

# WHAT WE DO

## VERTICALLY INTEGRATED BUSINESS MODEL

Wilmar's strategy is to build an integrated model encompassing the entire value chain of the agricultural commodity business, from origination to processing, trading, merchandising branded products and distribution.



ORIGINATION



PROCESSING



PRODUCTS



TRADING, MERCHANDISING & DISTRIBUTION



CUSTOMERS

### PLANTATION AND SUGAR MILLING

Oil palm plantation and sugar milling activities, which include the cultivation and milling of palm oil and sugarcane.

OIL PALM PLANTATION	SUGAR MILLING
FFB 4.0m MT	Volume 3.5m MT

Revenue  
US\$2.15b

RESULTS  
US\$104.8m

### FEED AND INDUSTRIAL PRODUCTS

Processing, merchandising and distribution of products, which include animal feeds, non-edible palm and lauric products, agricultural commodities, oleochemicals, gas oil and biodiesel.

TROPICAL OILS	OILSEEDS & GRAINS	SUGAR
Volume 22.2m MT	Volume 22.1m MT	Volume 13.8m MT

Revenue  
US\$28.93b

RESULTS  
US\$795.9m

### FOOD PRODUCTS

Processing, branding and distribution of a wide range of edible food products, which include vegetable oil produced from palm and oilseeds, sugar, flour, rice, noodles, specialty fats, snacks, bakery and dairy products. These food products are sold in either consumer and medium packaging or in bulk depending on consumer requirements.

CONSUMER PRODUCTS	MEDIUM PACK AND BULK
Volume 9.4m MT	Volume 17.8m MT

Revenue  
US\$23.60b

RESULTS  
US\$1.15b

### LOGISTICS

42  
LIQUID BULK VESSELS

16  
DRY BULK VESSELS

9  
PORTS IN INDONESIA

7  
PORTS IN CHINA

1  
PORT IN MYANMAR