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NEWS RELEASE

WILMAR REPORTS NET EARNINGS OF US$428 MILLION FOR 4Q2017 AND US$1.22 BILLION FOR FY2017

- **Strong performance in Oilseeds & Grains**
- **FY2017 EBITDA up 15% to US$2.58 billion**
- **Total dividend of S$0.10 represents a 54% increase from FY2016 and a dividend payout of around 39% for FY2017**

Highlights

In US$ million	**4Q2017**	**4Q2016**	***Change***	**FY2017**	**FY2016**	***Change***
Revenue	11,548.0	11,947.2	*-3.3%*	43,846.3	41,401.7	*5.9%*
EBITDA	826.5	845.7	*-2.3%*	2,577.8	2,244.5	*14.9%*
Profit before taxation	548.7	597.8	*-8.2%*	1,597.7	1,300.0	*22.9%*
Net profit	427.5	560.8	*-23.8%*	1,219.3	972.2	*25.4%*
Core net profit	373.9	589.5	*-36.6%*	1,047.5	976.6	*7.3%*
Earnings per share (US cents)*	6.8	8.9	*-23.6%*	19.3	15.4	*25.3%*

** fully diluted*

Singapore, February 22, 2018 – Wilmar International Limited ("Wilmar" or "the Group"), Asia's leading agribusiness group, reported net profit of US$427.5 million for the quarter ended December 31, 2017 ("4Q2017") (4Q2016: US$560.8 million which included deferred tax assets). The good performance in Oilseeds & Grains and strong contributions from Joint Ventures & Associates, especially those in China, India and Africa were offset by weaker results in the Tropical Oils and Sugar businesses. Excluding the gains from the Group's investment portfolio, core net profit was lower for the quarter.

Revenue declined 3% to US$11.55 billion in 4Q2017 (4Q2016: US$11.95 billion), in line with lower sales volume and lower average selling prices. For the year ended December

31, 2017 ("FY2017"), revenue increased 6% to US$43.85 billion (FY2016: US$41.40 billion), supported by higher sales volume in Oilseeds & Grains.

Together with robust results in the first nine months of FY2017 ("9M2017"), net profit for FY2017 increased 25% to US$1.22 billion (FY2016: US$972.2 million).

Business Segment Performance

Tropical Oils (Plantation, Manufacturing & Merchandising) reported a 43% decrease in pretax profit to US$104.9 million in 4Q2017 (4Q2016: US$184.3 million), mainly due to lower processing margins in the downstream business. This was exacerbated by lower production yield and crude palm oil (CPO) prices during the quarter. While both CPO prices and yields improved during the 9M2017, overall results for the year declined 38% to US$426.2 million (FY2016: US$689.2 million).

In 4Q2017, production yield declined 22% to 4.7 metric tonnes per hectare ("MT/ha") (4Q2016: 6.1 MT/ha) because of poor weather conditions. Production of fresh fruit bunches ("FFB") decreased 24% to 920,534 MT (4Q2016: 1,207,485 MT). Better production yield during the 9M2017 improved overall yield by 4% to 19.7 MT/ha (FY2016: 19.0 MT/ha) and led to a 3% increase in FFB production to 3,922,904 MT for the year (FY2016: 3,817,969 MT).

In Tropical Oils (Manufacturing & Merchandising), sales volume declined 2% to 6.0 million MT in 4Q2017 (4Q2016: 6.1 million MT) and by 1% to 23.2 million MT in FY2017 (FY2016: 23.4 million MT). This decline was mainly due to the lower biodiesel quota awarded in Indonesia.

Oilseeds & Grains (Manufacturing & Consumer Products) registered an improvement of 16% in pre-tax profit to US$206.5 million in 4Q2017 (4Q2016: US$177.9 million) and tripled to US$735.0 million in FY2017 (FY2016: US$251.1 million). The strong performance was driven by good crush margins and strong sales in Manufacturing. The improvement was partially offset by the effect of the early Chinese Spring Festival in 2017, which shifted seasonal demand for Consumer Products to 4Q2016, resulting in marginally lower Consumer Products sales in 4Q2017 and FY2017.

Overall sales volume increased 23% to 9.2 million MT in 4Q2017 (4Q2016: 7.5 million MT) and increased 13% to 33.3 million MT in FY2017 (FY2016: 29.5 million MT).

Sugar (Milling, Merchandising, Refining & Consumer Products) reported a 70% decrease in pre-tax profit to US$41.4 million in 4Q2017 (4Q2016: US$135.9 million), mainly due to the timing effect of the new Sugar marketing programme in Australia which came into effect in FY2017. Under the new programme, certain proportion of sugar produced from the Milling operations will only be sold in the first half of 2018. The Sugar result was further impacted by weaker performances from the Group's Merchandising, Refining and Consumer Products businesses as well as an impairment loss of US$30.6 million (4Q2016: US$33.5 million) on its Australian refinery assets. Consequently, the Group posted an overall loss of US$24.6 million for the year. (FY2016: US$125.3 million profit).

Sales volume for the segment decreased by 36% to 3.2 million MT in 4Q2017 (4Q2016: 5.0 million MT) and 12% to 11.9 million MT in FY2017 (FY2016: 13.5 million MT) from lower milling and merchandising activities.

The **Others** segment recorded a pre-tax profit of US$87.3 million in 4Q2017 (4Q2016: US$32.7 million) and US$242.0 million in FY2017 (FY2016: US$100.6 million), mainly from gains and dividend income received from the Group's investment portfolio as well as from the Shipping and Fertiliser businesses.

Share of results of **Joint Ventures & Associates** increased by 66% to US$111.9 million in 4Q2017 (4Q2016: US$67.6 million) and increased 62% to US$228.3 million in FY2017 (FY2016: US$140.9 million) mainly from the Group's China and African investments.

Dividend

The Board has proposed a final tax exempt (one-tier) dividend of S$0.07 per share. Including the interim dividend of S$0.03 per share paid in August 2017, the total dividend paid and proposed for FY2017 is S$0.10 per share. This represents a 54% increase from the FY2016 dividend of S$0.065 per share and a dividend payout of around 39% for FY2017.

Strong Balance Sheet and Cash Flows

As at December 31, 2017, total assets stood at US$40.93 billion (FY2016: US$37.03 billion) while shareholders' funds amounted to US$15.96 billion (FY2016: US$14.43 billion). Net debt increased by US$904.0 million to US$12.60 billion. However, net gearing ratio improved to 0.79x (FY2016: 0.81x) on the back of strong results in FY2017. The Group recorded a cash inflow of US$367.5 million for the year, bringing cash and cash equivalent to US$1.44 billion.

Prospects

Mr. Kuok Khoon Hong, Chairman and CEO of Wilmar said, "Our portfolio of high quality agribusiness enabled the Group to do well in 2017. Looking ahead, we expect our integrated business model to continue to achieve sustained growth. Barring unforeseen circumstances, performance in 2018 is expected to be satisfactory.

"In the meantime, we continue to work on the proposed listing of our China operations, with the internal restructuring of the operations largely completed. As the proposed listing is still at evaluation stage, shareholders are advised to exercise caution in trading their shares. There is no certainty or assurance as at the date of this announcement that the listing proposal will be carried out."

About Wilmar

Wilmar International Limited, founded in 1991 and headquartered in Singapore, is today Asia's leading agribusiness group. Wilmar is ranked amongst the largest listed companies by market capitalisation on the Singapore Exchange.

Wilmar's business activities include oil palm cultivation, oilseed crushing, edible oils refining, sugar milling and refining, manufacturing of consumer products, specialty fats, oleochemicals, biodiesel and fertilisers as well as rice and flour milling. At the core of Wilmar's strategy is an integrated agribusiness model that encompasses the entire value chain of the agricultural commodity business, from cultivation, processing, merchandising to manufacturing of a wide range of branded agricultural products. It has over 500 manufacturing plants and an extensive distribution network covering China, India, Indonesia and some 50 other countries. The Group has a multinational workforce of about 90,000 people.

Wilmar's portfolio of high quality processed agricultural products is the preferred choice of consumers and the food manufacturing industry. Its consumer-packed products have a leading share in many Asian and African markets. Through scale, integration and the logistical advantages of its business model, Wilmar is able to extract margins at every step of the value chain, thereby reaping operational synergies and cost efficiencies. Wilmar is a firm advocate of sustainable growth and is committed to its role as a responsible corporate citizen.

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