

Viterra At-A-Glance

Corporate Snapshot

Viterra Inc. provides premium quality ingredients to leading global food manufacturers. Headquartered in Canada, the global agri-business has extensive operations across Western Canada, the United States, Australia, and New Zealand, with Adelaide, Australia as the base for Viterra's Southeast Asian operations. Our growing international presence also extends to offices in Japan, Singapore, China, Switzerland, Italy, Ukraine, Germany and India. Driven by an entrepreneurial spirit, we operate in three distinct businesses: grain handling and marketing, agri-products, and value-added processing. Our expertise, close relationships with producers, and superior logistical assets allow the company to consistently meet the needs of the most discerning end-use customers, helping to fulfill the nutritional needs of people around the world.

Investment Highlights

- Global agri-business supplying 50+ countries
- Integrated value chain that leverages global intelligence to drive value
- State-of-the-art grain handling and marketing infrastructure strategically located in prime agricultural regions
- Diversified earnings base
- Architects of change and integration
- Stable financial performance and superior balance sheet

The Right Model for Business Success – *three distinct businesses*

GRAIN HANDLING & MARKETING

Viterra receives, processes, transports and markets coarse grains, oilseeds, pulses and special crops to destinations around the world through its grain handling networks in Canada and Australia. To secure new sources of origination and additional markets, Viterra has invested in a global network of marketing and trading offices strategically located on four continents.

- Viterra globally ships up to 24 million tonnes of grain and oilseeds annually
- Viterra has up to 45% of the market share in Canada
- 83 elevators and 10 processing facilities in North America
- Viterra delivers more than 80% of North American shipments in 50 and 100 car loads
- In Canada, Viterra has 5 export terminals and a shared interest in a sixth
- With 108 primary grain elevators and 8 bulk export port terminals, South Australia has an aggregate storage capacity of 10.2 million metric tonnes

AGRI-PRODUCTS

Through our retail outlets, Viterra provides seed, crop protection products, fertilizer, equipment and agronomic and financial solutions. Viterra acts as a broker, direct buyer and exporter of wool in Australia.

- Viterra has 34% market share, 261 agri-product facilities and over 30 proprietary seed varieties
- 34% interest in Canadian Fertiliser Limited, a nitrogen fertilizer plant in Alberta, Canada
- Viterra loans in excess of \$1.4 billion in credit to farmers annually to finance purchases of the company's crop inputs and equipment
- Australia's wool operation extends to the states of South Australia, Western Australia and Victoria

PROCESSING

Viterra's involved in processing oats, wheat, custom-coated grains and canola in North America. We have malt processing in Canada and Australia, and durum processing, and pasta manufacturing in the US. With custom mills, Viterra provides animal feed products and nutrients to the dairy, beef, poultry, hog and sheep industries.

- Viterra is one of the world's largest industrial oat millers with 39% of North American oat milling capacity and 46% of the industrial ingredients supply market
- The acquisition of 21st Century Grain in 2010 has diversified our oat food product line to include coated and clustered ingredients
- Viterra is the third largest institutional pasta manufacturer in North America following the acquisition of Dakota Growers Pasta Company in 2010
- Viterra has custom mills that provide more than 2 million tonnes of high quality animal feed products and nutrients annually in Canada, the United States and New Zealand
- Viterra is the largest maltster in Australia with 63% of the country's malt production, supplying major breweries in Australia and Asia
- Currently constructing a joint venture canola crushing facility in south China

Did you know...

- Annually, our North American processing facilities produce the equivalent of 30 million servings of oatmeal (capable of feeding nearly every person in Canada each day): 13 million servings of pasta; 200 million lbs of canola oil; over 17 million lbs of animal feed (between the byproducts from our food processing plants and the animal feed produced at our feed facilities)
- Viterra's Research & Development Centre, located in Saskatchewan, Canada, collaborates with universities, Government research organizations and multi-nationals to produce leading edge seed varieties

Investor Fact Sheet

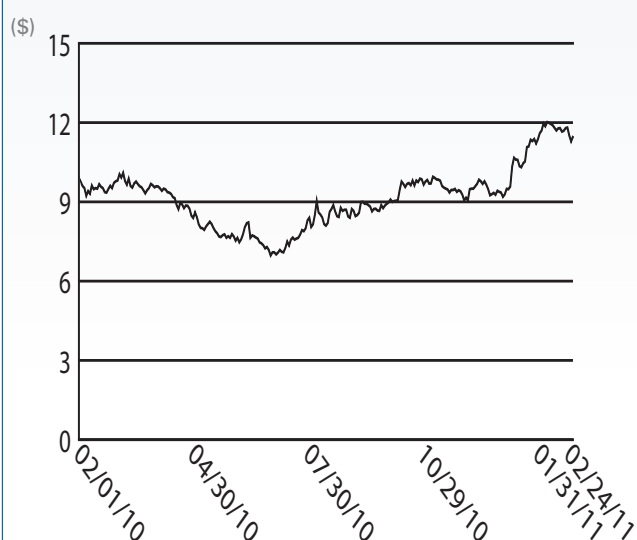
Stock Information — as of January 31, 2011

Trading Symbols
 Canada: TSX: VT
 Australia CDIs: ASX: VTA
 Shares Outstanding: 371.6m*
 Year High/Low: VT C\$11.70–\$9.06

Market Capitalization (\$C): \$4.4B*

*As of March 7, 2011

Share Price Performance



Average monthly trading volume (LTM) is 33.0m

Investor Contacts

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Senior Unsecured Notes

CAD \$300M – July 2014, 8.5% USD \$400M – August 2020, 5.95%
 CAD \$200M – August 2017, 8.5% CAD \$200M – February 2021, 6.406%

Debt Ratings

	Corporate Rating	Senior Notes	Trend
S&P	BBB-	BBB-	stable
DBRS	BBB(low)	BBB(low)	stable
Moody's	Ba1	Ba1	stable

Analyst Coverage

- BMO Nesbitt Burns
- Canaccord Genuity
- CIBC World Markets
- Credit Suisse
- GMP Securities
- Macquarie Research
- Northern Securities Inc.
- PI Financial
- RBC Capital Markets
- Scotia Capital
- TD Newcrest
- UBS Securities
- Wellington West Capital Markets

Results as of January 31, 2011

Consolidated Earnings & Cash Flow

(\$ millions - except per share amounts)

	2011	2010
Sales	2,471	1,785
EBITDA	211.3	89.8
EBIT	162.0	50.9
Net Earnings	99.6	10.7
Earnings Per Share	0.27	0.03
Cash Flow from Operations ¹	185.3	60.1
Cash Flow Per Share ¹	0.50	0.16

¹ Funds from operations defined as cash flow prior to working capital changes.

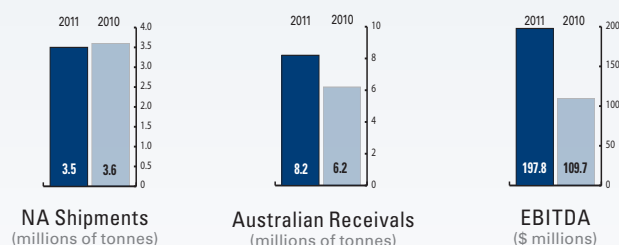
Strong Metrics

	Target	Jan. 31
Debt-to-Total Capital	30-40%	30.6%
EBITDA to Cash Interest ²	< 5.0x	< 6.7x
Total Debt, net of Cash and Cash Equivalents		\$1.380m

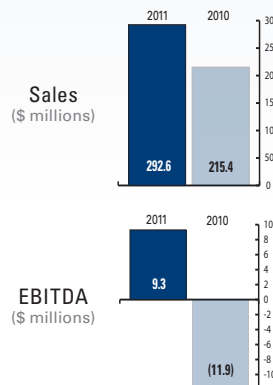
²Trailing twelve month ratio

Operating Results for the Three Months Ended January 31

Grain



Agri-products



Processing

