



## Leverage Viterra's knowledge and experience with Producers' Edge

### What is it?

Producers' Edge is Viterra's managed pricing program designed to help you manage futures price risk by allowing Viterra professionals to price your grain for you.

### How it works

In the Producers' Edge program, you work with Viterra to select the futures month and pricing period, and enroll a portion of your bushels of grain into available Producers' Edge programs. Our professionals utilize their experience and knowledge to then price 100% of your enrolled bushels, helping manage the risk of futures price changes during the pricing period. You receive the payment for your delivered bushels enrolled based on the performance achieved by Viterra professionals less the set contract fee.

Our new Producers' Edge Precision program works like our traditional Producers' Edge program, but offers a more structured approach to hedging based upon market trends.

Viterra may use futures and/or options as a grain pricing tool and does not use a commodity pool agreement. Enrollment in these programs do not result in the seller opening a futures or options account or having a futures or option position. Any futures or options position taken by Viterra is for the benefit of the Viterra only and the Viterra's name.

### Past performance

Over a span of ten years, 76% of Producers' Edge Corn programs and 75% of Producers' Edge Soybean programs have returned positive equity to our customers.

### What are the advantages?

- Removes the pressure of pricing decisions.
- Provides regular email updates on performance and pricing. You can also view past results and present performance on [my.viterra.us](http://my.viterra.us).
- Gives you the ability to take advantage of Viterra's grain marketing experience and confidential trading strategies.

### What should you know?

- Corn and soybeans enrollment ends in early January
- Available futures months may include March, July, September, November, and December, depending on commodity.
- Costs associated with this program are determined by commodity and futures month.
- Basis is to be set on or before delivery.

While the pricing program described herein provides marketing options available through Viterra, no contract or marketing program can remove all risk from your grain marketing decisions. Historical results are not a guarantee of future returns, and Viterra does not represent the historical information provided is without omissions or errors, although it strive to avoid them. You should use this information only as you believe will best assist you with your grain marketing needs.