeted services that enable them to compete effectively in the international marketplace
- Canadian book publishers receive world-class information on international book publishing markets
- Canadian book exporters have opportunities to network and exchange information with each other, and their export-related priorities and needs are communicated effectively nationally and internationally
- The diversity of Canadian book publishers — in language, genre, size, and years of export experience — is recognized
- Exchanges between publishers from across Canada are valued and strengthened
- Policy-makers have a better understanding of the needs of book exporters

## Strategic Activities

- Providing direct funding to Canadian exporters
- Facilitating participation in international book fairs and other events
- Creating collective promotional materials and online content
- Supporting the Frankfurt 2021 initiative
- Gathering intelligence on different markets and key export partners
- Providing professional development regarding export and digital publishing
- Creating opportunities for professional networking and information sharing
- Maintaining strong relationships with government partners
- Communicating and sharing information and best practices with publishers
- Developing and managing Livres Canada Books' resources \

# Looking Toward the Future

## Business Plans

Livres Canada Books has been implementing its 2021–2024 Business Plan to support emerging and experienced exporters of Canadian books during this transition period. Our Business Plan targets our traditional export markets (Europe, the US, and the UK) and emerging markets in Latin America. Another strategic focus of the three-year plan is helping publishers access expertise on digital book (ebook and audiobook) distribution and discoverability in international markets, particularly those in the European Union.

As always, the core focus of our business plan is supporting Canadian publishers' export efforts and providing them with value-added services that complement the work done by national book associations and related industry organizations.

The Association has also begun developing its 2023–2026 Business Plan, which builds on the current plan's strategic focus and looks to expand programs and market expertise.

## **New Livres Canada Books Brand Identity**

Since its introduction over ten years ago, the Livres Canada Books brand has been well established and recognized among Canadian and international audiences. Nevertheless, to generate greater visibility, impact, and engagement through our communications materials, we have developed a new look and feel for our logo and other assets. The new identity will be formally launched in the 2022–2023 period.

## **Accessibility**

We continue to evolve our organization's activities to provide accessibility accommodations across our programs and services by 2025, as mandated by the Accessibility for Ontarians with Disabilities Act (AODA). \

## Supporting Canadian Publishers

Livres Canada Books plays a key role in developing and delivering programs and services to Canadian publishers. It has pivoted further to support Canadian publishers during the pandemic.

Throughout the years, Livres Canada Books has maintained its commitment to the following principles:

- Allocating funding support based on cost sharing with participating publishers
- Respecting individual corporate objectives and international marketing strategies
- Managing funds in a manner that is fair, accessible, and effective and that respects sound stewardship and the highest levels of integrity, transparency, and accountability

Programs are continually updated, ensuring an efficient and flexible response to the export needs and priorities of Canadian publishers, thus enabling them to succeed in a constantly evolving export environment. Livres Canada Books prioritizes collecting and analyzing program data so that its activities remain relevant.

In 2021–2022, 139 publishers and 6 national and provincial publisher associations were eligible for direct funding through the [Foreign Rights Marketing Assistance Program \(FRMAP\)](#) and the [Mentoring – Funding Support program](#).

The table below summarizes the applications received and funds allocated in 2021–2022. A complete list of funding recipients, including a breakdown by program, can be found at the end of this report (see Appendix II on page 58).

**In 2021–2022, a total of \$830,755 was allocated.**

Livres Canada Books plays a key role in developing and delivering programs and services to Canadian publishers.

## Applications Received and Funds Allocated in 2021–2022

Applications	Submitted	Eligible	Amount
<b>Foreign Rights Marketing Assistance Program (FRMAP)</b>	156	145	\$824,755
<b>Mentoring - Funding Support</b>	2	2	\$6,000

## Foreign Rights Marketing Assistance Program

Livres Canada Books has administered the [Foreign Rights Marketing Assistance Program \(FRMAP\)](#) on behalf of Canadian Heritage since 1985. This program aims to develop and sustain export sales by Canadian publishers and expand their export markets by providing funding for sales trips and participation in international trade events, such as book fairs and exhibitions. The program operates on a cost-sharing basis between Livres Canada Books and eligible publishers.

### Special Redistribution

Travel restrictions and event cancellations related to the COVID-19 pandemic continued in 2021–2022. With the approval of the Canada Book Fund, Livres Canada Books again redistributed a portion of the Foreign Rights Marketing Assistance Program (FRMAP) to eligible 2021–2022 recipients to cover eligible export expenses other than export sales trips and international trade events.

Livres Canada Books and the Canada Book Fund hope to continue stimulating Canadian publishing houses' export sales by supporting non-travel-related export activities through this special redistribution.

In 2021–2022, of the 145 eligible publishers and national and provincial publishers' associations, 138 received funding for export-related expenses through FRMAP.



**Christy Doucet**

Senior Programs Manager

### 2021–2022

<b>Total claims</b>	101
<b>International trade events</b>	81
<b>Export sales trips</b>	20
<b>Number of delegates</b>	139
<b>Number of recipients for the special redistribution</b>	136

## Mentoring – Funding Support

The Mentoring – Funding Support program provides publishers with the opportunity to benefit from knowledge and expertise gained through their participation in the Livres Canada Books Mentoring – Coaching program. Funding support allows publishers to implement marketing strategies targeted at their selected export markets. The objective is to help small and emerging exporting publishers increase sales to these markets and become eligible for higher levels of funding through the Canada Book Fund.

Mentoring – Funding Support ensures the continuity of mentorship services while helping participating publishers develop their own networks of potential partners. Livres Canada Books has been working to provide support to a greater number of publishers who can benefit from a more targeted approach.

In 2021–2022, Mentoring – Funding Support provided \$3,000 each to two eligible publishers. \



**Viviane Bergevin**  
Administrative Assistant

# Promoting Canadian Publishing

## Canada Stand

The [Canada Stand](#) ranges in size from 36 square metres to nearly 330 square metres at some of the world's largest and most influential book fairs. Publishers choose from an all-inclusive package with fully equipped booths and support services, a pied-à-terre option to conduct meetings at the collective stand (but not display books), or a cost-effective pay-per-title service for exhibiting titles without attending in person. Through the development of virtual book fairs and networking tools, publishers now have access to speed-dating meetings with different countries, online seminars, matchmaking tools, and rights exchange platforms.

The network of major international book fairs and salons remains a driving force for the development of Canadian book exports. International book fairs are meeting places for the entire publishing industry, allowing Canadian publishers to connect with international contacts, build business relationships, network, and sell rights and finished books.

Although there were still numerous pandemic-related cancellations of in-person events during the 2021–2022 period, Livres Canada Books was able to return to some of the industry's most anticipated international book fairs and to offer Canadian publishers first-rate service on the Canada Stand while continuing to organize online speed-dating meetings with international publishers.

Livres Canada Books provides the administrative, logistical, and marketing support that ensures publishers can concentrate on business. Support includes correspondence with book fair organizers, ordering exhibitor passes, customizing furnishings and electrical installations, shipment and delivery of materials to publishers' stands, customs clearance, setup and teardown, and inclusion in the show catalogue and our print and online directories of exhibitors on the Canada Stand.



**Tristian Lee**  
Programs Officer

In addition to organizing the Canada Stand, Livres Canada Books promotes the Canadian publishing industry at international book fairs and conferences by strengthening its worldwide contacts and fostering relationships between international publishers, national publishers' associations, and other trade partners. We also collect leads on behalf of publishers and network with other collective stands to track industry trends and uncover new opportunities for Canadian publishers.

## Frankfurt Book Fair (virtual and in-person October 20–24, 2021) – Guest of Honour

The [Frankfurt Book Fair](#) is the fall season's largest, most important international fair. Participating in this highly anticipated event is a cornerstone in the export strategies of many Canadian publishers.

Livres Canada Books is proud to have managed a newly designed collective stand and a successful in-person and virtual Guest of Honour presence for Canadian publishers. The stand was located at the entrance to Hall 6.0 at A 123 next to the escalators, a choice spot for our year as Guest of Honour. The stand included a 64 m<sup>2</sup> information space featuring a refreshments bar, which proved to be the focal point of the information stand. Thirty-two exhibitors occupied 330 m<sup>2</sup> (including distancing), and we promoted 25 additional titles from 12 publishers who were not present in Frankfurt, representing a total of 44 publishers.

COVID safety protocols, including plexiglass, sanitizers on each table, and setting up a QR code for contact tracing, were implemented for the exhibitors and visitors to operate a safe collective stand.

Livres Canada Books collaborated with Global Affairs Canada to coordinate a virtual project with trade officers. The association also collaborated with International Affairs at Canadian Heritage on another virtual project to assist in booking meetings with new and emerging Canadian publishers and to organize a panel discussion about rights sales.

The Canada Stand had the honour of receiving many special visitors during our Guest of Honour year, including Deputy Minister Isabelle Mondou, Senior Assistant Deputy Minister Joëlle Montminy from Canadian Heritage, Ambassador Stéphane Dion, and His Excellency Whit Grant Fraser. Livres Canada Books was also delighted to have secured generous financial support from partner organizations and sponsor organizations: Canada Book Fund and International Trade at Canadian Heritage, Ontario Creates, Creative BC, Friesens Corporation, Marquis, and Air Canada.



## Sharjah International Book Fair (November 3–13, 2021)

In collaboration with Livres Canada Books, the Consulate General of Canada in Dubai planned a presence in Sharjah in 2021. The Consulate funded the stand, provided shipping for the books, ran the stand, and identified business opportunities on our behalf. Seventeen publishers participated in this initiative.



Sharjah Book Authority  
@SharjahBookAuth

One last meeting brings us together before SIBF 2021 kicks off... Enjoy the highlights of our final networking session at the Publishers Conference.

#SIBF21 مؤتمر الناشرين



5:39 AM · Nov 2, 2021 · Twitter for iPhone

For the third consecutive year, the Combined Book Exhibit invited Canadian publishing houses to participate in the *Sharjah Bestseller & Awards* book exhibit. This initiative allows Canadian publishers to promote up to 50 titles per publishing house (in English and French). The titles are included in a catalogue distributed at the fair, with some sold by Jashanmal Booksellers and Distributors and the bookseller Culture & Co.



## Shanghai International Children's Book Fair (virtual November 19–21, 2021; in-person March 20–22, 2022)

The Consulate General of Canada in Shanghai and Livres Canada Books organized the second Canadian presence at this fair. Twenty publishers participated in this initiative.

The Consulate managed a physical Canada Stand in March, as well as shipping and displaying 70 books, identifying business opportunities, and developing leads. Participating Canadian publishers could access the book fair's online platform to conduct B2B meetings virtually. At the same time, their titles and catalogues were displayed physically, which provided prospective rights buyers with the opportunity to see and feel the content firsthand.

## The Angoulême Festival and International Rights Market (March 16–20, 2022)

The Embassy of Canada to France in collaboration with Canadian Heritage, Livres Canada Books, the Centre culturel du Québec, Québec Édition, Québec BD, and the Librairie du Québec organized the first Canadian collective presence at this Festival. Seven publishers participated in-person in this initiative and 3 participated online. The Embassy supported the presence at the festival and coordinated several events that highlighted Canadian authored titles. Rights meetings took place and books were sold to the public.

## Bologna Children's Book Fair (March 21–24, 2022)

Livres Canada Books and Québec Édition returned to Bologna after pandemic-related cancellations in 2020 and 2021 and held a successful collective stand for participating publishers.

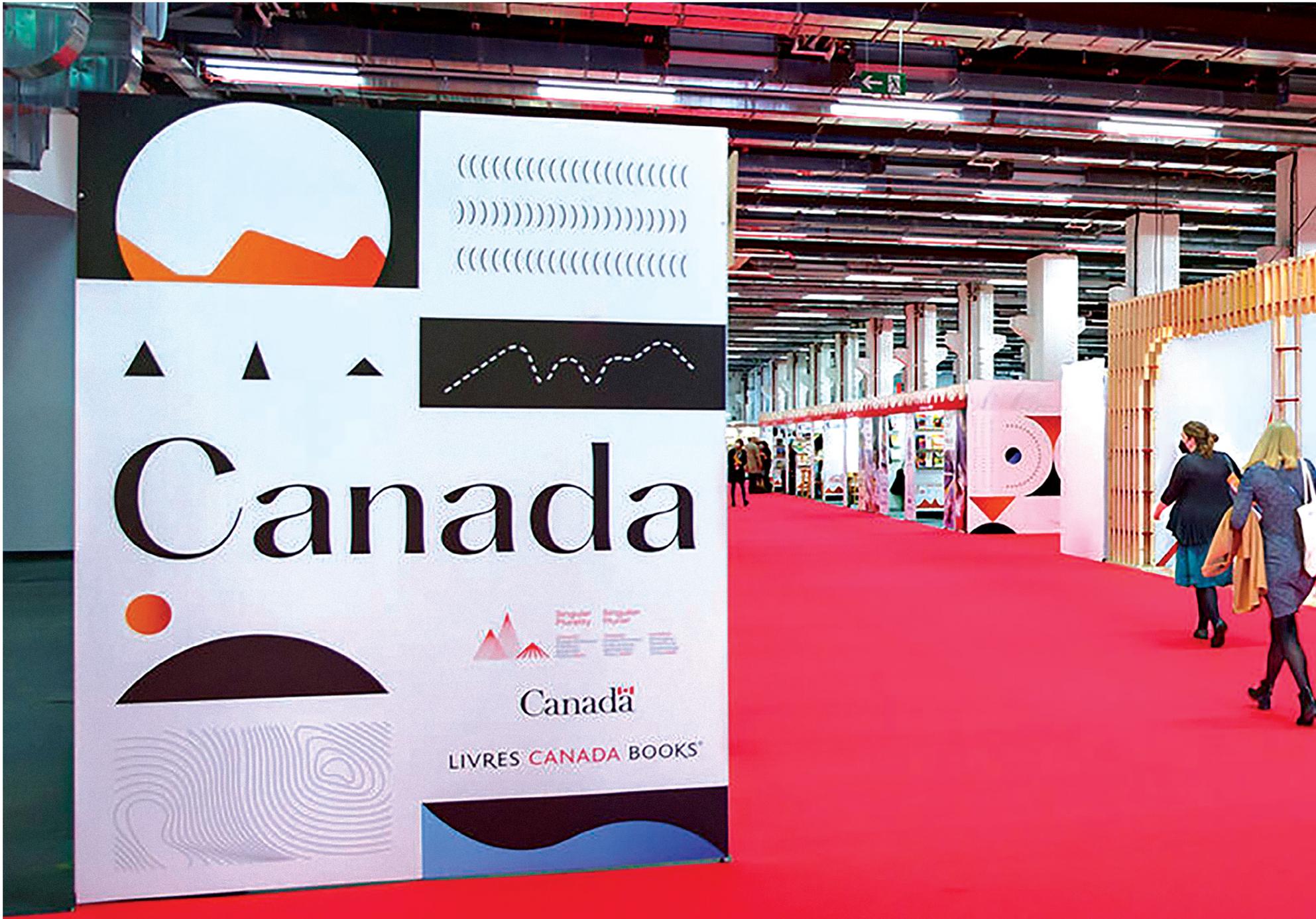
The stand occupied 96 m<sup>2</sup> and had 18 exhibitors, 2 pied-à-terre, and 4 display titles from 2 publishers, for a total of 22 publisher-exhibitors. The stand's design was clear and pleasant, and it was positioned in a choice location in the centre of Hall 26.



## Virtual Speed-Dating Meetings

Organized in collaboration with publishing and cultural organizations worldwide, Livres Canada Books continues to organize [virtual speed-dating meetings](#) as an effective way to restore networking possibilities via digital platforms. These events allowed Canadian publishers to generate new connections. The speed-dating meetings focused on children's books, non-fiction, fiction, comics, and scholarly books. Each session included publisher introductions in a group context, followed by one-on-one meetings in breakout rooms. The goal was to introduce publishers to one another in hopes that they would continue to exchange information and develop business relationships after the meeting, thus creating opportunities to buy and sell rights and finished books.





# Canada



Canada

LIVRES CANADA BOOKS





**Cédric Boutin**  
Communications Officer

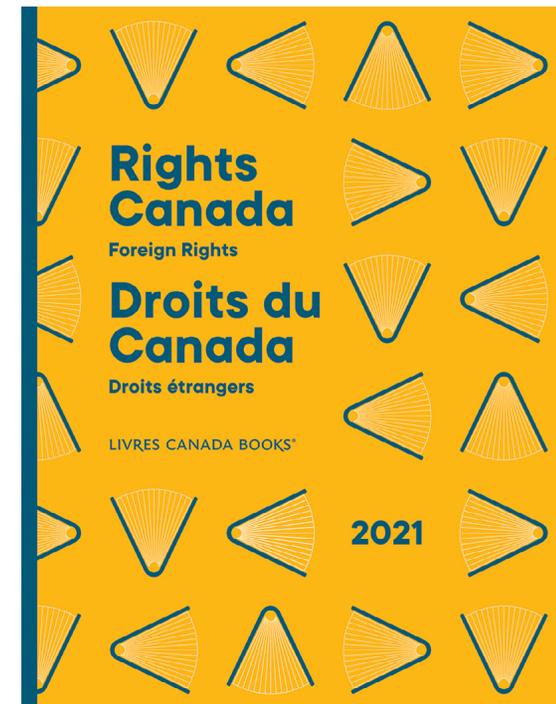
## Collective Marketing

Two major catalogues, *Rights Canada* and the *Canadian Studies Collection*, are produced yearly to promote Canadian publishers, authors, and books internationally. These highly anticipated publications are available online and in print at international book fairs. In addition, all titles submitted to these publications are included in our homepage [title collections](#). The titles in the catalogues are also announced through our social media accounts and targeted promotional campaigns in major industry publications. Physical and digital copies of both catalogues are further distributed to Canadian embassies and consulates through the Cultural Diplomacy offices of Global Affairs Canada.

The 2021 *Rights Canada* catalogue featured 331 titles from 141 publishers — our largest edition yet

### ***Rights Canada***

The 2021 *Rights Canada* catalogue continued with the updated design from 2020 to highlight our Guest of Honour year. We continued to promote the catalogue titles in our collective rights portal on the [Frankfurt Rights](#) platform.



Inclusion in the catalogue remains free of charge, with space allocated on a first-come, first-served basis. Published in advance of the Frankfurt Book Fair, the 2021 *Rights Canada* catalogue featured 331 titles from 141 publishers — our largest edition yet.

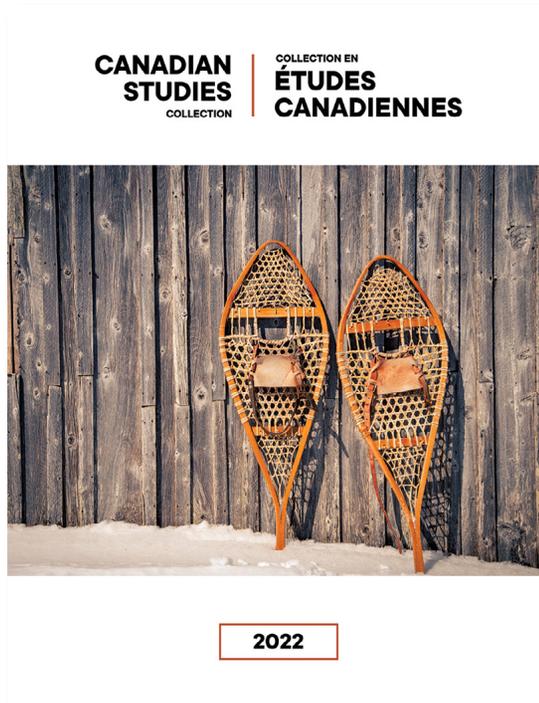
The catalogue also featured seven advertisements from Canadian partner organizations, and we offered half-page ads to our Frankfurt 2021 Canada Stand sponsors: Ontario Creates, BC Creates, Friesens Corporation, Marquis, and Air Canada.

In addition to being promoted and distributed at international book fairs and to international publishing contacts, the catalogue was advertised in special book fair editions of *Publishers Weekly* and *Publishing Perspectives*. The catalogue is also available for [download](#) from the Livres Canada Books website. The digital catalogue includes live links to titles on the participating publishers' websites and the publishers' email addresses.

### **Canadian Studies Collection**

The 2022 *Canadian Studies Collection* highlighted 92 titles from 31 publishers. The catalogue also featured four advertisements from publishers and partner organizations. Subject areas covered include Indigenous studies, arts and culture, biography and memoir, economics, environment and geography, history, political science, literature and literary criticism, and the social sciences.

The print version is distributed to Canadian Studies association meetings, events, and conferences worldwide. With help from the International Council for Canadian Studies (ICCS), the *Collection* is distributed digitally to networks of Canadianists and Canadian Studies scholars. The *Collection*, also advertised in two editions of *Publishers Weekly*, is available for [download](#) from the Livres Canada Books website. \



The 2022 *Canadian Studies Collection* highlighted 92 titles from 31 publishers

# Building Export Expertise

## Mentoring - Coaching

Aimed at the specific needs of emerging exporting publishers, the Livres Canada Books [Mentoring - Coaching](#) program helps eligible publishers become familiar with export sales strategies, meet with stakeholders in target markets, and properly evaluate the effort needed to penetrate these markets.

The program is open to publishers who require additional support – beyond financial assistance – geared to their specific circumstances. The 2021–2022 program, focused on Brazil, was offered to Francophone and Anglophone participants. Four publishers benefitted from the direct mentorship with the consultants, and 29 people registered for the market overview webinar.

The objective of the Mentoring Program - Brazil was to provide export expertise to a group of eligible publishers to help familiarize them with export activities in Brazil (examination and evaluation of their export potential, promotional activities, distribution mechanisms, co-editions, and rights sales). The 2021–2022 program activities included a webinar that provided an overview of Brazilian publishing, including rights sales, distribution, and one-on-one online video sessions between individual publishers and the consultant, Breno Lerner, to determine the eligible publishers' potential in the Brazilian market and to develop their export strategy.

The Mentoring Program formula continues to show positive results. Participants appreciate the clear, concrete advice and the sessions tailored to address their particular needs and concerns.

## Webinar on Exporting to Brazil

Mentoring Program publishers, among others, attended a [webinar](#) in February 2022 presented by Fernanda Dantas of the Brazilian Book Chamber. The webinar provided an overview of the Brazilian book market and new perspectives on how Canadian publishers can maximize their export potential.

## Expert Profile

### Brazil

**Breno Lerner** has been in the book publishing business for over 40 years, 28 of which were dedicated as CEO of Editora Melhoramentos, the oldest and one of the biggest publishing houses in Brazil, with an average income of 15 million USD, and previously as Publishing Director at Abril Cultural, the leader in selling editorial products and books through 25,000 newsstands in the country and in a joint venture with Bertelsmann/Germany, founded the Brazilian Book Club that reached 2 million subscribers. He currently sits on the Board of Directors of the Brazilian Publishers Association, the Câmara Brasileira do livro, and works in market relations for digital products and services for Skeelo Editora, a brand-new company in Brazil, dedicated to selling and distributing e-books, audiobooks, and mini books through digital channels, reaching 148 million subscribers, and selling 1.1 billion books in 2 years.

**Fernanda Dantas** holds a B.A. in History from Pontifícia Universidade Católica de São Paulo (PUC-SP) and specializations in Management and Marketing. She worked from 2001 to 2005 in non-profit organizations developing, implementing, and managing projects to support NGOs in becoming more practical and effective, expanding social participation, and community mobilization. She also taught vocational training courses for Senac São Paulo. In 2005, she became a partner of an organic products food shop, where she remained for nine years. In 2015, Fernanda joined the Brazilian Book Chamber (CBL) International Affairs team, assuming the management of the Brazilian Publishers Project, a partnership between CBL and Apex-Brasil (Brazilian trade and promotion investment agency). As International Affairs Manager at the CBL, she led the first professional days and the guest of honour program at the 2018 São Paulo International Book Fair. She is currently working on rebuilding the international participation strategy and is responsible for the digital transformation of the Brazilian Publishers Project.



**Gabrielle Etcheverry**  
Manager, Communications

## Market Guides

Our collection of over 50 market guides for Canadian publishers are written by industry experts to provide the best, most up-to-date information on export markets. Providing intelligence about specific foreign markets and significant market segments – such as children’s books, academic and scholarly books, retail, wholesale, and libraries – these guides continue to be go-to references for Canadian publishers in formulating and refining their export strategies.

Offered for sale on the Livres Canada Books website and through DeMarque’s ebook distribution platform Cantook, the guides are also available free to eligible recipients of the FRMAP and Mentoring programs. In 2021–2022, over 300 market guides and market guide excerpts, in both official languages, were downloaded free from our website.

In 2021–2022, Livres Canada Books published one new guide on selling books in Colombia and three guide updates on distribution and sales in the United States.

*[Selling Canadian Books in Colombia \(2022\)](#)* by the Centro Regional para el Fomento del Libro en América Latina y el Caribe (CERLALC)

*[Distribution and Sales in the US: Part 1 \(2022\)](#)* by Michael Johnson

*[Distribution and Sales in the US: Part 2 \(2022\)](#)* by Michael Johnson

*[Distribution and Sales in the US: Part 3 \(2022\)](#)* by Michael Johnson

In 2021–2022, over 300 market guides and market guide excerpts, in both official languages, were downloaded free from our website

## Expert Profiles

### **The Centro Regional para el Fomento del Libro en America Latina y el Caribe (CERLALC)**

*Selling Canadian Books in Colombia:  
A Guide for Canadian Publishers*

CERLALC [Regional Centre for Book Promotion in Latin America and the Caribbean] was created through a joint initiative between UNESCO and the Colombian Government. A co-operation agreement was signed on April 23, 1971, after a UNESCO General Conference recommended establishing book promotion centres in different regions around the world. Its headquarters are in Bogotá. CERLALC acts as a think-tank and advises its member states' governments on reading, libraries, copyright laws, and the book publishing sector.

CERLALC has extensive experience in producing studies and compiling statistics on book publishing. Since 2006, CERLALC has published *El espacio iberoamericano del libro* every two years. It provides a comparative view of a 19-country publishing sector and its relationships with Spain and Portugal. Year after year, CERLALC processes and consolidates the data from the region's national ISBN agencies, an important source of information for tracking the production of titles, characterizing the supply of published books, and identifying the agents publishing these books.

### **Michael Johnson**

*Distribution and Sales in the US  
(Parts 1, 2, and 3)*

Michael Johnson has been in the book distribution business for almost 40 years. Eighteen were at Follett Corporation, where he held various jobs across several divisions, including running Follett Digital Resources. Michael also has a long history in creating and distributing digital content, both ebooks and e-textbooks. His first ebook delivery platform was deployed in 2001, and that system is still in use today. In 2008, he founded the strategic consulting firm Full Potential Associates, which focuses on the blend of publishing/technology/education. His consulting puts him in an excellent position to keep tabs on all aspects of the publishing and sales ecosystem. Michael is currently the Director of Content Partnerships at Benetech. This international non-profit focuses on helping publishers create and distribute fully accessible digital content for readers with print disabilities.

## Webinars

To reach a greater number of publishers by eliminating travel costs, Livres Canada Books has been offering professional development and export market webinars since 2011. This online training is delivered by industry experts who address topics of interest to both veteran and emerging exporters. Our export market webinars help publishers prepare for international book fairs, while our professional development webinars provide expertise on trends and innovations in digital publishing.

Video recordings of the webinars can be viewed on our YouTube channel. They are also free on the Livres Canada Books website, along with downloadable versions of the presentations in both English and French

Livres Canada Books now provides simultaneous English and French interpretation for all our webinars to facilitate understanding across languages. Each webinar includes an interactive question and answer session with the presenters. This year, evaluations were once again overwhelmingly positive.

This fiscal year, a total of 134 publishers and other industry stakeholders registered for our webinars, including those on the Brazilian market under the Mentoring Program and the trade mission to Singapore. All webinars were provided free of charge. Video recordings of the webinars can be viewed on [our YouTube channel](#). They are also free on the Livres Canada Books [website](#), along with downloadable versions of the presentations in both English and French.

### Professional Development Webinar

In March 2022, Livres Canada Books organized a digital publishing webinar on [Selling Digital Books to International University Libraries](#), hosted by Stéphane Labbé, Ph.D. This practical, hands-on webinar provided publishers with knowledge aimed at helping them sell digital titles to international university libraries in the German, French, Belgian, Swiss, Spanish, and Italian book markets.

### Export Market Webinars

Each year, Livres Canada Books provides export market webinars aimed at Canadian book publishers interested in learning more about particular international markets.

### Exporting to Mexico

In October 2021, Livres Canada Books held a highly informative webinar on [exporting to Mexico](#) presented by Piedad Saenz, the founder of LadyBooks literary agency. As an established strategic trade partner, Mexico has become an ever-important market for Canadian businesses, including publishers looking for opportunities to export their books abroad. A dynamic publishing industry in its own right, Mexico is also a bridge to other Spanish-language markets in the Americas and has become a dominant force in Spanish-language publishing worldwide.

### The Catalan Book Market

In January 2022, Livres Canada Books held a second export market webinar providing an overview of [the Catalan book market](#) hosted by Gonçal López-Pampló Rius and Marina Espasa. Located in the northeastern region of Spain, Catalonia boasts a unique linguistic and literary tradition with ties to Spanish history and culture. Perhaps best known for the region's capital, Barcelona, this flourishing publishing sector has helped foster interest in and knowledge of the Catalan language and literature worldwide.

## Expert Profiles

### Selling Digital Books to International University Libraries

**Stéphane Labbé**, Ph.D., is a strategic advisor and researcher focusing on culture and communications. Since 2013, he has helmed a company that specializes in consulting, research, and publishing. As such, he works with Canadian and European publishing companies, as well as ministries and professional associations in Canada. He has headed several publishing companies and researched the culture and communications sector. Stéphane teaches in the DESS (Graduate Diploma in Advanced Special Studies) program in publishing and digital publishing at Université de Sherbrooke and at École de bibliothéconomie et des sciences de l'information (School of Library and Information Sciences) at Université de Montréal.

A report on the same subject was published in 2021–2022 :

[\*Selling Digital Books to International University Libraries: A Guide for Canadian Publishers\* \(2022\)](#)

### Exporting to Mexico

**Piedad Saenz**, founder of the literary agency LadyBooks, has built on more than fifteen years of publishing experience in South and North America after working for Canadian publishing companies and at Fondo de Cultura Económica, one of the largest publishers in the Spanish-language market, with branches in Argentina, Brazil, Chile, Colombia, Spain, Guatemala, Peru, and Venezuela. Piedad has vast and diverse experience in marketing, business development, and contract negotiation and rights, as well as a strong understanding of digital challenges. Her excellent publishing contacts in South and North America and continuous travel between the two continents have given her an authentic view of the region's cultural particularities.

### The Catalan Book Market

**Marina Espasa** is the author of two novels, *La dona que es va perdre* (2012) and *El dia del cérvol* (2016). She writes literary criticism for the daily newspaper *Ara* and has translated works by Virginie Despentes, H. D. Thoreau, Judith Butler, Rebecca Solnit, and Deborah Levy into Catalan. Between 2002 and 2011, she collaborated on different television programs about books in her role as a cultural journalist. Between 2016 and 2019, she was the Head of Barcelona City Council's UNESCO Barcelona City of Literature Office. Since 2021, she has been responsible for programming literary events at the bookstore Finestres, which she co-founded.

**Gonçal López-Pampló Rius** is the editor-in-chief of Edicions Bromera, as well as a Catalan Language and Literature Lecturer at the University of Valencia. He has a degree in Catalan Studies and another in English Studies. In 2016, he earned his Ph.D. with a doctoral dissertation on literary theory. He is a current member of the board of Editors.cat (Catalan Publishers Association) and the vice-president of the AEPV (Valencian Publishers Association).

## Virtual Trade Mission

From December 9 to 16, 2021, Livres Canada Books led a successful virtual trade mission to explore the Singaporean book market in collaboration with the Singapore Book Publishers Association. A 12-member delegation representing French- and English-language publishers and the Canadian book industry met with key Singaporean industry members, including relevant publishers, distributors, and associations. The delegation held nearly 40 meetings. The mission also conducted a virtual visit to the Kinokuniya bookstore and a combined tour of several libraries within the National Library Board network to understand the different facets of the Singaporean publishing market.

Special thanks to Cecilia Woo, Managing Director, and Ulric Sin, Assistant General Manager, Secretariat of the Singapore Book Publishers Association (SBPA), and Peter Schoppert, Director, NUS Press, for their collaboration in building a network between Singaporean and Canadian publishers.

Following the mission, a detailed contact list was compiled for Canadian publishers to build business relationships in this market. Members of the delegation also held an [online discussion](#) of the market intelligence gathered for publishers who could not join the delegation. The contact list is available, in English and French, as a [free download](#) on the Livres Canada Books website.

Since 2005, Livres Canada Books has been exploring new and emerging markets that hold potential for Canadian publishers through our trade missions. The information gathered during the missions helps publishers diversify their exports by improving their knowledge of these markets and how to access them. Publishers have reported deals with new partners as a direct result of these missions. A complete list of trade missions is below. \

### Past Missions

Year	Country	Year	Country
2005	Japan	2015	Israel
2008	India	2016	Colombia
2010	Brazil	2017	China
2011	Scandinavia	2018	Germany
2012	Russia	2019	Sharjah
2013	South Korea	2020	Spain (virtual)
2014	Turkey		

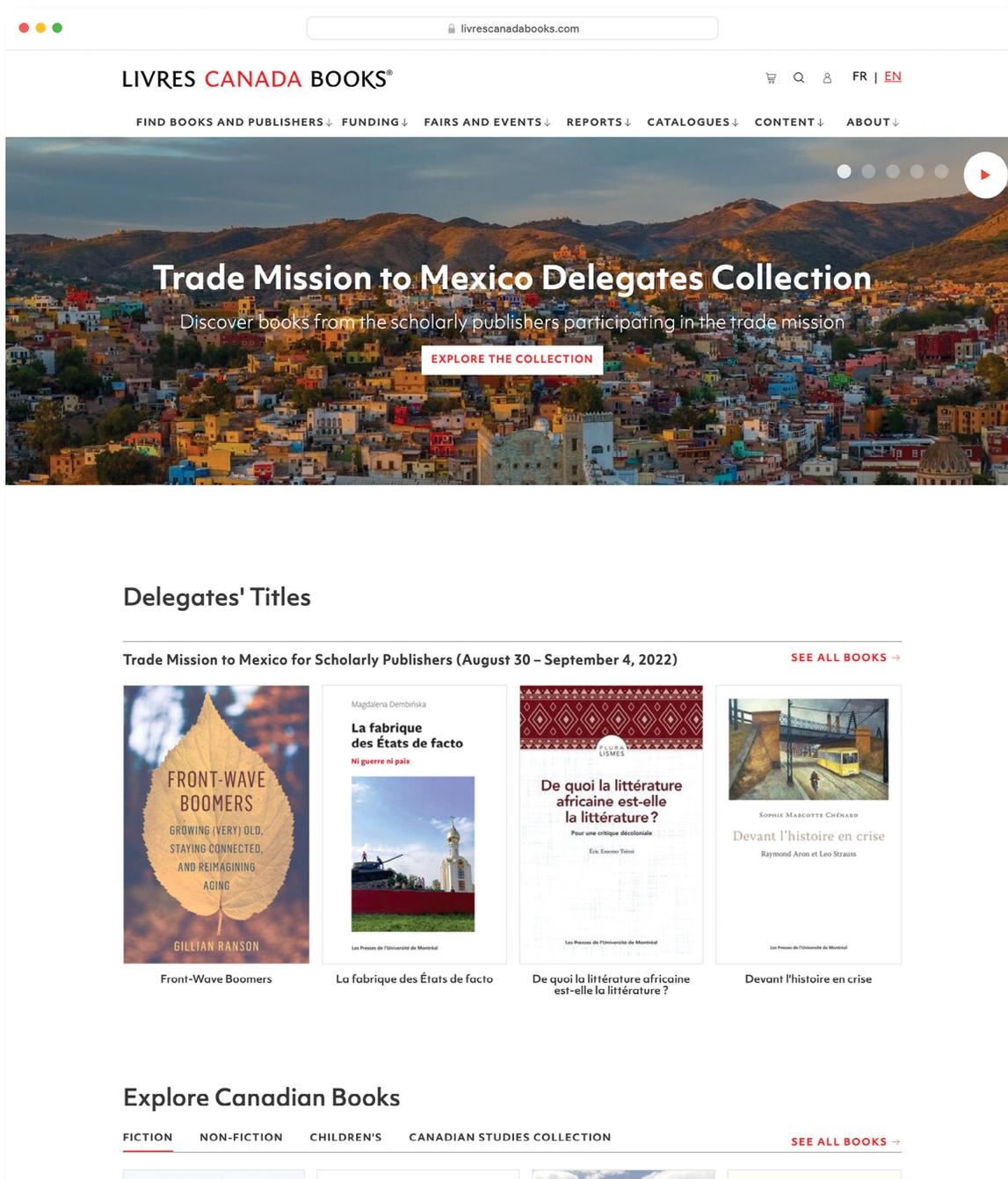
# Building Our Community

Livres Canada Books is intent on making sure that Canadian publishers are always informed about and involved in our activities. We reach out to currently participating publishers and beyond in several ways, including via our website, blog, social media, and newsletter.

## Website

We launched our updated and improved [website and discovery platform](#), providing a more robust collective online presence and visibility for Canadian publishers among international audiences, as well as more avenues for international buyers to discover Canadian titles and connect with Canadian rights managers and publishing representatives. Users can explore a large title listing (5,000+ ISBNs) via various search and browse options.

An essential component of our communication efforts, our WCAG 2.0 Level AA compliant website allows Canadian publishers to download [market guides](#), register for [webinars and fairs](#), and learn about our [services and programs](#). It functions as an information hub and as a point of contact between the international community, Canadian publishers, and other partners. Over the 2021–2022 fiscal year, the Livres Canada Books website had 25,509 new visitors from Canada and around the globe, including the US, France, India, the UK, Germany, Italy, Indonesia, China, and Australia.



## Blog

Our [blog](#) is another key source of information about Canadian publishing, export and international markets, industry news, international publishing events, and professional development opportunities. Posts include the following topics:

- Event and fair summaries
- Publisher profiles
- Industry news
- Market profiles
- Market guide excerpts

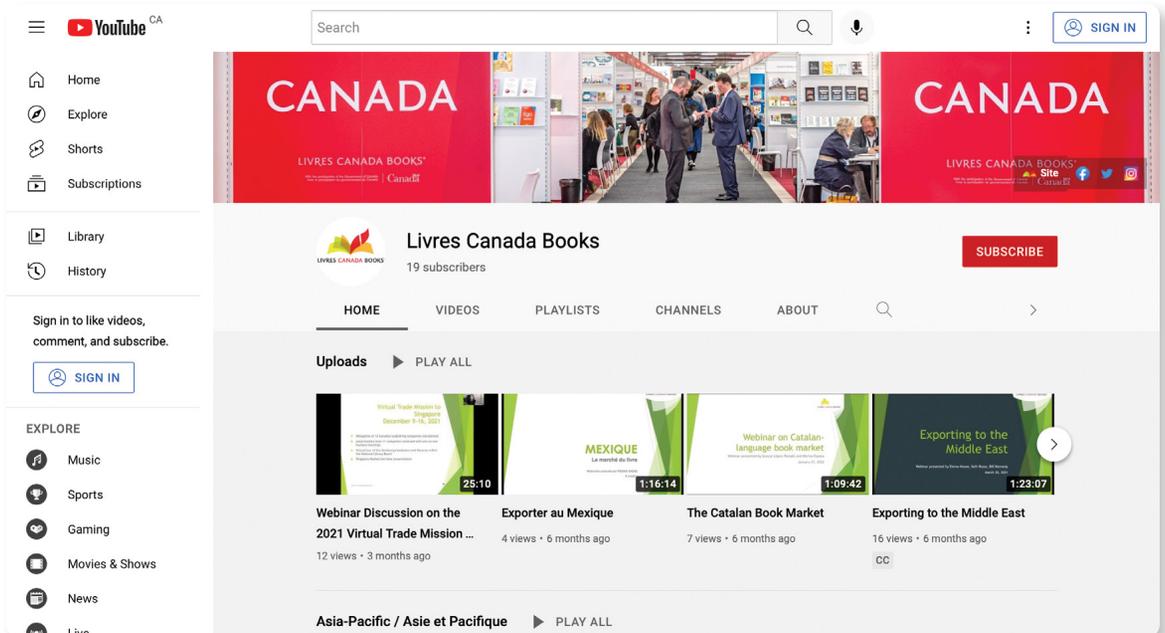
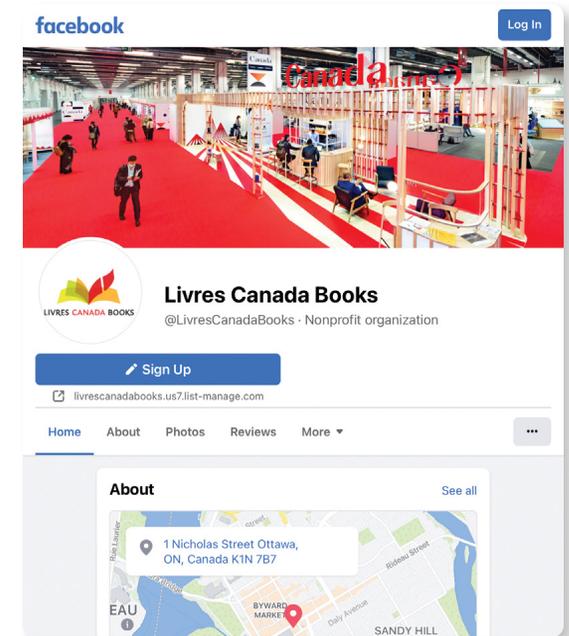
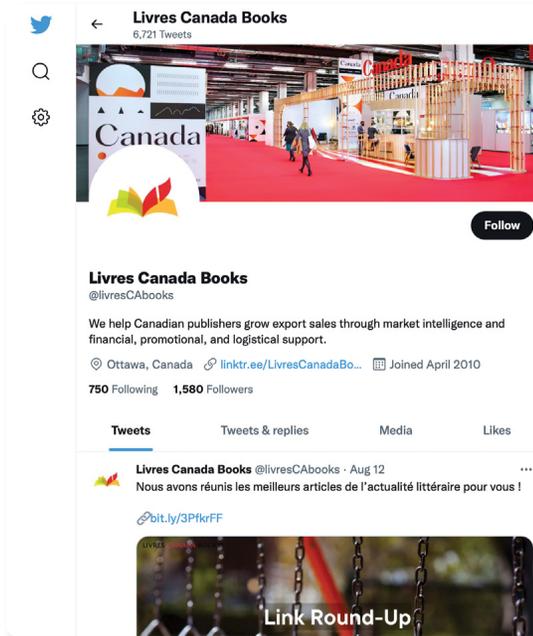
In 2021–2022, we experimented with new formats. We created our own podcast, [B2B: Bookfair Beginners to Bosses](#), to provide key insights into entering new book export markets in an era of limited international travel and information on emerging events and networking technologies. Episode topics include tips for publishers exporting to a new market for the first time, new event and networking tools and technologies in the COVID age, and how to connect with international market experts and make the most of their expertise.

## Social Media

Livres Canada Books strives to create and share content that promotes our programs and products, establishes our expertise on export, and fosters community engagement. We regularly post on [Twitter](#), [Facebook](#), [YouTube](#), [Instagram](#), and [LinkedIn](#) to provide information on digital and international publishing news, inform publishers of our programs and services, and promote Canadian publishers and their titles. We also promote Canadian publishing on social media before, during, and after international publishing events to reach a network of followers interested in Canadian books, authors, and publishers.

After revamping our [Instagram](#) account in 2020–2021, we updated the look and feel of our posts and stories to reflect the dynamism of the Canadian publishing industry and our organization. By promoting our activities on this platform and sharing videos and images of fairs and events with our network, we were able to increase our follower count by over 15%.

Our audience—largely made up of Canadian publishing professionals, including agents, editors, rights managers, and authors—has been growing steadily. Our Facebook page has 1,645 likes and 1,760 followers, primarily from Canada and the United States, as well as France, Germany, and Brazil. Our Twitter account has 1,578 followers.



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**About**  
 Our wide-ranging market intelligence products and services provide unique market insights to help Canadian publishers discover opportunities, monitor trends, develop strategies and hone their export marketing efforts. [Li... see more](#)  
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**Livres Canada Books**  
 Publisher  
 Supporting Canadian book exports since 1972 / Offre du soutien aux éditeurs-exportateurs canadiens depuis 1972  
[linktr.ee/LivresCanadaBooks](https://linktr.ee/LivresCanadaBooks)

LBF 2022 BCBF 2022 FBM 2021

POSTS REELS TAGGED

**Exporting to Spain**  
 Free webinar September 8



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# News



- LIVRES CANADA BOOKS BUSINESS
- EXPORT EXPERTISE
- PROMOTION
- CANADA STAND
- PROGRAMS
- SUCCESS STORIES

## Livres Canada Books Business

### 2021-2022 BOARD OF DIRECTORS AND COMMITTEES

Frédéric Brisson, **Éditions David** (ANEL) and Marc Laberge, **TC Media Livres** (CPC) succeeded to Frédéric Gauthier, **Éditions de la Pastèque** (ANEL) and Andrew Wooldridge, **Orca Book Publishers** (ACP).

The Board of Directors has also reappointed the following officers to the Livres Canada Books' Executive and Finance Committees, and has elected Semareh Al-Hillal as the Chair and Patrick Poirier as Vice-Chair:

**Chair:** Semareh Al-Hillal

**Vice-Chair:** Carole Boutin

**Vice-Chair:** Patrick Poirier

**Secretary-Treasurer:** Noah Genner

Visit our website for the full list of [Board members and Committees](#).

## Newsletter

Our monthly online [newsletter](#) keeps publishers up to date on news, export markets, fairs and events, promotional opportunities, programs and deadlines, and export success stories. *Livres Canada Books News* is essential to our communication efforts, reaching 1,359 subscribers (955 English, 404 French).

# Governance

Livres Canada Books is governed by a Board of Directors, chosen for their ability to contribute experience and expertise in conducting the policy and affairs of the organization. The Board comprises seasoned business professionals (owners, executives, or senior staff) from organizations and enterprises representing all sectors of the Canadian publishing industry. Equally divided between English- and French-language publishers, members of the Board are affiliated with the [Association of Canadian Publishers](#) (ACP), the [Association nationale des éditeurs de livres](#) (ANEL), the [Association of Canadian University Presses](#) (ACUP), and the [Canadian Publishers' Council](#) (CPC). Two professional advisors, who are not publishers but are familiar with the Canadian publishing industry, also sit on the Board.

Board members are appointed for three years, with the possibility of renewal for an additional three years. Members of the Board serve without remuneration. Expenses incurred by directors in the performance of their duties are reimbursed. Bylaws require members to declare any interest that may conflict with their responsibilities as Board members.

The Board has five committees to which it delegates certain responsibilities:

- Executive and Finance
- Export Expertise
- Nominating and Governance
- Business Plan
- Frankfurt 2021

The Board also delegates certain authorities to the Chair and Executive Director.

## Board of Directors

### Officers

<b>Chair</b>	Semareh Al-Hillal	President, House of Anansi Press / Groundwood Books	ACP
<b>Vice-Chair</b>	Carole Boutin	Rights and Contracts Director, Groupe Librex	ANEL
<b>Vice-Chair</b>	Patrick Poirier	General Manager, Les Presses de l'Université de Montréal	APUC
<b>Secretary-Treasurer</b>	Noah Genner	CEO, BookNet Canada	Professional Advisor
<b>Executive Director</b>	François Charette		
<b>Directors</b>	Sophane Beaudin-Quintin	Business Director, Éditions Michel Quintin	ANEL
	Frédéric Brisson	Executive Director, Éditions David	ANEL
	Philip Cercone	Executive Director, McGill-Queen's University Press	ACP
	Marc Laberge	Vice-President, Supplemental, Trade, School Canada, Distribution and International Rights at TC Media Livres	CPC
	Prune Lieutier	Digital Content Producer for Youth, La puce à l'oreille	Professional Advisor
	Lisa Quinn	Director, Wilfrid Laurier University Press	ACUP
	Mariève Talbot	President, Groupe d'édition la courte échelle	ANEL
	Margie Wolfe	President and Publisher, Second Story Press	ACP
<b>Observer</b>	Gillian Fizet	Executive Director, Canada FBM2021	

## Committees

### Executive and Finance Committee

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The Executive and Finance Committee provides guidance and decisions regarding all aspects of strategic direction and financial matters, including internal controls, independent audits, and financial analyses.

#### Chair

Semareh Al-Hillal

#### Members

Carole Boutin, Noah Genner, Patrick Poirier

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### Nominating and Governance Committee

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The Nominating and Governance Committee recommends nominees for election to the Board at each annual general meeting or to fill vacancies on the Board and counsels the Board on corporate governance practices.

#### Chair

Semareh Al-Hillal

#### Members

Patrick Poirier, Lisa Quinn

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### Frankfurt 2021 Committee

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This committee served as the communications link between Livres Canada Books and CANADA FBM2021

#### Chair

Sophane Beaudin-Quintin

#### Members

Marc Laberge, Mariève Talbot, Margie Wolfe

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### Export Expertise Committee

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The Export Expertise Committee helps the Board fulfill its oversight function by monitoring trends and issues in the export of Canadian books to foreign markets.

#### Chair

Carole Boutin

#### Members

Philip Cercone, Prune Lieutier

---

### Business Plan Committee

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This committee was struck to create a new business plan for 2023–2026 that will effectively meet the needs of Canadian publisher-exporters in the constantly changing book industry.

#### Chair

Phillip Cercone

#### Members

Frédéric Brisson, Noah Genner, Lisa Quinn

---

## Secretariat

### Secretariat

François Charette	Executive Director
Francine Bélec Fox	Manager, Finance and Operations (consultant)
Christy Doucet	Senior Manager, Programs
Tristian Lee	Programs Officer
Gabrielle Etcheverry	Manager, Communications
Cédric Boutin	Communications Officer
Viviane Bergevin	Administrative Assistant

# Appendix I: Independent Auditor's Report

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## LIVRES CANADA BOOKS

### FINANCIAL STATEMENTS

MARCH 31, 2022

## LIVRES CANADA BOOKS

### ÉTATS FINANCIERS

31 MARS 2022

## LIVRES CANADA BOOKS

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MARCH 31, 2022

## LIVRES CANADA BOOKS

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## INDEPENDENT AUDITORS' REPORT

To the Members of Livres Canada Books:

### Qualified Opinion

We have audited the financial statements of Livres Canada Books (the "Organization"), which comprise the statement of financial position as at March 31, 2022, and the statements of operations, changes in net assets, and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, except for the possible effect of the matter described in the Basis for Qualified Opinion paragraph, the accompanying financial statements present fairly, in all material aspects, the financial position of the Organization as at March 31, 2022, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations (ASNFPPO).

### Basis for Qualified Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Organization in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

As discussed in Note 1 to the financial statements, the capitalization policy of the Organization with respect to the capital assets is to expense items in the year purchased. In this respect, the financial statements are not in accordance with ASNFPPO.

### Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with ASNFPPO, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing these financial statements, management is responsible for assessing the Organization's ability to continue as a going concern, disclosing, as applicable, matters related to a going concern and using the going concern basis of accounting unless management either intends to liquidate the Organization or to cease operations, or has no realistic alternative to do so.

Those charged with governance are responsible for overseeing the Organization's financial reporting process.



## INDEPENDENT AUDITORS' REPORT (continued)

### Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure, and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

## Independent Auditor's Report



### INDEPENDENT AUDITORS' REPORT (continued)

#### Auditor's Responsibilities for the Audit of the Financial Statements (continued)

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during the audit.

Chartered Professional Accountants  
Licensed Public Accountants

Ottawa, Canada  
June 22, 2022



### RAPPORT DES AUDITEURS INDÉPENDANTS

Aux membres de Livres Canada Books:

#### Opinion avec réserve

Nous avons effectué l'audit des états financiers ci-joints de Livres Canada Books (l' "Organisation"), qui comprennent le bilan au 31 mars 2022, et les états des résultats, de l'évolution des actifs nets et des flux de trésorerie pour l'exercice clos à cette date, ainsi que les notes complémentaires incluant un résumé des principales méthodes comptables.

À notre avis, à l'exception des effets de la matière décrite dans le paragraphe *Fondement de l'opinion avec réserve*, les états financiers donnent, dans tous leurs aspects significatifs, une image fidèle de la situation financière de l'Organisation au 31 mars 2022, et de ses résultats d'exploitation, et de l'évolution de ses actifs nets ainsi que de ses flux de trésorerie pour l'exercice clos à cette date, conformément aux normes comptables canadiennes pour les organismes sans but lucratif («NCOSBL»).

#### Fondement de l'opinion avec réserve

Nous avons effectué notre audit conformément aux normes d'audit généralement reconnues du Canada. Les responsabilités qui nous incombent en vertu de ces normes sont plus amplement décrites dans la section «*Responsabilité des auditeurs à l'égard de l'audit des états financiers*» du présent rapport. Nous sommes indépendants de l'entité conformément aux règles de déontologie qui s'appliquent à l'audit des états financiers au Canada, et nous nous sommes acquittés des autres responsabilités qui nous incombent selon ces règles. Nous estimons que les éléments probants que nous avons obtenus sont suffisants et appropriés pour fonder notre opinion d'audit.

Tel qu'identifié à la note 1 afférente aux états financiers, l'Organisation comptabilise l'acquisition d'immobilisations directement à la dépense. Par conséquent, les états financiers ne sont pas conformes aux NCOSBL.

#### Responsabilité de la direction et des responsables de la gouvernance à l'égard des états financiers

La direction est responsable de la préparation et de la présentation fidèle de ces états financiers conformément aux normes d'audit généralement reconnues du Canada, ainsi que du contrôle interne qu'elle considère comme nécessaire pour permettre la préparation d'états financiers exempts d'anomalies significatives, que celles-ci résultent de fraudes ou d'erreurs.

Lors de la préparation des états financiers, c'est à la direction qu'il incombe d'évaluer la capacité de l'entité à poursuivre son exploitation et d'appliquer le principe comptable de continuité d'exploitation, sauf si la direction a l'intention de liquider l'entité ou de cesser son activité ou si aucune autre solution réaliste ne s'offre à elle.

Il incombe aux responsables de la gouvernance de surveiller le processus d'information financière de l'entité.



## RAPPORT DES AUDITEURS INDÉPENDANTS (suite)

### Responsabilité des auditeurs à l'égard des états financiers

Nos objectifs sont d'obtenir l'assurance raisonnable que les états financiers pris dans leur ensemble sont exempts d'anomalies significatives, que celles-ci résultent de fraudes ou d'erreurs, et de délivrer un rapport de l'auditeur contenant notre opinion. L'assurance raisonnable correspond à un niveau élevé d'assurance, qui ne garantit toutefois pas qu'un audit réalisé conformément aux normes d'audit généralement reconnues du Canada permettra toujours de détecter toute anomalie significative qui pourrait exister.

Les anomalies peuvent résulter de fraudes ou d'erreurs et elles sont considérées comme significatives lorsqu'il est raisonnable de s'attendre à ce que, individuellement ou collectivement, elles puissent influencer sur les décisions économiques que les utilisateurs des états financiers prennent en se fondant sur ceux-ci.

Dans le cadre d'un audit réalisé conformément aux normes d'audit généralement reconnues du Canada, nous exerçons notre jugement professionnel et faisons preuve d'esprit critique tout au long de cet audit. En outre:

- nous identifions et évaluons les risques que les états financiers comportent des anomalies significatives, que celles-ci résultent de fraudes ou d'erreurs, concevons et mettons en œuvre des procédures d'audit en réponse à ces risques, et réunissons des éléments probants suffisants et appropriés pour fonder notre opinion. Le risque de non-détection d'une anomalie significative résultant d'une fraude est plus élevé que celui d'une anomalie significative résultant d'une erreur, car la fraude peut impliquer la collusion, la falsification, les omissions volontaires, les fausses déclarations ou le contournement du contrôle interne;
- nous acquérons une compréhension des éléments du contrôle interne pertinents pour l'audit afin de concevoir des procédures d'audit appropriées aux circonstances, et non dans le but d'exprimer une opinion sur l'efficacité du contrôle interne de l'entité;
- nous apprécions le caractère approprié des méthodes comptables retenues et le caractère raisonnable des estimations comptables faites par la direction, de même que des informations y afférentes fournies par cette dernière;
- nous tirons une conclusion quant au caractère approprié de l'utilisation par la direction du principe comptable de continuité d'exploitation et, selon les éléments probants obtenus, quant à l'existence ou non d'une incertitude significative liée à des événements ou situations susceptibles de jeter un doute important sur la capacité de l'entité à poursuivre son exploitation. Si nous concluons à l'existence d'une incertitude significative, nous sommes tenus d'attirer l'attention des lecteurs de notre rapport sur les informations fournies dans les états financiers au sujet de cette incertitude ou, si ces informations ne sont pas adéquates, d'exprimer une opinion modifiée. Nos conclusions s'appuient sur les éléments probants obtenus jusqu'à la date de notre rapport. Des événements ou situations futurs pourraient par ailleurs amener l'entité à cesser son exploitation;
- nous évaluons la présentation d'ensemble, la structure et le contenu des états financiers, y compris les informations fournies dans les notes, et apprécions si les états financiers représentent les opérations et événements sous-jacents d'une manière propre à donner une image fidèle.



## RAPPORT DES AUDITEURS INDÉPENDANTS (suite)

### Responsabilité des auditeurs à l'égard des états financiers (suite)

Nous communiquons aux responsables de la gouvernance notamment l'étendue et le calendrier prévus des travaux d'audit et nos constatations importantes, y compris toute déficience importante du contrôle interne que nous aurions relevée au cours de notre audit.

Comptables professionnels agréés  
Experts-comptables autorisés

Ottawa (Canada)  
Le 22 juin 2022

# Independent Auditor's Report

## LIVRES CANADA BOOKS

### STATEMENT OF FINANCIAL POSITION

AS AT MARCH 31, 2022

	2022	2021		2022	2021
<b>ASSETS</b>			<b>ACTIF</b>		
<b>CURRENT ASSETS</b>			<b>ACTIF À COURT TERME</b>		
Cash	\$ 774,196	\$ 702,772	Encaisse		
Accounts receivable	67,216	59,114	Comptes à recevoir		
			Contributions		
Government grants receivable (Note 5)	76,875	-	gouvernementales à recevoir (note 5)		
Prepaid expenditures (Note 3)	69,719	64,579	Dépenses payées d'avance (note 3)		
	\$ 988,006	\$ 826,465			
<b>LIABILITIES AND NET ASSETS</b>			<b>PASSIF ET ACTIFS NETS</b>		
<b>CURRENT LIABILITIES</b>			<b>PASSIF À COURT TERME</b>		
Accounts payable and accrued liabilities	\$ 221,727	\$ 142,400	Comptes fournisseurs et frais courus		
Government remittances payable	2,755	740	Sommes à remettre à l'état		
Deferred revenue (Note 3)	126,786	67,750	Revenus perçus d'avance (note 3)		
	351,268	210,890			
<b>CANADA EMERGENCY BUSINESS ACCOUNTS LOAN (Note 8)</b>	40,000	-	<b>COMPTE D'URGENCE POUR LES ENTREPRISES CANADIENNES (note 8)</b>		
<b>DEFERRED CONTRIBUTIONS (Note 5)</b>	-	41,208	<b>APPORTS REPORTÉS (note 5)</b>		
	391,268	252,098			
<b>NET ASSETS</b>			<b>ACTIFS NETS</b>		
Unrestricted	271,738	249,367	Non affectés		
Internally restricted for contingencies	325,000	325,000	Affectés à l'interne à des fins de prévoyance		
	596,738	574,367			
	\$ 988,006	\$ 826,465			

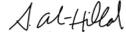
Economic dependence (Note 1)  
 Commitments (Note 4)  
 Financial instruments (Note 6)  
 COVID-19 (Note 7)  
 Government assistance (Note 8)

Dépendance économique (note 1)  
 Engagements (note 4)  
 Instruments financiers (note 6)  
 COVID-19 (note 7)  
 Aide financière gouvernementale (note 8)

ON BEHALF OF THE BOARD

 , Directeur  
 , Directeur

AU NOM DU CONSEIL

 , Directeur(trice)  
 , Directeur(trice)

## LIVRES CANADA BOOKS

### STATEMENT OF OPERATIONS

(page 1 of 2)

YEAR ENDED MARCH 31, 2022

	2022	2021		2022	2021
<b>REVENUE</b>			<b>REVENUS</b>		
Department of Canadian Heritage ("DCH") contribution (Notes 2 and 5)	\$ 1,772,400	\$ 1,378,193	Contribution du ministère du Patrimoine canadien («PCH») (notes 2 et 5)		
PCH - Accessibility	-	36,015	PCH - accessibilité		
CanExport contribution	17,025	-	Contribution de CanExport		
Emergency funding (Note 8)	-	309,324	Fonds d'urgence (note 8)		
Publishers - Canada stand	189,920	-	Éditeurs -Stand du Canada		
- Marketing	10,130	8,935	-marketing		
- Webinars	1,100	-	-webinaires		
- Sponsorships	150,000	-	-commandites		
Professional recovery fee	340,490	339,760	Frais de recouvrement professionnel		
Other (Note 8)	30,343	36,684	Autres (note 8)		
<b>TOTAL REVENUE</b>	<b>2,511,408</b>	<b>2,108,911</b>	<b>TOTAL DES REVENUS</b>		
<b>EXPENDITURES</b>			<b>DÉPENSES</b>		
Operating:			Dépenses d'exploitation :		
Rent	55,586	60,667	Loyer		
Board	14,002	14,442	Conseil d'administration		
Employee related costs	2,482	6,941	Autres coûts liés aux employés		
Salaries and benefits	818,621	740,589	Salaires et avantages sociaux		
Professional fees	56,467	90,252	Honoraires professionnels		
Office and general	47,267	49,105	Frais de bureau et généraux		
Networking reception	2,488	-	Réception de réseautage		
Special projects	-	4,125	Projets spéciaux		
Capital assets (Note 1)	12,322	10,282	Immobilisations (note 1)		
Total operating expenditures	1,009,235	976,403	Total des dépenses d'exploitation		
Programs:			Programmes :		
Foreign Rights Marketing Assistance Program			Aide à la commercialisation des droits à l'étranger		
FRMAP contributions			Contributions PACDÉ		
DCH	824,755	818,628	PCH		
Logistics and support	16,000	16,000	Logistique et support		
Total programs	840,755	834,628	Total des programmes		

Continued on page 9

Suite à la page 9

**LIVRES CANADA BOOKS**

**STATEMENT OF OPERATIONS**  
(page 2 of 2)

YEAR ENDED MARCH 31, 2022

	2022	2021	
<i>Continued from page 8</i>		<i>Suite de la page 8</i>	
<b>EXPENDITURES (continued)</b>			<b>DÉPENSES (suite)</b>
Projects:			Projets :
Canada Stand	474,335	29,689	Stand du Canada
Publications	43,198	38,865	Publications
Mentoring	13,766	11,447	Mentorat
			Webinaires sur les marchés d'exportation
Export market webinars	10,441	6,104	Webinaires
Webinars	5,065	4,114	Guides de marchés
Market guides	32,480	51,672	Mission commerciale
Trade mission	7,643	3,448	Rapport sur l'industrie du livre
Report on book industry	39,444	2,985	Site Web
Website	12,675	123,659	Accessibilité
Accessibility	-	25,897	Total des projets
Total projects	639,047	297,880	
<b>TOTAL EXPENDITURES</b>	<b>2,489,037</b>	<b>2,108,911</b>	<b>TOTAL DES DÉPENSES</b>
<b>EXCESS OF REVENUE OVER EXPENDITURES</b>	<b>\$ 22,371</b>	<b>\$ -</b>	<b>EXCÉDENT DES REVENUS SUR LES DÉPENSES</b>

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**LIVRES CANADA BOOKS**

**ÉTAT DES RÉSULTATS D'EXPLOITATION** (page 2 de 2)

EXERCICE TERMINÉ LE 31 MARS 2022

**LIVRES CANADA BOOKS**

**STATEMENT OF CHANGES IN NET ASSETS**

YEAR ENDED MARCH 31, 2022

	2022	2021	
<b>UNRESTRICTED</b>			<b>NON AFFECTÉS</b>
<b>BALANCE AT BEGINNING OF YEAR</b>	<b>\$ 249,367</b>	<b>\$ 249,367</b>	<b>SOLDE AU DÉBUT DE L'EXERCICE</b>
Excess of revenue over expenditures	22,371	-	Excédent des revenus sur les dépenses
<b>BALANCE AT END OF YEAR</b>	<b>\$ 271,738</b>	<b>\$ 249,367</b>	<b>SOLDE À LA FIN DE L'EXERCICE</b>
<b>INTERNALLY RESTRICTED FOR CONTINGENCIES</b>			<b>AFFECTÉS À L'INTERNE À DES FINS DE PRÉVOYANCE</b>
<b>BALANCE AT BEGINNING OF YEAR</b>	<b>\$ 325,000</b>	<b>\$ 325,000</b>	<b>SOLDE AU DÉBUT DE L'EXERCICE</b>
Internal restriction from unrestricted net assets	-	-	Affectation de l'actif net non affecté
<b>BALANCE AT END OF YEAR</b>	<b>\$ 325,000</b>	<b>\$ 325,000</b>	<b>SOLDE À LA FIN DE L'EXERCICE</b>

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## Independent Auditor's Report

### LIVRES CANADA BOOKS

#### STATEMENT OF CASH FLOWS

YEAR ENDED MARCH 31, 2022

	2022	2021	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			<b>FONDS PROVENANT DES (UTILISÉS DANS LE CADRE DES) ACTIVITÉS D'EXPLOITATION</b>
Excess of revenue over expenditures	\$ 22,371	\$ -	Excédent des revenus sur les dépenses
Items not involving cash			Éléments n'affectant pas l'encaisse:
Forgivable portion of Canada Emergency Business Account loan	(20,000)	-	Portion radiée du compte d'urgence pour les entreprises canadiennes
Changes in non-cash operating working capital:			Variation des postes de fonds de roulement ne constituant pas des liquidités :
Accounts receivable	(8,102)	130,124	Comptes à recevoir
Government grants receivable	(76,875)	365,000	Contributions gouvernementales à recevoir
Prepaid expenditures	(5,140)	(554)	Dépenses payées d'avance
Accounts payable and accrued liabilities	79,327	(553,770)	Comptes fournisseurs et frais courus
Government remittances payable	2,015	(26,318)	Sommes à remettre à l'état
Deferred revenue	59,036	25,000	Revenus perçus d'avance
Deferred contributions	(41,208)	41,208	Apports reportés
	11,424	(19,310)	
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			<b>FONDS PROVENANT DES ACTIVITÉS DE FINANCEMENT</b>
Proceeds from Canada Emergency Business Account loan	60,000	-	Produits du compte d'urgence pour les entreprises canadiennes
<b>INCREASE (DECREASE) IN CASH</b>	<b>71,424</b>	<b>(19,310)</b>	<b>AUGMENTATION (DIMINUTION) DE L'ENCAISSE</b>
Cash at beginning of year	702,772	722,082	Encaisse au début de l'exercice
<b>CASH AT END OF YEAR</b>	<b>\$ 774,196</b>	<b>\$ 702,772</b>	<b>ENCAISSE À LA FIN DE L'EXERCICE</b>

### LIVRES CANADA BOOKS

#### ÉTAT DES FLUX DE TRÉSORERIE

EXERCICE TERMINÉ LE 31 MARS 2022

### LIVRES CANADA BOOKS

#### NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2022

#### GENERAL

The Organization was incorporated under the Canada Corporations Act on November 15, 1972 as a non-profit corporation without share capital to foster and facilitate the continued growth of export sales by Canadian publishers. Livres Canada Books also updated its statutes in accordance with the Canada Not-for-Profit Corporations Act, SC 2009.

In 1985, the Organization agreed to administer the International Marketing Assistance component of the Department of Canadian Heritage's ("PCH") Canada Book Fund ("CBF"). Funding is allocated by PCH for the delivery of financial assistance and value-added services to Canadian book publishers. The Foreign Rights Marketing Assistance Program ("FRMAP") is a program to which Canadian publishers can apply for funding of their international marketing activities. Value-added services include: coordination of the Canada Stand at international book fairs; promotion of Canadian titles through the Organization's collective catalogues, preparation and distribution of market guides to the industry, conducting trade missions, mentorships, and export market webinars, preparation of technology reports and their related webinars; and, managing a website.

Revenue received from publishers participating in the Organization's initiatives provide additional resources for the Organization to deliver enhanced support to the industry.

### LIVRES CANADA BOOKS

#### NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2022

#### NATURE ET BUT DE L'ORGANISATION

L'Organisation a été constituée en société en vertu de la Loi sur les corporations canadiennes le 15 novembre 1972, à titre de société sans but lucratif et sans capital-actions, dans le but d'encourager et de faciliter la croissance constante des ventes à l'exportation des éditeurs canadiens. Livres Canada Books a aussi mis à jour ses statuts conformément à la loi canadienne sur les organisations à but non lucratif, L.C. 2009.

En 1985, Livres Canada Books a accepté d'assumer la gestion du Programme d'aide à la commercialisation internationale du Fonds du livre du Canada («FLC») du ministère du Patrimoine canadien («PCH»). Le PCH accorde un financement pour la distribution d'aide financière et pour livrer des services à valeur ajoutée aux éditeurs canadiens. L'aide financière aux éditeurs servant à des fins de commercialisation internationale est accordée par le biais du Programme d'aide à la commercialisation des droits à l'étranger (« PACDÉ »). Les services à valeur ajoutée sont les suivants : coordination du stand du Canada aux foires internationales du livre, promotion de titres canadiens par le biais des catalogues collectifs de l'Organisation, préparation et distribution de guides de marchés pour l'industrie, mise sur pied de missions commerciales, des mentorats, et des webinaires sur les marchés d'exportation, préparation de rapports sur les technologies et les webinaires afférents, ainsi que la gestion d'un site Web.

Les revenus des éditeurs participant à des initiatives menées par l'Organisation génèrent des ressources supplémentaires pour l'Organisation, afin qu'elle puisse relever son appui à l'industrie.

LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2022

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations ("ASNFPPO") and include the following significant accounting policies:

Economic Dependence

PCH allocates a contribution to the Organization on an annual basis for the delivery of CBF funding assistance to individual publishing companies and to assist the Organization in providing value-added services to the industry. Should PCH terminate or not renew its contribution to the Organization, the Organization would need to re-examine its priorities, risk of financial viability, and to identify new resource generation in order to pursue its delivery of value-added services currently provided to the industry. The current agreements representing the funding portion for the Organization's projects and general operations expired March 31, 2022, and the funding portion for the publisher funding activities expired March 31, 2022 (FRMAP).

PCH has renewed the agreement until March 31, 2023 for projects and March 31, 2025 for FRMAP.

LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2022

1. SOMMAIRE DES PRINCIPALES CONVENTIONS COMPTABLES

Les présents états financiers ont été dressés selon les normes comptables canadiennes pour les organismes sans but lucratif («NCOSBL») et tiennent compte des principales méthodes comptables suivantes :

Dépendance économique

Le PCH accorde un apport financier annuel à l'Organisation pour lui permettre d'assumer la distribution d'aide financière provenant du FLC à des maisons d'édition et d'offrir des services à valeur ajoutée à l'industrie. Dans l'éventualité où le PCH annulerait l'apport financier de l'Organisation, elle devrait réévaluer ses priorités de même que les risques concernant sa survie financière et identifier de nouvelles sources de revenus afin de lui permettre d'assurer la continuité du niveau actuel de prestation de services à valeur ajoutée. Les conventions actuellement en vigueur sont venues à échéance le 31 mars 2022 concernant la portion du financement liée aux projets et aux opérations générales de l'Organisation, et le 31 mars 2022 pour la portion du financement liée au soutien financier accordé aux éditeurs (PACDÉ).

Le PCH a renouvelé l'entente jusqu'au 31 mars 2023 pour les projets et jusqu'au 31 mars 2025 pour le PACDÉ.

LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2022

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Capital assets

The Organization expenses capital assets in the year of acquisition.

Financial Instruments

Measurement of financial instruments

The Organization initially measures its financial assets and liabilities at fair value. It subsequently measures all its financial assets and financial liabilities at amortized cost.

Financial assets measured at amortized cost include cash, accounts receivable, and government grants receivable.

Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

Impairment

Financial assets measured at amortized cost are tested for impairment when there are indicators of impairment. The amount of the write-down is recognized in the statement of operations. The previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in the statement of operations.

LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2022

1. SOMMAIRE DES PRINCIPALES CONVENTIONS COMPTABLES (suite)

Immobilisations

L'Organisation comptabilise l'acquisition d'immobilisations dans les dépenses de l'exercice en cours.

Instruments financiers

Évaluation des instruments financiers

Initialement, l'Organisation évalue ses actifs et passifs financiers à leur juste valeur. Elle évalue ultérieurement tous ses actifs et passifs financiers au coût amorti.

Les actifs financiers évalués au coût amorti comprennent l'encaisse, les comptes à recevoir, et les contributions gouvernementales à recevoir.

Les passifs financiers évalués au coût amorti comprennent les comptes fournisseurs et frais courus.

Dépréciation

Les actifs financiers évalués au coût amorti sont soumis à un test de dépréciation s'il existe des indications possibles de dépréciation. Le montant de la dépréciation est comptabilisé dans l'état des résultats d'exploitation. Lorsque l'ampleur de la dépréciation d'un actif précédemment déprécié est réduit et que la réduction peut être rattachée à un événement postérieur à la comptabilisation de la moins-valeur, la moins-valeur déjà comptabilisée fait l'objet d'une reprise dans l'état des résultats de l'exercice où la reprise a eu lieu.

# Independent Auditor's Report

## LIVRES CANADA BOOKS

### NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2022

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

##### Financial Instruments (continued)

###### Impairment (continued)

The accounts receivable balance is net of an allowance for doubtful accounts of \$3,000 (2021 - \$3,000).

###### Transaction costs

Transaction costs are comprised primarily of legal, accounting, underwriters' fees and other costs directly attributable to the acquisition, issuance or disposal of a financial asset or financial liability. Transaction costs related to other liabilities are netted against the carrying value of the asset or liability and are then recognized over the expected life of the instrument using the effective interest method.

###### Effective interest method

The effective interest method is used to recognize interest income or expense which includes transaction costs or fees, premiums or discounts earned or incurred for financial instruments.

## LIVRES CANADA BOOKS

### NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2022

#### 1. SOMMAIRE DES PRINCIPALES CONVENTIONS COMPTABLES (suite)

##### Instruments financiers (suite)

###### Dépréciation (suite)

Le solde des comptes à recevoir comprend une provision pour créances douteuses de 3 000 \$ (2021 - 3 000 \$).

###### Coûts de transaction

Les coûts de transaction comprennent les frais légaux, comptables, assurances et autres coûts directement attribuables à l'achat, l'émission ou la disposition d'actifs financiers ou passifs financiers. Les coûts de transaction liés aux autres passifs sont comptabilisés en augmentation de la valeur comptable de l'actif ou en diminution du passif et sont ensuite constatés sur la durée de vie prévue de l'instrument selon la méthode du taux d'intérêt effectif.

###### Méthode du taux d'intérêt effectif

La méthode du taux d'intérêt effectif est utilisée pour constater le produit ou la charge d'intérêt, ce qui inclut les coûts de transaction ainsi que les frais, les primes et les escomptes gagnés ou engagés relativement aux instruments financiers.

## LIVRES CANADA BOOKS

### NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2022

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

##### Use of Estimates

The preparation of financial statements in accordance with ASNFPO requires the Organization 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 amounts of revenue and expenditures during the reporting periods.

Actual results could differ from these estimates. The significant estimates in the financial statements include the allowance for uncollectable accounts receivable and certain accrued liabilities.

##### Revenue Recognition

The Organization follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenditures are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Endowment contributions are recognized as direct increases in net assets.

## LIVRES CANADA BOOKS

### NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2022

#### 1. SOMMAIRE DES PRINCIPALES CONVENTIONS COMPTABLES (suite)

##### Utilisation d'estimations

La préparation des états financiers conformément aux NCOSBL exige que l'Organisation ait recours à des estimations et des hypothèses qui ont une incidence sur les montants présentés au titre des actifs et des passifs, les éventualités et les montants des revenus et dépenses divulgués dans l'exercice.

Les résultats réels pourraient s'avérer être différents de ces estimations. Les estimations notables présentes dans ces états financiers comprennent la provision pour les créances irrécouvrables et certains frais courus.

##### Constatation des revenus

L'Organisation applique la méthode du report pour comptabiliser les apports. Les apports affectés sont constatés à titre de produits de l'exercice au cours duquel les charges connexes sont engagées. Les apports non affectés sont constatés à titre de produits lorsqu'ils sont reçus ou à recevoir, dans la mesure où le montant à recevoir peut faire l'objet d'une estimation raisonnable et que son encaissement est raisonnablement assuré. Les apports reçus à titre de dotations sont constatés à titre d'augmentations directes de l'actif net.

**LIVRES CANADA BOOKS**

**NOTES TO FINANCIAL STATEMENTS**

**YEAR ENDED MARCH 31, 2022**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

Revenue Recognition (continued)

Revenue and expenditures related to attendance at fairs and events are recorded in the period during which the event is held. Revenue received and expenditures paid prior to the start of those events are reported as deferred revenue and prepaid expenditures, respectively. If a fair is held over a period that overlaps two fiscal periods, revenue and expenditures are recognized as if the entire event was held in the period in which the event began.

Cash and Cash Equivalents

Cash and cash equivalents include cash on hand with a Canadian chartered bank.

Foreign Currency Transactions

The Organization uses the temporal method to translate its foreign currency transactions.

**LIVRES CANADA BOOKS**

**NOTES COMPLÉMENTAIRES**

**EXERCICE TERMINÉ LE 31 MARS 2022**

**1. SOMMAIRE DES PRINCIPALES CONVENTIONS COMPTABLES (suite)**

Constatation des revenus (suite)

Les revenus générés et dépenses encourues dans le cadre de la participation de l'Organisation à des foires et événements sont comptabilisés dans la période au cours de laquelle l'événement a lieu. Les revenus encaissés et dépenses payées avant la tenue de l'événement sont comptabilisés à titre de revenus perçus d'avance et dépenses payées d'avance, respectivement. Si la durée d'un événement chevauche deux exercices financiers, les revenus et dépenses sont constatés en totalité dans la période où l'événement a débuté.

Trésorerie et équivalents de trésorerie

La totalité des liquidités et équivalents de trésorerie qui comprennent l'encaisse est détenue auprès d'une banque à charte canadienne.

Conversion de devises étrangères

L'Organisation applique la méthode temporelle pour convertir ses opérations en devises étrangères.

**LIVRES CANADA BOOKS**

**NOTES TO FINANCIAL STATEMENTS**

**YEAR ENDED MARCH 31, 2022**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

Foreign Currency Transactions (continued)

Monetary assets and liabilities are translated at the rate of exchange in effect at year end. Other assets and liabilities are translated at their historic rates. Items appearing in the statement of operations are translated at average year rates. Exchange gains and losses are included in the statement of operations.

Government Assistance

Government assistance related to COVID-19 relief received or receivable for the current year expenditures are included in income as eligible expenditures are incurred and there is reasonable assurance that the assistance will be realized.

Allocation of Expenditures

For the purposes of the Schedule that accompanies these financial statements, the Organization allocates all expenditures to the applicable projects using the following functions: direct costs, logistic, travel, salaries and administration.

**LIVRES CANADA BOOKS**

**NOTES COMPLÉMENTAIRES**

**EXERCICE TERMINÉ LE 31 MARS 2022**

**1. SOMMAIRE DES PRINCIPALES CONVENTIONS COMPTABLES (suite)**

Conversion de devises étrangères (suite)

Les éléments monétaires sont convertis au taux de change en vigueur à la fin de l'exercice. Les autres éléments sont convertis au taux de change historique. Les éléments figurant à l'état des résultats d'exploitation sont convertis au taux de change moyen au cours de l'exercice. Les gains et pertes de change sont présentés dans l'état des résultats d'exploitation.

Aide financière gouvernementale

Les montants d'aide financière du gouvernement liés à la crise de la COVID-19 qui se rapportent aux dépenses de l'année courante, qu'ils soient encaissés ou à recevoir, sont constatés dans les revenus dans l'état des résultats d'exploitation, au même titre que les dépenses liées à cette aide et qu'il y a une assurance raisonnable dans les revenus que l'assistance sera réalisée.

Ventilation des charges

Aux fins de l'Annexe jointe aux présents états financiers, l'Organisation ventile toutes charges aux projets affectés selon les fonctions suivantes: coûts directs du projet, logistiques, déplacements, salaires, et administration.

# Independent Auditor's Report

## LIVRES CANADA BOOKS

### NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2022

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

##### Allocation of Expenditures (continued)

Salaries and benefits are allocated to specific projects and categorized as other project expenditures on the basis of the estimated time spent on the projects, as defined by the Organization and position profiles. Management estimates the cost of administration for each project to be 15% of direct costs and salaries with the exception of FRMAP, where administration expenditures are predetermined by the contribution agreement to be \$105,000.

All other expenditures are allocated to projects based on the nature of the costs which are directly attributable to the projects to which they relate.

#### 2. MEMORANDUM OF AGREEMENT

Under the terms of the Memorandum of Agreement between the PCH and the Organization, if, upon fulfillment of the terms and conditions of the agreement, the Organization has been paid an amount that, in the opinion of the Minister, exceeds the value of the activity performed, the Organization shall refund the excess upon demand by the Minister.

## LIVRES CANADA BOOKS

### NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2022

#### 1. SOMMAIRE DES PRINCIPALES CONVENTIONS COMPTABLES (suite)

##### Ventilation des charges (suite)

Les salaires et avantages sociaux sont ventilés par projet spécifique comme autres projets, basé sur le temps estimatif consacré aux activités, tel que défini par l'Organisation et les descriptions de postes. La direction estime les dépenses administratives pour chacun des projets à un montant équivalent à 15 % de la somme des coûts directs et des salaires, à l'exception du PACDÉ où les dépenses administratives sont pré-déterminées dans la convention à 105 000 \$.

Toutes les autres dépenses sont ventilées aux projets selon la nature des coûts qui sont directement attribuables aux projets auxquels ils se rapportent.

#### 2. CONVENTION

En vertu des conditions de la Convention établie entre le PCH et l'Organisation, cette dernière est tenue de rembourser au Ministre, suite à la demande du Ministre, le cas échéant, tout excédent des fonds reçus sur la valeur des activités menées par l'Organisation, après avoir rempli les exigences de cette entente.

## LIVRES CANADA BOOKS

### NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2022

#### 3. PREPAID EXPENDITURES AND DEFERRED REVENUE

These represent funds paid out or received prior to the year end, which pertain to fiscal year 2023 activities and programs.

#### 4. COMMITMENTS

The Organization has a lease commitment for office premises which expires November 30, 2026, as well as various equipment under operating leases. Future minimum payments under these leases to expiry amount to \$150,416, and are as follows:

	Premises/ Espaces de bureau	Equipment/ Équipement		
2023	\$ 29,715	\$ 4,520	2023	
2024	29,919	4,520	2024	
2025	30,124	636	2025	
2026	30,328	636	2026	
2027	19,382	636	2027	

#### 5. DEFERRED CONTRIBUTIONS

##### General

The Organization receives contributions for expenditures which are restricted to specific programs. Deferred contributions represent restricted contributions received in excess of expenditures incurred.

## LIVRES CANADA BOOKS

### NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2022

#### 3. DÉPENSES PAYÉES D'AVANCE ET REVENUS PERÇUS D'AVANCE

Ces montants représentent des sommes reçues ou versées avant la clôture de l'exercice pour des programmes et activités de l'exercice 2023.

#### 4. ENGAGEMENTS

L'Organisation s'est engagée en vertu d'un bail locatif pour ses espaces de bureau venant à échéance le 30 novembre 2026, de même que dans des contrats de location-exploitation de diverses pièces d'équipement. Les versements exigibles futurs jusqu'à échéance totalisent 150 416 \$ et sont les suivants :

#### 5. APPORTS REPORTÉS

##### Généraux

L'Organisation reçoit des apports pour certaines dépenses qui sont affectées à des programmes spécifiques. Les apports reportés représentent l'excédent des apports reçus sur les dépenses encourues.

LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2022

LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2022

5. DEFERRED CONTRIBUTIONS (continued)

General (continued)

The changes in the deferred contributions balance for the period are as follows:

	2022	2021	
Deferred contributions at beginning of year	\$ 41,208	\$ -	Appports reportés au début de l'exercice
Restricted contributions received	1,671,342	1,455,416	Appports affectés reçus Montants constatés comme revenus
Amount recognized as revenue	(1,772,400)	(1,414,208)	
Deferred contributions (receivable) at end of year	\$ (59,850)	\$ 41,208	Appports reportés (à recevoir) à la fin de l'exercice

6. FINANCIAL INSTRUMENTS

Risks

The Organization is exposed to various risks through its financial instruments, without being exposed to liquidity risk and concentrations of credit. The following analysis provides a measure of the Organization's risk exposure at the statement of financial position date:

*Credit Risk*

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation.

5. APPORTS REPORTÉS (suite)

Généraux (suite)

Les variations survenues dans le solde des appports reportés pour l'exercice sont les suivantes :

6. INSTRUMENTS FINANCIERS

Risques

L'Organisation est exposée à certains risques associés à ses instruments financiers, sans toutefois être exposée aux risques de liquidités et concentrations de crédit. L'analyse qui suit évalue le degré auquel l'Organisation est exposée à certains risques, à la date de clôture du bilan :

*Risque de crédit*

Le risque de crédit existe lorsqu'il y a un risque qu'une partie provoque une perte financière à une autre partie en n'assumant pas ses obligations.

LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2022

LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2022

6. FINANCIAL INSTRUMENTS (continued)

Risks (continued)

*Credit Risk (continued)*

The government grants receivable, when applicable, consist of a 5% holdback on contributions from the PCH, pending approval of a final report to be submitted by the Organization. As such, a credit risk exists if PCH were to deny the report submitted which would result in significant financial losses for the Organization.

The Organization provides credit, in particular to publishers, in the normal course of its operations. For accounts receivable, the Organization sets up a provision for bad debts based on the estimated realizable value on an account by account basis.

*Interest Rate Risk*

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market rates.

The operating credit line facility bears interest at a variable interest rate and, accordingly, the Organization is exposed to fluctuating interest rates.

6. INSTRUMENTS FINANCIERS (suite)

Risques (suite)

*Risque de crédit (suite)*

Les contributions gouvernementales à recevoir, le cas échéant, comprennent une retenue de 5 % des contributions du PCH, sujet à l'approbation d'un rapport final devant être déposé par l'Organisation. Par le fait même, il y a un risque de crédit advenant le refus de ce rapport ce qui entraînerait une perte financière significative pour l'Organisation.

L'Organisation accorde du crédit, surtout à des éditeurs, dans le cours normal des affaires. Elle détermine une provision pour créances douteuses en contrepartie des débiteurs en fonction d'une analyse de l'encaissement estimé, effectuée sur une base de compte par compte.

*Risque de taux d'intérêts*

Le risque de taux d'intérêts fait référence aux conséquences négatives des fluctuations des taux d'intérêts sur les flux de trésorerie.

La marge de crédit dont dispose l'Organisation porte un taux d'intérêts variable. Par conséquent, l'Organisation est exposée à un risque de taux d'intérêts découlant des possibilités de fluctuation des taux d'intérêts et de la volatilité des marchés.

# Independent Auditor's Report

## LIVRES CANADA BOOKS

### NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2022

#### 6. FINANCIAL INSTRUMENTS (continued)

##### Risks (continued)

###### *Currency Risk*

Currency risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

The Organization holds activities in foreign countries and as such is exposed to the fluctuations of foreign and Canadian currencies.

###### *Liquidity Risk*

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Organization is exposed to this risk mainly in respect of its accounts payable and accrued liabilities. The Organization manages its liquidity risk by monitoring its requirements through use of budgets and cash forecasts.

##### Credit Facility

The Organization has an operating credit line facility of \$250,000 which bears interest at a chartered bank prime rate plus 0.25% per annum. The credit line remained unused as at March 31, 2022, and is secured by a general security agreement.

## LIVRES CANADA BOOKS

### NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2022

#### 6. INSTRUMENTS FINANCIERS (suite)

##### Risques (suite)

###### *Risque de taux de change*

Le risque de taux de change fait référence aux conséquences négatives des fluctuations des taux de change sur les flux de trésorerie.

L'Organisation est engagée dans des activités à l'étranger et par le fait même est exposée aux fluctuations de certaines devises étrangères.

###### *Risque de liquidité*

Le risque de liquidité correspond au risque lié à la capacité de l'Organisation de réunir les fonds nécessaires afin de faire face à une obligation financière figurant ou non au bilan. L'Organisation est exposée à ce risque notamment à l'égard de ses comptes fournisseurs et frais courus. L'Organisation gère son risque de liquidité en surveillant ses besoins grâce à l'utilisation de budgets et de prévisions de trésorerie.

##### Disponibilités de crédit

L'Organisation dispose d'une marge de crédit au montant de 250 000 \$ auprès d'une banque à charte. L'intérêt sur cette marge de crédit est calculé au taux préférentiel de l'institution financière majoré de 0,25 %. La marge de crédit n'est pas utilisée au 31 mars 2022, et est garantie par une convention de sûreté générale.

## LIVRES CANADA BOOKS

### NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2022

#### 6. FINANCIAL INSTRUMENTS (continued)

##### Credit Facility (continued)

The Organization has access to unsecured credit of \$26,000 on credit cards, bearing interest at 19.99% per annum. The balance as at March 31, 2022 amounted to \$2,228 (2021 - \$46 prepaid). The receivable balance is shown as part of accounts receivable.

#### 7. COVID-19

In January 2020, the World Health Organization declared the COVID-19 coronavirus pandemic a public health emergency of international concern. The development of the COVID-19 pandemic progressed rapidly in 2020, and government actions to reduce transmission of the virus have had an economic impact. As a result, procedures have been put in place by management to mitigate the effects of the pandemic and ensure the health and safety of board members, publisher-exporters and its employees.

#### 8. GOVERNMENT ASSISTANCE

##### *Canada Emergency Business Account (CEBA) loan:*

The Organization received \$60,000 in government assistance through the Canada Emergency Business Account (CEBA) loan program.

## LIVRES CANADA BOOKS

### NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2022

#### 6. INSTRUMENTS FINANCIERS (suite)

##### Disponibilités de crédit (suite)

L'Organisation dispose également de cartes de crédit avec une limite de 26 000 \$ et portant intérêts à 19,99 % par année. Le solde au 31 mars 2022 est de 2 228 \$ (2021 - 46 \$ prépayé) et est présenté sous la rubrique des comptes débiteurs.

#### 7. COVID-19

En janvier 2020, l'Organisation mondiale de la santé a déclaré que la pandémie du coronavirus COVID-19 constituait une urgence de santé publique de portée internationale. Le développement de la pandémie de COVID-19 a progressé rapidement en 2020 et les actions des gouvernements pour réduire la transmission du virus ont eu un impact économique. Par conséquent, des procédures ont été mises en place par la direction afin d'atténuer les effets de la pandémie et assurer la santé et la sécurité des membres du conseil, des éditeurs-exportateurs et de ses employés.

#### 8. AIDE FINANCIÈRE GOUVERNEMENTALE

##### *Compte d'urgence pour les entreprises canadiennes (CUEC):*

L'Organisation a reçu 60 000 \$ en aide gouvernementale dans le cadre du programme du compte d'urgence pour les entreprises canadiennes (CUEC).

## LIVRES CANADA BOOKS

## NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2022

## 8. GOVERNMENT ASSISTANCE (continued)

*Canada Emergency Business Account (CEBA) loan (continued):*

This is an interest-free loan to help cover operating costs during a period where revenues have been temporarily reduced, due to the economic impacts of COVID-19. If the loan is repaid on or before December 31, 2023, \$20,000 will be forgiven. Any portion of the unpaid balance as of January 1, 2024 will be converted to a 2-year term loan at a 5% annual interest rate, paid monthly, and must be repaid in full no later than December 31, 2025. The Organization has recorded \$40,000 as a loan payable. The forgivable portion has been recognized as government assistance related to COVID-19 in the statement of operations. If the Company does not repay the loan by December 31, 2023, the \$20,000 will be charged as reduction to revenues in that fiscal year.

*Emergency fund*

In the prior year, Livres Canada Book received \$309,324 in emergency funding to help address operational losses caused by the pandemic. This amount represented 25% of the amount of funding for 2019-2020 projects received from the CBF (excluding amounts received or receivable under the accessibility program) which was \$1,237,295. No such amount was received during the year.

## LIVRES CANADA BOOKS

## NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2022

## 8. AIDE FINANCIÈRE GOUVERNEMENTALE (suite)

*Compte d'urgence pour les entreprises canadiennes (CUEC) (suite):*

Ce programme offre un prêt sans intérêts de 60 000 \$ pour aider à couvrir les coûts d'exploitation pendant une période où les revenus ont été temporairement réduits en raison des impacts économiques de la pandémie de la COVID-19. Si le prêt est remboursé au plus tard le 31 décembre 2023, une portion du prêt, soit 20 000 \$ sera radiée. Toute partie du solde impayé au 1<sup>er</sup> janvier 2024 sera convertie en un prêt à terme de 2 ans à 5% d'intérêt annuel, payé mensuellement, et devra être remboursé en totalité au plus tard le 31 décembre 2025. L'Organisation a enregistré 40 000 \$ comme prêt à payer. La partie pouvant être radiée a été constatée à titre de revenu dans l'état des résultats d'exploitation. Si l'Organisation ne rembourse pas le prêt d'ici le 31 décembre 2023, les 20 000 \$ seront comptabilisés en réduction des revenus de cet exercice.

*Fonds d'urgence*

Lors de l'exercice précédent, Livres Canada Books a reçu un montant de 309 324 \$ en fonds d'urgence pour pallier aux pertes d'opérations causées par la pandémie. Ce montant représente 25% du montant de financement des projets de 2019-2020 reçu du FLC (excluant les montants reçus ou à recevoir dans le cadre du programme d'accessibilité) qui était de 1 237 295 \$. Aucun montant du fonds d'urgence n'a été reçu au cours de l'exercice courant.

## Independent Auditor's Report

### LIVRES CANADA BOOKS

#### SCHEDULE - SUMMARY OF CANADA BOOK FUND EXPENDITURES BY PROJECT

(page 1 of 2)

YEAR ENDED MARCH 31, 2022

	2022						
	Direct project costs/ Coûts directs du projet	Logistic/ Logistique	Travel/ Déplacements	Salaries/ Salaires	Administration/ Administration	Total/ Total	
<b>MARKETING</b>							<b>MARKETING</b>
Canada stand	\$ 442,130	\$ -	\$ 32,205	\$ 92,051	\$ 84,958	\$ 651,344	Stand du Canada
Publications	43,198	-	-	78,097	18,194	139,489	Publications
<b>TOTAL MARKETING</b>	<b>485,328</b>	<b>-</b>	<b>32,205</b>	<b>170,148</b>	<b>103,152</b>	<b>790,833</b>	<b>TOTAL DU MARKETING</b>
<b>PROFESSIONAL DEVELOPMENT</b>							<b>DÉVELOPPEMENT PROFESSIONNEL</b>
Mentoring	13,766	-	-	15,348	4,367	33,481	Mentorat
Export market webinars	10,441	-	-	8,334	2,816	21,591	Webinaires sur les marchés d'exportation
Webinars	5,065	-	-	8,380	2,017	15,462	Webinaires
Market guides	32,480	-	-	8,414	23,612	64,506	Guides de marchés
Trade mission	5,262	2,343	38	24,208	4,778	36,629	Mission commerciale
<b>TOTAL PROFESSIONAL DEVELOPMENT</b>	<b>67,014</b>	<b>2,343</b>	<b>38</b>	<b>64,684</b>	<b>37,590</b>	<b>171,669</b>	<b>TOTAL DU DÉVELOPPEMENT PROFESSIONNEL</b>
<b>TECHNOLOGY</b>							<b>TECHNOLOGIE</b>
Report on book industry	39,445	-	-	22,568	9,302	71,315	Rapport sur l'industrie du livre
Website	10,340	2,335	-	17,639	4,547	34,861	Site Web
<b>TOTAL TECHNOLOGY</b>	<b>49,785</b>	<b>2,335</b>	<b>-</b>	<b>40,207</b>	<b>13,849</b>	<b>106,176</b>	<b>TOTAL DE LA TECHNOLOGIE</b>

Continued on page 27

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LIVRES CANADA BOOKS

SCHEDULE - SUMMARY OF CANADA  
BOOK FUND EXPENDITURES BY PROJECT

(page 2 of 2)

YEAR ENDED MARCH 31, 2022

LIVRES CANADA BOOKS

ANNEXE - SOMMAIRE DES DÉPENSES  
PAR PROJET DU FONDS DU LIVRE DU  
CANADA

(page 2 de 2)

EXERCICE TERMINÉ LE 31 MARS 2022

	2022						
	Direct project costs/ Coûts directs du projet	Logistic/ Logistique	Travel/ Déplacements	Salaries/ Salaires	Administration/ Administration	Total/ Total	
	<i>Continued from page 26</i>						<i>Suite de la page 26</i>
<b>OTHER COSTS</b>							<b>AUTRES COÛTS</b>
Livres Canada Books (recovery)	-	-	-	821,103	(457,977)	363,126	Livres Canada Books (Recouvrement)
Capital expenditures	-	-	-	-	12,322	12,322	Dépenses en immobilisation
Entertainment and networking	-	-	-	-	2,486	2,486	Divertissement et réseautage
<b>TOTAL OTHER COSTS (RECOVERY)</b>	-	-	-	821,103	(443,169)	377,934	<b>TOTAL (RECOUVREMENT) DES AUTRES COÛTS</b>
<b>THIRD PARTY DIRECT FUNDING</b>							<b>FONDS PROVENANT D'UN TIERS BAILLEUR DE FONDS</b>
Foreign Rights Marketing Assistance Program ("FRMAP")	824,755	16,000	-	96,670	105,000	1,042,425	Aide à la commercialisation des droits à l'étranger («PACDÉ»)
<b>TOTAL EXPENDITURES</b>	\$ 1,426,882	\$ 20,678	\$ 32,243	\$ 1,192,812	\$ (183,578)	\$ 2,489,037	<b>TOTAL DES DÉPENSES</b>

# Appendix II: Funding by Recipient

For the year ended March 31, 2022

Recipient	FRMAP	Mentoring Funding Support
400 coups, Éditions les	\$13,269.76	
AIM Language Learning	\$4,745.18	
Alire, Éditions	\$2,474.73	
Alto, Éditions	\$5,583.95	
André Fontaine, Éditions	\$4,978.21	
Annick Press	\$12,320.24	
Anvil Press	\$4,134.26	
Apprentissage Illimité	\$13,697.07	
Arbeiter Ring Publishing	\$2,090.53	
Arsenal Pulp Press	\$5,851.92	
Artichaut, Éditions L'	\$3,498.76	
Association nationale des éditeurs de livres (ANEL)	\$3,292.58	
Baraka Books	\$2,090.53	
Bayard Canada Livres	\$3,840.89	
Bayeux Arts	\$8,402.97	
Beauchemin International	\$4,964.72	
Between the Lines	\$4,962.50	
Biblioasis	\$4,885.35	
Blue Bike Books	\$3,203.24	
Book*hug Press	\$5,949.21	

## Funding by Recipient – For the year ended March 31, 2022

Recipient	FRMAP	Mentoring Funding Support
BookLand Press	\$5,199.47	
Boomerang éditeur jeunesse	\$5,622.21	
Boréal Express, Le	\$3,085.82	
Boulder Publications	\$5,042.51	
Bouton d'or Acadie	\$11,695.08	
Breakwater Books	\$2,603.31	
Brick Books	\$2,090.53	
Broadview Press	\$12,719.26	
Broquet	\$3,864.48	
Brush Education	\$2,090.53	
Caractère, Les Éditions	\$2,382.25	
Cardinal, Les Éditions	\$3,407.14	
CCI Learning Solutions	\$12,386.79	
Centre d'élaboration des moyens d'enseignement (CEMEQ)	\$2,090.53	
Chouette, Éditions	\$20,481.11	
Coach House Books	\$10,078.94	
Company's Coming Publishing	\$2,989.50	
Courte échelle, Groupe d'édition la	\$9,536.96	
Curriculum Plus Publishing	\$2,090.53	
David, Éditions	\$3,588.15	\$3,000.00
DC Canada Education Publishing	\$10,410.63	
Drawn & Quarterly	\$10,809.84	
Dundurn Press	\$9,632.12	

## Funding by Recipient – For the year ended March 31, 2022

Recipient	FRMAP	Mentoring Funding Support
Écosociété, Éditions	\$6,498.09	
Écrits des Forges, Les	\$1,341.32	
ECW Press	\$14,330.05	
Ekstasis Editions	\$2,090.53	
Eschia Books	\$2,090.53	
Fernwood Publishing	\$4,869.79	
Firefly Books	\$3,708.84	
Folklore Publishing	\$4,205.16	
Freehand Books	\$2,090.53	
Governors of the University of Calgary Press	\$3,463.34	
Greystone Books	\$14,947.65	
Groundwood Books	\$16,465.95	
Guernica Editions	\$2,250.79	
Guides de voyage Ulysse	\$2,843.72	
Guy Saint-Jean Éditeur	\$5,931.93	
Hancock House Publishers	\$2,090.53	
Héliotrope, Éditions	\$5,517.32	
Héritage, Les Éditions	\$3,647.43	
House of Anansi Press	\$5,738.11	
Hurtubise, Éditions	\$13,711.06	
Inanna Publications & Education	\$7,371.02	
Inhabit Media	\$5,105.71	
Irwin Law	\$4,440.35	

Funding by Recipient – For the year ended March 31, 2022

Recipient	FRMAP	Mentoring Funding Support
Instant même, Les éditions de l'	\$3,421.10	
Isatis, Éditions de l'	\$6,040.41	
J.C.L, Éditions	\$2,090.53	
J. Gordon Shillingford Publishing	\$2,090.53	
Kids Can Press	\$11,621.89	
Leméac Éditeur	\$2,090.53	
Librex, Groupe	\$12,656.99	
Linda Leith Publishing	\$6,662.35	
Lingo Learning	\$5,096.90	
Literary Press Group of Canada (LPG)	\$2,055.85	
Lone Pine Media Productions	\$3,595.52	
Lux Éditeur	\$2,641.93	
Malins, Les Éditions les	\$4,717.65	
MacIntyre Purcell Publishing	\$4,300.22	
Marcel Didier	\$2,090.53	
McGill-Queen's University Press	\$13,677.76	
Médiaspaul, Éditions	\$3,643.03	
Mémoire d'encrier	\$7,614.91	
Michel Quintin, Éditions	\$11,377.56	
Modus Vivendi, Publications	\$6,188.50	
Montagne Verte, Éditions de la	\$2,090.53	
Mortagne, Éditions de	\$7,776.54	
Mosaic Press	\$9,237.32	

## Funding by Recipient – For the year ended March 31, 2022

Recipient	FRMAP	Mentoring Funding Support
Multimondes, Les éditions	\$2,090.53	
New Society Publishers	\$6,901.43	
Novalis, Les Éditions	\$2,090.43	
Novelty Book Company, The	\$11,250.51	
Orca Book Publishers	\$16,021.76	
Owlkids Books	\$13,384.76	
Pajama Press	\$8,228.55	
PAPP International	\$18,755.52	
Partners Publishing	\$2,090.53	
Passage, Éditions du	\$2,892.19	\$3,000.00
Pastèque, Éditions la	\$10,910.15	
Pembroke Publishers	\$9,680.61	
Peuplade, Éditions La	\$9,612.96	
Phidal, Les Éditions	\$2,090.53	
Plaines, Éditions des	\$2,090.53	
Planète rebelle, Les Éditions	\$6,911.30	
Playwrights Canada Press	\$2,090.53	
Portage & Main Press	\$7,429.76	
Presses Aventure	\$2,090.53	
Productions Asiedirect	\$4,828.54	
Quartanier, Le	\$6,960.49	
Québec Amérique, Éditions	\$20,174.13	
Rainbow Horizons Publishing	\$2,090.53	

## Funding by Recipient – For the year ended March 31, 2022

Recipient	FRMAP	Mentoring Funding Support
Remue-ménage, Éditions du	\$4,049.31	
Réunis, Les Éditeurs	\$3,571.11	
Reynald Goulet, Éditions	\$2,090.53	
Robert Rose	\$6,742.78	
Ronsdale Press	\$2,090.53	
Running the Goat Press	\$2,090.53	
Second Story Press	\$10,814.16	
Shoebox Media	\$14,176.79	
Simply Read Books	\$2,090.53	
Sogides, Groupe	\$3,116.03	
Solski Group, The	\$2,090.53	
Sylvain Harvey, Éditions	\$2,620.73	
Talon Books	\$3,951.02	
TC Média Livres	\$4,844.76	
Tradewind Books	\$2,090.53	
Université de Montréal, Presses de l'	\$2,320.06	
Université d'Ottawa, Les Presses de l' / University of Ottawa Press	\$2,090.53	
Université du Québec, Les Presses de l'	\$4,107.27	
Université Laval, Presses de l'	\$2,090.53	
University of Alberta Press	\$8,368.17	
University of British Columbia Press	\$4,306.42	
University of Manitoba Press	\$7,103.87	
University of Toronto Press	\$10,613.00	

## Funding by Recipient – For the year ended March 31, 2022

Recipient	FRMAP	Mentoring Funding Support
Ville-Marie Littérature, Groupe	\$4,349.25	
Wilfrid Laurier University Press	\$4,555.28	
XYZ, Les éditions	\$2,090.53	





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