

WILMAR INTERNATIONAL LIMITED

Investor Day

April 24, 2015




wilmar

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Investor Day Agenda

1

Sustainability

2

Sugar

3

Oleochemicals and Biodiesel

1. Sustainability

– the Foundation of Today's Business Growth

By Jeremy Goon, Chief Sustainability Officer



Sustainability Agenda

1

Supplier Engagement Updates

2

Progress on Traceability & Certification

3

Implementation of Policy Commitments

4

Indonesian Palm Oil Pledge Involvement

5

Sustainability Dashboard Highlights

Over 90% of palm oil trade now covered by No Deforestation/Peat/Exploitation policies



Completion of a substantive phase of engagements with key suppliers



Supplier engagement highlights

- Communication of No D/P/E integrated policy
- Explanation of implementation process
- Sharing of experience by suppliers

Feb 2014

Mar 2014

Apr 2014

Jun 2014

Nov 2014

Sibu, M'sia
Miri, M'sia

Jakarta, Indo

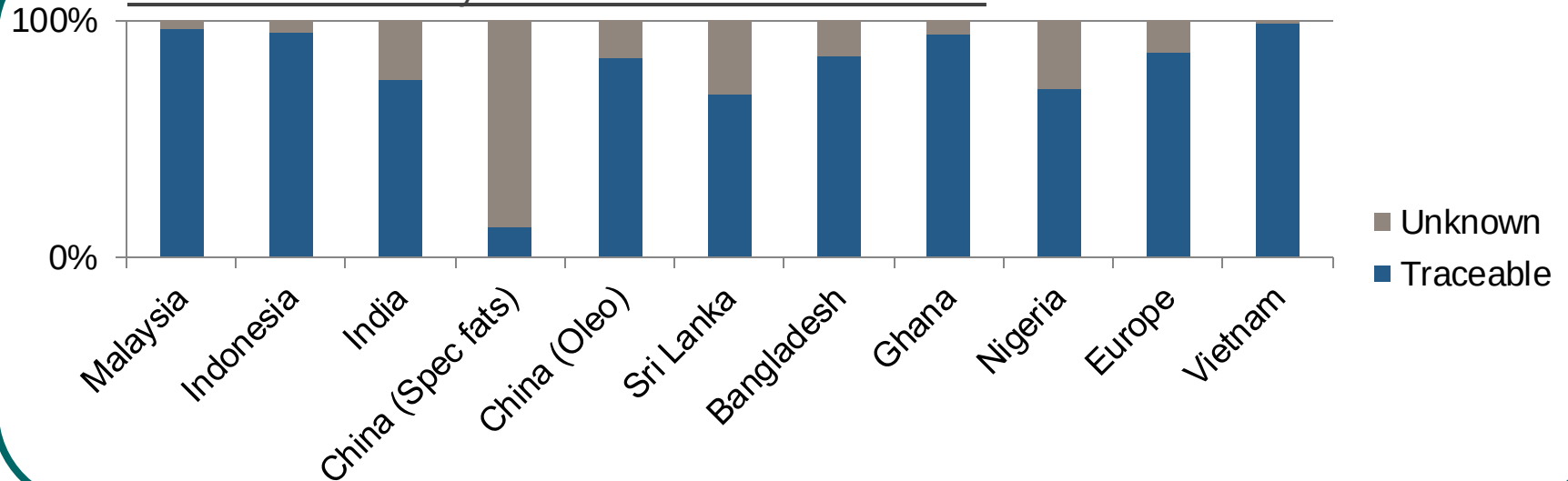
KK, M'sia
Sandakan, M'sia
KL, M'sia

Medan, Indo

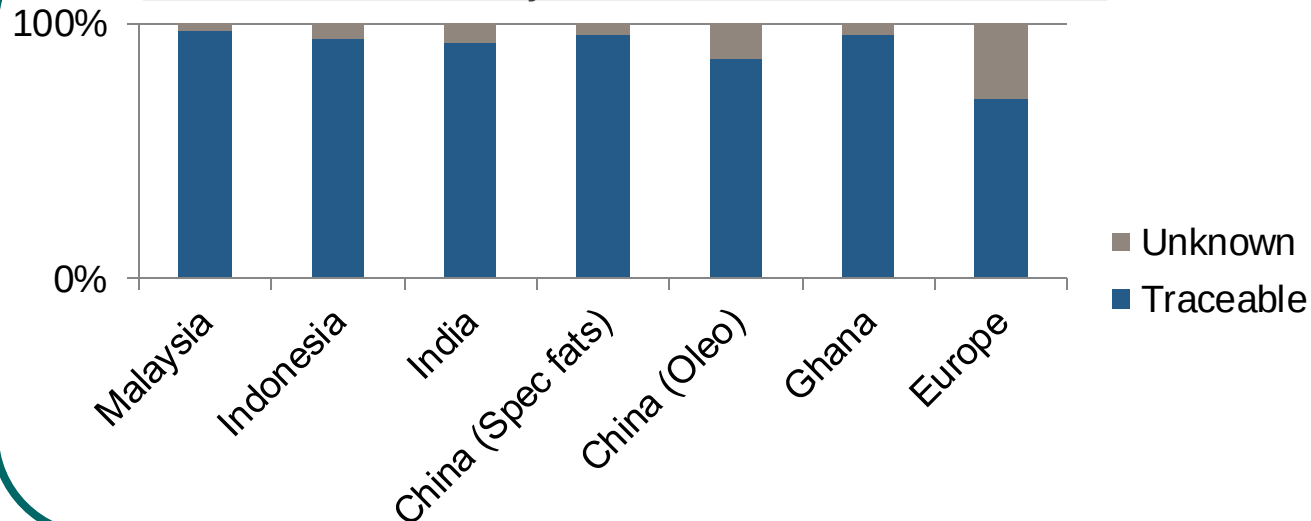
Bandung, Indo

On-track for full traceability back to mills by end 2015

Palm Oil Traceability Statistics for Jan – Dec 2014

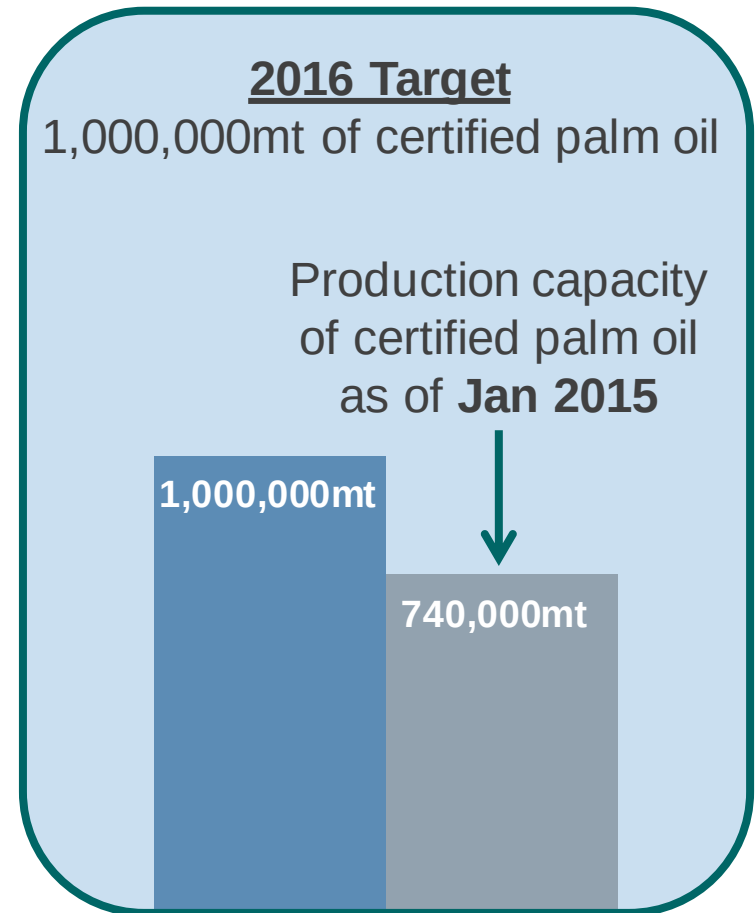


Lauric Oil Traceability Statistics for Jan – Dec 2014



Certification progress on-track to meet time-bound plans for RSPO certification of our mills & supply bases

Country	Commitment Date	Status
	2016	Achieved in 2010
	2016	Achieved in 2014
	2016	On-track
	2016	On-track
Associated Smallholders		
	2019	On-track by 2017



Steady implementation of policy commitments



High Carbon Stock Approach

- Active member of HCS steering group
- HCS workshops for consultants
- HCS toolkit V1 launched



No Deforestation

- No development on HCS Forest



GHG Emissions Reductions

- Palm GHG calculator V2.0.1 developed & piloted
- 6 + 9 Methane capture plants to reduce emissions from POME



No Deforestation

- Reduce GHG emissions on existing plantations



Smallholder Inclusion

- Collaboration with WildAsia to support SH compliance with Integrated Policy



No Exploitation

- Facilitate the inclusion of SH into the supply chain

Involvement in multi-stakeholder commitments – IPOP signatory & steering committee member

Indonesian Palm Oil Pledge Signatories



IPOP Objectives



- Improve environmental stewardship.



- Engage with Indonesian government on regulatory reforms that support implementation of IPOP.



- Expand social benefits.



- Improve competitiveness of Indonesian palm oil.

Sustainability dashboard receives good reception from a variety of stakeholders



...miles ahead of the competition, very easy to navigate...



...sincere thanks to Wilmar for leading on this effort and setting the example...



LOIRET & HAËNTJENS
SINCE 1871

...happy to see strong commitments to sustainability... courageous decision of full transparency...



clearing for oil palm plantations - Wakix (<https://www.flickr.com/photos/wakix/4171421914/in/photolist-7mBCpu-7FARBD-621Fz-fvvcH-9Gt5bx-7xRoI-fvvr8R-a2krRm-7mxFAM-4Mo82Y-a2kqdy-e3hdep-e3nQcj-a2kplE-7mxF1v-EVN69-a2xcS2-a2zkfxZeG-a2MDsq-a2Jj7B-a2MC9A-5h1Ujx-a2zGwC-a2wH2e-a2zylMC-a2wNBT-a2zBh5-a2zDMY-a2zCvq-GdT9Z-fzPoF-4VPRCd-4VKzER-4VPR39-6EadFS-cZycyN-7mBBVv-7mByLo-e3nPVS-cZycs7-e3hcUk-e3h9MV-7mxKNv-7mxFqp-amRzPv-5h5s7J-5h1KvM-bYysjd-bYyqkw>)

Big palm oil trader's website begins to deliver on sustainability pledge

By Nathanael Johnson (<http://grist.org/author/nathanael-johnson/>) on 22 Jan 2015

There's some more news from the series of successes (<http://grist.org/climate-energy/how-regular-people-are-fixing-the-international-palm-oil-industry/>) in palm oil reform: Wilmar International (<http://www.wilmar-international.com/>), the biggest palm oil trader in the world, has set up a website (<http://www.wilmar->

Trending: How Mars, Wilmar Are Making Good on Their Zero-Deforestation Commitments

by [Sustainable Brands](#) ([used/10996](#))

January 26, 2015



A soy

Sustainability Dashboard Highlights

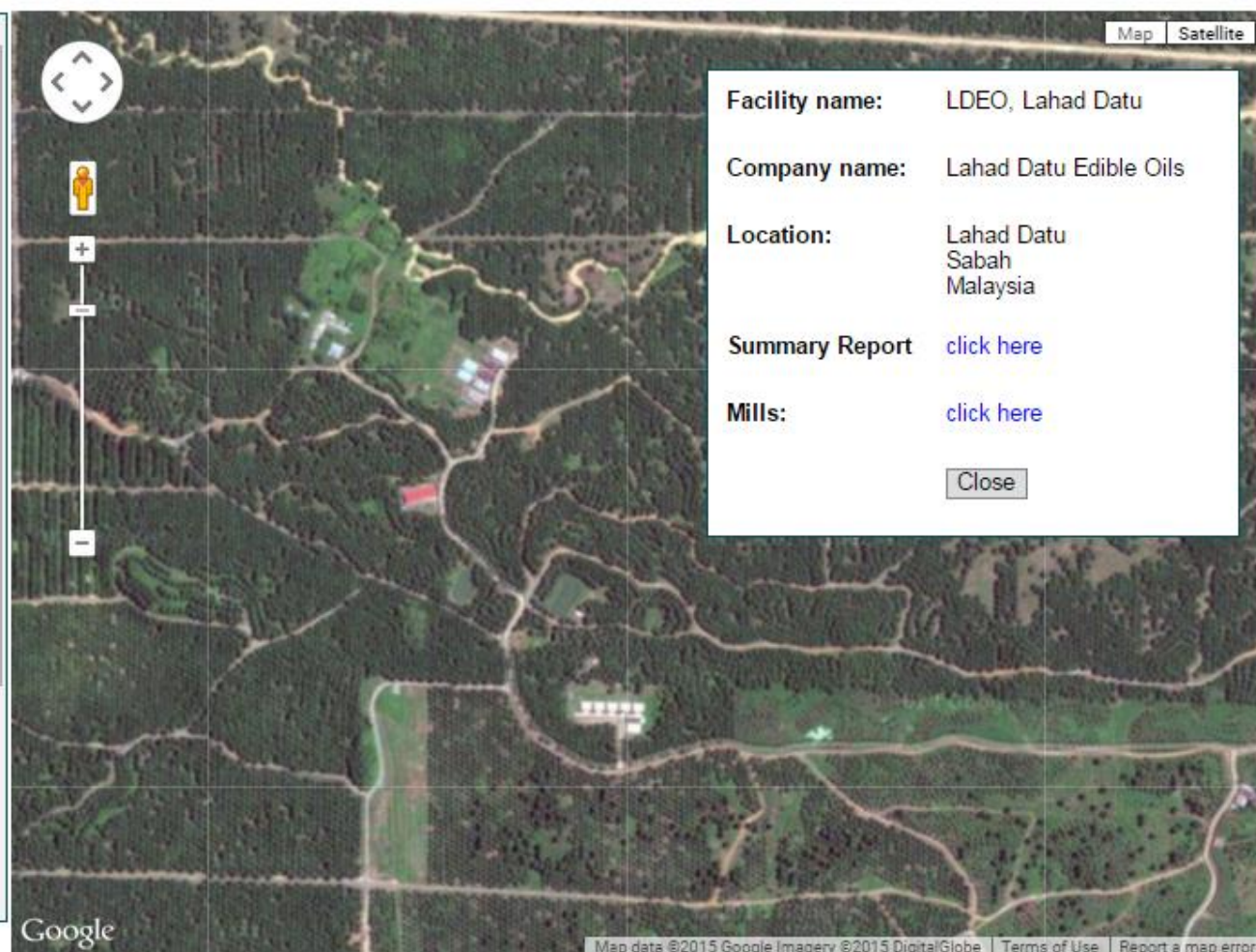


Supply Chain Map



Dashboard
No Deforestation
No Peat Development
No Exploitation
Stakeholder Engagement
Smallholders
Traceability
Supply Chain Map
Grievance Procedure
Progress
Certifications
Resource Library
Website
Contact Us

Malaysia
PGEO, Pasir Gudang
PGEO, Lumut
PGEO, Prai
WEO, Butterworth
SEO, Sandakan
LDEO, Lahad Datu
TSHW, Kunak
BEO, Bintulu
NatOleo, Pasir Gudang
Indonesia
MNA, Kuala Tanjung
WINA, Dumai
WINA, Pelintung
SAP, Palembang
MNA, Pulo Gadung
WICA, Pontianak



Sustainability Dashboard Highlights



Dashboard

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Supply Chain Map

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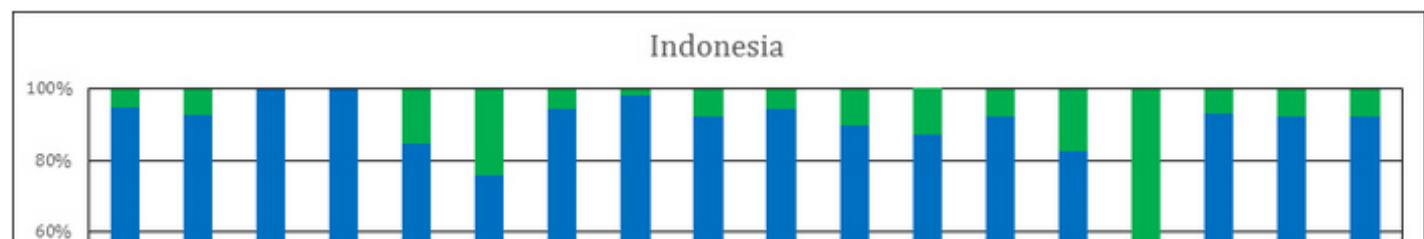
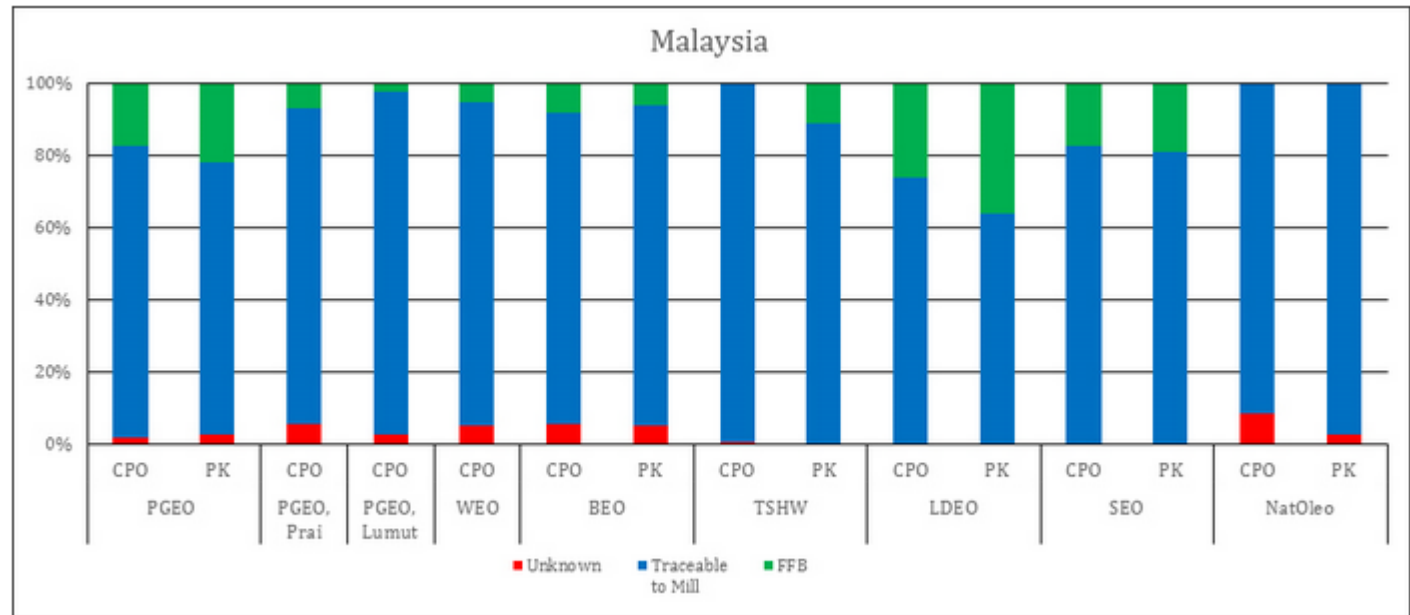
Contact Us

Traceability



Traceability

Country Statistics



Sustainability Dashboard Highlights

Grievance Procedure



Grievance Procedure

Grievance List with Progress Updates

Grievance List with Progress Updates

The grievance list contains details of all grievances that have been processed using the grievance procedure.

Ref. No.	Means of Delivery	Date Received	Subject Matter	Raised by	Progress	Status
N03	Report sent by email	11/11/2014	Threats to the biodiversity of Leuser Ecosystem Potential forest clearance and impacts on biodiversity Report can be found here	Rainforest Action Network (RAN)	A meeting was held with RAN on 19/11/2014 to discuss the report and understand the issues raised by RAN. Wilmar has identified mills in its supply chain which might be at risk of sourcing fresh fruits bunches (FFB) illegally from the Leuser Ecosystem, and completed a risk assessment on those mills. Following the risk assessments, dialogues with "at risk" suppliers commenced and the risk assessment results will be used to allow field assessments of those suppliers with the aim of achieving full compliance with Wilmar's Policy.	Ongoing - verification report to be completed after risk assessment
N02	Public report	22/09/2014	Clearance of potential HCS, peat and orang-utan habitat. Potential forest clearance and impacts on biodiversity Report can be found here	Greenomics	Meeting held with Greenomics on 7/10/2014. Initial meeting with Genting held on 2/10/2014 during which Genting committed to cease development on the two concessions identified until HCS studies have been undertaken. Genting also invited Wilmar and TFT to visit one of its mills and the surrounding FFB suppliers to better understand how it may be able to improve its practices.	Ongoing – Anticipate verification report by end Q1 2015

[Dashboard](#)[No Deforestation](#)[No Peat Development](#)[No Exploitation](#)[Stakeholder Engagement](#)[Smallholders](#)[Traceability](#)[Supply Chain Map](#)[Grievance Procedure](#)[Progress](#)[Certifications](#)[Resource Library](#)[Website](#)[Contact Us](#)

2. Sugar

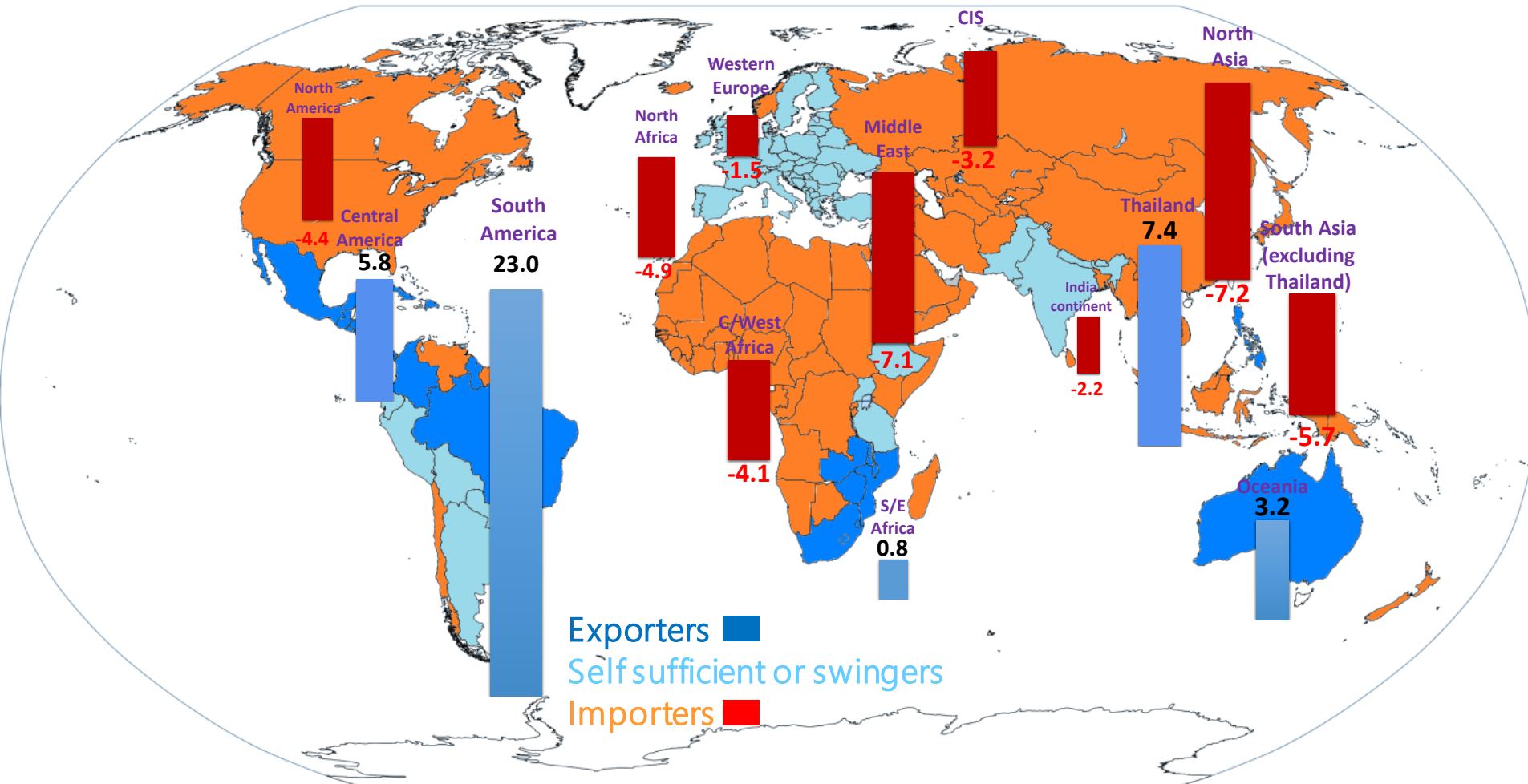
By Jean-Luc Bohbot, Group Head of Sugar



Sugar prices (ny#11) – from past 5 years

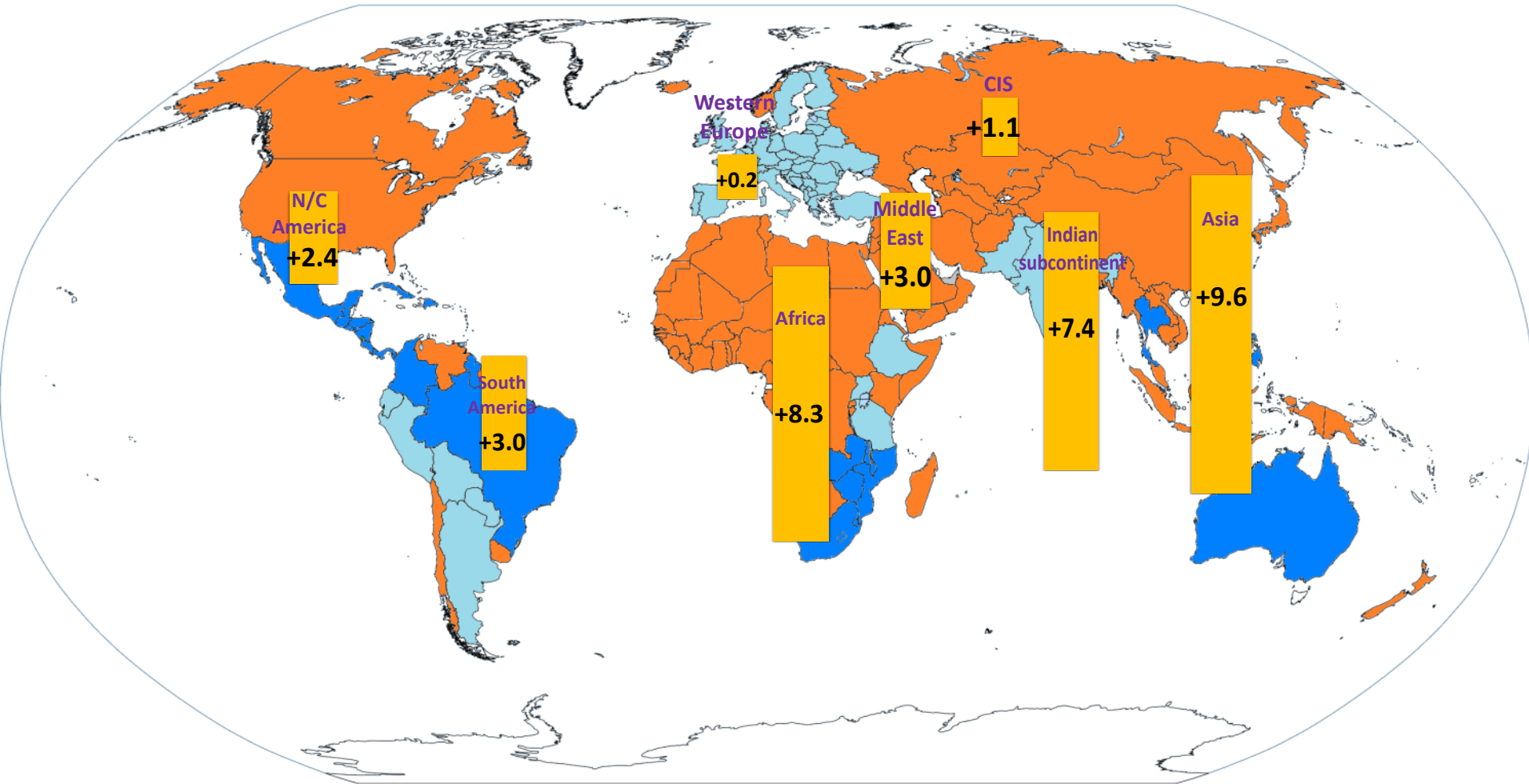


World Sugar Map (Sugar balance production-consumption)



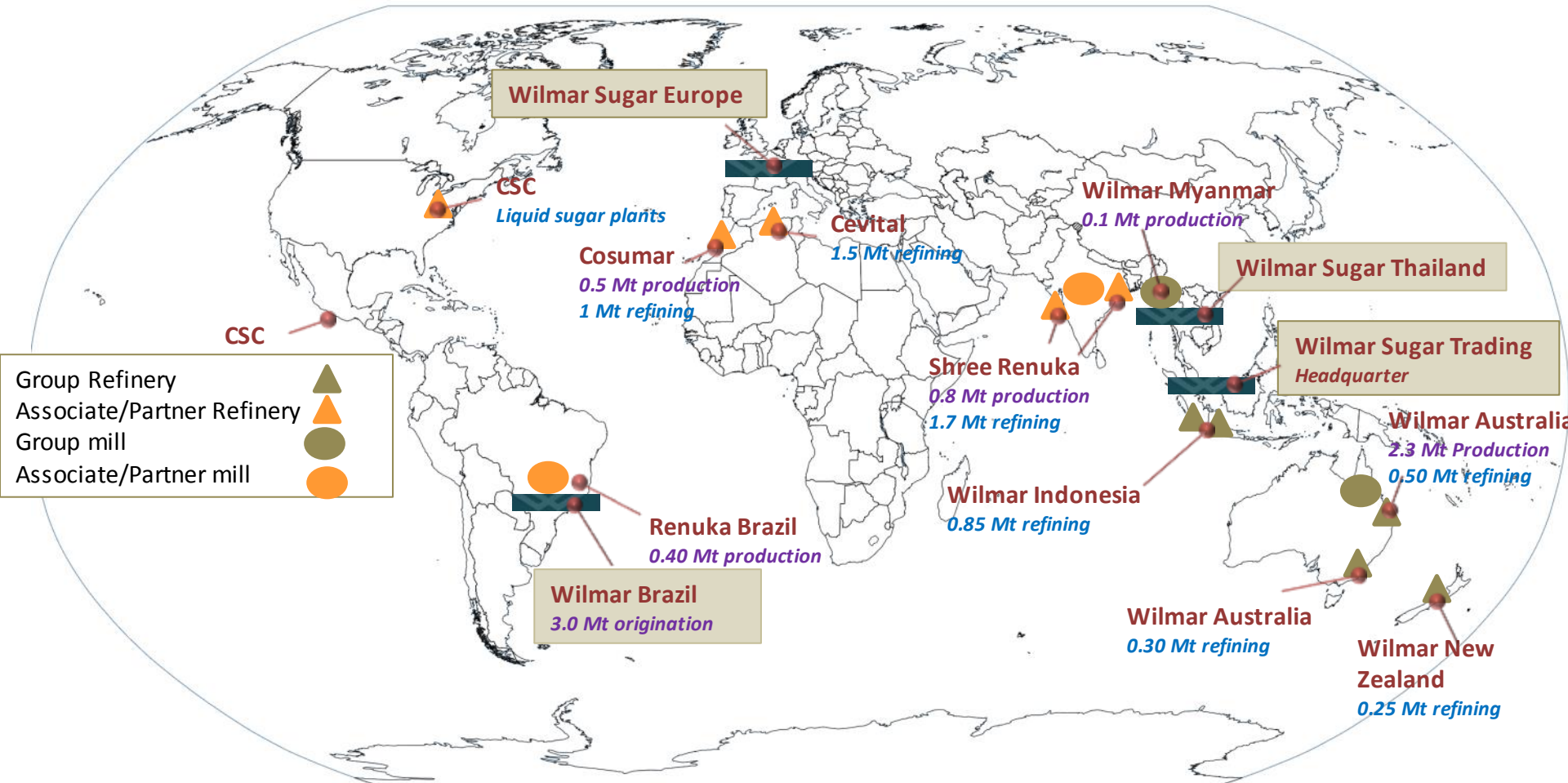
- ▶ World Sugar production = 182.7 Mt in 2013-14 (ISO Data)
- ▶ World Sugar consumption = 178.8 Mt in 2013-14 (ISO Data)
- ▶ World Sugar trade = 57.9 Mt in 2013-14 (ISO Data)
- ▶ Brazil exports = 24 Mt in 2013-14 (ISO Data) - 45% of total exports

Consumption growth by 2025 = +35 Mt



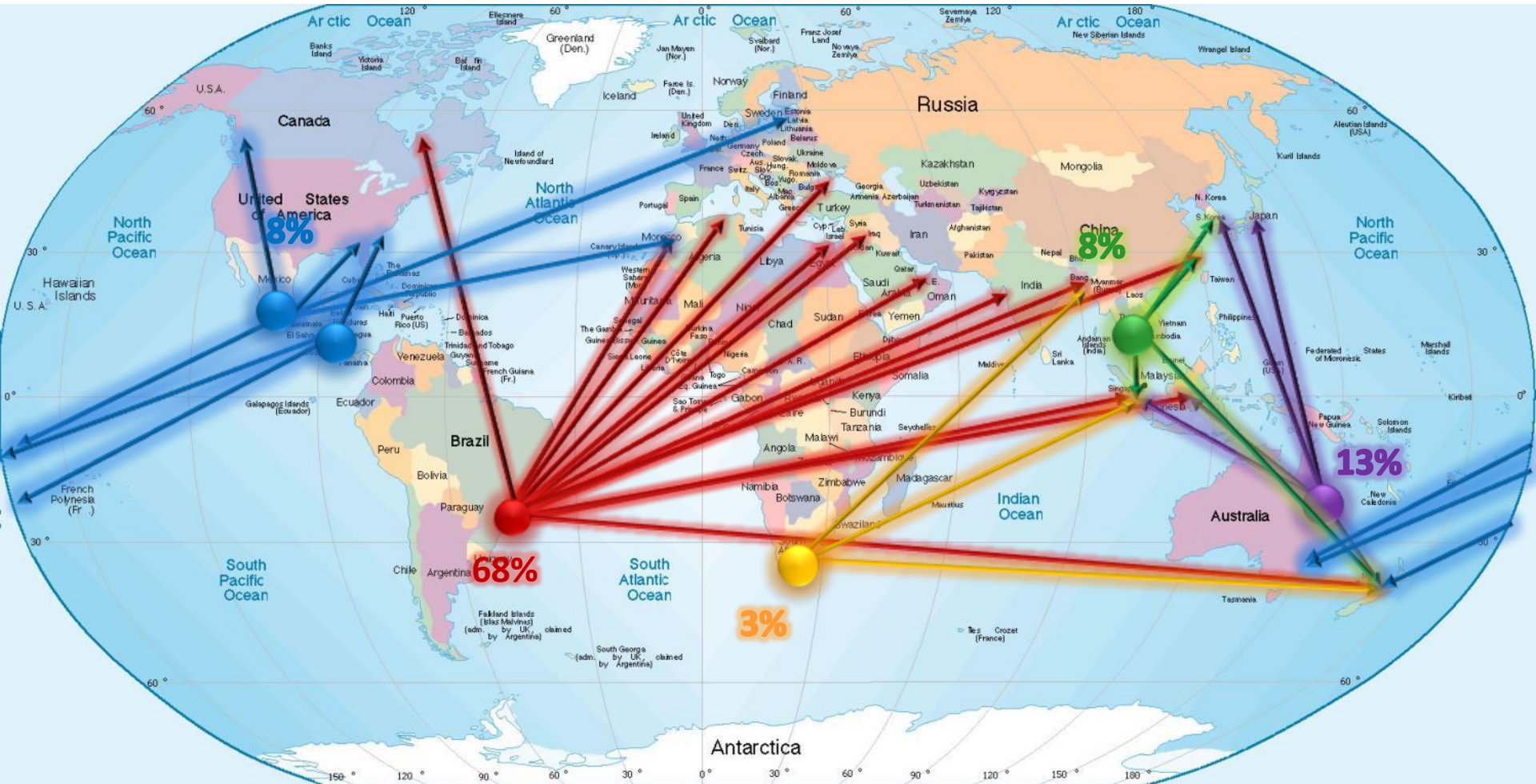
- Consumption growth = 3/3.5 Mt annually
- Asia will account for more than 50% of world consumption

Wilmar Sugar : our network

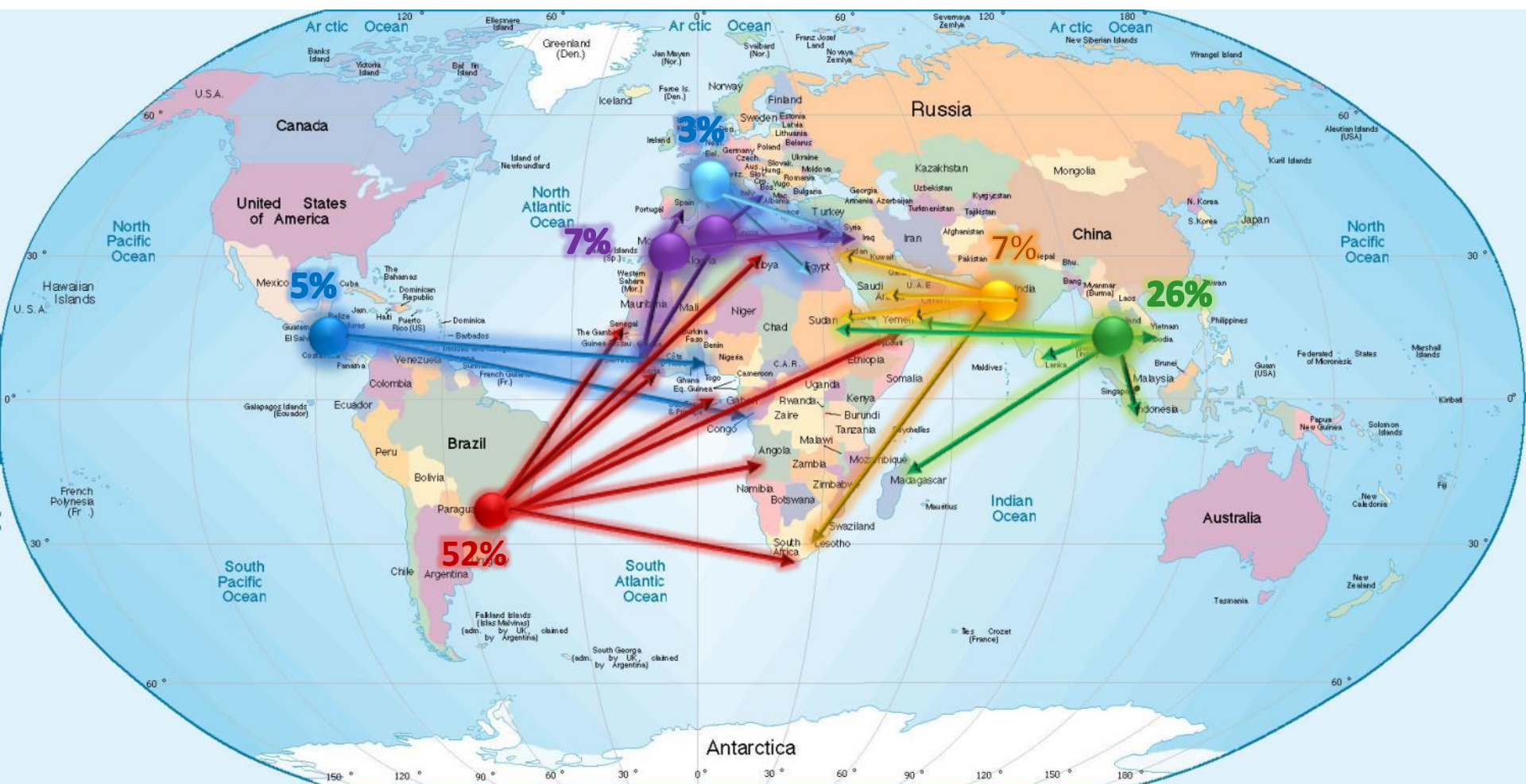


Capacity (Mt)	Own Assets	Controlling participation	Strategic Partners	Total
Milling	2.4	1.7	-	4.1
Refining	1.9	2.7	1.5	6.1

Our flows : raw sugar – about 7 Mt



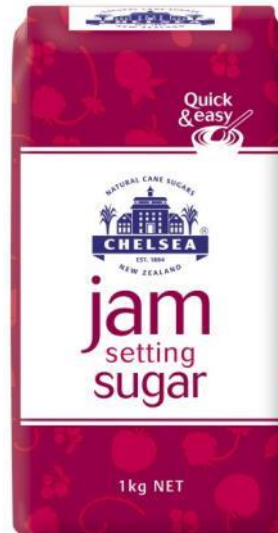
Our flows : white sugar – Africa/Middle East major importers



Our operations & products in Australia



Our operations and products in New Zealand



Our operations and products in Indonesia



Our operations and products in Morocco



3. Oleochemicals and Biodiesel

By Rahul Kale, Group Head of Oleochemicals & Biofuels



An introduction to our Oleochemicals and Biofuels businesses

Oleochemicals:

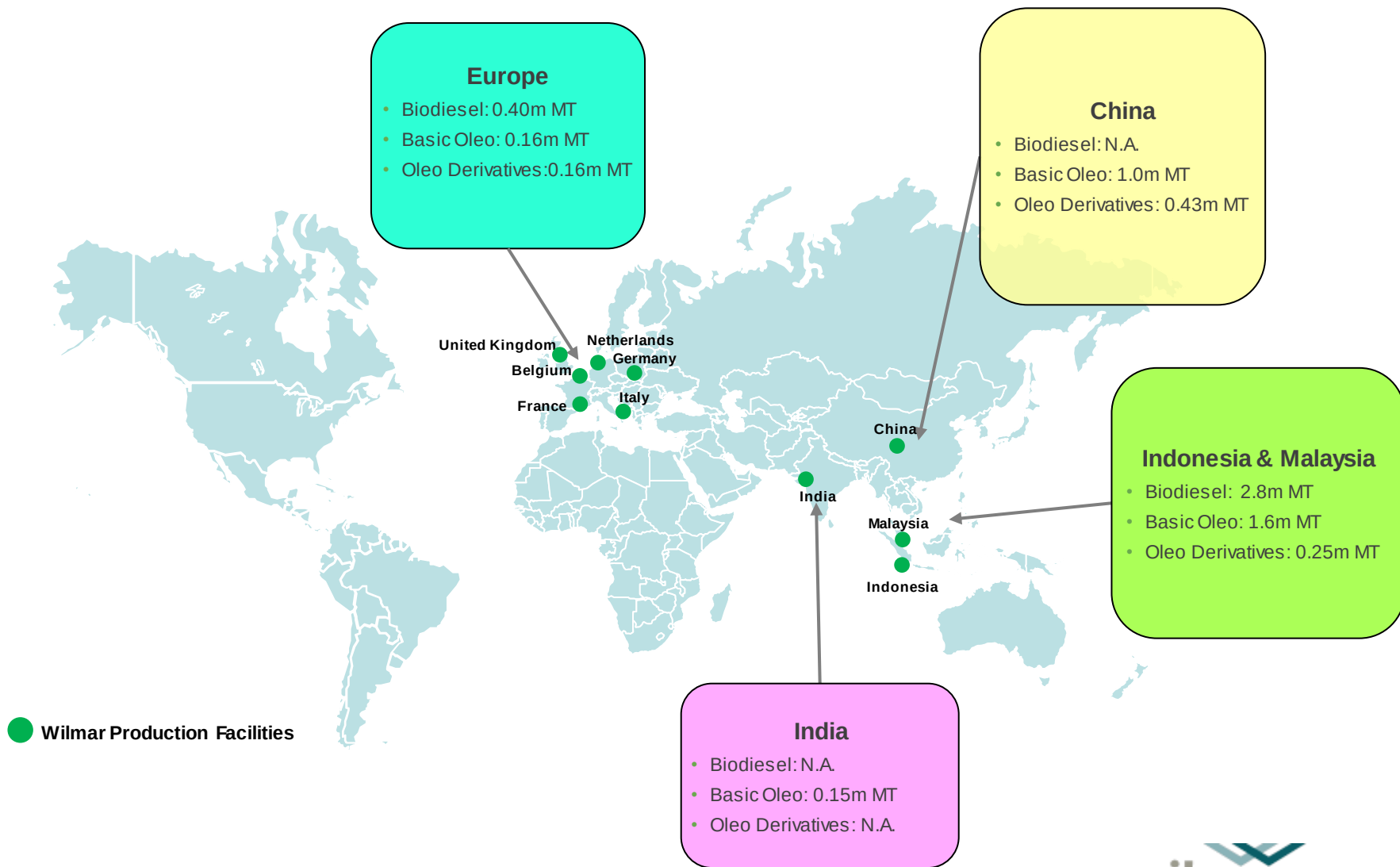
Chemicals derived from natural oils and fats

Biofuels:

Fuel derived from natural feedstocks

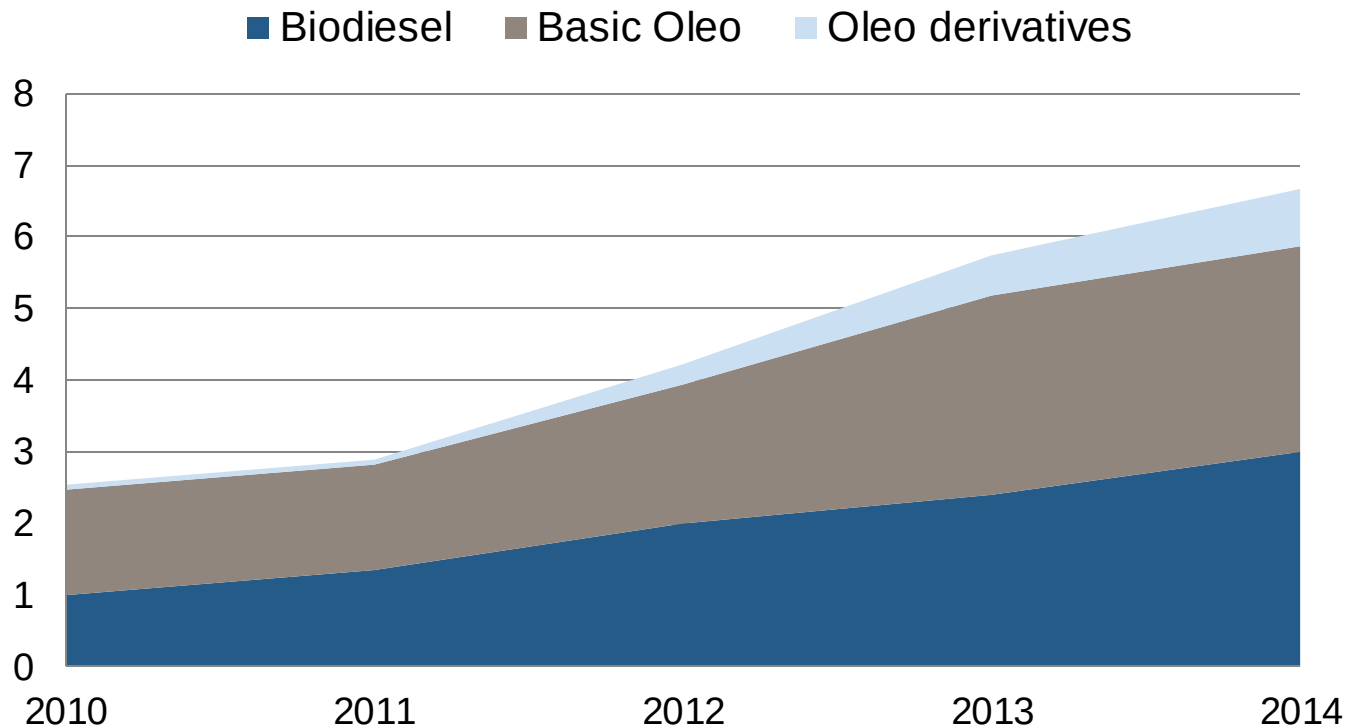


Wilmar Oleochemicals and Biofuels Global Footprint



We have made significant investments to grow Oleochemicals and Biofuels

Oleo and Biodiesel Capacities (M, MT)



Malaysia and Indonesia

Pasir Gudang, Malaysia – Natoleo Sdn Bhd



Gresik, Indonesia – Integrated Complex



Satellite image of Gresik integrated site – 110 Ha



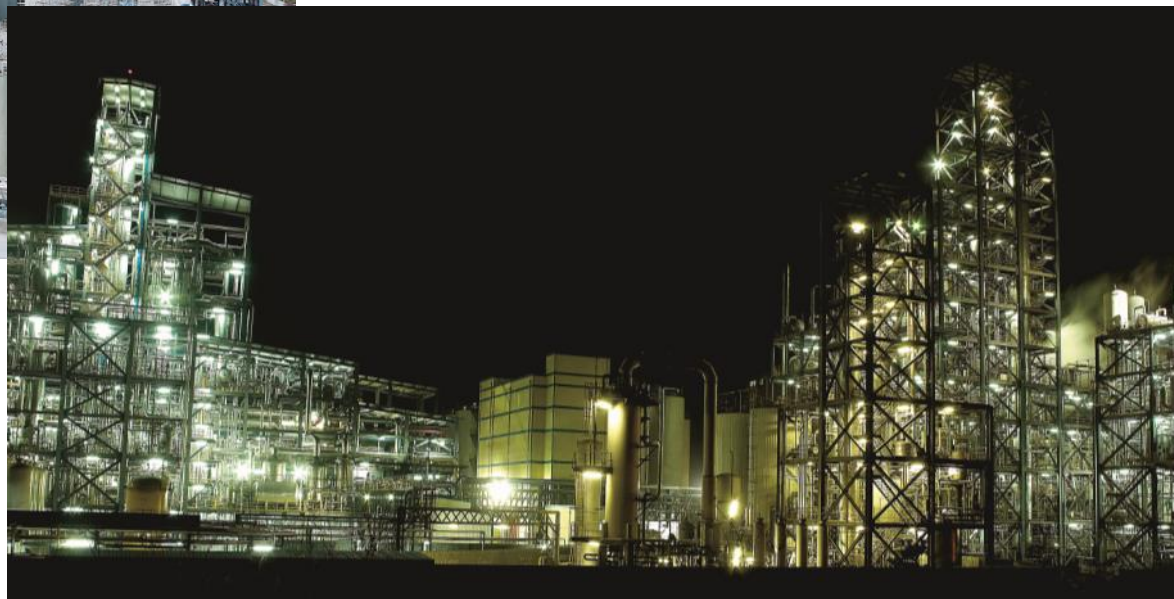
 Oleochemicals and Biodiesel sites

China

Shanghai, China – Fatty Acid plant

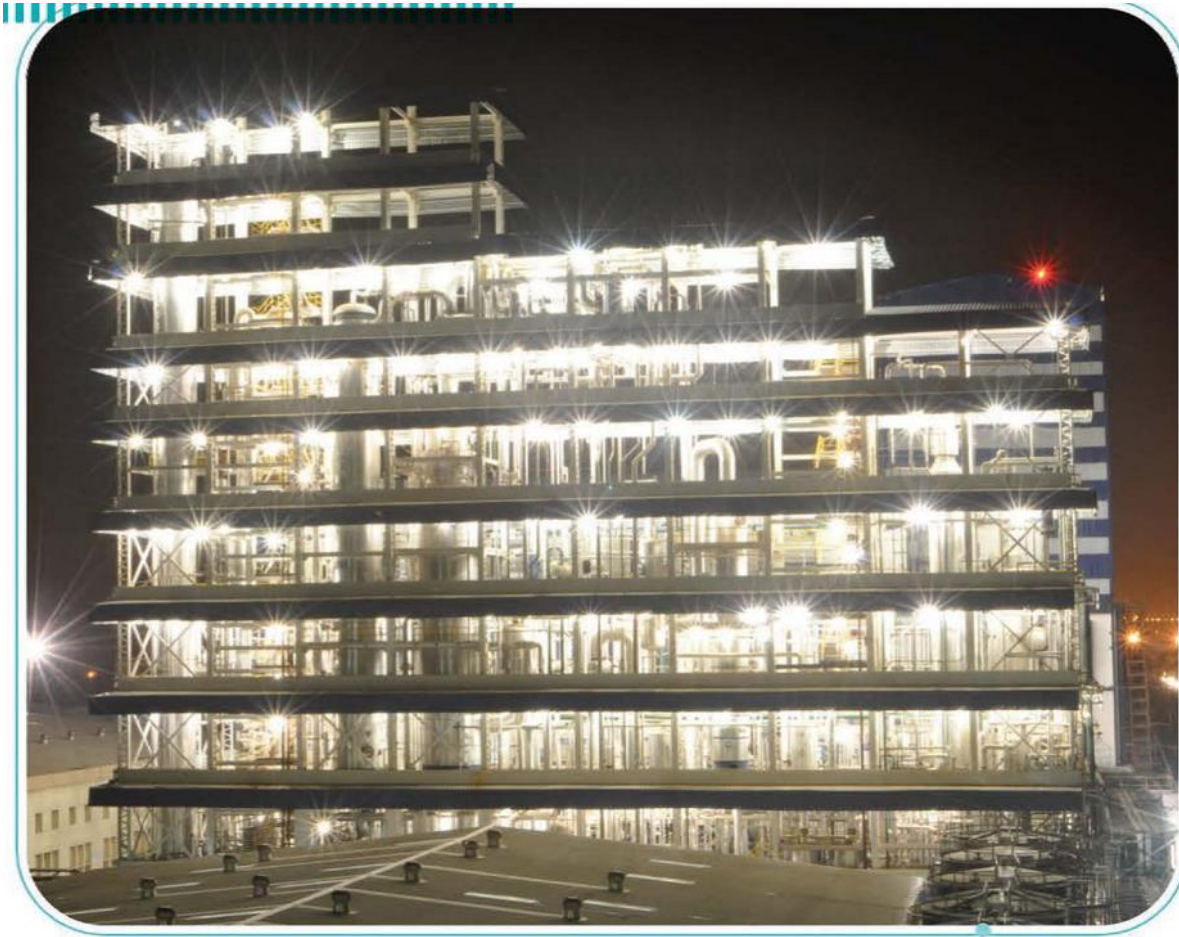


Lianyungang, China – Fatty Acid & Alcohol plant



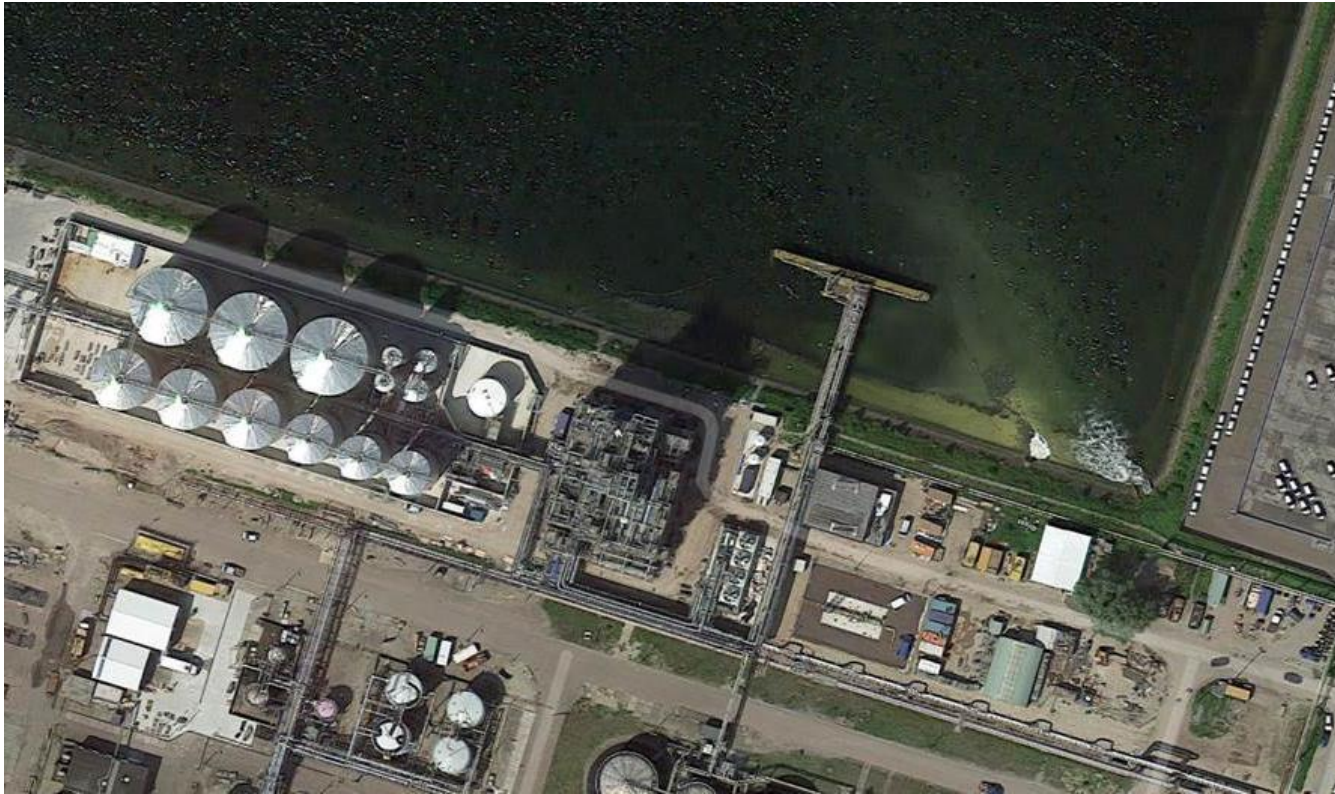
India

Mundra, India – Fatty Acid plant

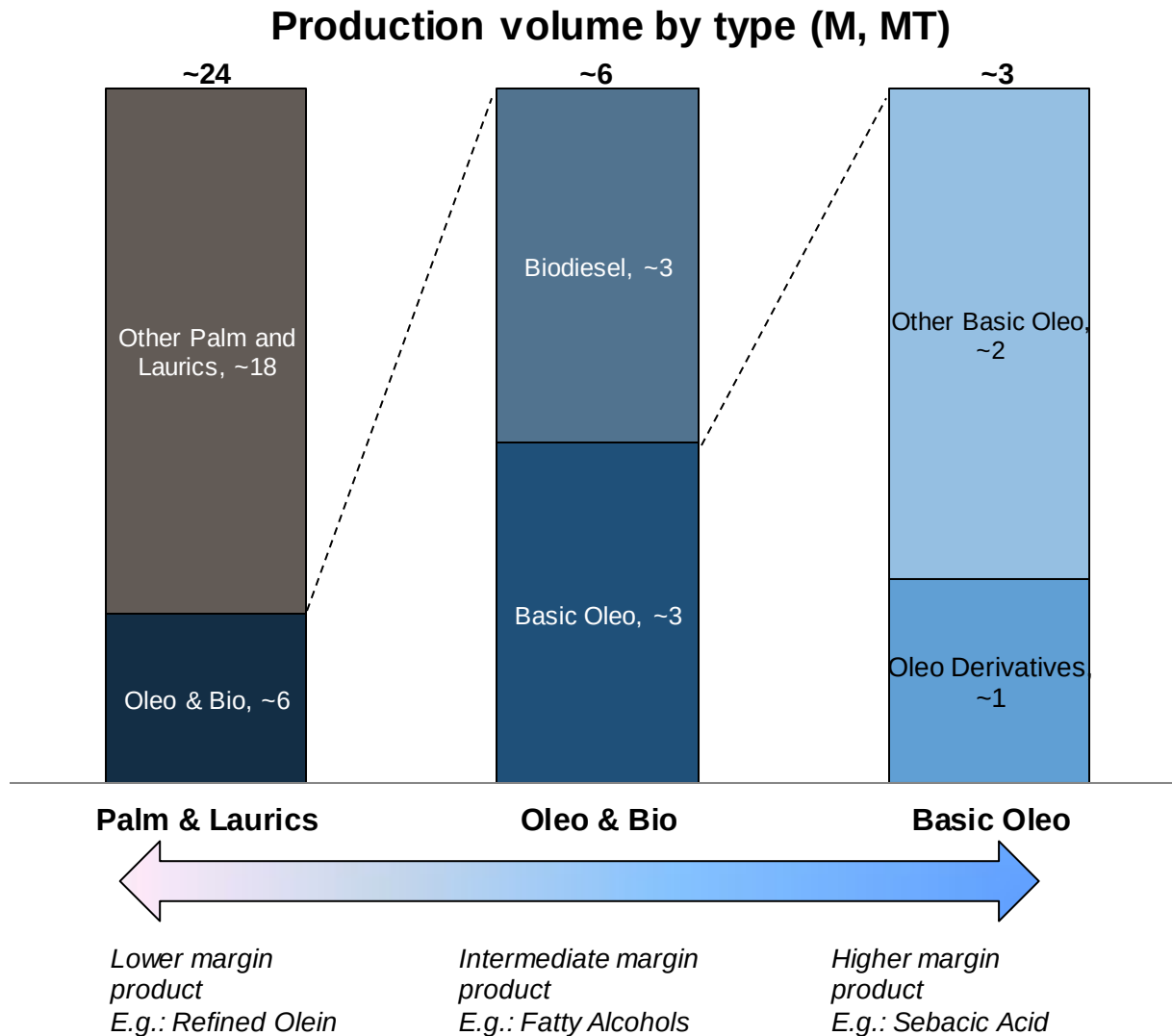


Europe

Rozenburg, Netherlands – Fatty Alcohol plant



Our portfolio covers higher-margin downstream derivatives of palm



Maturing from a product focus to a market segment focus

Home Care	Personal Care (Cosmetics)	Biofuels	Animal / Human Nutrition	Lubricants (Plastics / Oil Field / Industrial)	Coatings	Paper
						
Basic Oleochemicals Fatty Acid Glycerine Soap Noodle Alcohol & Derivatives Fatty Alcohol Ethoxylates / Sulfates Esters & Derivatives MES Biorefinery Specialty Methyl Ester Fine Chemicals Fatty Amine & Derivatives	Basic Oleochemicals Fatty Acid Glycerine Esters & Derivatives Emollients / Esters Fine Chemicals Acid Chloride Vitamin E	Esters & Derivatives Methyl Ester Biorefinery Specialty Methyl Ester Biofuels Biodiesel Ethanol	Basic Oleochemicals Fatty Acid Glycerine Esters & Derivatives Emollients / Esters Fine Chemicals Vitamin E Animal Nutrition Dry Fat Rumen Protected Fat Immune Booster Natural Antioxidant	Basic Oleochemicals Fatty Acid Palm Wax Esters & Derivatives Emollients / Esters Methyl Ester Biorefinery a-Olefin Fine Chemicals Fatty Amine & Derivatives Dimer Acid / Polyamide Sebacic Acid	Basic Oleochemicals Fatty Acid Glycerine Esters & Derivatives Methyl Ester Fine Chemicals Dimer Acid / Polyamide Sebacic Acid ECH	Fine Chemicals Acid Chloride AKD

- Strengthen innovation and application know-how
- Expand regionally to meet customer demand for derivatives

Thank You

