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Viterra announces pre-harvest wheat pool

Viterra will this year offer growers a Pre-Harvest Wheat Pool with flexible features, including the option to access cash flow prior to harvest and the ability to manage production risk.

The current Target Pool Return for Viterra's Pre-Harvest Wheat Pool is \$265 FOB, which represents a premium of \$20-\$25 above the current price for APW delivered to port. The Target Pool Return will be reviewed every second Monday.

The Viterra Pre-Harvest Wheat Pool offers growers two additional features this year – the opportunity to take out a cash advance on pool payments in October and the flexibility to halve the nominated tonnage to the pool in the advent of crop failure with no cost penalty.

While growers will be required to make a tonnage commitment to the pool, in the instance of a crop failure, the tonnage committed to the pool can be reduced by up to 50% with no penalty, if Viterra is notified before 15 October. As a further benefit, washouts on the balance of any undelivered grain into the pool will be at prevailing market values up to or capped at \$40/mt.

The payment advance feature of the pool is designed to help growers with cash flow at a traditionally slow cash flow time of the year. This option enables growers to access a certain percentage of the estimated pool return before they've delivered any grain into the pool.*

The Viterra Pre-Harvest Wheat Pool, which is open from now until the end of July, will begin pricing tonnage committed to the pools as soon as possible to take advantage of any pricing opportunities that may occur between now and harvest.

In addition, Viterra is again this year offering protein, screenings and moisture premiums and discounts for its pre-harvest and harvest wheat pools.

Viterra's Pool Manager, Michael Reeves, said Viterra is committed to offering growers pooling products designed around their needs for flexibility, cash flow and transparency, as well as solid prices.

"Our pool offerings reflect a transparent and customer-centric approach that provides better pricing opportunities to ensure the best possible value for growers," Mr Reeves said.

"One of the advantages of a pre-harvest pool is there is a longer pricing window than a traditional harvest pool – which extends from planting to post harvest – with the potential to capture additional pricing opportunities.

"We have made an effort in recent years to create a point of difference from other pool operators by setting a high benchmark for transparency for our pooling products. We offer full disclosure as to the pool costs, management fees and distributions, along with always having an ESR available for our grower customers.

"We believe offering a pre-harvest pool can benefit those who are prepared to commit early and this is reflected in our aggressive Target Pool Return of \$265 FOB. The recent sell off in the Australian dollar has been supportive of local prices."



Viterra will also offer traditional wheat and barley harvest pools, as well as an oat pool on the Eyre Peninsula. As per last year, the pools offered will be regionally based - Eyre Peninsula, South-East Australia and Western Australia. Full details of all Viterra pools are available on the company's website, www.viterra.com.au.

** This offer is based on a line of credit facility which is subject to applicable Viterra Group's terms and conditions, including but not limited to the applicable eligibility criteria.*

About Viterra

Viterra provides premium quality ingredients to leading global food manufacturers. Headquartered in Canada, the global agribusiness has extensive operations across Western Canada, Australia, and New Zealand, with Adelaide, Australia as the base for Viterra's Southeast Asian operations. Our growing international presence also extends to operations in the United States, offices in Japan, Singapore, China, and Switzerland. Driven by an entrepreneurial spirit we operate in five interrelated business areas: grain handling and marketing, agri-products, food processing, feed products and financial services.

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.

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