



## NEWS RELEASE

### WILMAR POSTS 35% GROWTH IN EARNINGS TO US\$653 MILLION FOR 3Q2009

- Stronger profit from Oilseeds & Grains, Consumer Products and Plantations & Palm Oil Mills
- Exceptional gains from the sale of new shares in Wilmar China Limited
- EPS up 35% to 10.2 US cents
- Net gearing ratio improved to 0.34x
- Optimistic about current year's prospects

### Highlights

In US\$ million	3Q2009	3Q2008	Change	9M2009	9M2008	Change
Revenue	6,299.0	8,347.7	-25%	16,969.4	23,319.0	-27%
Profit before taxation	735.0	494.3	49%	1,777.3	1,428.4	24%
Net profit	652.9	482.6	35%	1,440.1	1,157.4	24%
Earnings per share (US cents)*	9.0	7.6	19%	20.9	18.1	15%

\* fully diluted

Singapore, November 12, 2009 – Wilmar International Limited (“Wilmar” or “the Group”), Asia’s leading agribusiness group, posted a 35% growth in net profit to US\$652.9 million for the quarter ended September 30, 2009 (“3Q2009”). The Group reported US\$167.0 million of exceptional gains arising from the sale of new shares in Wilmar China Limited to the members of the Kuok Group, after netting the provisions for related expenses for the potential listing of the Group’s China operations. Excluding these gains, the Group registered a net profit of US\$486.0 million for the quarter. This was higher than last year’s profit of US\$482.6 million primarily due to strong operating performance by the Oilseeds & Grains, Consumer Products and Plantations & Palm Oil Mills.

All business segments posted higher sales volume except palm & laurics, which saw a slight decline of 0.5% in volume. However, total revenue for the quarter was 25% lower at US\$6.3 billion due to lower commodities prices.

### **Business Segment Performance**

**Merchandising and Processing** - Palm & Laurics reported a 37% decline in pretax profit to US\$141.5 million in 3Q2009 due to weaker demand, resulting in a drop in margins. However, Oilseeds & Grains posted a 7% increase in pretax profit to US\$193.1 million due to stronger sales volume, which jumped by 12% to 3.9 million MT.

**Consumer Products** recorded a 40% increase in pretax profit to US\$29.1 million. Sales volume increased by 10% but revenue for the quarter was down 14% due to lower selling prices. To reflect lower agricultural commodities prices, the Group initiated a price cut of 8-16% for its China consumer pack operations in July 2009. Despite the drop in revenue, profit before tax for the quarter was higher as margins in 3Q2008 were affected by higher raw material cost while selling prices in China were capped by the Government's price intervention measures introduced in January 2008.

**Plantations and Palm Oil Mills** was the best-performing segment with pretax profit increasing by 48% to US\$111.4 million. The stronger profit for this segment was attributed to higher production volume, lower cost per MT and some forward sales at higher prices.

Pretax profit for the **Others** segment surged over three times due to fair value gains on investment securities. Fertiliser's performance continued to be weak due to declining selling prices and sluggish demand.

Net profit for the nine-month ended September 30, 2009 increased by 24% to US\$1.4 billion while revenue was 27% lower at US\$17 billion.

**Balance sheet**

As at September 30, 2009, the Group's total assets stood at US\$22 billion while shareholders' funds amounted to US\$10.5 billion. Net gearing ratio improved to 0.34x from 0.39x as at June 30, 2009. Total free cash and cash equivalents amounted to US\$1.4 billion.

Mr Kuok Khoon Hong, Chairman and CEO of Wilmar said, "Wilmar has done reasonably well in the first nine months of the year, supported by the strength of our integrated business model. Amid uncertainties in the global economic environment, we are optimistic about our prospects for the rest of the financial year given the diversity of our business segments as well as the relative resilience in Asia's demand for staple food commodities".

## **About Wilmar**

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

Its business activities include oil palm cultivation, edible oils refining, oilseeds crushing, consumer pack edible oils processing and merchandising, specialty fats, oleochemicals and biodiesel manufacturing, and grains processing and merchandising. Headquartered in Singapore, its operations are located in more than 20 countries across four continents, with a primary focus on Indonesia, Malaysia, China, India and Europe. Backed by a staff force of more than 70,000 people, over 250 processing plants and an extensive distribution network, its products are sold to more than 50 countries globally.

Over the years, it has established a resilient integrated agribusiness model that captures the entire value chain of the agricultural commodity processing business, from origination and processing to the branding, merchandising and distribution of a wide range of agricultural products. Through scale, integration and the logistical advantages of its business model, it is able to extract margins at every step of the value chain, resulting in significant operational synergies and cost efficiencies.

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ISSUED ON BEHALF OF :	Wilmar International Limited
BY :	Citigate Dewe Rogerson i.MAGE Pte Ltd
	1 Raffles Place
	#26-02 OUB Centre
	SINGAPORE 048616

### ***For CDRI.MAGE***

CONTACT :	Mrs Elaine Lim / Ms Karin Xiao	
DURING OFFICE HOURS :	6534-5122	(Office)
AFTER OFFICE HOURS :	9751-2122 / 9827-5226	(Mobile)
EMAIL :	<a href="mailto:elaine.lim@citigatedrimage.com">elaine.lim@citigatedrimage.com</a> /	
	<a href="mailto:Karin.xiao@citigatedrimage.com">Karin.xiao@citigatedrimage.com</a>	

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