

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

Fresh Fruit Bunches
4.0m MT

SUGAR MILLING

Volume
3.1m MT

Revenue
US\$3.52b

Results
US\$356.5m

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

Volume
26.4m MT

OILSEEDS & GRAINS

Volume
30.0m MT

SUGAR

Volume
11.5m MT

Revenue
US\$42.87b

Results
US\$861.0m

FOOD PRODUCTS

Processing, branding and distribution of a wide range of edible food products, which include vegetable oils, sugar, flour, rice, noodles, specialty fats, snacks, bakery and dairy products, ready-to-eat meals and central kitchen products. These food products are sold in either consumer and medium packaging or in bulk, depending on consumer requirements.

CONSUMER PRODUCTS

Volume
8.8m MT

MEDIUM PACK AND BULK

Volume
25.9m MT

Revenue
US\$30.89b

Results
US\$449.7m

LOGISTICS

46 Liquid Bulk Vessels **18*** Dry Bulk Vessels

PORTS / JETTIES

9 in Indonesia **16⁺** in China

1 in Myanmar **2** in Europe

1 in Vietnam **1** in Australia

* includes owned and controlled vessels
+ includes subsidiaries and joint ventures