



Bringing Canadian words to the world

2022–2023 Annual Report

Livres Canada Books 2022–2023 Annual Report

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Chair's message

Through all the book industry's challenges over the last few years, we have continually 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 marginalized voices, evolving new formats, increasing discoverability, enhancing accessibility, reaching new international markets, or shifting to virtual during a global pandemic.

The full return of in-person fairs and events signals a promising future for Canadian book exports. Nurturing and expanding business partnerships in person is essential for highlighting the excellence of Canadian books and bringing 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.

On behalf of Livres Canada Books and the publishers who benefit from its programs and services, I would like to express gratitude to the various partners who continuously support our activities—particularly Canadian Heritage and Global Affairs Canada for their ongoing encouragement and flexibility in recognizing our operations' evolving circumstances during times of flux.

I want to thank the team at Livres Canada Books for their ongoing dedication to supporting the export activities of Canadian publishers. It takes a tremendous amount of organization and energy to administer the myriad programs and initiatives of Livres Canada Books (FRMAP funding, trade missions, webinars, catalogues, and market guides, to name but a few), and the team brings professionalism and diplomacy to every endeavour, large or small.

I'm honoured to be serving as Chair of Livres Canada Books and would like to thank my fellow Board members, whose contributions and varied experiences make our organization that much stronger. A special welcome to the new Board members who will be joining us.

Livres Canada Books celebrated its 50th anniversary last year—what a milestone. A heartfelt thank you to the Livres Canada Books team and partners. Here's looking forward to the next 50 years of excellence in Canadian book exports! ♥



Semareh Al-Hillal

Chair

“Canadian independent publishers have proven time and again that they respond with dynamism to the changing needs of the marketplace...”

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 through CanExport and the Trade Commissioner Service
- 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)
- Friesens Corporation
- Marquis
- Canadian embassies in Germany, Colombia, the United Arab Emirates, France, Italy, Belgium, Mexico, Norway, and South Korea
- High Commission of Canada in the United Kingdom
- Consulates General of Canada in Dubai and Shanghai
- Québec Government offices in Barcelona, London, Rome, and Mexico
- Air Canada

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



Introduction

This year marked a period of new beginnings and a simultaneous return to the past. We ushered in a new brand identity for greater visibility, impact, and engagement while celebrating our 50 years at the service of Canadian exporting publishers. We tabled a new business plan to guide our programs and services for the next three years as we returned to fully in-person international book fairs and a vibrant Canadian presence abroad. As in the past, our present and future goals aim to respond to the evolving needs of Canadian publishers, who are at the heart of all that we do.

The unwavering support of our government partners has buoyed our plans and activities. We deeply value and appreciate our longstanding partnerships with the Department of Canadian Heritage via the Canada Book Fund and International Trade, as well as with Global Affairs Canada and their expert trade commissioners and staff at Canadian missions around the world. These partnerships are essential to our work of promoting Canadian publishers on the international stage.

Our activities are further supported by a growing list of industry partners, including provincial granting organizations and publishing associations, who share our vision for the sustainability and long-term success of our industry.

We are privileged to work with an excellent team of dedicated professionals who serve our clients in both official languages. This small but nimble group diligently manages and develops our programs, services, and all-important relationships. Each member brings their own set of valuable skills and knowledge to our mission, which enriches our vision of the organization and our ability to better serve our industry.

The work we do is further supported by our Board of Directors, which is made up of expert, experienced publishers. We are grateful for their guidance and support and extend special thanks to our Board Chair, Semareh Al-Hillal.

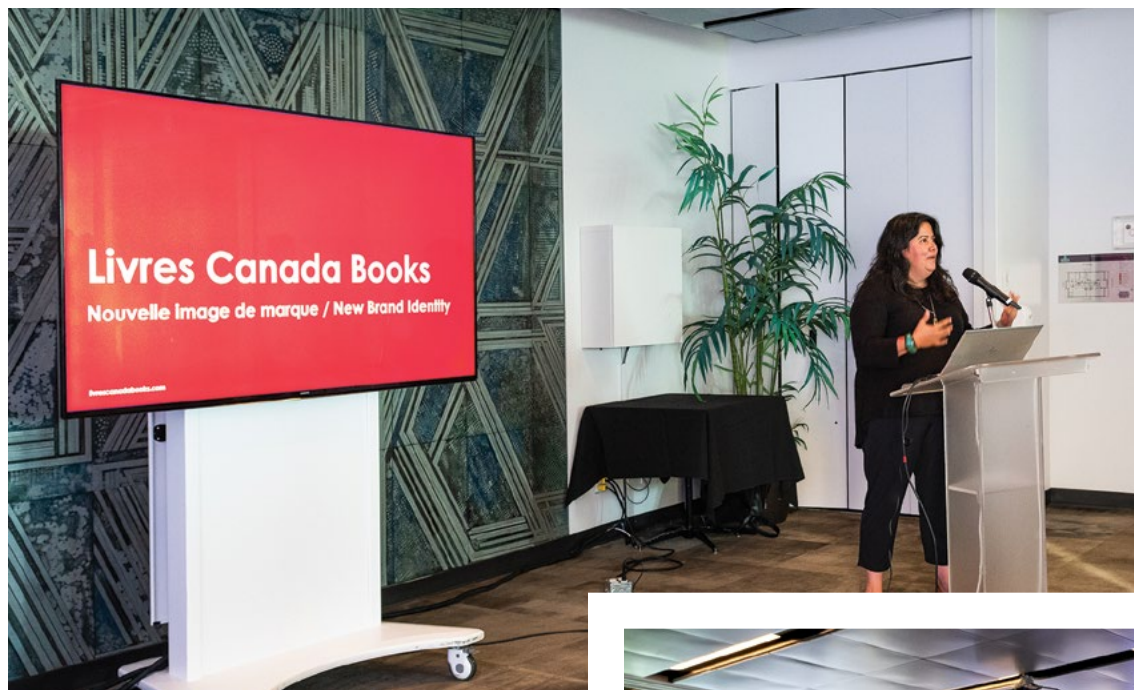
We look forward to continuing our work in support of Canadian publishers and exportation in the coming year and to the exciting projects and opportunities that lie ahead. ♥



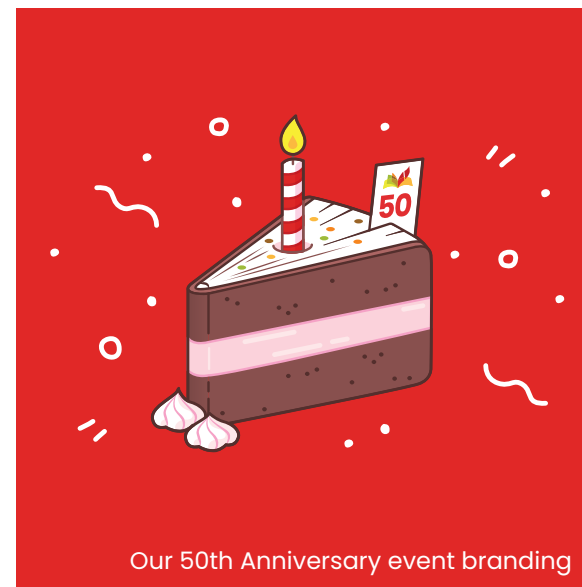
Francois Charette
Executive Director



Gabrielle Etcheverry
Deputy Executive Director



Gabrielle Etcheverry unveils the new Livres Canada Books brand identity



Our 50th Anniversary event branding



Attendees at our 50th Anniversary reception



François Charette addresses the 50th Anniversary reception crowd in Montréal





Our team

From left to right:

Gabrielle Etcheverry
Deputy Executive Director

Elina Taillon
Communications Officer

François Bellehumeur
Finance Coordinator

Viviane Bergevin
Administrative Assistant

Emilia Morgan
Programs and Events Officer

Christy Doucet
Senior Manager, Programs and Events

François Charette
Executive Director

Our new brand and identity: Bringing Canadian words to the world



We were delighted to share our updated brand and visual identity with our industry partners, stakeholders, and friends in early 2023.

Livres Canada Books began developing a new brand strategy and identity in late 2020, stemming from a need for greater flexibility and accessibility from our logo as we revamped the look of the *Rights Canada* catalogue, developed a new website, and experienced a much greater online presence.

Our vision and mission

As a first step in the brand development process, the designers helped us to clarify our brand strategy, starting with our vision and mission statements. These were re-written to capture clearly and concisely who we are as an organization and how we operate.

Our vision:

**To bring Canadian words
to the world.**

Our mission:

**Livres Canada Books
supports and promotes the
exports of Canadian-owned
publishers by acting as a catalyst
to bring worldwide attention
to Canadian books and
their authors.**

Our core values

Following our new vision and mission, our core value statements were carefully crafted to be actionable and observable to all.

Exporting our uniqueness

We believe that Canadian books and their authors are unique, valuable, and important exports for Canada, and should be shared with the world.

Supporting with excellence

Everything we do is committed to providing unique, experienced, and excellent support for the export of Canadian books, and to the publishing industry at large.

Partnering to promote

We believe in continually working with national and international partners to identify new markets and find new ways to promote Canadian publishers and their books around the world.

Championing inclusion

We respect equity and diversity by openly listening to our stakeholders, involving our members and partners in our decision-making, and by being fair and impartial in every activity we undertake.

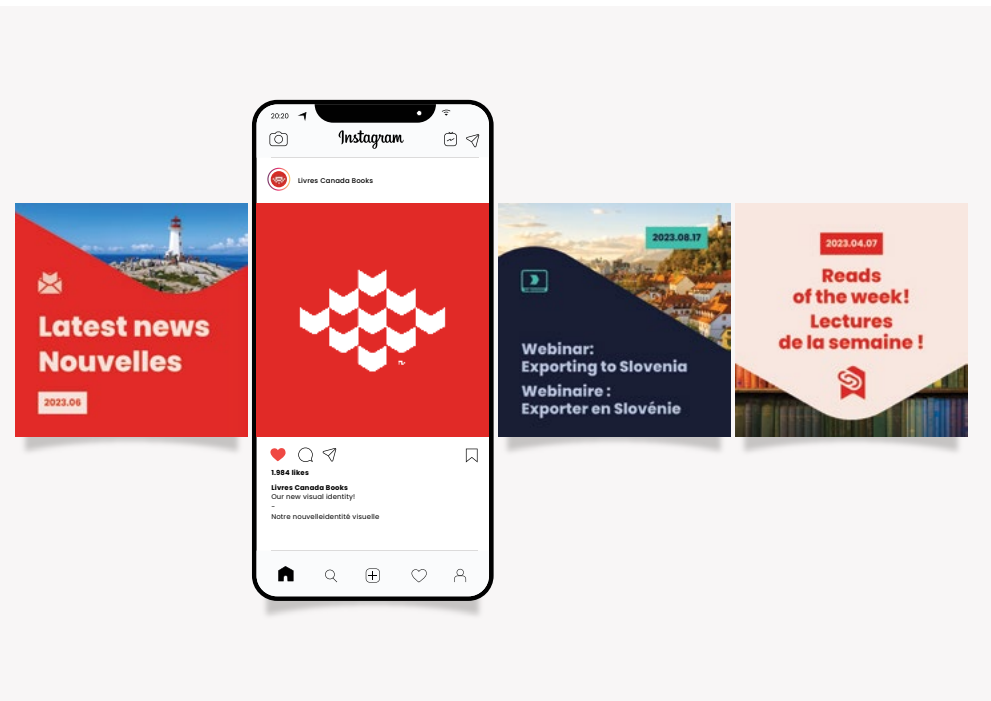
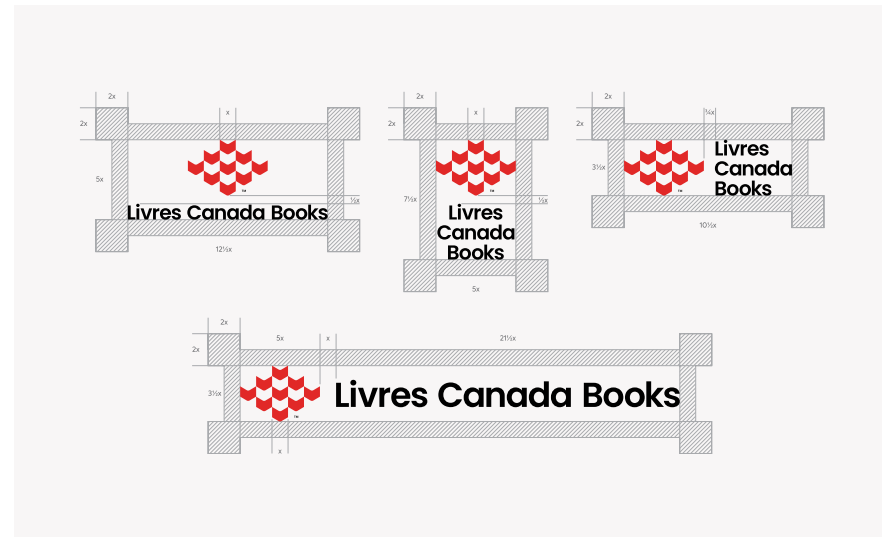
Our new visual identity

With a clear strategy in place, our new logo was designed to be more flexible, legible, and accessible, while visually capturing key ideas from our vision and mission statements. As an organization that aims to serve all Canadian publishers, our new logo is a symbol of our collective strength, our commitment to growth, and our drive to build community—both amongst Canadian publishers and with international industry at large.

The graphic, made up of shapes resembling open books, is arranged so that the visible books—inclusive of the solid red and interlocking white spaces—equal 13, representative of the 10 provinces and three territories that make up Canada. The lack of bounds around the shapes suggests that the pattern could build forever, further supporting the idea of growth.

The new identity also introduces a wider range of colours in primary, secondary, and supporting palettes. These colours and their meanings were chosen to reflect the attributes of the brand and its values, and a connection to Canada, representing the diversity of our beautiful physical landscape, and by extension, the diversity of our people, places, and cultures. 📖

As an organization that aims to serve all Canadian publishers, our new logo is a symbol of our collective strength, our commitment to growth, and our drive to build community—both amongst Canadian publishers and with international industry at large.



Our new brand and identity

2022–2023 at a glance

Supporting Canadian publishers

FRMAP	➤ 153 funding recipients
Mentoring—Funding Support	➤ Two funding recipients

Promoting Canadian publishing

Canada Stand	➤ London, Frankfurt, Bologna
Networking	➤ Canada–Spain at Frankfurt, Sharjah, Montréal Book Fair, Shanghai, Brussels, Angoulême, Norway–Canada Speed-Dating Meeting
Collective marketing	➤ 2022 <i>Rights Canada</i> catalogue—272 titles from 92 publishers ➤ 2023 <i>Canadian Studies Collection</i> —135 titles from 37 publishers

Building export expertise

Market guides	➤ One new guide (English and French) and two updated guides
Trade mission	➤ Mexico—six publishers, corresponding webinar, and list of contacts
Mentoring—Coaching	➤ Colombia—nine publishers
Professional development webinar	➤ Audiobook Streaming and Subscription Models for International Distribution—18 participants
Export market webinars	➤ Spain—60 participants ➤ United Kingdom—69 participants
Conferences	➤ Attendance at three conferences

Engaging with our community

Website

- › Title collections promoting publishers attending international fairs and selected translations

Blog

- › 98 blog articles (49 in French and 49 in English)

Social media

- › Information sharing with a diverse and growing audience

Newsletter

- › 11 issues

Looking toward the future

Accessibility

- › Continuing our efforts to meet AODA compliance by 2025 and to support publishers in their efforts to export accessible digital content.

Business Plan

- › Tabling a new business plan for 2023–2026 to address the needs of exporting Canadian publishers.

Diversifying financing

- › Actively looking for more funding opportunities from new and diverse sources.

Eligibility criteria

- › Reviewing and updating our eligibility criteria and application processes.

Sustainability

- › Finding ways to support Canadian publishers in their sustainability goals while reviewing our own practices and amending them where possible.

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.
- 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

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). We also continue to support publishers in their efforts to export accessible digital content to global markets.

2023–2026 Business Plan

Livres Canada Books tabled its strategic and flexible 2023–2026 Business Plan, which aims to support emerging and experienced exporters of Canadian books in a rapidly changing book industry. Our new Business Plan continues targeting traditional export markets such as the US, the UK, and France; leveraging Canada's recent Guest of Honour role in Frankfurt 2020/2021 by deepening connections in various European book markets; strengthening the relationships we began building in the Latin American markets during the 2021–2024 business plan period; and making a small re-entry into Asia Pacific markets such as India and Korea.

Another strategic focus of the four-year plan is to help publishers access expertise on digital book (ebook and audiobook) distribution and discoverability in international markets. 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.

Diversifying financing

Traditional sources of funding for the non-profit arts and cultural sector have been significantly reduced over many years while costs and interest rates have been steadily increasing, particularly since the COVID-19 pandemic. To maintain our current level of programs and services and eventually grow the organization's resources and activities, we will continue to look for more funding opportunities from new and diverse sources.

Eligibility criteria

As part of our ongoing efforts to make our programs and services easier to access across the industry, we have started updating some of the eligibility criteria for programs and services. These changes include shortening the length of time that a new applicant must be a confirmed recipient of selected Canada Book Fund and Canada Council for the Arts programs, as well as providing additional delegate funding for provincial publisher associations attending international events, among others.

We will continue to review and update our eligibility criteria and application processes to make our programs and services easier to access across the industry, particularly for emerging and Indigenous publishers.

Sustainability

We recognize the urgent need to develop more sustainable publishing practices across the supply chain to help reduce our industry's carbon footprint. We are committed to finding ways to support Canadian publishers in their sustainability goals and reviewing and amending our own practices concerning the environment. 🍀

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. We prioritize collecting and analyzing program data so that our activities remain relevant.

In 2022–2023, 149 publishers and four 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 2022–2023. 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 68).

In 2022–2023, a total of \$CAD856,000 was allocated.

Applications received and funds allocated in 2022–2023

Applications	Submitted	Eligible	Amount
Foreign Rights Marketing Assistance Program (FRMAP)	159	153	\$850,000
Mentoring—Funding Support	2	2	\$6,000

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

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 2022–2023. 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 2022–2023 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 2022–2023, of the 153 eligible publishers and national and provincial publishers' associations, 151 received funding for export-related expenses through FRMAP.

2022–2023

Total claims	329
International trade events	278
Export sales trips	51
Number of delegates	473
Number of recipients for the special redistribution	148

Mentoring— Funding Support

The [Mentoring—Funding Support](#) program provides publishers with the opportunity to benefit from knowledge and expertise gained through their participation in our 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 support a greater number of publishers who can benefit from a more targeted approach.

In 2022–2023, Mentoring—Funding Support provided \$CAD3,000 each to two eligible publishers. 🍷

Promoting Canadian publishing

Canada Stand

The Canada Stand ranges in size from 36 square metres to over 300 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 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. This year, we were able to return to the industry's most anticipated international book fairs and offer Canadian publishers first-rate in-person service on the Canada Stand.

Livres Canada Books provides 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.

The network of major international book fairs and salons remains a driving force for the development of Canadian book exports.

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.

London Book Fair (April 5–7, 2022)

We returned to the first in-person [London Book Fair](#) since 2020 and held a successful collective stand for participating publishers. The Canada Stand was fully booked with 12 exhibitors and promoted an additional title from one publisher through the Display Title option. Exhibitors at this fair benefitted from an improved location and stand.



Frankfurt Book Fair (October 19–23, 2022)

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.

The stand included a 40 m² information space featuring a refreshments bar, which proved to be the focal point of the information stand. Fifty-five (55) exhibitors occupied 304 m², and we promoted 23 additional titles from 12 publishers who were not present in Frankfurt.





Bologna Children's Book Fair (March 6–9, 2023)

After pandemic-related cancellations in 2020 and 2021, we returned to the **Bologna Children's Book Fair** in 2022–2023. The larger stand occupied 128 m² and was positioned in a choice location in the centre of Hall 26. The improved stand had 16 exhibitors and four display titles, for a total of 17 exhibitors.



Networking

In all that we do, we aim to build positive relationships with national publishers and industry stakeholders, as well as with our international counterparts and partners. We believe in continually working with international partners to identify new markets and find new ways to promote Canadian publishers and their books around the world. To this end, we work closely with international associations and partners, as well as with Canadian embassies and missions in key international markets, to further promote Canadian books and publishers at important international publishing events.

BD Comic Strip Festival (September 9–11, 2022)

The Embassy of Canada to Belgium in Brussels, in collaboration with Québec BD and Livres Canada Books, organized a Canadian presence at BD Comic Strip Festival for the first time. The Embassy handled shipping the books through diplomatic bags, operated the stand, sold books, and planned events. Eight (8) publishers participated in this initiative, promoting 35 Canadian titles.

Canada–Spain Independent Publishers Networking Event at Frankfurt (October 20, 2023)

Livres Canada Books and the Federación de Gremios de Editores de España (FGEE) [the Spanish Association of Publishers' Guilds] organized a networking event for independent Canadian and Spanish publishers. As the most recent and current Frankfurt Guest of Honour countries, Canada and Spain were uniquely positioned to benefit from each other's experiences.

Building on information and contacts gained through the Livres Canada Books 2020 virtual trade mission to Spain, the event focused on opportunities and challenges for independent publishers in both markets and on sharing best practices and lessons learned from the Guest of Honour experience.

In all that we do, we aim to build positive relationships with national publishers and industry stakeholders, as well as with our international counterparts and partners.

Sharjah International Book Fair (November 2–13, 2022)

In collaboration with Livres Canada Books, the Consulate General of Canada in Dubai planned a presence in Sharjah in 2022. The Consulate funded the stand, provided shipping for the books, ran the stand, and identified business opportunities on our behalf. Thirty-one (31) publishers participated in this initiative.

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 (November 18–20, 2022)

The Consulate General of Canada in Shanghai and Livres Canada Books organized a Canadian presence at this fair for a third year. Twenty (20) publishers participated in this initiative.

The Consulate managed a physical stand, shipping and displaying 73 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.



Salon du livre de Montréal (November 23–27, 2022)

Livres Canada Books invited Elena Pasoli, Director of the Bologna Children's Book Fair, to attend the Montréal Book Fair and participate in the Fellowship (Rendez-vous). She was accompanied by a delegation of five Italian illustrators, and Montréal was included as one of the four cities for the Bologna Children's Book Fair Grand Tour (Frankfurt, Sharjah, Montréal, and Guadalajara).



The Angoulême Comic Book Festival and International Rights Market (January 25–29, 2023)

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 a second Canadian collective presence at this festival. Thirteen (13) publishers participated in this initiative. The Embassy supported the presence at the festival and coordinated several events highlighting Canadian-authored titles. Rights meetings took place, and books were sold to the public.

Speed Dating with Norwegian Publishers (Indigenous and Sámi) (January 31, 2023)

Organized by Norwegian Literature Abroad (NORLA) and Livres Canada Books, this event aimed to introduce publishers of Indigenous and Sámi works to one another in the hope that they will continue to exchange information and build business ties after the event. Five (5) publishers from Canada and four (4) from Norway presented their titles at this event.

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.

Rights Canada

The 2022 *Rights Canada* catalogue continued with the updated design from 2020 to highlight our Guest of Honour year.

The 2022 *Rights Canada* catalogue featured 272 titles from 92 publishers.

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 2022 *Rights Canada* catalogue featured 272 titles from 92 publishers. The catalogue also featured seven advertisements from Canadian partner organizations, and we offered half-page ads to: The Association of Canadian Publishers, Québec Édition, the Association of Canadian University Presses (ACUP),

Creative BC, the Canada Council for the Arts, the Literary Press Group of Canada (LPG Canada), and the Regroupement des éditeurs franco-canadiens (REFC).

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 our website. The digital catalogue includes live links to titles on the participating publishers' websites and the publishers' email addresses.



Canadian Studies Collection

The 2023 *Canadian Studies Collection* highlighted 135 titles from 37 publishers—our largest edition of the *Collection* yet. The catalogue also featured six 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 2023 *Canadian Studies Collection* highlighted 135 titles from 37 publishers—our largest edition of the *Collection* yet.

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 our website. 📖

Building export expertise

Market guides

Our robust collection of market guides for Canadian publishers, written by industry experts, provide the best and most up-to-date information on export markets. Offering 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 [our website](#) and through [DeMarque’s ebook distribution platform, Cantook](#), the guides are also available free of charge to eligible recipients of the FRMAP and Mentoring programs.

In 2022–2023, Livres Canada Books published one new guide on selling books in Argentina (in English and French) and two guide updates, one on non-traditional book sales in France and the other on exporting English-language academic and scholarly books.

[*Selling Canadian Books in Argentina: A Guide for Canadian Publishers*](#) (2022) by Alejandro Dujovne and the Centro Regional para el Fomento del Libro en América Latina y el Caribe (CERLALC)

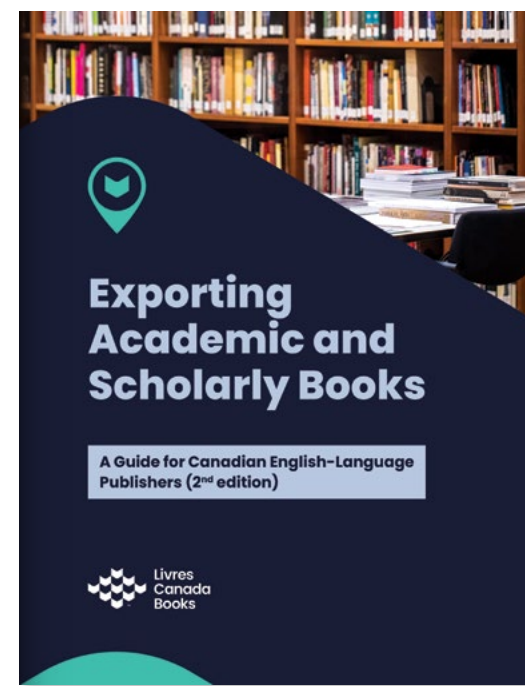
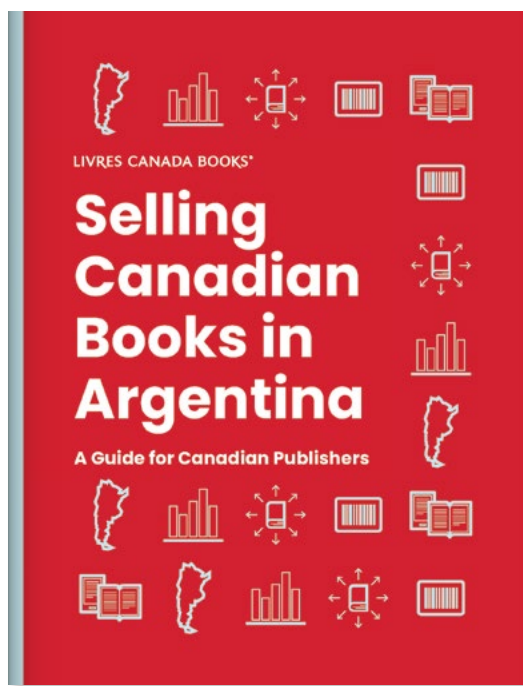
[*Les ventes hors librairie en France : un guide pratique à l’intention des éditeurs canadiens, 3^e édition*](#) (2023) by Mathias Echenay and Stéphanie Vecchione of Axiales

[*Exporting Academic and Scholarly Books: A Guide for Canadian English-Language Publishers, 2nd edition*](#) (2023) by Ruth Bradley-St-Cyr

EXPERT PROFILES

Selling Canadian Books in Argentina: A Guide for Canadian Publishers

Alejandro Dujovne is the director of the Centre for Book Studies and Public Policy [Centro de Estudios y Políticas Públicas del Libro] at the Universidad Nacional de San Martín (UNSAM). He has a Ph.D. in Social Sciences and is a researcher at the National Council of Scientific and Technical Research (CONICET) [Consejo Nacional de Investigaciones Científicas y Técnicas. Dujovne is the head of UNSAM’s Sociology of Culture and Cultural Analysis master’s program and is one of the program



coordinators for the Book and Publishing Studies program. He works as a consultant for legislation and public policies related to book publishing in Argentina.

The Centro Regional para el Fomento del Libro en América Latina y el Caribe (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.

Les ventes hors librairie en France : un guide pratique à l'intention des éditeurs canadiens

Stéphanie Vecchione was a teacher before taking on the role in 2010 of supporting book start-ups in building their online communities and social networks. For the past nine years, she has been working with publishing companies on their digital promotion and digital strategies. She also works with booksellers and librarians on their social media presence and helps promote their events.

Mathias Echenay began his career as a sales representative for Seuil. After working with Flammarion and Interforum, he was then Executive Director of CDE and CEO of FED (Gallimard/Madrigall group). Today, with his business as a publisher at La Volte, a house he founded in 2004, he is also a consultant at Axiales serving publishers and broadcasters on commercial matters.

Axiales is a consulting company that brings together experienced professionals who have exercised operational responsibilities in various areas of the sector: publishing, marketing, promotion, distribution, bookstores, etc. Axiales consultants have been leaders and managers in both private and public structures, large or small, independent or integrated.

Exporting Academic and Scholarly Books: A Guide for Canadian English-Language Publishers

Dr. Ruth Bradley-St-Cyr studies the history of book publishing in Canada, particularly the period from 1960 to 1980 when much of the cultural policy in this area was formulated. She was Director of the University of Ottawa Press from 2003 to 2005 and has also worked for the Canadian Journal of Development Studies, the Centre for International Policy Studies, Stewart House Publishing, Stoddart Publishing, Readers' Digest Children's Books, Canadian Scholars' Press, Women's Press, Between the Lines, the United Church Publishing House, McGraw-Hill Ryerson, and Prentice-Hall Canada. She is currently a freelance editor, writer, and researcher.

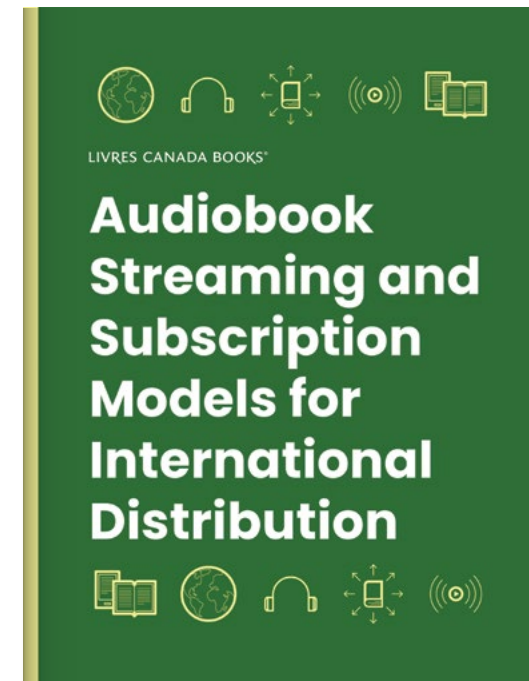
Digital publishing

Innovations in digital publishing, distribution, and sales—and the accompanying opportunities and challenges—are now part of a publisher's everyday reality. Providing regular, updated context for these changes allows Canadian publishers to be at the forefront of developments as they happen. We are proud to be a leading source of advice and material on exporting and selling digital books in international markets.

This year, Forté Business Consulting partners Michele Cobb and Michael Desrosiers prepared our digital publishing report, *[Audiobook Streaming and Subscription Models for International Distribution](#)*. A professional development [webinar on the same topic](#) was presented by Michele Cobb a few months before the report's publication in December 2022. This practical, hands-on webinar provided publishers with the necessary knowledge to help them increase their presence and sales in major audiobook markets worldwide.

The explosion in audiobooks' popularity has led to (and been facilitated by) the proliferation of platforms for their distribution. The report imparts strategies for Canadian publishers who seek to increase their presence and sales in major audiobook markets through a better understanding of the international audiobook market, including knowledge of key platforms and best practices in international audiobook distribution and monetization in the US, the United Kingdom, France, Spain, and Mexico.

Building on the latest industry developments, the report outlines the opportunities and challenges these present for exporting Canadian publishers of all sizes and across both languages.



EXPERT PROFILES

Forté Business Consulting,

Michele Cobb and Michael Desrosiers

Michael Desrosiers has led organizational finance and operation areas for over 25 years. After becoming a CPA, Mike began his career in the corporate office of the precious metals division of Cookson America in the late 1980s. This is where Mike was first exposed to acquisitions/divestitures and worked in operations, identifying synergies and implementing corporation integration plans. At Cookson, he worked his way through several division controllerships and became the director of financial reporting. Upon leaving Cookson, Mike served several medium-sized entities as CFO. These included publicly traded, foreign-owned, and private equity-backed organizations, where he spearheaded several acquisitions and mergers. Mike joined the British Broadcasting Corporation (BBC) audiobooks division as the director of finance and operations and was later promoted to chief operating officer in charge of the day-to-day operations of the BBC Audiobooks division in North America.

Michele Cobb began her career as a theatre director and general manager before she became involved in audiobooks and spent over a decade at the BBC Audiobooks division in the US. Now on the executive teams at L.A. Theatre Works, AudioFile Magazine, and MMB Media, she is a recognized expert in digital media with a focus on audio. She also serves as the executive director of the Audio Publishers Association, the Podcast Academy, and PubWest, and consults for clients in the media space.

Webinars

To reach a greater number of publishers by eliminating travel costs, we have been offering professional development and export market webinars since 2011. This online training is delivered by industry experts who address topics of interest to 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.

We provide simultaneous English and French interpretation for all our webinars to facilitate understanding across languages, and each webinar includes an interactive question-and-answer session with the presenters.

This fiscal year, a total of 147 publishers and other industry stakeholders registered for our professional development and export market webinars. 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.

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 Spain

In September 2022, we held a highly informative webinar on [exporting to Spain](#) presented by José Manuel Anta. The Spanish book industry is one of the country's largest cultural sectors and home to a group of large, internationally known and respected publishing houses and literary agencies, as well as an abundance of small presses and newly established publishers. A powerful exporter of books, Spain is a market that should not be overlooked.

Exporting to the United Kingdom

In February 2023, we held a second export market webinar providing an overview of [the UK book market](#) hosted by Emma House and Simon Littlewood. The United Kingdom (UK) is a well-established export market for publishers from other English-language markets and an important market for publishers from other territories. Its publishing industry is prolific and diverse, with an active book-reading and book-buying public, easy internal communications, and national media coverage. Geographically compact, the UK is also relatively easy to access, with few import restrictions or taxation barriers.

Video recordings of the webinars can be viewed on our YouTube channel. They are also free on the Livres Canada Books website.

EXPERT PROFILES

Exporting to Spain

Since 1997, **José Manuel Anta** has been the Director of the [Federation of National Associations of Book Distributors](#) (FANDE), an organization that includes over 180 companies that distribute books, magazines, newspapers, and digital content. Since 2015, he has also been the Director of the [International Publishing Distribution Association](#) (IPDA) based in Madrid. He has spoken at numerous conferences about the book industry, publishing, and digital content, including the Inter-American Publishers' Conference, the Ibero-American Booksellers' Congress, the Guadalajara Book Fair's International Publishing Forum, the International Publishing Distribution Forum (Frankfurt), the Association of University Presses Forum, and others. He is also the Coordinator of the International Event for Innovation in Books and Reading, Readmagine, held annually in Madrid. He has published articles and interviews in Spanish and overseas publications about the distribution of cultural and leisure products, including in *El País*, *Delibros*, *Distripress Gazette*, and *Futurebook*.

Exporting to the United Kingdom

Emma House is an international publishing consultant, having worked in the industry for over 20 years. She is the former Deputy CEO of the Publishers Association, where she worked for 11 years. Before this, she worked for The London Book Fair in various posts, including Event Manager, Head of International Development, and Key Account Manager. She has broad knowledge of the global publishing industry and a strong network of contacts across publishers, agents, distributors, and booksellers. She is co-founder of the Facebook group Publishers Without Borders, designed to bring the international community together during the COVID-19 pandemic. She is an advisor for the organization Civic on a Future Libraries project for the UK Public Library sector, a project manager for Quick Reads (an adult literacy initiative run by The Reading Agency), as well as a consultant to the Sharjah Book Authority. She is a trustee of the Publishing Training Centre and an advisor to LDN Apprenticeships.

Simon Littlewood is an advisor, consultant, and coach to a range of international book industry companies and government organizations. Simon has held positions in trade, academic and professional, educational, and illustrated publishing in the UK for over 30 years. A member of Macmillan's Graduate Recruitment Scheme, where he gained experience in sales, marketing, and editorial management at home and overseas, he was also a founder director of Pan Macmillan South Africa. He later took senior roles at Phaidon Press and Headline Book Publishing before becoming International Director of the Random House Group (now part of Penguin Random House) in 1997, a post he held until 2014. During successive phases of expansion at Random House, he oversaw strategic developments in Europe and East Asia and led the start-up of Random House India in New Delhi. As a director of Random House South Africa, he played a key role in establishing its local publishing list Umuzi. From 2009 to 2011, Simon was Chair of the UK Publishers Association's International Board, leading copyright protection campaigns jointly with the PA's International Director. He has been closely involved in publishing education for many years, giving seminars on various courses and sitting on the Industry Advisory Board of the Oxford International Centre for Publishing Studies. Since 2014, he has represented the UK PA on the Executive of the Federation of European Publishers in Brussels, and, from 2014 to 2019, he fulfilled the same role at the International Publishers Association in Geneva.

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 2022–2023 program, focused on Colombia, was offered to Francophone and Anglophone participants. Nine publishers benefitted from the direct mentorship with the consultant.

The objective of the Mentoring—Coaching Program on Colombia was to provide export expertise to a group of eligible publishers to help familiarize them with export activities in Colombia (examination and evaluation of their export potential, promotional activities, distribution mechanisms, co-editions, and rights sales). The 2022–2023 program activities included a [webinar](#) that provided an overview of Colombian publishing, including rights sales, distribution, and one-on-one online video sessions between individual publishers and the consultant, Luis Fernando Páez, to determine the eligible publishers' potential in the Colombian 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 needs and concerns.

EXPERT PROFILE

Colombia

Luis Fernando Páez has been a publisher of non-fiction and management books for 15 years, with extensive knowledge of publishing and content industry trends. Most recently, he held the position of Non-Fiction Editorial Manager and Business and Academic Book Editor at Grupo Planeta. He has also held positions at Hypertexto and Grupo Editorial Norma y Carvajal Educación, among others.

Trade mission

Livres Canada Books organized a trade mission to Mexico from August 30 to September 4, 2022, focusing on the scholarly book market. A delegation of six publishers, including Apprentissage Illimité, Les Presses de l'Université de Montréal, University of British Columbia Press, University of Manitoba Press, University of Toronto Press, and Wilfrid Laurier University Press, accompanied by Livres Canada Books staff, participated in [La Feria Internacional del Libro de las Universitarias y los Universitarios](#) (FILUNI).

The publishers met with key players in the sector (over 50 meetings) to better understand the Latin American market for scholarly books. The mission also conducted visits to the library and archives of the Universidad nacional autonoma de México (UNAM), El Péndulo and the Fondo de Cultura Económica bookstores, as well as special events outside fair hours to learn about the different facets of Mexico's scholarly publishing market.



Special thanks to Alejandro Villaseñor and the FILUNI staff members; Ernesto Miranda, Laura Garza, and Marko Popic of the Embassy of Canada to Mexico; and to Pablo de la Vega, Verónica Mendoza, and Karla Bañuelos Sáenz from Base Tres Consulting for their collaboration in building a network between Mexican and Canadian scholarly 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](#) from our website.

We have been exploring new and emerging markets that hold potential for Canadian publishers through our trade missions since 2005 when we held a mission to Japan. 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 their participation in this activity. 🍷

Selected past missions





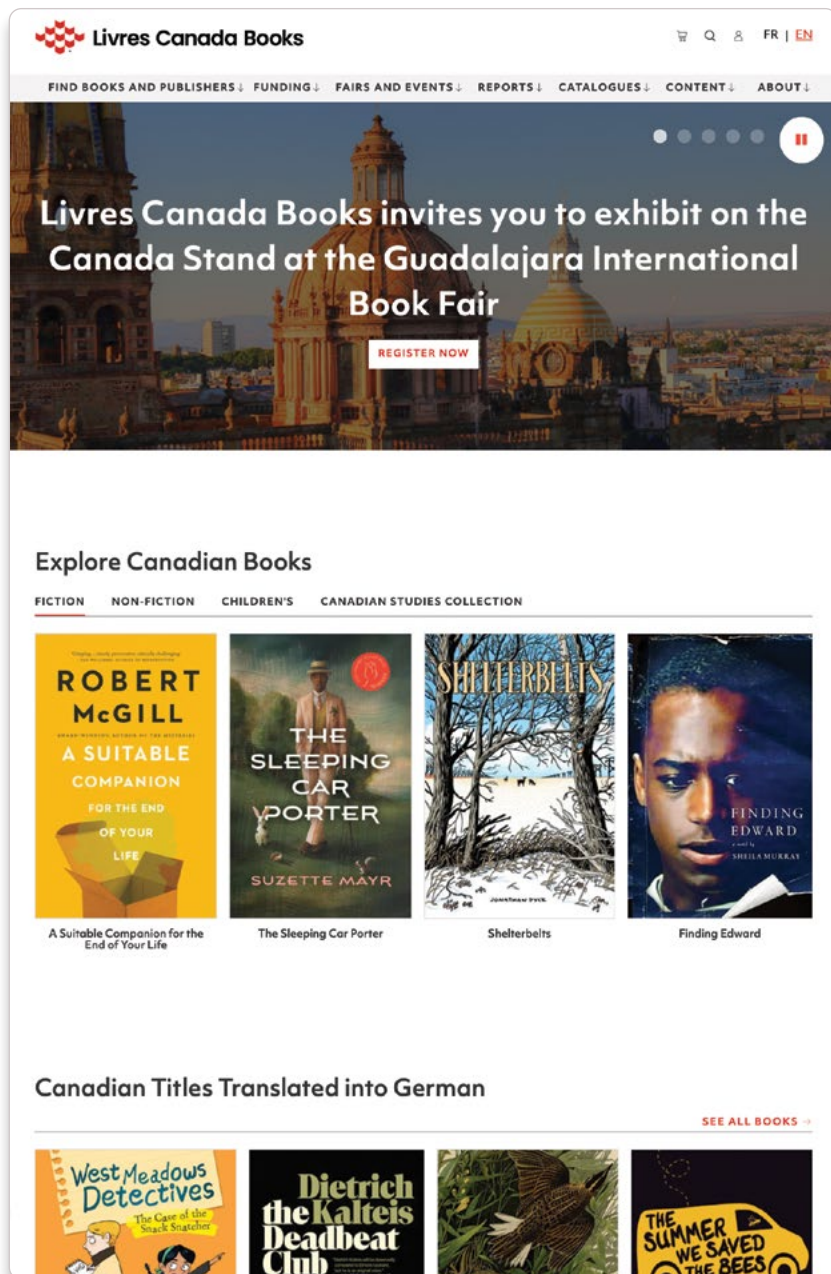
Engaging with our community

Livres Canada Books aims to ensure that Canadian publishers are always informed about and involved in our activities and that our international community of subscribers and followers also learn about exciting Canadian titles and our vibrant literary culture. We reach out to the publishing industry and beyond in several ways, including via our website, blog, social media, and newsletter.

Website

Our [website and discovery platform](#) provide a 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 browsing options. We curate specialized title collections throughout the year to effectively promote Canadian books abroad and enhance their international visibility. These are created around publishers' participation in book fairs where we organize a Canada Stand or the availability of translated editions in specific languages.

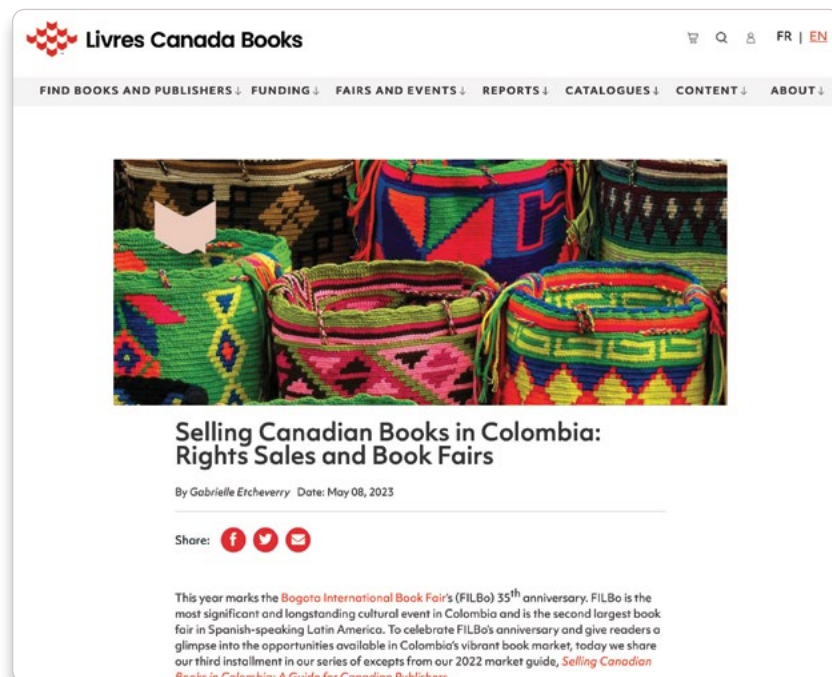
An essential component of our communication efforts, our WCAG 2.0 Level AA-compliant website allows Canadian publishers to download [market guides](#), register for [webinars and fairs](#), and learn about our services and [programs](#). It functions as an information hub and a point of contact between the international community, Canadian publishers, and other partners. Over the 2022–2023 fiscal year, the Livres Canada Books website had 21,836 unique visitors from Canada and around the globe, including the US, Germany, France, China, India, the UK, Japan, and South Korea.



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:

- Partner organization interviews
- Livres Canda Books programs explainers
- Industry news
- Market profiles
- Market guide excerpts

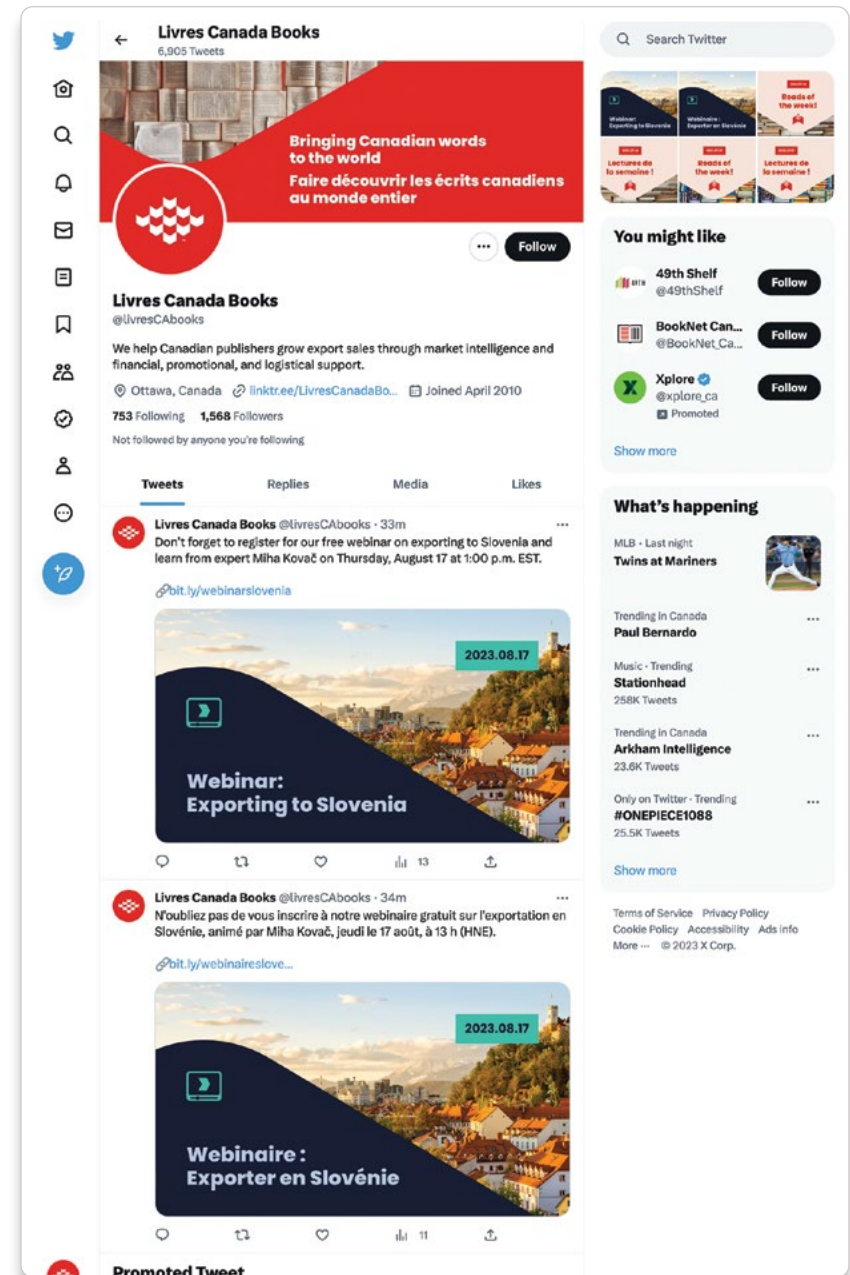


Social media

Livres Canada Books strives to create and share content that promotes our programs and products, establishes our expertise in 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.

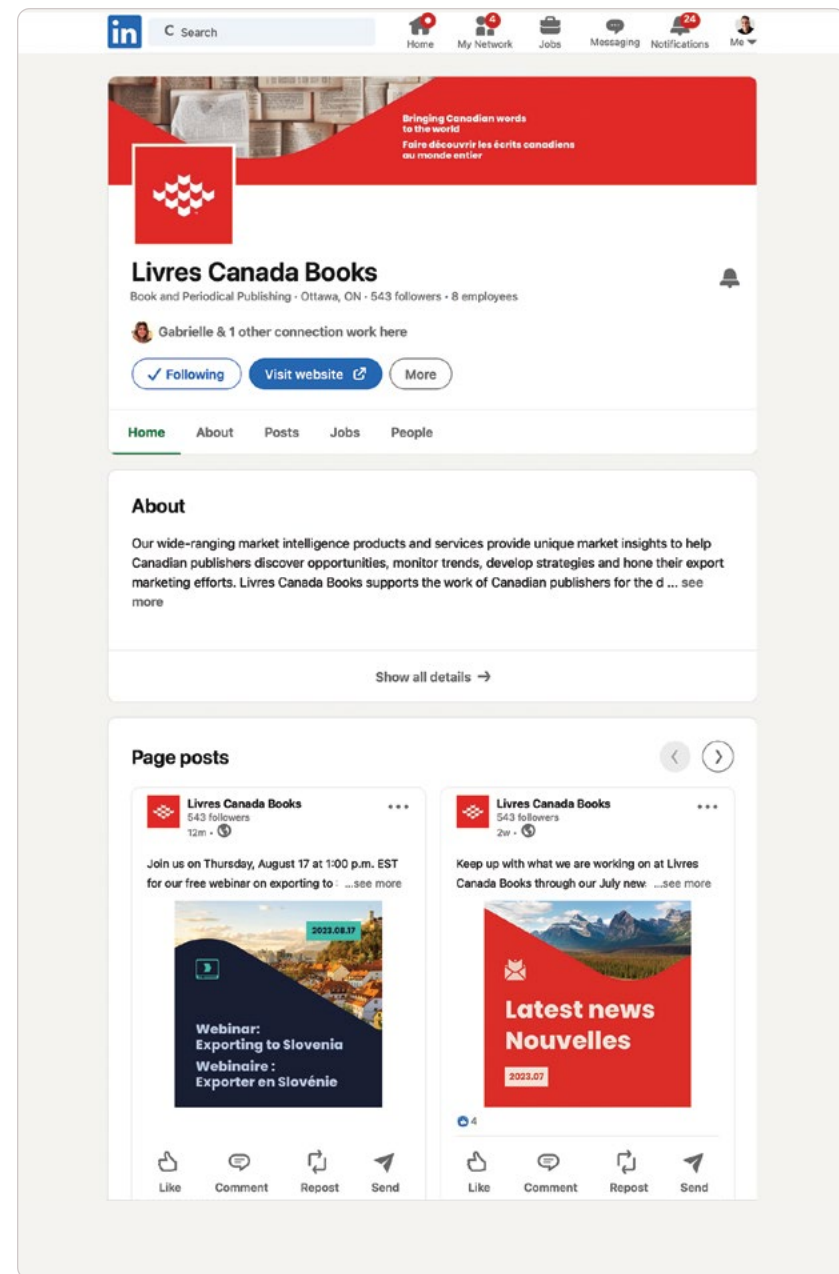
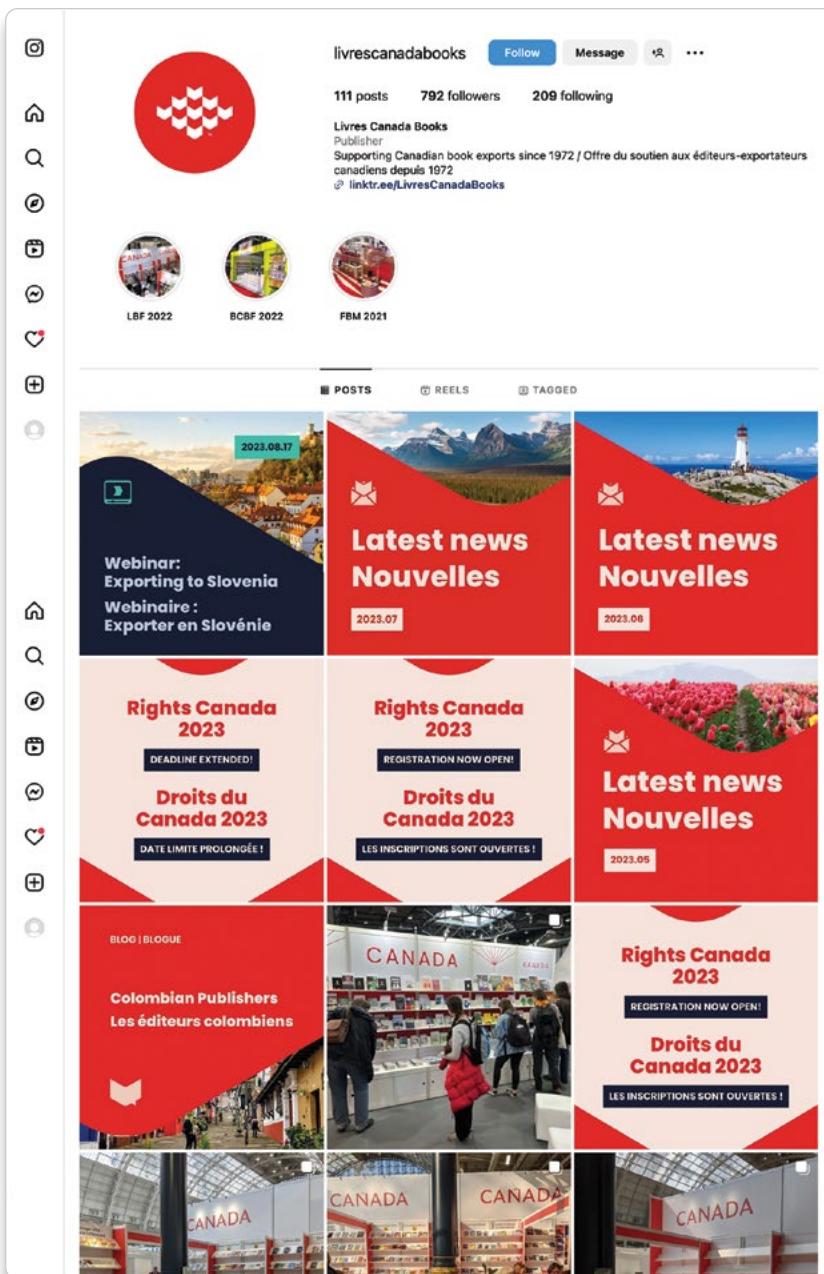
After revamping our Instagram account in 2020–2021, we updated the look and feel of our posts and stories to reflect the dynamism of the Canadian publishing industry and our organization. By promoting our activities on this platform and sharing videos and images of fairs and events with our network, we have increased our follower count by over 10%.

Our audience—largely comprised of Canadian publishing professionals, including agents, editors, rights managers, and authors—has been growing steadily. Our Facebook page has 1.7K likes and 1,779 followers, primarily from Canada and the United States, as well as France, Brazil, and Algeria. Our Twitter account has 1,566 followers. Our LinkedIn follower count has increased by almost 30%.



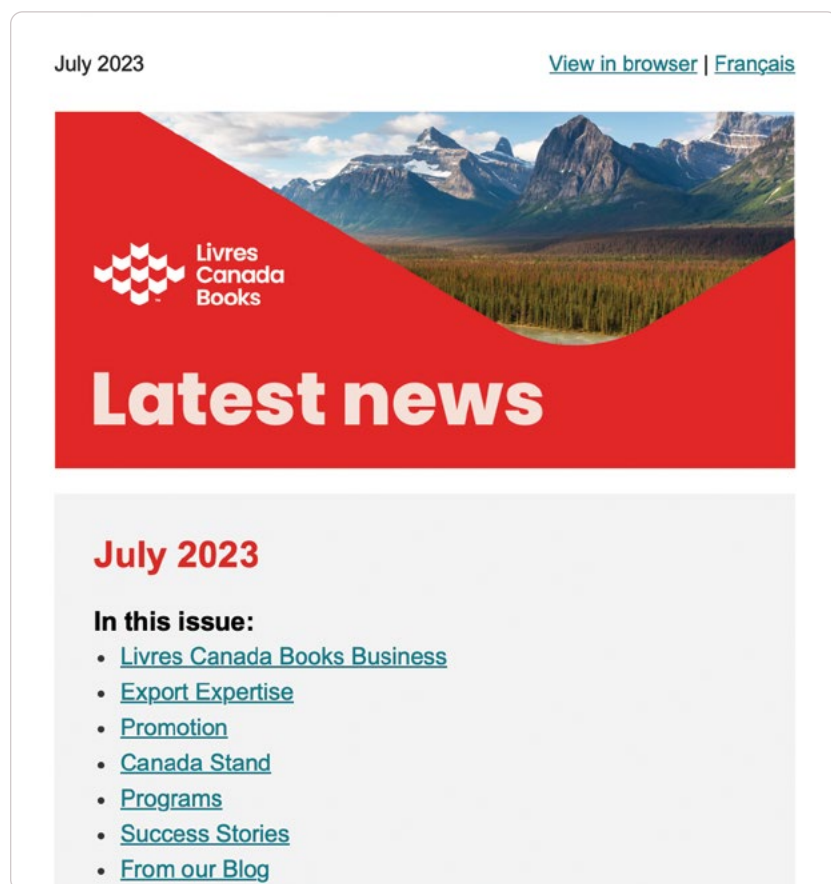
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Engaging with our community



Newsletter

Our monthly online [newsletter](#) keeps publishers updated 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 1,319 subscribers (927 English, 392 French). 🍷



Governance

Board of Directors

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 four committees to which it delegates certain responsibilities:

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

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





Officers

Chair	Semareh Al-Hillal	President, House of Anansi Press / Groundwood Books	ACP
Vice-Chair	Mariève Talbot	President, Groupe d'édition la courte échelle	ANEL
Vice-Chair	Patrick Poirier	General Manager, Les Presses de l'Université de Montréal	ACUP
Secretary-Treasurer	Lisa Quinn	Director, Wilfrid Laurier University Press	ACUP
Executive Director	François Charette		

Directors

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
Valerie Creighton	President and CEO, Canada Media Fund	Professional advisor
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
Tania Massault	Executive Director, Éditions Alto	ANEL
Margie Wolfe	President and Publisher, Second Story Press	ACP

Committees

Executive and Finance Committee

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
Patrick Poirier, Lisa Quinn, Mariève Talbot

Nominating and Governance Committee

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, Margie Wolfe

Export Expertise Committee

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
Phillip Cercone
Members
Sophane Beaudin-Quintin, Valerie Creighton, Prune Lieutier, Tania Massault

Business Plan Committee

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, Marc Laberge, Lisa Quinn

Appendix I

LIVRES CANADA BOOKS

FINANCIAL STATEMENTS

MARCH 31, 2023

LIVRES CANADA BOOKS

ÉTATS FINANCIERS

31 MARS 2023

LIVRES CANADA BOOKS

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MARCH 31, 2023

LIVRES CANADA BOOKS

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Independent Auditor's Report



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, 2023, 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 and other explanatory information.

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, 2023, and the results of its 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 *Auditors' 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)

Auditors' 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.

Appendix I



INDEPENDENT AUDITORS' REPORT (continued)

Auditors' 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
July 6, 2023



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 2023, 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 et d'autres informations explicatives.

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 2023, 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 6 juillet 2023

Appendix I

LIVRES CANADA BOOKS

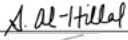

STATEMENT OF FINANCIAL POSITION

AS AT MARCH 31, 2023

	2023	2022	
ASSETS			ACTIF
CURRENT ASSETS			ACTIF À COURT TERME
Cash	\$ 742,836	\$ 774,196	Encaisse
Accounts receivable	129,918	67,216	Comptes à recevoir
			Contributions
Government grants receivable (Note 5)	35,150	76,875	gouvernementales à recevoir (note 5)
Harmonized Sales Tax receivable	7,371	-	Taxes de vente harmonisées à recevoir
Prepaid expenditures (Note 3)	117,142	69,719	Dépenses payées d'avance (note 3)
	\$ 1,032,417	\$ 988,006	
LIABILITIES AND NET ASSETS			PASSIF ET ACTIFS NETS
CURRENT LIABILITIES			PASSIF À COURT TERME
Accounts payable and accrued liabilities	\$ 405,938	\$ 221,727	Comptes fournisseurs et frais courus
Government remittances payable	-	2,755	Sommes à remettre à l'état
Deferred revenue (Note 3)	25,000	126,786	Revenus perçus d'avance (note 3)
	430,938	351,268	
CANADA EMERGENCY BUSINESS ACCOUNTS LOAN (Note 7)	-	40,000	COMPTE D'URGENCE POUR LES ENTREPRISES CANADIENNES (note 7)
	430,938	391,268	
NET ASSETS			ACTIFS NETS
Unrestricted	276,479	271,738	Non affectés
Internally restricted for contingencies	325,000	325,000	Affectés à l'interne à des fins de prévoyance
	601,479	596,738	
	\$ 1,032,417	\$ 988,006	

Economic dependence (Note 1)
Commitments (Note 4)
Financial instruments (Note 6)
Comparative figures (Note 8)

ON BEHALF OF THE BOARD

 Director
 Director

LIVRES CANADA BOOKS

BILAN

AU 31 MARS 2023

	2023	2022	
ASSETS			ACTIF
CURRENT ASSETS			ACTIF À COURT TERME
Cash	\$ 742,836	\$ 774,196	Encaisse
Accounts receivable	129,918	67,216	Comptes à recevoir
			Contributions
Government grants receivable (Note 5)	35,150	76,875	gouvernementales à recevoir (note 5)
Harmonized Sales Tax receivable	7,371	-	Taxes de vente harmonisées à recevoir
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	430,938	391,268	
NET ASSETS			ACTIFS NETS
Unrestricted	276,479	271,738	Non affectés
Internally restricted for contingencies	325,000	325,000	Affectés à l'interne à des fins de prévoyance
	601,479	596,738	
	\$ 1,032,417	\$ 988,006	

Dépendance économique (note 1)
Engagements (note 4)
Instruments financiers (note 6)
Soldes comparatifs (note 8)

AU NOM DU CONSEIL

 Administrateur(trice)
 Administrateur(trice)

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LIVRES CANADA BOOKS

STATEMENT OF OPERATIONS

(page 1 of 2)

YEAR ENDED MARCH 31, 2023

	2023	2022	
REVENUE			REVENUS
Department of Canadian Heritage ("PCH") contribution (Notes 2 and 5)			Contribution du ministère du Patrimoine canadien («PCH») (notes 2 et 5)
Canada Book Funds			Fonds du livre du Canada
- Foreign Rights Marketing Assistance Program ("FRMAP")	\$ 1,070,268	\$ 1,014,310	- Programme d'aide à la commercialisation des droits à l'étranger («PACDÉ»)
- Projects	740,624	758,090	-Projets
International trade	55,000	55,000	Commerce international
Publishers			Éditeurs
Canada stand	446,705	189,920	Stand du Canada
Marketing	15,475	10,130	Marketing
Webinars	850	1,100	Webinaires
CanExport Associations contribution	23,142	17,025	Contribution de CanExport Associations
Financial supports	15,000	95,000	Soutiens financiers
Professional recovery fee	-	340,490	Frais de recouvrement professionnel
Other	26,384	30,343	Autres
TOTAL REVENUE	2,393,448	2,511,408	TOTAL DES REVENUS
EXPENDITURES			DÉPENSES
Operating:			Dépenses d'exploitation :
Rent	59,571	55,586	Loyer
Board	38,991	14,002	Conseil d'administration
Business plan	2,790	-	Plan d'affaires
Employee related costs	4,029	2,482	Autres coûts liés aux employés
Salaries and benefits	555,020	818,621	Salaires et avantages sociaux
Professional fees	44,513	56,467	Honoraires professionnels
Office and general	78,965	47,267	Frais de bureau et généraux
Networking reception	15,000	2,488	Réception de réseautage
Bad debts	5,403	-	Mauvaises créances
Capital assets (Note 1)	722	12,322	Immobilisations (note 1)
Total operating expenditures	805,004	1,009,235	Total des dépenses d'exploitation
Programs:			Programmes :
FRMAP contributions	850,000	824,755	Contributions PACDÉ
Logistics and support	16,000	16,000	Logistique et support
Total programs expenditures	\$ 866,000	\$ 840,755	Total des dépenses de programmes

Continued on page 9

Suite à la page 9

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Independent Auditor's Report

LIVRES CANADA BOOKS

STATEMENT OF OPERATIONS (page 2 of 2)

YEAR ENDED MARCH 31, 2023

	2023	2022	
<i>Continued from page 8</i>			<i>Suite de la page 8</i>
EXPENDITURES (continued)			DÉPENSES (suite)
Projects:			Projets :
Canada Stand	\$ 504,039	\$ 474,335	Stand du Canada
Publications	54,337	43,198	Publications
Mentoring	12,598	13,766	Mentorat
			Webinaires sur les marchés
Export market webinars	10,986	10,441	d'exportation
Webinars	6,308	5,065	Webinaires
Market guides	37,555	32,480	Guides de marchés
Trade mission	33,209	7,643	Mission commerciale
Report on book industry	45,722	39,444	Rapport sur l'industrie du livre
Website	12,949	12,675	Site Web
Total projects expenditures	717,703	639,047	Total des dépenses de projets
TOTAL EXPENDITURES	2,388,707	2,489,037	TOTAL DES DÉPENSES
EXCESS OF REVENUE OVER EXPENDITURES	\$ 4,741	\$ 22,371	EXCÉDENT DES REVENUS SUR LES DÉPENSES

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LIVRES CANADA BOOKS

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

EXERCICE TERMINÉ LE 31 MARS 2023

LIVRES CANADA BOOKS

STATEMENT OF CHANGES IN NET ASSETS

YEAR ENDED MARCH 31, 2023

	2023	2022	
UNRESTRICTED			NON AFFECTÉS
BALANCE AT BEGINNING OF YEAR	\$ 271,738	\$ 249,367	SOLDE AU DÉBUT DE L'EXERCICE
Excess of revenue over expenditures	4,741	22,371	Excédent des revenus sur les dépenses
BALANCE AT END OF YEAR	\$ 276,479	\$ 271,738	SOLDE À LA FIN DE L'EXERCICE
INTERNALLY RESTRICTED FOR CONTINGENCIES			AFFECTÉS À L'INTERNE À DES FINS DE PRÉVOYANCE
BALANCE AT BEGINNING OF YEAR	\$ 325,000	\$ 325,000	SOLDE AU DÉBUT DE L'EXERCICE
Internal restriction from unrestricted net assets	-	-	Affectation de l'actif net non affecté
BALANCE AT END OF YEAR	\$ 325,000	\$ 325,000	SOLDE À LA FIN DE L'EXERCICE

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Appendix I

LIVRES CANADA BOOKS

STATEMENT OF CASH FLOWS

YEAR ENDED MARCH 31, 2023

	2023	2022	
CASH FLOWS FROM OPERATING ACTIVITIES			FONDS PROVENANT DES (UTILISÉS DANS LE CADRE DES) ACTIVITÉS D'EXPLOITATION
Excess of revenue over expenditures	\$ 4,741	\$ 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	(62,702)	(8,102)	Comptes à recevoir
Government grants receivable	41,725	(76,875)	Contributions gouvernementales à recevoir
Prepaid expenditures	(47,423)	(5,140)	Dépenses payées d'avance
Accounts payable and accrued liabilities	184,211	79,327	Comptes fournisseurs et frais courus
Government remittances payable	(10,126)	2,015	Sommes à remettre à l'état
Deferred revenue	(101,786)	59,036	Revenus perçus d'avance
Deferred contributions	-	(41,208)	Apports reportés
	8,640	11,424	
CASH FLOWS FROM FINANCING ACTIVITIES			FONDS PROVENANT DES ACTIVITÉS DE FINANCEMENT
(Repayment of) proceeds from Canada Emergency Business Account loan	(40,000)	60,000	(Remboursement) produits du compte d'urgence pour les entreprises canadiennes
	(40,000)	60,000	
(DECREASE) INCREASE IN CASH	(31,360)	71,424	(DIMINUTION) AUGMENTATION DE L'ENCAISSE
Cash at beginning of year	774,196	702,772	Encaisse au début de l'exercice
CASH AT END OF YEAR	\$ 742,836	\$ 774,196	ENCAISSE À LA FIN DE L'EXERCICE

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LIVRES CANADA BOOKS

ÉTAT DES FLUX DE TRÉSORERIE

EXERCICE TERMINÉ LE 31 MARS 2023

LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

GENERAL

Livres Canada Books (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 2023

NATURE ET BUT DE L'ORGANISATION

Livres Canada Books («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.

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LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations ("ASNFPO") 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, 2023 while the funding portion for the publisher funding activities expires on March 31, 2025.

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

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LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2023

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 2023 concernant la portion du financement liée aux projets et aux opérations générales de l'Organisation, et le 31 mars 2025 pour la portion du financement liée au soutien financier accordé aux éditeurs.

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

LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

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 2023

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-value, la moins-value déjà comptabilisée fait l'objet d'une reprise dans l'état des résultats de l'exercice où la reprise a eu lieu.

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Appendix I

LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

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 \$8,403 (2022 - \$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 2023

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 8 403 \$ (2022 - 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.

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LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

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 doubtful accounts receivable, certain accrued liabilities and the allocation of expenditures to projects.

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 2023

1. SOMMAIRE DES PRINCIPALES CONVENTIONS COMPTABLES (suite)

Utilisation d'estimations

La préparation des états financiers conformément aux NCSBL 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, certains frais courus et la ventilation des charges aux projets.

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.

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LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

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.

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.

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LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2023

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.

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.

LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

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 functions required per the contribution agreement with PCH.

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.

LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2023

1. SOMMAIRE DES PRINCIPALES CONVENTIONS COMPTABLES (suite)

Aide financière gouvernementale

Les montants d'aide financière du gouvernement liés à 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 exigées dans l'accord de contribution avec le PCH.

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 PACDE où les dépenses administratives sont pré-déterminées dans la convention à 105 000 \$.

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Appendix I

LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Allocation of Expenditures (continued)

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.

3. PREPAID EXPENDITURES AND DEFERRED REVENUE

These represent funds paid out or received prior to the year end, which pertain to fiscal year 2024 activities and programs.

LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2023

1. SOMMAIRE DES PRINCIPALES CONVENTIONS COMPTABLES (suite)

Ventilation des charges (suite)

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.

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 2024.

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LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

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 \$116,181, and are as follows:

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

5. GOVERNMENT GRANTS RECEIVABLE

General

The Organization receives contributions for expenditures which are restricted to specific programs. Government grants receivable represent contributions which are due at year end for expenditures incurred during the fiscal year. Deferred contributions represent restricted contributions received in excess of expenditures incurred.

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

LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 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 116 181 \$ et sont les suivants :

5. SUBVENTIONS GOUVERNMENTALES À RECEVOIR

Général

L'Organisation reçoit des apports pour certaines dépenses qui sont affectées à des programmes spécifiques. Les subventions gouvernementales à recevoir représentent les contributions exigibles à la date de fin d'exercice pour des dépenses engagées au cours de l'exercice. Les apports reportés représentent l'excédent des apports reçus sur les dépenses encourues.

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

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LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2023

5. GOVERNMENT GRANTS RECEIVABLE (continued)

	2023	2022	
Government grants receivable (deferred) at beginning of year	\$ 76,875	\$ (41,208)	Apports à recevoir (reportés) au début de l'exercice
Restricted contributions received	(1,907,617)	(1,654,317)	Apports affectés reçus
Amount recognized as revenue	1,865,892	1,772,400	Montants constatés comme revenus
Government grants receivable at end of year	\$ 35,150	\$ 76,875	Apports 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. SUBVENTIONS GOUVERNMENTALES À RECEVOIR (suite)

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 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, 2023

LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2023

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 doubtful accounts 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.

Appendix I

LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

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, 2023, and is secured by a general security agreement.

LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2023

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 2023, et est garantie par une convention de sûreté générale.

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LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

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, 2023 amounted to \$3,895 (2022 - \$2,228).

7. GOVERNMENT ASSISTANCE

Canada Emergency Business Account (CEBA) loan:

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

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. The loan of \$40,000 was fully repaid in the current year. The forgivable portion of \$20,000 has been recognized as government assistance related to COVID-19 in the prior year statement of operations.

LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2023

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 2023 est de 3 895 \$ (2022 - 2,228 \$).

7. AIDE FINANCIÈRE GOUVERNEMENTALE

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

Lors de l'exercice précédent, l'Organisation a reçu 60 000 \$ en aide gouvernementale dans le cadre du programme du compte d'urgence pour les entreprises canadiennes (CUEC).

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 COVID-19. Comme 40 000 \$ du montant a été repayé avant le 31 décembre 2023, 20 000 \$ fut radié. La partie radiée a été constatée à titre de revenu relié à la COVID-19 dans l'état des résultats d'exploitation de l'exercice précédent.

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LIVRES CANADA BOOKS

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2023

8. COMPARATIVE FIGURES

Certain comparative figures have been reclassified in order to conform with the financial statement presentation adopted for the current year.

LIVRES CANADA BOOKS

NOTES COMPLÉMENTAIRES

EXERCICE TERMINÉ LE 31 MARS 2023

8. SOLDES COMPARATIFS

Certains soldes comparatifs ont été reclassifiés afin de rendre leur présentation conforme à celle de l'exercice courant.

Appendix I

LIVRES CANADA BOOKS

SCHEDULE - SUMMARY OF CANADA BOOK FUND EXPENDITURES BY CATEGORY

(page 1 of 2)

YEAR ENDED MARCH 31, 2023

	FRMAP	Canada Stand	Publications	Mentoring	Export Market Webinars	Professional Development Webinars	Market Guides	Trade Mission	Report on Book Industry	Website	Operations	Total
FRMAP												
Direct Funding	\$ 850,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 850,000.00
Other Expenses - Salaries and Logistic	115,268	-	-	-	-	-	-	-	-	-	-	115,268
Administration	105,000	-	-	-	-	-	-	-	-	-	-	105,000
PROJECTS												
Administration	-	89,783	20,175	4,253	2,931	2,237	9,268	8,709	10,332	4,659	-	152,347
Consultant - Professional Fees	-	-	-	5,000	6,000	3,046	17,000	5,000	17,708	9,960	-	63,714
Equipment	-	-	-	642	558	372	-	-	-	2,589	-	4,561
Events / Venues	-	468,428	-	-	-	-	-	18,219	-	-	-	486,647
Other Project Expenses - Salaries, fees and benefits	-	94,515	80,165	15,757	8,555	8,602	24,232	24,853	23,157	18,107	-	297,943
Promotion and Communication	-	-	54,337	956	4,428	2,890	20,555	4,127	10,717	-	-	98,010
Training / Professional Development	-	-	-	6,000	-	-	-	-	17,296	-	-	23,296
Travel	-	35,612	-	-	-	-	-	5,863	-	-	-	41,475
NON-ELIGIBLE EXPENSES												
Other Operating Expenses - Administration and Salaries	-	-	-	-	-	-	-	-	-	-	134,724	134,724
Capital Expenses	-	-	-	-	-	-	-	-	-	-	722	722
Hospitality - Entertainment (Networking)	-	15,000	-	-	-	-	-	-	-	-	-	15,000
TOTAL EXPENDITURES	\$ 1,070,268	\$ 703,338	\$ 154,677	\$ 32,608	\$ 22,472	\$ 17,147	\$ 71,055	\$ 66,771	\$ 79,210	\$ 35,715	\$ 135,446	\$ 2,388,707

Continued on page 27

LIVRES CANADA BOOKS

ANNEXE - SOMMAIRE DES DÉPENSES PAR CATÉGORIE DU FONDS DU LIVRES DU CANADA

(page 1 de 2)

EXERCICE TERMINÉ LE 31 MARS 2023

Suite à la page 27

LIVRES CANADA BOOKS

SCHEDULE - SUMMARY OF CANADA BOOK FUND EXPENDITURES BY CATEGORY

(page 2 of 2)

YEAR ENDED MARCH 31, 2023

LIVRES CANADA BOOKS

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

EXERCICE TERMINÉ LE 31 MARS 2023

	PACÉ	Stand du Canada	Publications	Mentorat	Webinaires sur les marchés d'exportation	Webinaires de perfectionnement professionnel	Guides de marchés	Missions commerciales	Rapport sur l'industrie du livre	Site Web	Opérations	Total
PACÉ												
Coûts directs	\$ 850,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 850,000
Autres coûts - salaires et logistique	115,268	-	-	-	-	-	-	-	-	-	-	115,268
Administration	105,000	-	-	-	-	-	-	-	-	-	-	105,000
PROJETS												
Administration	-	88,783	20,175	4,253	2,911	2,237	9,368	8,709	10,312	4,659	-	152,347
Consultants - honoraires professionnels	-	-	-	5,000	6,000	3,046	17,000	5,000	17,708	9,960	-	63,714
Équipement	-	-	-	642	558	372	-	-	-	2,989	-	4,561
Événements / Lieux	-	468,428	-	-	-	-	-	18,219	-	-	-	486,647
Autres coûts reliés aux projets - salaires, frais et avantages sociaux	-	94,515	80,165	15,757	8,555	8,602	24,232	24,853	23,157	18,107	-	297,943
Promotion et communication	-	-	54,837	956	4,428	2,890	20,555	4,127	10,717	-	-	98,030
Formation / Perfectionnement professionnel	-	-	-	6,000	-	-	-	-	17,296	-	-	23,296
Voyages	-	35,612	-	-	-	-	-	5,863	-	-	-	41,475
DÉPENSES NON-ADMISSIBLES												
Autres coûts d'opération - administration et salaires	-	-	-	-	-	-	-	-	-	-	134,724	134,724
Dépenses en immobilisation	-	-	-	-	-	-	-	-	-	-	722	722
Hospitalité - Divertissement et réseautage	-	15,000	-	-	-	-	-	-	-	-	-	15,000
TOTAL DES DÉPENSES	\$ 1,070,268	\$ 703,338	\$ 154,877	\$ 32,608	\$ 22,472	\$ 17,147	\$ 71,055	\$ 66,771	\$ 79,210	\$ 35,715	\$ 135,446	\$ 2,888,707

Appendix II

Recipient	FRMAP	Mentoring
		Funding Support
400 coups, Éditions les	\$9,730.46	
Alire, Éditions	\$3,700.17	
Alto, Éditions	\$9,456.63	
André Fontaine, Éditions	\$2,918.02	
Annick Press	\$16,285.75	
Anvil Press	\$4,681.98	
Apprentissage Illimité	\$10,647.48	
Arbeiter Ring Publishing	\$1,078.31	
Arsenal Pulp Press	\$6,998.74	
Artichaut, Éditions L'	\$2,809.20	
Association nationale des éditeurs de livres (ANEL)	\$30,049.75	
Association of Canadian Publishers (ACP)	\$3,181.02	
Baraka Books	\$1,078.31	
Bayard Canada Livres	\$3,161.62	
Bayeux Arts	\$6,196.32	
Beauchemin International	\$4,616.86	
Béliveau Éditeur	\$3,110.56	
Between the Lines	\$2,567.51	

Funding by Recipient — For the year ended March 31, 2023

Recipient	FRMAP	Mentoring Funding Support
Biblioasis	\$3,550.80	
Blue Bike Books	\$2,767.17	
Book*hug Press	\$7,010.16	
BookLand Press	\$7,373.59	
Boomerang éditeur jeunesse	\$6,051.79	
Boréal Express, Le	\$5,727.18	
Boulder Publications	\$3,018.69	
Bouton d'or Acadie	\$5,751.67	
Breakwater Books	\$3,523.51	
Brick Books	\$3,820.05	
Broadview Press	\$14,865.62	
Broquet	\$4,607.99	
Brush Education	\$2,760.78	
Caractère, Les Éditions	\$1,078.31	
Cardinal, Les Éditions	\$3,604.61	
CCI Learning Solutions	\$19,254.42	
Centre d'élaboration des moyens d'enseignement (CEMEQ)	\$2,935.25	
Chalkboard Publishing	\$1,078.31	

Appendix II

Recipient	FRMAP	Mentoring
	Funding Support	
Chouette, Éditions	\$18,310.06	
Coach House Books	\$14,118.83	
Company's Coming Publishing	\$1,078.31	
Cormorant Books	\$3,144.18	
Courte échelle, Groupe d'édition la	\$9,455.97	
Crabtree Publishing	\$1,078.31	
Curriculum Plus Publishing	\$3,033.02	
David, Éditions	\$2,623.28	\$3,000.00
DC Canada Education Publishing	\$5,104.11	
Douglas and McIntyre	\$1,932.50	
Drawn & Quarterly	\$12,680.73	
Dundurn Press	\$5,599.55	
Écosociété, Éditions	\$4,336.51	
ECW Press	\$8,728.38	
Ekstasis Editions	\$1,078.31	
Eschia Books	\$1,078.31	
Fernwood Publishing	\$6,656.16	
Firefly Books	\$1,078.31	

Funding by Recipient — For the year ended March 31, 2023

Recipient	FRMAP	Mentoring
		Funding Support
Folklore Publishing	\$3,786.82	
Formac Publishing	\$1,078.31	
Freehand Books	\$3,184.81	
Great Plains Publications	\$3,155.04	
Governors of the University of Calgary	\$1,078.31	
Greystone Books	\$12,065.33	
Groundwood Books	\$11,771.38	
Guernica Editions	\$4,826.77	
Guides de voyage Ulysse	\$1,078.31	
Guy Saint-Jean Éditeur	\$4,529.14	
Hancock House Publishers	\$1,078.31	
Harbour Publishing	\$2,121.06	
Héliotrope, Éditions	\$2,692.96	
Heritage House Publishing	\$1,078.31	
Héritage, Les Éditions	\$2,870.34	
House of Anansi Press	\$11,210.03	
Hurtubise, Éditions	\$11,389.26	
Inanna Publications & Education	\$4,893.07	

Appendix II

Recipient	FRMAP	Mentoring
	Funding Support	
Inhabit Media	\$10,098.82	
Instant même, Les éditions de l'	\$6,922.29	
James Lorimer & Company	\$1,701.58	
Isatis, Éditions de l'	\$6,811.81	
J.C.L., Éditions	\$1,078.31	
Kids Can Press	\$11,769.44	
Leméac Éditeur	\$7,439.07	
Librex, Groupe	\$8,951.62	
Lingo Learning	\$8,630.84	
Literary Press Group (LPG)	\$4,454.97	
Lone Pine Media Productions	\$4,483.00	
Lux Éditeur	\$5,459.22	
Malins, Les Éditions les	\$4,027.34	
MacIntyre Purcell Publishing	\$1,078.31	
Marcel Didier	\$1,078.31	
McGill-Queen's University Press	\$16,127.37	
Médiaspaul, Éditions	\$1,078.31	
Mémoire d'encrier	\$4,469.20	

Funding by Recipient — For the year ended March 31, 2023

Recipient	FRMAP	Mentoring Funding Support
Michel Quintin, Éditions	\$10,001.42	
Modus Vivendi, Publications	\$1,643.17	
Montagne Verte, Éditions de la	\$1,078.31	
Mortagne, Éditions de	\$3,863.75	
Mosaic Press	\$7,160.66	
Multimondes, Les éditions	\$1,078.31	
New Society Publishers	\$6,432.42	
Nightwood Editions	\$2,325.71	
Nimbus Publishing	\$11,573.60	
Novalis, Les Éditions	\$4,252.05	
Novelty Book Company, The	\$11,675.55	
Orca Book Publishers	\$14,186.66	
Owlkids Books	\$11,377.67	
Pajama Press	\$4,422.02	
PAPP International	\$10,780.20	
Partners Publishing	\$1,094.92	
Passage, Éditions du	\$3,830.59	\$3,000.00
Pastèque, Éditions la	\$10,543.79	

Appendix II

Recipient	FRMAP	Mentoring
	Funding Support	
Pembroke Publishers	\$7,054.63	
Peuplade, Éditions La	\$12,321.80	
Plaines, Éditions des	\$2,600.50	
Playwrights Canada Press	\$2,984.16	
Portage & Main Press	\$9,017.58	
Pow Pow, Éditions	\$3,818.69	
Presses Aventure	\$1,078.31	
Prise de parole	\$2,902.56	
Productions Asiedirect	\$3,600.44	
Productions Somme Toute	\$1,078.31	
Quartanier, Le	\$10,107.57	
Québec Amérique, Éditions	\$11,803.12	
Rainbow Horizons Publishing	\$2,691.25	
Remue-ménage, Éditions du	\$6,682.82	
Réunis, Les Éditeurs	\$2,929.70	
Reynald Goulet, Éditions	\$1,078.31	
Robert Rose	\$5,233.66	
Rocky Mountain Books	\$1,078.31	

Funding by Recipient — For the year ended March 31, 2023

Recipient	FRMAP	Mentoring Funding Support
Ronsdale Press	\$1,078.31	
Running the Goat Press	\$3,631.00	
Second Story Press	\$11,100.73	
Septentrion, Les Éditions du	\$2,745.13	
Shoebox Media	\$15,080.79	
Sogides, Groupe	\$7,836.41	
Solski Group, The	\$1,078.31	
Sylvain Harvey, Éditions	\$4,022.39	
Talon Books	\$1,672.03	
TC Média Livres	\$3,968.29	
Touchwood Editions	\$1,078.31	
Tradewind Books	\$1,078.31	
Université de Montréal, Presses de l'	\$10,682.72	
Université du Québec, Les Presses de l'	\$3,141.42	
Université Laval, Presses de l'	\$1,078.31	
University of Alberta Press	\$4,940.40	
University of British Columbia Press	\$12,708.41	
University of Manitoba Press	\$9,869.17	

Appendix II

	FRMAP	Mentoring
Recipient		Funding Support
University of Regina Press	\$11,038.52	
University of Toronto Press	\$15,164.96	
Véhicule Press	\$5,391.81	
Ville-Marie Littérature, Groupe	\$1,154.81	
Wilfrid Laurier University Press	\$1,209.51	
XYZ, Les éditions	\$1,078.31	
Z'ailées, Les Éditions	\$1,078.31	



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