

**Wilmar International Limited (“Wilmar” or the “Company”)
For the period ended 30 September 2021
Executive Summary**

Key highlights of Wilmar Group results for the period ended 30 September 2021:

	3Q2021	3Q2020		9M2021	9M2020	
	US\$'000	US\$'000	Change	US\$'000	US\$'000	Change
Revenue	17,134,963	13,317,544	28.7%	46,669,380	35,975,261	29.7%
Net Profit	568,729	536,391	6.0%	1,319,642	1,146,914	15.1%
Core Net Profit	576,437	501,194	15.0%	1,308,654	1,136,722	15.1%
EBITDA	1,139,580	1,087,627	4.8%	3,023,674	2,576,267	17.4%
Sales statistics ('000MT)						
Food Products						
- Consumer Products	2,231	2,454	-9.1%	6,334	7,180	-11.8%
- Medium Pack and Bulk	5,237	4,964	5.5%	14,450	12,502	15.6%
	7,468	7,418	0.7%	20,784	19,682	5.6%
Feed and Industrial Products						
- Tropical Oils	5,875	5,603	4.9%	16,844	16,317	3.2%
- Oilseeds and Grains	4,992	6,309	-20.9%	14,066	16,491	-14.7%
- Sugar	2,714	4,543	-40.3%	8,847	9,992	-11.5%
	13,581	16,455	-17.5%	39,757	42,800	-7.1%
Operating cash flows before working capital changes	984,943	1,202,263	-18.1%	2,790,874	2,556,044	9.2%
Cash flows from operating activities	2,063,954	162,091	>100%	670,719	2,234,157	-70.0%
				30.09.2021	31.12.2020	
Net debt				15,698,917	13,605,466	15.4%
Equity attributable to owners of the Company				19,265,422	18,882,355	2.0%

Performance for 3Q2021

3Q2021 marked another solid quarter for the Group, with core net profit increasing by 15.0% to US\$576.4 million (3Q2020: US\$501.2 million). This is the highest third quarter core results achieved by the Group since listing. The strong performance by the Group was accomplished on the back of better performance in both the Feed and Industrial Products, and Plantation and Sugar Milling segments. Feed and Industrial Products performance was boosted by good manufacturing margins and stronger demand for downstream tropical oils products during the quarter. Soybean crushing margin was weak during the quarter but it was mitigated by reducing volume. Although soybean crushing margin recovered from its trough, it was still below its high in 3Q2020. Firmer palm oil and sugar prices in 3Q2021 contributed to the good performance in Plantation and Sugar Milling segment. Food Products segment continued to be impacted by higher raw material cost during the quarter, as time lag in selling price adjustments affected overall margins. Share of results from the joint ventures and associates in China, India and Southeast Asia was also lower during the quarter. Net profit also improved but by a lower percentage of 6.0% to US\$568.7 million in 3Q2021 (3Q2020: US\$536.4 million), as it was impacted by non-operating losses from investment securities.

For 9M2021, the Group recorded strong core net profit of US\$1.31 billion (9M2020: US\$1.14 billion), an increase of 15.1% over the corresponding period last year. Net profit also improved by 15.1% to US\$1.32 billion (9M2020: US\$1.15 billion).

Overall volume for Food Products increased marginally by 0.7% to 7.5 million MT in 3Q2021 (3Q2020: 7.4 million MT), driven by volume growth in flour and rice products. Consumer products sales in China were lower due partly to recovery of food and beverage segment as the Covid-19 pandemic came under control in China. With a change in consumption trend and an increase in number of people dining out during the current period, sales volume for medium pack and bulk products improved by 5.5% to 5.2 million MT in 3Q2021 (3Q2020: 5.0 million MT), while sales volume for consumer products decreased by 9.1% to 2.2 million MT in 3Q2021 (3Q2020: 2.5 million MT).

Sales of tropical oil products increased by 4.9% to 5.9 million MT in 3Q2021 (3Q2020: 5.6 million MT), led by an increase in demand for downstream products. Notwithstanding this improvement, overall sales for Feed and Industrial Products segment declined by 17.5% to 13.6 million MT (3Q2020: 16.5 million MT) as a result of weaker soybean crushing and sugar merchandising activities during the current quarter.

Cash Flow

Strong operating profits during the period led the Group to generate strong operating cash flows before working capital changes of US\$2.79 billion (9M2020: US\$2.56 billion). Nevertheless, higher working capital requirements, in line with the increase in commodity prices, resulted in net cash flows generated from operating activities for the period to be lower at US\$670.7 million. This led net debt to increase by 15.4% to US\$15.70 billion as at 30 September 2021 (FY2020: US\$13.61 billion). Adjusted net debt (excluding liquid working capital) was US\$5.81 billion as of 30 September 2021.

At the end of the reporting period, the Group had unutilised banking facilities amounting to US\$22.66 billion.

Outlook

We are pleased with our record results for the quarter. The Feed and Industrial Products segment is expected to continue its good performance for the rest of the year as we foresee manufacturing margins for downstream tropical oils products to remain resilient. Soybeans crushing margin has improved and is expected to be positive for the rest of the year. Plantation and Sugar Milling business is also expected to benefit from firm palm oil and sugar prices. We expect Food Products segment to perform satisfactorily for the rest of the year.

Barring unforeseen circumstances, we expect results for the rest of the year to be satisfactory.

29 October 2021