

**Wilmar International Limited (“Wilmar” or the “Company”)
For the period ended 30 September 2023
Executive Summary**

Key highlights of Wilmar Group results for the period ended 30 September 2023:

	3Q2023	3Q2022		9M2023	9M2022	
	US\$'000	US\$'000	Change	US\$'000	US\$'000	Change
Revenue	17,672,876	18,877,223	-6.4%	50,210,912	55,011,005	-8.7%
Net Profit	313,880	766,175	-59.0%	864,805	1,931,152	-55.2%
Core Net Profit	323,627	796,734	-59.4%	900,854	1,952,175	-53.9%
EBITDA	1,022,561	1,291,519	-20.8%	2,676,878	3,641,366	-26.5%
Sales volume ('000MT)						
Food Products						
- Consumer Products	2,219	2,169	2.3%	6,150	6,440	-4.5%
- Medium Pack and Bulk	6,096	5,537	10.1%	16,744	15,091	11.0%
	8,315	7,706	7.9%	22,894	21,531	6.3%
Feed & Industrial Products						
- Tropical Oils	6,771	6,061	11.7%	18,175	16,009	13.5%
- Oilseeds and Grains	6,246	5,628	11.0%	17,457	15,245	14.5%
- Sugar	3,600	3,042	18.3%	8,906	8,251	7.9%
	16,617	14,731	12.8%	44,538	39,505	12.7%
Operating cash flows before working capital changes	882,519	962,178	-8.3%	2,021,067	2,480,029	-18.5%
Cash flows from operating activities	1,296,932	3,466,646	-62.6%	4,487,079	3,196,810	40.4%
				30.09.2023	31.12.2022	
Net debt				16,922,193	18,746,549	9.7%
Equity attributable to owners of the Company				19,258,796	19,985,736	-3.6%

Performance for 3Q2023

The Group recorded lower core net profit of US\$323.6 million (3Q2022: US\$796.7 million) for 3Q2023 mainly due to compressed refining margins from the tropical oils business, in line with industry wide trends, and weaker performance by our fertiliser operations. The weaker results were partially offset by continued strong performance from both our sugar milling and merchandising businesses and improved crushing margins arising from tightness in availability of soybean in China. Consumer products business improved in 3Q2023 due to better margins and higher sales volume. Our joint ventures and associates also contributed favourably for the quarter and together with losses from non-operating items, overall net profit for the Group amounted to US\$313.9 million in 3Q2023.

The Group recorded steady volume growth in 3Q2023, on the back of firm sales volume in both Food Products and Feed & Industrial Products segments. Overall sales volume for Food Products segment increased by 7.9% to 8.3 million MT (3Q2022: 7.7 million MT) while sales volume for Feed & Industrial Products segment grew by 12.8% to 16.6 million MT (3Q2022: 14.7 million MT).

For 9M2023, the Group reported core net profit of US\$900.9 million (9M2022: US\$1.95 billion) and net profit of US\$864.8 million (9M2022: US\$1.93 billion). 9M2022 results included a gain on dilution of interest in Adani Wilmar Limited amounting to US\$175.6 million.

Cash Flow & Balance Sheet

With lower palm oil and oilseeds and grains prices during the period, the Group had lower net working capital requirements and generated net cash flows from operating activities of US\$4.49 billion (9M2022: US\$3.20 billion). This resulted in free cash flow for the Group of US\$2.56 billion as of 30 September 2023. Net debt continued to decrease during the period as a result of declining palm oil and oilseeds and grains prices, bringing net debt to US\$16.92 billion as at 30 September 2023 (FY2022: US\$18.75 billion). Correspondingly, net gearing ratio for the Group improved to 0.88x as at 30 September 2023 (FY2022: 0.94x)

At the end of the reporting period, the Group had unutilised banking facilities amounting to US\$26.26 billion.

Nevertheless, despite the positive profit for the period, shareholders' funds was lower at US\$19.26 billion (FY2022: US\$19.99 billion) as a result of a strengthening US Dollar which led to lower translation reserve as of 30 September 2023.

Outlook

Operating conditions in China were better in 3Q2023 and will likely remain positive for the rest of the year. Sugar merchandising, milling and refining will remain good with higher sugar prices while tropical oils refining margins will continue to normalise after exceptional conditions last year. Barring unforeseen circumstances, we believe results for the rest of the year will be satisfactory.

26 October 2023