

#### **CONSOLIDATED BALANCE SHEETS**

(in thousands)

		July 31, 2011	Ju	ly 31, 2010	October 31, 2010		
		(unaudited)	(	unaudited)		(audited)	
ASSETS							
Current Assets							
Cash	\$	136,001	\$	83,695	\$	107,428	
Short-term investments	т	94,357	т	32,038	Ŧ	88,204	
Accounts receivable		1,245,730		999,205		995,650	
Inventories (Note 3)		1,418,680		1,083,753		1,211,887	
Prepaid expenses and deposits		63,869		79,494		107,638	
Future income taxes		31,036		3,098		30,067	
		2,989,673		2,281,283		2,540,880	
Investments		6,707		9,399		9,661	
Property, Plant and Equipment		2,539,867		2,385,933		2,491,047	
Other Long-Term Assets		119,584		108,650		123,136	
Intangible Assets		152,246		142,815		154,915	
Goodwill		778,764		738,313		772,233	
Future Income Taxes		5,425		18,242		25,010	
	\$	6,592,266	\$	5,684,635	\$	6,116,882	
LIABILITIES AND SHAREHOLDERS' EQUITY Current Liabilities	<u>+</u>		•	50.040	<u>+</u>	40.02	
Bank indebtedness	\$	67,665	\$	59,940	\$	40,839	
Short-term borrowings		17,757		450,153			
Accounts payable and accrued liabilities		1,154,828		905,777		1,151,652	
Accounts payable and accrued liabilities Long-term debt due within one year		1,154,828 1,770		905,777 1,850		1,151,652 2,295	
Accounts payable and accrued liabilities		1,154,828 1,770 1,046		905,777 1,850 3,490		61,677 1,151,652 2,295 	
Accounts payable and accrued liabilities Long-term debt due within one year Future income taxes		1,154,828 1,770 1,046 1,243,066		905,777 1,850 <u>3,490</u> 1,421,210		1,151,652 2,295 391 1,256,854	
Accounts payable and accrued liabilities Long-term debt due within one year Future income taxes		1,154,828 1,770 1,046 1,243,066 1,068,737		905,777 1,850 <u>3,490</u> 1,421,210 495,824		1,151,652 2,295 391 1,256,854 896,834	
Accounts payable and accrued liabilities Long-term debt due within one year Future income taxes Long-Term Debt Other Long-Term Liabilities		1,154,828 1,770 1,046 1,243,066 1,068,737 54,367		905,777 1,850 3,490 1,421,210 495,824 51,299		1,151,652 2,295 391 1,256,854 896,834 51,351	
Accounts payable and accrued liabilities Long-term debt due within one year		1,154,828 1,770 1,046 1,243,066 1,068,737 54,367 200,549		905,777 1,850 3,490 1,421,210 495,824 51,299 183,709		1,151,652 2,295 391 1,256,854 896,834 51,351 201,580	
Accounts payable and accrued liabilities Long-term debt due within one year Future income taxes Long-Term Debt Other Long-Term Liabilities		1,154,828 1,770 1,046 1,243,066 1,068,737 54,367		905,777 1,850 3,490 1,421,210 495,824 51,299		1,151,652 2,295 391 1,256,854 896,834 51,351 201,580	
Accounts payable and accrued liabilities Long-term debt due within one year Future income taxes Long-Term Debt Other Long-Term Liabilities Future Income Taxes Shareholders' Equity		1,154,828 1,770 1,046 1,243,066 1,068,737 54,367 200,549 2,566,719		905,777 1,850 3,490 1,421,210 495,824 51,299 183,709 2,152,042		1,151,652 2,295 391 1,256,854 896,834 51,351 201,580 2,406,615	
Accounts payable and accrued liabilities Long-term debt due within one year Future income taxes Long-Term Debt Other Long-Term Liabilities Future Income Taxes Shareholders' Equity Retained earnings		1,154,828 1,770 1,046 1,243,066 1,068,737 54,367 200,549 2,566,719 789,795		905,777 1,850 3,490 1,421,210 495,824 51,299 183,709 2,152,042 518,342		1,151,652 2,299 391 1,256,854 896,834 51,351 201,580 2,406,619 571,013	
Accounts payable and accrued liabilities Long-term debt due within one year Future income taxes Long-Term Debt Other Long-Term Liabilities Future Income Taxes Shareholders' Equity		1,154,828 1,770 1,046 1,243,066 1,068,737 54,367 200,549 2,566,719 789,795 200,718		905,777 1,850 3,490 1,421,210 495,824 51,299 183,709 2,152,042 518,342 (17,320)		1,151,652 2,295 391 1,256,854 896,834 51,351 201,580 2,406,615 571,013 107,192	
Accounts payable and accrued liabilities Long-term debt due within one year Future income taxes Long-Term Debt Other Long-Term Liabilities Future Income Taxes Shareholders' Equity Retained earnings Accumulated other comprehensive income (loss) (Note 4)		1,154,828 1,770 1,046 1,243,066 1,068,737 54,367 200,549 2,566,719 789,795 200,718 990,513		905,777 1,850 3,490 1,421,210 495,824 51,299 183,709 2,152,042 518,342 (17,320) 501,022		1,151,652 2,299 393 1,256,854 896,834 51,353 201,580 2,406,619 571,013 107,192 678,209	
Accounts payable and accrued liabilities Long-term debt due within one year Future income taxes Long-Term Debt Other Long-Term Liabilities Future Income Taxes Shareholders' Equity Retained earnings Accumulated other comprehensive income (loss) (Note 4) Share capital (Note 5)		1,154,828 1,770 1,046 1,243,066 1,068,737 54,367 200,549 2,566,719 789,795 200,718 990,513 3,026,578		905,777 1,850 3,490 1,421,210 495,824 51,299 183,709 2,152,042 518,342 (17,320) 501,022 3,025,491		1,151,652 2,299 393 1,256,854 896,834 51,353 201,580 2,406,619 571,013 107,192 678,209 3,025,493	
Accounts payable and accrued liabilities Long-term debt due within one year Future income taxes Long-Term Debt Other Long-Term Liabilities Future Income Taxes Shareholders' Equity Retained earnings Accumulated other comprehensive income (loss) (Note 4)		1,154,828 1,770 1,046 1,243,066 1,068,737 54,367 200,549 2,566,719 789,795 200,718 990,513		905,777 1,850 3,490 1,421,210 495,824 51,299 183,709 2,152,042 518,342 (17,320) 501,022		1,151,652 2,299 393 1,256,854 896,834 51,353 201,580 2,406,619 571,013 107,192 678,209	

Commitments, contingencies and guarantees (Note 10)



#### CONSOLIDATED STATEMENTS OF EARNINGS

(in thousands)

FOR THE PERIOD ENDED	Three Months Ended July 31, 2011	Three Months Ended July 31, 2010	Nine Months Ended July 31, 2011	Nine Months Ended July 31, 2010
	(unaudited)	(unaudited)	(unaudited)	(unaudited)
Sales and other operating revenues	\$ 3,554,061 \$	2,493,119	\$ 8,726,458	\$ 6,304,588
Cost of sales (excluding amortization see Note 3)	(3,068,370)	(2,100,452)	(7,504,824)	(5,365,932)
Gross profit and net revenues from services	485,691	392,667	1,221,634	938,656
Operating, general and administrative expenses	(233,807)	(196,053)	(630,306)	(559,031)
	251,884	196,614	591,328	379,625
Amortization	(50,671)	(63,706)	(149,670)	(137,909)
	201,213	132,908	441,658	241,716
Gain on disposal of assets	169	241	743	616
Integration expenses	(1,167)	(1,059)	(2,468)	(4,233)
Acquisition derivative	-	2,208	-	(866)
Financing expenses (Note 9)	(28,802)	(44,851)	(86,637)	(112,437)
	171,413	89,447	353,296	124,796
Recovery of (provision for) corporate taxes				
Current	(78,258)	(577)	(82,446)	(11,974)
Future	30,094	(25,332)	(14,903)	(20,221)
Net earnings	\$ 123,249 \$	63,538	\$ 255,947	\$ 92,601
Basic and diluted earnings per share (Note 6)	\$ 0.33 \$	0.17	\$ 0.69	\$ 0.25



# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (in thousands)

FOR THE PERIOD ENDED	Th	ree Months Ended July 31, 2011	Three Months Ended July 31, 2010	Nine Months Ended July 31, 2011	Nine Months Ended July 31, 2010
		(unaudited)	(unaudited)	(unaudited)	(unaudited)
Net earnings	\$	123,249	\$ 63,538	\$ 255,947	\$ 92,601
Other comprehensive income (loss), net of tax					
Reclassification of gain on dedesignated hedged contracts		-	-	-	(740)
Unrealized gain (loss) on cash flow hedges		(3,366)	(12,401)	6,917	(15,340)
Reclassification of loss on cash flow hedges		1,431	10,567	824	14,130
Net investment hedges		(4,436)	3,394	19,456	5,581
Reclassification of gain on net investment hedges		-	-	(743)	-
Unrealized gain (loss) on available for sale assets		6	1	5	(4)
Unrealized effect of foreign currency translation of foreign operations		31,164	(18,889)	71,196	(75,163)
Reclassification of gain on foreign currency translation		-	-	(4,129)	-
Other comprehensive income (loss)		24,799	(17,328)	93,526	(71,536)
Comprehensive income	\$	148,048	\$ 46,210	\$ 349,473	\$ 21,065

#### CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

		(in t	housan	ds)		-			
		Accumulated Other							
					Com	prehensive Income		Tot	al Shareholders'
(unaudited)	Sh	are Capital	Cont	tributed Surplus		(Loss)	Retained Earnings		Equity
		(Note 5)				(Note 4)			
As at October 31, 2009	\$	3,025,486	\$	3,476	\$	54,216	\$ 425,741	\$	3,508,919
Share capital issued		5		-		-	-		5
Options exercised		-		(2)		-	-		(2)
Stock-based compensation		-		2,606		-	-		2,606
Other comprehensive income (loss), net of tax									
Reclassification of gain on dedesignated hedged contracts		-		-		(740)	-		(740)
Unrealized loss on cash flow hedges		-		-		(15,340)	-		(15,340)
Reclassification of loss on cash flow hedges		-		-		14,130	-		14,130
Net investment hedges		-		-		5,581	-		5,581
Unrealized loss on available for sale assets		-		-		(4)	-		(4)
Unrealized effect of foreign currency translation of foreign operations		-		-		(75,163)	-		(75,163)
Net earnings for the period		-		-		-	92,601		92,601
As at July 31, 2010	\$	3,025,491	\$	6,080	\$	(17,320)	\$ 518,342	\$	3,532,593
Stock-based compensation		-		487		-	-		487
Other comprehensive income (loss), net of tax									
Unrealized loss on cash flow hedges		-		-		(4,803)	-		(4,803)
Reclassification of loss on cash flow hedges		-		-		1,241	-		1,241
Net investment hedges		-		-		(5,416)	-		(5,416)
Unrealized gain on available for sale assets		-		-		7	-		7
Unrealized effect of foreign currency translation of foreign operations		-		-		133,483	-		133,483
Net earnings for the period		-		-		-	52,671		52,671
As at October 31, 2010	\$	3,025,491	\$	6,567	\$	107,192	\$ 571,013	\$	3,710,263
Share capital issued		1,087		-		-	-		1,087
Options exercised		-		(280)		-	-		(280)
Stock-based compensation		-		2,169		-	-		2,169
Other comprehensive income (loss), net of tax									
Unrealized gain on cash flow hedges		-		-		6,917	-		6,917
Reclassification of loss on cash flow hedges		-		-		824	-		824
Net investment hedges		-		-		19,456	-		19,456
Reclassification of gain on net investment hedges		-		-		(743)	-		(743)
Unrealized gain on available for sale assets		-		-		5	-		5
Unrealized effect of foreign currency translation of foreign operations		-		-		71,196	-		71,196
Reclassification of gain on foreign currency translation		-		-		(4,129)	-		(4,129)
Dividends		-		-		-	(37,165)		(37,165)
Net earnings for the period		-		-		-	255,947		255,947
As at July 31, 2011	\$	3,026,578	\$	8,456	\$	200,718		\$	4,025,547



# CONSOLIDATED STATEMENTS OF CASH FLOW

(in thousands)

FOR THE PERIOD ENDED		e Months Ended uly 31, 2011	1	Three Months Ended July 31, 2010	N	July 31, 2011		ne Months Ended July 31, 2010
Cash From (Used In) Operating Activities		(unaudited)		(unaudited)		(unaudited)		(unaudited)
Net earnings	\$	123,249	\$	63,538	\$	255,947	\$	92,601
								· · · · · ·
Adjustments for items not involving cash and/or operations		50 (71		c2 700		140 (70		127.000
Amortization		50,671		63,706		149,670		137,909
Future income tax provision (recovery)		(30,094)		25,332		14,903		20,221
Employee future benefits (Note 8) Non-cash financing expenses (Note 9)		1,276 2,185		1,255 9,855		4,349 6,104		4,236 16,205
Gain on disposal of assets		(169)		(241)		(743)		(616)
Net investment hedge (Note 9)		(105)		(241)		(4,989)		(010)
Acquisiton derivative		_		(2,208)		(+,505)		866
Other items		739		984		1,706		1,807
Adjustments for items not involving cash and/or operations		24,608		98,683		171,000		180,628
						·		
		147,857		162,221		426,947		273,229
Changes in non-cash working capital items								
Accounts receivable		(121,722)		(32,098)		(237,542)		(23,088)
Inventories		590,996		204,926		(182,649)		(109,296)
Accounts payable and accrued liabilities		(245,700)		(157,561)		12,486		(205,981)
Prepaid expenses and deposits		130,056		54,945		44,640		6,579
Changes in non-cash working capital		353,630		70,212		(363,065)		(331,786)
Cash from (used in) operating activities		501,487		232,433		63,882		(58,557)
Cash From (Used in) Financing Activities								
Proceeds from long-term debt		-		2,431		200,525		4,085
Repayment of long-term debt		(259)		(779,160)		(1,194)		(793,542)
Proceeds (repayment) of short-term borrowings		(435,761)		377,880		(59,286)		165,016
Repayment of other long-term liabilities, net		(45)		(2)		(149)		(426)
Increase in share capital (Note 5)		-		-		807		3
Debt financing cost		(281)		(14,712)		(14,070)		(14,712)
Dividends paid		(18,584)		-		(37,164)		-
Cash from (used in) financing activities		(454,930)		(413,563)		89,469		(639,576)
Cash From (Used in) Investing Activities								
Property, plant and equipment expenditures		(49,112)		(27,711)		(122,730)		(71,809)
Proceeds on sale of property, plant and equipment		1,293		1,191		2,678		3,481
Business acquisitions		(7,830)		(214,282)		(7,830)		(217,502)
Business divestitures		-		-		-		19,557
Decrease in investments		-		5		1,429		106
Intangible assets expenditures		(3,894)		(4,324)		(12,528)		(12,553)
Cash used in investing activities		(59,543)		(245,121)		(138,981)		(278,720)
Increase (Decrease) in Cash and Cash Equivalents		(12,986)		(426,251)		14,370		(976,853)
Cash and Cash Equivalents, Beginning of Period		178,254		481,445		154,793		1,033,075
		170,201		101,110		15 1,7 55		1,000,070
Impact on cash of unrealized effect of foreign currency translation of foreign operations		(2,575)		599		(6,470)		(429)
Cash and Cash Equivalents, End of Period	\$	162,693	\$	55,793	\$	162,693	\$	55,793
Cash and cash equivalents consist of:								
Cash	\$	136,001	\$	83,695	\$	136,001	\$	83,695
Short-term investments		94,357		32,038		94,357		32,038
Bank indebtedness		(67,665)		(59,940)		(67,665)		(59,940)
	\$	162,693	\$	55,793	\$	162,693	\$	55,793
Supplemental disclosure of cash paid (received) during the period from oper-		20 202	*	DE 416	÷	01 701	¢	102.005
Interest paid Income taxes paid (received)	\$ \$	28,797 5,434	\$ \$	35,416 (11,780)	\$ \$	91,761 28,672	\$ \$	103,985 (1,919)
	ų	5, 157	Ŷ	(11,700)	¥	20,072	4	(1,515)



July 31, 2011 (unaudited) - in thousands of Canadian dollars, except as noted

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# **1.** NATURE OF BUSINESS

Viterra Inc. (the "Company") is a publicly traded, vertically integrated international agribusiness. Business operations include four reporting segments: Grain Handling and Marketing, Agri-products, Processing and Corporate. The Company has operations across Canada, the United States ("U.S."), Australia and New Zealand, as well as marketing and trading offices in Japan, Singapore, China, Switzerland, Italy, Ukraine, Germany and India.

The Grain Handling and Marketing segment includes grain storage facilities, joint venture grain facilities, and processing plants strategically located in the prime agricultural growing regions of North America, Australia and New Zealand. This segment also includes port terminal facilities located in Canada and Australia and merchandising offices in Europe and Asia. Activity in this segment consists of the collection of grain through the Company's primary storage system, shipping to inland or port terminals, cleaning of grain to meet regulatory specifications, and sales to domestic or export markets. Earnings are volume driven. Revenue is also derived through grain handling, blending, storage and other ancillary services, as well as the sale of byproducts.

The Agri-products segment includes an ownership interest in a fertilizer manufacturer, fertilizer distribution and a network of retail locations, and offers financial services such as lending and cash management. Agri-products sales lines include fertilizer, crop protection products, seed and seed treatments, equipment, general merchandise and wool.

The Processing segment in North America includes the manufacturing and marketing of valueadded food products associated with oats, canola, wheat and malt barley for domestic and export markets. This segment also includes activities relating to formulating and manufacturing of feed products at feed mills and pre-mix facilities across the western regions of Canada and the U.S. The Processing segment includes malting plants positioned across Australia and a feed business in New Zealand.

Weather conditions are the primary risk in the agri-business industry. Grain volumes, grain quality, the volume and mix of crop inputs sold and ultimately, the financial performance of the Company, are highly dependent upon weather conditions throughout the crop production cycle.

The Company's earnings follow the seasonal pattern of grain production in each geographic location. The volume of grain shipments is relatively stable through the quarters, but can be influenced by destination customer demand, customer export programs and producers' marketing decisions. Sales of the Company's agri-products peak during the growing season, supplemented by additional crop nutrient sales in the late fall.

# 2. ACCOUNTING POLICIES

These interim unaudited consolidated financial statements are based on accounting principles consistent with those used and described in the October 31, 2010 annual consolidated financial statements. The Company's accounting policies are in accordance with Canadian Generally Accepted Accounting Principles. However, these financial statements do not include all of the information and disclosures required for annual financial statement presentation. The interim consolidated financial statements should be read in conjunction with the Company's annual consolidated financial statements for the year ended October 31, 2010. All amounts are reported in Canadian dollars unless specifically stated to the contrary.

Certain comparative figures have been reclassified to conform to the current year's presentation.

### Future Accounting Changes – International Financial Reporting Standards

In January 2006, the Canadian Institute of Chartered Accountants Accounting Standards Board adopted a strategic plan for the direction of accounting standards in Canada. As part of that plan, accounting standards for public companies would be required to converge with International Financial Reporting Standards ("IFRS") for fiscal years beginning on or after January 1, 2011 with comparative figures presented on the same basis. In February 2008, the Accounting Standards Board confirmed the effective due date of the initial adoption of IFRS. The Company's transition date was November 1, 2010 with a conversion date of November 1, 2011. The annual and quarterly financial reporting for the year ending October 31, 2012 will be the first reported under IFRS.

# 3. INVENTORIES

As at		July 31, 2011	July 31, 2010	October 31, 2010
Grain	\$	757,058	\$ 588,709	\$ 724,157
Agri-products		503,581	382,600	385,953
Processing				
Raw materials and supplies		67,731	48,598	40,393
Work in progress		19,532	14,576	14,366
Finished goods		70,778	49,270	47,018
	\$	1,418,680	\$ 1,083,753	\$ 1,211,887

Grain cost of sales includes the cost of inventories, net realized and unrealized gains and losses on commodity contracts and exchange-traded derivatives, and freight.

Amortization of \$13.3 million and \$40.5 million for the respective three and nine month periods ended July 31, 2011 (2010 - \$12.0 million and \$33.3 million) related to the manufacture of inventory that has now been sold is included in amortization expense.

Write-downs related to Agri-products inventory of \$0.5 million and \$3.3 million for the respective three and nine month periods ended July 31, 2011 (2010 - nil and \$1.5 million) have been included in cost of sales.

#### 4. **ACCUMULATED OTHER COMPREHENSIVE INCOME**

July 31, 2011		July 31, 2010	October 31, 2010		
\$ 2,633	\$	(1,546)	\$	(5,108)	
19,621		5,581		165	
(743)		-		-	
2		(10)		(3)	
183,334		(21,345)		112,138	
(4,129)		-		-	
\$ 200,718	\$	(17,320)	\$	107,192	
\$	<b>2011</b> \$ 2,633 19,621 (743) 2 183,334 (4,129)	<b>2011</b> \$ 2,633 \$ 19,621 (743) 2 183,334 (4,129)	2011         2010           \$ 2,633         \$ (1,546)           19,621         5,581           (743)         -           2         (10)           183,334         (21,345)           (4,129)         -	2011         2010           \$ 2,633         \$ (1,546)         \$           19,621         5,581         (743)         -           2         (10)         183,334         (21,345)           (4,129)         -         -         -	

<sup>(1)</sup> Net of tax of \$(1,859) (July 2010 - \$446, October 2010 - \$1,612). <sup>(2)</sup> Net of tax of \$(2,827) (July 2010 - \$(2,279), October 2010 - \$(68).
 <sup>(3)</sup> Net of tax of \$ 116 (July 2010 - nil, October 2010 - nil).
 <sup>(4)</sup> Net of tax of \$ (1) (July 2010 - \$(7), October 2010 - \$(8).

#### 5. SHARE CAPITAL AND STOCK-BASED COMPENSATION PLANS

#### a) Common Voting Shares

Authorized Unlimited Common Voting Shares

Number <sup>(1)</sup> 371,596,508 425	<b>Amount</b> \$ 3,025,486 3
	\$ 3,025,486 3
425	3
-	ъ
	Z
371,596,933	\$ 3,025,491
88,361	807
-	280
371 685 204	\$ 3,026,578
	88,361 - 371,685,294

<sup>(1)</sup> Number of shares not shown in thousands.

#### b) Management Stock Option Plan

The maximum number of common shares that may be issued under options issued pursuant to the Stock Option Plan is approximately 4.2 million common shares. Once the 2.6 million common shares that can potentially be issued under currently granted and contingently granted options are deducted, approximately 1.6 million common shares have been reserved for subsequent option grants.

The expense related to stock options is recognized over the vesting period based on the fair value of options determined by the Black-Scholes option pricing model with the following weighted average assumptions: risk-free rate 2.5%, dividend yield 0%, a volatility factor of the expected market price of the Company's shares of 38%, and a weighted average expected option life of 4.7 years. The Company's compensation expense for the respective three and nine month periods ended July 31, 2011 was \$0.5 million and \$1.6 million (2010 - \$0.9 million and \$2.6 million).

	Number of Options <sup>(1)</sup>	ر Gr	/eighted Average ant-Date air Value		Neighted Average Exercise Price	Number of Options Exercisable <sup>(1)</sup>	ļ	Veighted Average Exercise Price
Outstanding October 31, 2009 Options granted Forfeited Expired Exercised	1,657,190 1,066,914 (1,088) (18,050) (425)	\$	3.50	<del>\$ \$ \$ \$ \$</del>	12.67 9.97 59.07 134.82 5.90	384,391	\$	19.59
Outstanding July 31, 2010 Options granted Forfeited Expired Exercised	2,704,541 (57,127) (11,880)	\$	-	\$ <del>\$</del> \$ \$ \$	10.76 9.59 68.40	999,239	\$	12.73
Outstanding October 31, 2010 Options granted Forfeited Expired Exercised	2,635,534 - (25) (19,475) (88,361)	\$	-	<del>\$\$ \$\$ \$\$ \$\$</del>	10.53 - 31.00 49.43 9.13	1,639,314	\$	11.05
Outstanding July 31, 2011	2,527,673			\$	10.27	1,561,184	\$	10.65

July 31, 2011 (unaudited) - in thousands of Canadian dollars, except as noted

<sup>(1)</sup> Number of options not shown in thousands.

The following table summarizes the options outstanding and exercisable as at July 31, 2011:

Range of Exercise Price	Number of Options Outstanding <sup>(1)</sup>	Weighted Average Remaining Life (Years)	Weighted Average ercise Price	Number of Options Exercisable <sup>(1)</sup>	Weighted Average ercise Price
\$ 5.90 - \$ 9.50	865,393	4.24	\$ 9.00	567,780	\$ 8.99
\$ 9.51 - \$11.05	1,019,390	5.49	9.97	350,514	9.97
\$ 11.06 - \$21.56	634,412	4.47	12.12	634,4123	12.12
\$ 21.57 - \$51.00	8,478	0.62	39.32	8,478	39.32
	2,527,673	4.79	\$ 10.27	1,561,184	\$ 10.65

<sup>(1)</sup> Number of options not shown in thousands.

#### c) Key Employee Share Units

The maximum number of common shares that may be issued pursuant to the Key Employee Share Unit Plan is 6.0 million common shares. Once the 0.5 million common shares that can potentially be issued under currently granted units are deducted, approximately 5.5 million common shares have been reserved for subsequent grants. The units vest at the end of various periods determined at issuance.

The weighted average grant-date fair value and vesting period of each unit granted during the year is \$11.02 and 8 years respectively. The compensation costs recorded for the respective three and nine month periods ended July 31, 2011 were \$0.2 million and \$0.5 million (2010 - nil).

# 6. EARNINGS PER SHARE

	Three Months Ended July 31				Nine Months Ended July 31			
		2011	y 31	2010		2011	y 31	2010
Net earnings	\$	123,249	\$	63,538	\$	255,947	\$	92,601
Denominator for basic earnings per share amounts: Weighted average number of shares outstanding <sup>(1)</sup>		371,685		371,597		371,656	·	371,597
Basic earnings per share	\$	0.33	\$	0.17	\$	0.69	\$	0.25
Denominator for diluted earnings per share amounts: Weighted average number of shares outstanding <sup>(1)</sup>		371,685		371,597		371,656		371,597
Dilutive effect of stock options <sup>(1)</sup> Weighted average number of shares outstanding,		738		1		473		10
assuming dilution <sup>(1)</sup>		372,423		371,598		372,129		371,607
Diluted earnings per share	\$	0.33	\$	0.17	\$	0.69	\$	0.25

<sup>(1)</sup>Number of shares and options in thousands.

# 7. SEGMENTED INFORMATION

A description of the types of products and services from which the segments derive their revenue is included in the Nature of Business (Note 1). The segments' accounting policies are consistent with those described in Accounting Policies (Note 2). The Company accounts for inter-segment sales at current market prices under normal trade terms.

	Three Months Ended July 31				ths Ended y 31		
		2011	2010		2011		2010
Sales and other operating revenues							
Grain Handling and Marketing	\$	2,186,810	\$ 1,469,073	\$6	5,174,685	\$ 4	4,230,374
Agri-products		1,134,746	817,887		L,861,058	-	1,471,475
Processing		387,683	329,791		L,136,208		927,866
		3,709,239	2,616,751	9	9,171,951	(	6,629,715
Less: Inter-segment sales		155,178	123,632		445,493		325,127
	\$	3,554,061	\$ 2,493,119	\$8	3,726,458	\$ (	5,304,588
Inter-segment sales							
Grain Handling and Marketing	\$	145,102	\$ 123,157	\$	420,063	\$	324,688
Processing		10,076	475		25,430		439
	\$	155,178	\$ 123,632	\$	445,493	\$	325,127
Gross profit and net revenues from services							
Grain Handling and Marketing	\$	207,213	\$ 181,748	\$	719,826	\$	537,211
Agri-products		229,184	167,754		349,304		277,329
Processing		49,294	43,165		152,504		124,116
	\$	485,691	\$ 392,667	\$ :	l,221,634	\$	938,656

July 31, 2011 (unaudited) – in thousands of Canadian dollars, except as noted

	т	Three Months Ended July 31				Nine Months Ende July 31			
		2011		2010		2011		2010	
Dperating, general and administrativ	ve expenses								
Grain Handling and Marketing	\$(	102,976)	\$	(80,895)	\$	(295,745)	\$	(253,090)	
Agri-products		(67,282)		(62,004)		(157,134)		(153,523)	
Processing		(20,242)		(21,222)		(59,620)		(56,280)	
Corporate		(43,307)		(31,932)		(117,807)		(96,138)	
	\$(	233,807)	\$	(196,053)	\$	(630,306)	\$	(559,031)	
EBITDA <sup>(1)</sup>									
Grain Handling and Marketing	\$	104,237	\$	100,853	\$	424,081	\$	284,121	
Agri-products		161,902		105,750		192,170		123,806	
Processing		29,052		21,943		92,884		67,836	
		(43,307)		(31,932)		(117,807)		(96,138	
Corporate		(15,507)		(		(==:,00;)			
(1) EBITDA – Earnings before financing expenses, ta	\$ axes, amortization	251,884	\$ osal o	196,614	\$ grati	591,328	\$ nd		
	т	251,884	т	196,614	т	591,328	т		
<sup>(1)</sup> EBITDA – Earnings before financing expenses, ta acquisition derivative.	т	251,884	т	196,614	т	591,328	nd	379,625	
<sup>(1)</sup> EBITDA – Earnings before financing expenses, ta acquisition derivative. Amortization	axes, amortization	251,884 , gain on dispo	osal o	196,614 of assets, integ	grati	591,328 on expenses a	nd	379,625	
<sup>(1)</sup> EBITDA – Earnings before financing expenses, ta acquisition derivative. <b>Amortization</b> Grain Handling and Marketing	axes, amortization	251,884 , gain on dispo (25,310)	osal o	196,614 of assets, integ (37,259)	grati	591,328 on expenses an (76,596)	nd	379,625 (72,884 (34,388	
<ul> <li><sup>(1)</sup> EBITDA – Earnings before financing expenses, ta acquisition derivative.</li> <li>Amortization</li> <li>Grain Handling and Marketing</li> <li>Agri-products</li> </ul>	axes, amortization	251,884 , gain on dispo (25,310) (11,381)	osal o	196,614 of assets, integ (37,259) (11,832)	grati	591,328 on expenses ar (76,596) (30,189)	nd	379,625 (72,884 (34,388 (26,070	
<ul> <li><sup>(1)</sup> EBITDA – Earnings before financing expenses, ta acquisition derivative.</li> <li>Amortization</li> <li>Grain Handling and Marketing</li> <li>Agri-products</li> <li>Processing</li> </ul>	axes, amortization	251,884 , gain on dispo (25,310) (11,381) (11,729)	osal o	196,614 of assets, integ (37,259) (11,832) (10,866)	grati	591,328 on expenses a (76,596) (30,189) (35,992)	nd	379,625 (72,884 (34,388 (26,070 (4,567	
<ul> <li><sup>(1)</sup> EBITDA – Earnings before financing expenses, ta acquisition derivative.</li> <li>Amortization</li> <li>Grain Handling and Marketing</li> <li>Agri-products</li> <li>Processing</li> </ul>	axes, amortization	251,884 , gain on dispo (25,310) (11,381) (11,729) (2,251)	sal o	196,614 of assets, integ (37,259) (11,832) (10,866) (3,749)	grati	591,328 on expenses ar (76,596) (30,189) (35,992) (6,893)	nd	379,625 (72,884 (34,388 (26,070) (4,567 (137,909	
<sup>(1)</sup> EBITDA – Earnings before financing expenses, ta acquisition derivative. <b>Amortization</b> Grain Handling and Marketing Agri-products Processing Corporate	axes, amortization	251,884 , gain on dispo (25,310) (11,381) (11,729) (2,251)	sal o	196,614 of assets, integ (37,259) (11,832) (10,866) (3,749)	grati	591,328 on expenses ar (76,596) (30,189) (35,992) (6,893)	nd	379,625 (72,884 (34,388 (26,070 (4,567 (137,909	
<sup>(1)</sup> EBITDA – Earnings before financing expenses, ta acquisition derivative. <b>Amortization</b> Grain Handling and Marketing         Agri-products         Processing         Corporate	axes, amortization \$	251,884 , gain on dispo (25,310) (11,381) (11,729) (2,251) (50,671)	\$	196,614 of assets, integ (37,259) (11,832) (10,866) (3,749) (63,706)	s	591,328 on expenses ar (76,596) (30,189) (35,992) (6,893) (149,670)	* *	379,625 (72,884 (34,388 (26,070 (4,567	
<sup>(1)</sup> EBITDA – Earnings before financing expenses, ta acquisition derivative.          Amortization         Grain Handling and Marketing         Agri-products         Processing         Corporate	axes, amortization \$	251,884 , gain on dispo (25,310) (11,381) (11,729) (2,251) (50,671) 78,927	\$	196,614 of assets, integ (37,259) (11,832) (10,866) (3,749) (63,706) 63,594	s	591,328 on expenses an (76,596) (30,189) (35,992) (6,893) (149,670) 347,485	* *	379,625 (72,884 (34,388 (26,070 (4,567 (137,909 211,237	
<sup>(1)</sup> EBITDA – Earnings before financing expenses, ta acquisition derivative.          Amortization         Grain Handling and Marketing         Agri-products         Processing         Corporate	axes, amortization \$	251,884 , gain on dispo (25,310) (11,381) (11,729) (2,251) (50,671) 78,927 150,521	\$	196,614 of assets, integ (37,259) (11,832) (10,866) (3,749) (63,706) 63,594 93,918	s	591,328 on expenses an (76,596) (30,189) (35,992) (6,893) (149,670) 347,485 161,981	* *	379,625 (72,884 (34,388 (26,070 (4,567 (137,909 211,237 89,418	

<sup>(2)</sup> EBIT – earnings before financing expenses, taxes, gain on disposal of assets, integration expenses and acquisition derivative.

# 8. EMPLOYEE FUTURE BENEFITS

#### a) Defined Benefit Plans and Future Benefits

The Company's net benefit costs related to defined benefit pension plans and other future benefits for the respective three and nine month periods ended July 31, 2011 were \$1.3 million and \$4.3 million (2010 - \$1.3 million and \$4.2 million).

#### b) Defined Contribution Plans

The Company, including subsidiaries and affiliates, contributes to several defined contribution plans including multi-employer plans. The Company's total consolidated defined contribution plan expense for the respective three and nine month periods ended July 31, 2011 was \$5.5 million and \$16.9 million (2010 - \$3.8 million and \$11.6 million).

# 9. FINANCING EXPENSES

		nths Ended ly 31		ths Ended y 31
	2011	2010	2011	2010
Interest on:				
Long-term debt	\$ 19,575	\$ 13,143	\$ 54,690	\$ 62,902
Short-term debt	8,525	8,257	35,208	24,435
Interest income	(983)	(2,470)	(2,956)	(6,270)
Canadian Wheat Board ("CWB") carrying charge recovery	(500)	(371)	(1,420)	(1,272)
	26,617	18,559	85,522	79,795
Net investment hedge	-	-	(4,989)	-
Interest accretion	824	373	2,085	2,217
Amortization of deferred financing costs	1,361	1,039	4,019	5,545
Refinancing costs	-	24,880	-	24,880
	\$ 28,802	\$ 44,851	\$ 86,637	\$ 112,437

# **10.** COMMITMENTS, CONTINGENCIES AND GUARANTEES

#### a) Letters of Credit and Bid Bonds

At July 31, 2011, the Company had outstanding letters of credit and similar instruments of 17.4 million related to operating an agri-business (October 31, 2010 - 15.9 million, July 31, 2010 - 29.6 million). The terms range in duration and expire at various dates through to August 31, 2015. The amounts vary depending on underlying business activity or the specific agreements in place with the third parties. At July 31, 2011, the Company had outstanding bid bonds and similar instruments of 6.0 million (October 31, 2010 - 5.7 million, July 31, 2010 – nil).

#### b) Indemnification of Accounts Receivable – Viterra Financial <sup>™</sup>

The Company has a rolling five-year agreement with a Canadian Schedule I chartered bank to provide credit for qualifying agricultural producers to purchase crop inputs. The agreement may be terminated at an earlier date by mutual consent or by either party upon one year's written notice. The Company indemnifies the bank for 50% of future losses to a maximum of 5% of the aggregate qualified portfolio balance. The Company's aggregate indemnity will vary at any given time with the size of the underlying portfolio. As at July 31, 2011, outstanding credit was \$627.5 million (October 31, 2010 - \$520.0 million, July 31, 2010 - \$546.3 million), and the Company's obligation of \$6.7 million (October 31, 2010 - \$9.1 million, July 31, 2010 - \$7.4 million) for past and future losses is current with the bank in accordance with the Agency Agreement.

The Company also has a rolling five-year agreement with a Canadian Schedule I chartered bank to provide loans to Processing customers to purchase feeder cattle, as well as related feed inputs, with terms that do not require payment until the livestock is sold. The agreement may be terminated at an earlier date by mutual consent or by either party upon one year's written notice. The Company indemnifies the bank for credit losses based on the first 20% to 33% of new credit issued on an individual account, dependent on the account's underlying credit rating, with losses in excess of these amounts shared on an

equal basis with the bank up to 5% on the aggregate qualified portfolio balance. The Company's aggregate indemnity will vary at any given time with the credit rating of the underlying accounts and the aggregate credit outstanding. As at July 31, 2011, outstanding credit was \$47.9 million (October 31, 2010 - \$36.1 million, July 31, 2010 - \$39.9 million), and the Company's obligation of \$0.5 million (October 31, 2010 - \$0.6 million, July 31, 2010 - \$0.5 million) for past and future losses is current with the bank in accordance with the Agency Agreement.

### c) Guarantees

The Company's subsidiary in Australia has entered into a Deed of Cross Guarantee with certain controlled entities. The effect of this Deed is that the subsidiary and each of these controlled entities has guaranteed to pay any debts of any of the companies' party to the Deed in the event their debts cannot be paid as and when they fall due. The consolidated net assets of the entities party to the Deed of Cross Guarantee is \$1.1 billion.

The Company is contingently liable under several guarantees given to third-party lenders who have provided certain financing facilities to its wholly owned foreign subsidiaries. As at July 31, 2011, the maximum amounts of the guarantees are \$111.2 million CAD, \$190.5 million USD, \$80.4 million AUD, EURO 50.0 million and Japanese Yen ("JPY") 2.0 billion or approximately \$471.0 million CAD in aggregate. As at July 31, 2011, liabilities recorded that have been guaranteed would include subsidiary short-term borrowings of \$10.4 million (October 31, 2010 – \$10.6 million, July 31, 2010 – nil).

The Company is contingently liable under several guarantees given to third-party lenders who have provided long-term financing to certain independent hog producers. As at July 31, 2011, the current outstanding balance of these guarantees is \$1.9 million (October 31, 2010 - \$2.2 million, July 31, 2010 - \$2.2 million). These guarantees diminish as the underlying loans are repaid and expire in 2014.

The Company's Australian operations self-insure in South Australia for workers' compensation liability and are subject to a bank guarantee for \$1.8 million AUD (October 31, 2010 - \$1.2 million AUD, July 31, 2010 - \$1.2 million AUD).

The Company is contingently liable to a finance company for a portion of losses incurred related to potential producer delinquencies associated with equipment leases and credit provided for the purchase of fertilizer bins. Given historically low delinquent rates in conjunction with collateral values of assets, the Company has accrued no obligation.

#### d) Asset Retirement Obligations

The asset retirement obligations represent the best estimate by management of the legal obligations the Company would incur during the reclamation process relating to closed facilities and current leases. Reclamation involves the demolition of facilities and the reclamation of land. Uncertainty exists regarding the estimation of future decommissioning and reclamation costs.

At July 31, 2011, the Company estimated that the undiscounted cash flow required to settle the asset retirement obligations was approximately \$39.0 million (October 31, 2010 - \$38.6

million, July 31, 2010 - \$41.0 million), which is expected to be settled over the 2011 through 2022 period. The credit adjusted risk-free rates at which the estimated cash flow has been discounted range from 4.0% to 8.0%.

The Company has a joint venture interest in a fertilizer manufacturer that has certain obligations with respect to plant decommissioning and land reclamation upon cessation of operations. The Company has not recorded an asset retirement obligation for these obligations at July 31, 2011 because it does not currently believe there is a reasonable basis for estimating a date or range of dates of cessation of operations.

#### e) Director and Officer Indemnification

The Company indemnifies its directors and officers against any and all claims or losses reasonably incurred in the performance of their service to the Company to the extent permitted by law. The Company has acquired and maintains liability insurance for its directors and officers as well as those of certain affiliated companies.

#### f) Other Indemnification Provisions

From time to time, the Company enters into agreements in the normal course of operations and in connection with business or asset acquisitions or dispositions. By their nature, these agreements may provide for indemnification of counterparties. The varying nature of these indemnification agreements prevents the Company from making a reasonable estimate of the maximum potential amount it could incur. Historically, the Company has not made any significant payments in connection with these indemnification provisions.

#### g) Other Contingencies

As at July 31, 2011, there are claims against the Company in varying amounts for which a provision in the financial statements is not considered necessary. The occurrence of the confirming future event is not determinable or it is not possible to determine the amounts that may ultimately be assessed against the Company with respect to these claims. Management believes that any such amounts would not have a material impact on the business or financial position of the Company.

# **11. FINANCIAL AND OTHER INSTRUMENTS AND HEDGING**

#### a) Fair Value

The following table presents the fair value of the Company's financial instruments and non-financial derivatives where fair value is recognized in the balance sheet. The table also identifies the financial instrument category and the level per the fair value hierarchy.

July 31, 2011 (unaudited) – in thousands of Canadian dollars, except as noted

	July 31, 2011				July 31,	2010
	F	air Value	Level	Financial Instruments Category	Fair Value	Level
Financial assets:						
Cash	\$	136,001	1	HFT	\$ 83,695	1
Short-term investments		94,357	1	HFT-D	32,038	1
Exchange-traded derivatives		8,446	1	HFT	22,070	1
Commodity forward contracts		138,282	2	HFT	175,959	2
Foreign exchange forward contracts (over the counter ("OTC"))		64,761	2	HFT	37,514	2
Available for sale at fair value		26	1	AFS	1,762	1
Financial liabilities:						
Bank Indebtedness		67,665	1	HFT	59,940	1
Exchange-traded derivatives		11,649	1	HFT	46,285	1
Commodity forward contracts		95,737	2	HFT	179,927	2
Foreign exchange forward contracts (OTC)		28,838	2	HFT	19,142	2
Cross-currency swaps		12,247	2	HFT	, - -	2
Bond Forwards		-	2	HFT	13,494	2
Natural gas swaps		606	2	HFT	424	2

Financial instruments category/guide:

HFT Held for trading

HFT-D Held for trading - designated Available for sale

The aggregate carrying value of financial instruments classified as loans and receivables is \$1.1 billion (July 31, 2010 - \$830.6 million). The aggregate carrying value of financial instruments classified as other financial liabilities is \$2.1 billion (July 31, 2010 - \$1.7 billion).

AFS

#### b) Financial Risks and Risk Management

The Company faces certain financial risks such as commodity price, foreign exchange, interest rate, credit and liquidity risk that can impact its financial performance. The Company is exposed to changes in commodity prices, foreign exchange rates and interest rates. The Company utilizes a number of financial instruments to manage these exposures. The Company mitigates risk associated with these financial instruments through Boardapproved policies, limits on use and amount of exposure, internal monitoring and compliance reporting to senior management and the Board.

#### i. Commodity Price Risk

The Company's diverse range of services is spread across the agri-business supply chain. As a result, the Company is exposed to agricultural and other related commodity price movements within the market as part of its normal operations. The Company uses exchange-traded futures and options contracts as well as OTC contracts to minimize the effects of changes in the prices of hedgeable agricultural commodities on its agribusiness inventories and agricultural commodities forward cash purchase and sales contracts. Derivative contracts are valued at the quoted market prices. The Company manages the risk associated with inventory and open contracts on a combined basis.

All market risk associated with commodity price movement is measured using a Value at Risk ("VaR") method. The VaR calculation quantifies potential changes in the value of commodity positions as a result of potential market price movements from all sources of market risk, whether as a consequence of asset ownership, customer sales, hedging or position taking.

There is currently no uniform industry methodology for estimating VaR. The VaR calculation estimates the potential loss in pre-taxation profit over a given holding period for a specified confidence level. The VaR methodology is a statistically defined, probability-based approach that takes into account market volatilities as well as risk diversification by recognizing offsetting positions and correlations between products and markets. The use of VaR has limitations because it is based on historical correlations and volatilities in commodity prices and assumes that future price movements will follow a statistical distribution. The five-day VaR number used by the group reflects the 95% probability that the gain or loss in a five-day period will not exceed the reported VaR based on the previous pricing period. Although losses are not expected to exceed the statistically estimated VaR on 95% of occasions, losses on the other 5% of occasions could be substantially greater than the estimated VaR. The VaR at the balance sheet date is not representative of the risk throughout the period as the period-end exposure does not reflect the exposure during the period. In practice, as markets move, the Company actively manages its risk and adjusts hedging strategies as appropriate.

The Company's Risk Management Policy provides limits within which management may maintain inventory and certain long or short commodity positions. The Company has established policies that limit the amount of agricultural commodity positions permissible, which are a combination of quantity and VaR limits. VaR levels are reported daily and compared with approved limits. Limits are regularly reviewed to ensure consistency with risk management objectives, market developments and business activities.

As at	July 31, 2011	October 31, 2010
Historical VaR (95%, five-day): Agricultural commodity price VaR	\$ 12,093	\$ 16,333

#### ii. Foreign Exchange Risk

The Company undertakes certain transactions denominated in foreign currencies and, as a result is exposed to foreign exchange risk. The Company is exposed to foreign exchange risk on commodity contracts which are denominated in foreign currencies and on its investment in foreign subsidiaries. The Company uses derivative financial instruments, such as foreign currency forward contracts, cross-currency swaps, futures contracts and options to limit exposures to changes in foreign currency exchange rates with respect to its recorded foreign currency denominated assets and liabilities as well as anticipated transactions.

The Company uses hedge accounting to match the cash flow of some of its processed products to be sold in foreign funds with its foreign dollar currency hedging instruments. Maturity dates for the foreign exchange forward contracts on anticipated transactions extend for approximately 18 months. As at July 31, 2011, the portion of the forward contracts considered to be ineffective is insignificant. The estimated

amount reported in other comprehensive income that is expected to be reclassified to net earnings during the next 12 months is an after tax gain of \$8.8 million.

The Company has an outstanding \$100 million cross-currency swap arrangement in place in order to limit exposure to a change in the AUD on a portion of its net investment in its Australian operations. The derivative is used to mitigate the risk of economic loss arising from changes in the value of the AUD compared to the CAD. As at July 31, 2011, the portion of the cross-currency swap considered to be ineffective is nil. During the nine months ended July 31, 2011, \$100 million of the net investment hedge was discontinued. The gain reclassified from other comprehensive income that was reported in net earnings relating to the net investment hedges was \$0.7 million after tax and relating to the foreign currency translation of the net investment was approximately \$4.1 million after tax.

The Company has \$400 million USD Senior Notes outstanding the principal of which had been designated a hedge in order to limit exposure to a change in the USD on a portion of the Company's net investment in its U.S. operations. As at July 31, 2011, the portion of the hedge considered to be ineffective is nil.

Except as noted above, the foreign currency forward contracts, futures contracts and options used by the Company are marked-to-market and unrealized gains and losses are recognized in net earnings in the period in which they occur.

The following table details the Company's sensitivity on the net carrying value of financial instruments that are denominated in a foreign currency other than the functional currency in which they are measured as at the balance sheet date, had currencies moved as illustrated, with all other variables held constant.

	Carrying Value	Impact On Earnings, After Tax	Impact On Other mprehensive Income, After Tax
10% increase			
CAD/USD	\$ 9,424	\$ 26	\$ 443
CAD/EURO	(150)	(11)	-
CAD/AUD	12,710	(1,215)	-
CAD/GBP	40	3	-
CAD/CHF	(134)	(10)	-
AUD/USD	7,152	(512)	(3,599)
AUD/EURO	(3,923)	217	(55)
AUD/JPY	(13)	(23)	(240)
AUD/NZD	(257)	16	-
AUD/Singapore dollars	214	(16)	-
10% decrease			
CAD/USD	9,424	(26)	(443)
CAD/EURO	(150)	11	-
CAD/AUD	12,710	1,219	-
CAD/GBP	40	(3)	-
CAD/CHF	(134)	10	-
AUD/USD	7,152	648	4,410
AUD/EURO	(3,923)	(262)	67
AUD/JPY	(13)	28	295
AUD/NZD	(257)	(20)	-
AUD/Singapore dollars	214	21	-

July 31, 2011 (unaudited) - in thousands of Canadian dollars, except as noted

The above sensitivity analysis for foreign currency risk does not take translation risk into account. Translation exposures arise from financial and non-financial items held by foreign entities determined to be self-sustaining operations. Sensitivity on net investments in self-sustaining foreign operations is therefore not included in the analysis. The sensitivity at the balance sheet date is not representative of the sensitivity throughout the year as the balance sheet date exposure does not necessarily reflect the exposure during the year.

#### iii. Interest Rate Risk

The Company's exposure to interest rate risk relates primarily to the Company's debt obligations. The Company manages interest rate risk and currency risk on borrowings by using a combination of cash instruments, forwards and a mixture of fixed and floating rates.

Based on the July 31, 2011 borrowings, the Company is exposed to interest rate risk on short-term variable rate borrowings. A 25 basis point change in short-term variable rates based on the Company's current credit ratings and the current borrowings would have an insignificant impact on after tax earnings per annum.

During the prior year, the Company entered into derivative contracts in connection with its plans to issue additional debt. Bond forward contracts were entered into in order to protect against the risk of economic loss arising from changes in the interest rates. The debt was issued on February 15, 2011 and the bond forwards were settled. As a result, each year approximately \$1.0 million after tax will be reclassified from

other comprehensive income to net income as financing expense over the term of the debt.

#### iv. Credit Risk

The Company is exposed to credit risk in respect of its trade receivables. Credit approval policies and procedures are in place to guide internal credit specialists in granting credit to new customers as well as in continuing to extend credit to existing customers. The Company manages this credit risk through monitoring of credit balances, ongoing credit reviews of all significant contracts and analysis of payment and loss history. Customers that fail to meet specified credit requirements may transact with the Company on a prepayment basis or provide another form of credit support, such as letters of credit, approved by the Company.

The absence of significant financial concentration of trade receivables, except as noted below for receivables from the CWB, limits the Company's exposure to credit risk. Credit risk exposure for the Agri-products and Processing segments are also partially limited through an arrangement with a Canadian Schedule I chartered bank which provides for limited recourse to the Company for credit losses on producer accounts receivable under Viterra Financial<sup>™</sup>.

The Company is also exposed to credit risk in the event of non-performance of its counterparties on its derivative contracts. However, in the case of OTC derivative contracts, the Company only contracts with pre-authorized counterparties where agreements are in place and the Company monitors the credit ratings of its counterparties on an ongoing basis. Exchange-traded contracts used to hedge future revenues in the Company's grain business are not subject to any significant credit risk as the changes in contract positions are settled daily through a recognized exchange.

All bad debt write-offs are charged to operating, general and administrative expenses. The year-to-date changes in the allowances for losses against accounts receivable are as follows:

As at	July 31, 2011	July 31, 2010
Beginning balance	\$ 9,907	\$ 8,081
Provision for losses	4,164	1,284
Write-offs, net of recoveries	(3,106)	(3,262)
Ending balance	\$ 10,965	\$ 6,103

The Company has historically experienced minimal credit losses and, as a result, it considers the credit quality of the trade receivables at July 31, 2011 that are not past due to be high. The distribution of trade accounts receivable by credit quality as at the balance sheet is shown in the following table:

As at	July 31, 2011	July 31, 2010	October 31, 2010		
Not past due	\$ 683,293	\$ 515,332	\$	422,440	
Past due:					
Past due <u>&lt;</u> 60 days	12,571	10,254		9,995	
Past due $\geq$ 61 days and < 90 days	4,600	3,816		2,626	
Past due <u>&gt;</u> 91 days	28,187	23,962		36,888	
Allowances for losses	(10,965)	(6,103)		(9,907)	
	\$ 717,686	\$ 547,261	\$	462,042	

### July 31, 2011 (unaudited) - in thousands of Canadian dollars, except as noted

Included in trade accounts receivable is \$168.7 million due from the CWB, which represents a significant concentration of credit risk.

The Company's maximum credit exposure at the balance sheet date consists primarily of the carrying amounts of non-derivative financial assets such as cash, short-term investments, accounts receivable and long-term receivables as well as the fair value of commodity contracts, exchange-traded derivatives and other non-trade assets included in accounts receivable. Short-term investments are held with Schedule I (Canada) and A-rated (Australia) banks, and have maturities of less than three months.

#### v. Liquidity Risk

The Company's liquidity risk refers to its ability to settle or meet its obligations as they fall due and is managed as part of the risk strategy. Liquidity adequacy is continually monitored, taking into consideration estimated future cash flows including the amount and timing of cash generated from operations, working capital requirements, planned capital expenditure programs, debt servicing requirement, dividend policy and business acquisitions. The Company actively maintains credit facilities to ensure it has sufficient available funds to meet current and foreseeable financial requirements. Management believes that future cash flows from operations and availability under existing banking arrangements will be adequate to support these financial liabilities.

The following table approximates the Company's remaining contractual maturity for its financial liabilities and matching financial assets as well as matching cash flows in designated hedge relationships as at the balance sheet date. The table below details the undiscounted cash flows of financial instruments based on the earliest date on which the Company can be required to pay. The table includes both interest and principal cash flows.

Financial access		ntractual sh Flows	Within 1 Year	11	to 2 Years	2	to 3 Years	т	hereafter
Financial assets: Exchange-traded derivatives	\$	8,446	\$ 8,446	\$	-	\$	-	\$	-
Commodity forward contracts Foreign exchange forward contracts (OTC)		138,282 70,177	128,785 65,061		9,497 5,116		-		-
Financial liabilities:									
Bank indebtedness	\$	(67,665)	\$ (67,665)	\$	-	\$	-	\$	-
Short-term borrowings		(17,757)	(17,757)		-		-		-
Exchange-traded derivatives		(11,649)	(11,563)		(86)		-		-
Commodity forward contracts		(98,913)	(97,071)		(1,842)		-		-
Foreign exchange forward contracts (OTC)		(34,254)	(31,903)		(2,283)		(68)		-
Cross-currency swaps		(13,285)	(13,285)		-		-		-
Natural gas swaps		(606)	(606)		-		-		-
Other current liabilities	(	(1,005,751)	(1,005,751)		-		-		-
Long-term debt, including current position	(	(1,617,480)	(78,730)		(78,730)		(378,702)	(	1,081,318)
Classified as other long-term liabilities		(11,912)	(652)		(3,824)		(2,403)		(5,033)

July 31, 2011 (unaudited) - in thousands of Canadian dollars, except as noted

# **12. MANAGEMENT OF CAPITAL**

The Company's objective when managing capital is to strive for a long-term manageable level of debt to total capital together with maintaining an acceptable ratio of EBITDA to cash interest. Due to the seasonal nature of the Company's short-term borrowing requirements, the Company's objective is to manage the level of debt to total capital between 30% to 40% and to maintain a rolling 12-month EBITDA that is at least five times the level of cash interest paid.

Debt to total capital is defined as total interest bearing debt divided by total interest bearing debt plus the book value of total shareholders' equity. Interest bearing debt is the aggregate of short-term borrowings, long-term debt due within one year and long-term debt.

As at	July 31, 2011	July 31, 2010	October 31, 2010			
Short-term borrowings	\$ 17,757	\$ 450,153	\$	61,677		
Long-term debt due within one year Long-term debt	\$ 1,770 1,068,737	\$ 1,850 495,824	\$	2,295 896,834		
Total long-term debt	\$ 1,070,507	\$ 497,674	\$	899,129		
Total interest bearing debt	\$ 1,088,264	\$ 947,827	\$	960,806		
Shareholders' equity	\$ 4,025,547	\$ 3,532,593	\$	3,710,263		
Total capital	\$ 5,113,811	\$ 4,480,420	\$	4,671,069		
Debt to total capital: As at the balance sheet date Four quarter average	21:79 25:75	21:79 27:73		21:79 25:75		

July 31, 2011 (unaudited) – in thousands of Canadian dollars, except as noted

EBIT – earnings before financing expenses, taxes, gain on disposal of assets, integration expenses and acquisition derivative. Cash interest is net of financing expenses excluding refinancing costs and net investment hedge less non-cash financing expenses. The ratio is calculated on a rolling 12-month basis.

For the rolling twelve months ended July 31	2011	2010		
EBITDA	\$ 729,286	\$ 419,861		
Cash interest, net	109,327	101,693		
EBITDA to cash interest:	6.7	4.1		

Management uses EBITDA to cash interest to assess interest coverage and the Company's ability to service its interest bearing debt.

The Company monitors its capital structure and makes adjustments according to market conditions and seasonal requirements in an effort to meet its objectives. The Company may manage its capital structure by issuing new shares, obtaining additional financing, issuing unsecured notes, refinancing existing debt, repaying current debt, or by paying dividends.

During the period, the Company was in compliance with external covenants relating to the management of capital.