

Vertically Integrated Business Model

At the core of Wilmar's strategy is a resilient business model encompassing the entire value chain of the agricultural commodity business, from processing, to branding, merchandising and distribution. Through scale, integration and the logistical advantages of our business model, we are able to extract margins at every step of the value chain, thereby reaping operational synergies and cost efficiencies.



Tropical Oils

Plantation	Manufacturing and Merchandising	Manufacturing	Consumer Products	Milling, Merchandising, Refining and Consumer Products	Others
One of the largest listed palm plantation companies in the world	Largest global processor and merchandiser of palm and lauric oils with a distribution network across more than 50 countries	Leading soybean crusher in China and one of the largest flour millers globally	World's largest producer of consumer pack edible oils with leading positions in many Asian and African countries	Largest raw sugar producer and refiner in Australia and leading sugar refiner in Indonesia Leading consumer pack sugar manufacturer in Australia and New Zealand	Fertiliser Shipping
Almost 100% of output is supplied to the Tropical Oils (Manufacturing and Merchandising) segment		Almost 100% of edible oil is supplied to Consumer Products			
FFB 3.9m MT Revenue US\$ 59.4m	Volume 23.2m MT Revenue US\$ 18.00b	Volume 27.9m MT Revenue US\$ 13.54b	Volume 5.4m MT Revenue US\$ 6.26b	Volume 11.9m MT Revenue US\$ 5.05b	Revenue US\$ 2.12b
Results US\$ 426.2m		Results US\$ 735.0m		Results US\$ (24.6m)	Results US\$ 242.0m

Merchandising and Distribution

Customers