

# WILMAR INTERNATIONAL LIMITED

## Investor Day Presentation

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**wilmar**

We Invest • You Harvest

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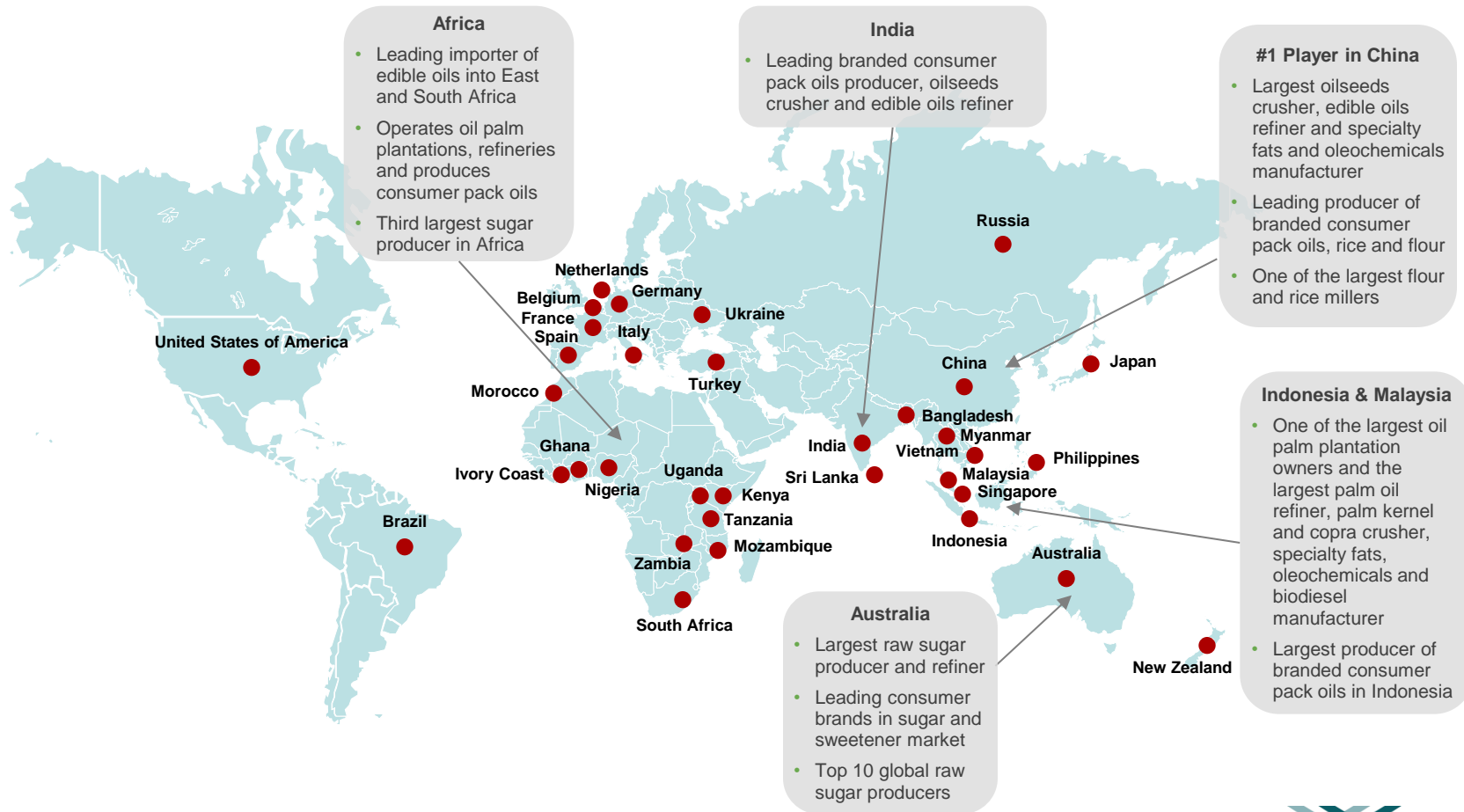
# Palm & Laurics Supply Chain



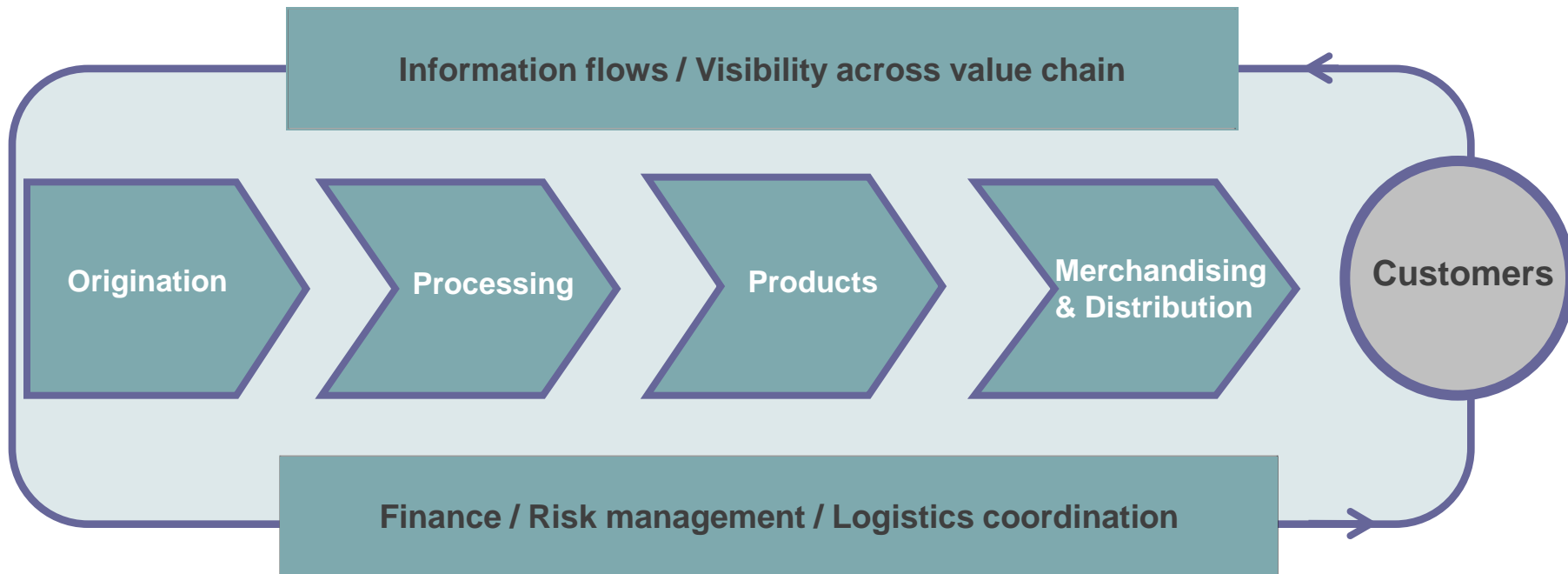
# Wilmar's Global Reach

Vertically integrated agribusiness with leading market shares and major presence in key producing and consuming markets

-  World's largest processor and merchandiser of palm & lauric oils
-  Largest in edible oils refining and fractionation, oleochemicals, specialty fats & palm biodiesel
-  Largest in consumer pack oils
-  About 90,000 staff globally



# Resilient Integrated Agribusiness Model



## • Origination

- Planting
- Sourcing of FFB and crude palm oil
- Sourcing of soybean, other oilseeds and grains
- Sourcing of cane and raw sugar

## • Processing

- Milling, crushing, refining, fractionation, specialty fats, biodiesel & oleochemicals manufacturing
- Oilseeds crushing
- Rice & flour milling
- Sugar milling
- Sugar refining

## • Products

- Bulk edible oils
- Consumer packs
- Oilseeds meal
- Specialty fats
- Oleochemicals
- Biodiesel
- Rice & flour
- Fertiliser
- Raw & refined sugar

## • Merchandising & Distribution

- Owns fleet of liquid bulk vessels
- Owns ports and jetties
- Extensive distribution network



# Origination & Sourcing – Plantations & Palm Oil Mills

- Plantations in Indonesia, Malaysia and Africa
- Total planted area of about 241,000 hectares – more than 3x the size of Singapore
- Expanding in Africa with plantations in Nigeria, Ghana, Uganda and Ivory Coast
- Source from 3<sup>rd</sup> party plantations and smallholders
- Crude palm oil (CPO) and crude palm kernel oil produced are supplied to the Group's refineries



Oil palm plantations in Sabah, Malaysia and Cross River State, Nigeria



# Origination & Sourcing – Plantations & Palm Oil Mills



Harvesting fresh fruit bunches (FFB)



Transporting FFB to the mills



Sterilisation of FFB in pressure vessels



Staff quarters -  
Children on their way to school



# Processing - Refineries

- Wilmar is the largest global processor and merchandiser of palm and lauric oils with distribution network in more than 50 countries
- Processes raw materials such as CPO and crude palm kernel oil into products such as bulk edible oils, specialty fats, oleochemicals and biodiesel.
- Owns and operates a number of strategically located and vertically integrated palm and lauric oils processing plants in Indonesia, Malaysia, China, India, Vietnam, Europe and Africa.
- Palm and lauric oils and related products are widely used in many industries including food manufacturing, cosmetics, industrial and pharmaceutical industries.



Integrated facility in Sumatra, Indonesia



Refinery in Shenzhen, China



# Oleochemicals

- Wilmar is one of the world's largest oleochemicals manufacturers, accounting for around one-third of Asia's fatty acid production. Our production facilities are located in China, Indonesia, Malaysia and Europe.
- Expansion plans are in the pipeline to establish operations in India as well as other accompanying storage locations to service our customers.
- Our Oleochemical products include: fatty acids, soap noodles, refined glycerin, methyl esters, cosmetic esters, fatty alcohols, palm waxes.



Oleochemical facility in Lianyungang, China

# Oleochemicals – Customers & Products

- Our oleochemical products have a number of important industrial applications, e.g. personal care products, paints and paper manufacturing.
- Well established and long term relationships with a diverse range of multi-national customers across the globe, e.g. L'oreal, Procter & Gamble and Unilever.



# Biodiesel

- Wilmar produces palm oil methyl ester and palm olein methyl ester. Wilmar's biodiesel meets the European (EN14214) and USA (ASTM D6751) standards. It contains virtually zero sulphur, thereby burning cleaner than traditional petroleum-based fuel.
- Our biodiesel plants are located in Indonesia, Malaysia and Europe.



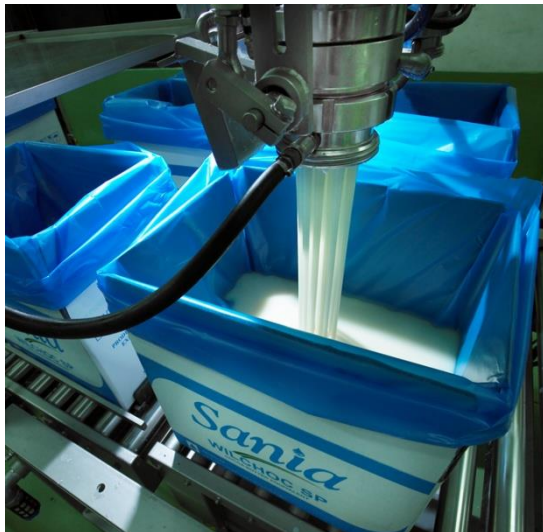
Integrated facility in Gresik, Indonesia





# Specialty Fats

- Wilmar is one of the world's largest specialty fats manufacturers. Our production facilities are located across the globe, including in China, Indonesia, Malaysia, India and Europe.



Specialty fats processing plants in Indonesia and China

# Specialty Fats – Customers & Products

- Our specialty fats products include cocoa butter equivalents, cocoa butter replacers, cocoa butter substitutes, specially formulated filling fats, creaming fats, ice-cream fats, milk fat replacers, shortenings, margarines, frying fats and many tailor-made fats to suit customers' requirements.
- They are widely used in chocolate coating fats, chocolates, sugar confectionery, bread, pastry, cakes, cream filling (for candy, wafers, biscuits) and coffee whitener.



# Consumer Products

- We blend, pack and market our edible oil products under Wilmar's own brands to wholesalers and distributors in China, Indonesia, India, Vietnam, Bangladesh and Africa.
- Over the years, Wilmar has established a comprehensive sales and distribution network reaching out to traditional retail outlets, supermarkets, convenience stores and hypermarkets.



Various award-winning brands of cooking oil





# Shipping & Logistics

- Wilmar owns a fleet of 34 liquid and 9 dry bulk carriers which improves the flexibility and efficiency of its logistics operations.
- This fleet provides partial support for the Group's total shipping requirements while the balance of its requirements is met by chartering-in third-party vessels.



Dry Bulk Carrier



Oil Tanker



Edible oil processing, transloading and storage facility in the Port of Stockton (California, USA)

# Question & Answer

