

# 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



## 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**

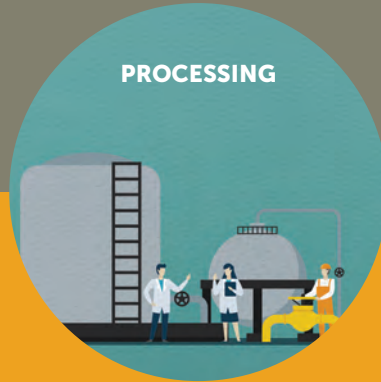
**SUGAR MILLING**

FFB  
**4.0m MT**

Volume  
**3.3m MT**

Revenue  
**US\$3.65b**  
Results  
**US\$564.1m**

### PROCESSING



## 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  
**22.8m MT**

Volume  
**20.2m MT**

Volume  
**12.0m MT**

Revenue  
**US\$38.89b**  
Results  
**US\$1.26b**



PRODUCTS



TRADING,  
MERCHANTISING  
& DISTRIBUTION



CUSTOMERS

## 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

Volume  
**8.5m MT**

### MEDIUM PACK AND BULK

Volume  
**19.7m MT**

Revenue  
**US\$29.51b**  
Results  
**US\$680.9m**

## LOGISTICS

**38**  
Liquid Bulk Vessels

**17**  
Dry Bulk Vessels

**9**  
Ports in Indonesia

**7**  
Ports in China

**1**  
Port in Myanmar