

THIRD QUARTER 2013 RESULTS - NEWS RELEASE * FINANCIAL STATEMENT AND RELATED ANNOUNCEMENT

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Name of Announcer *	WILMAR INTERNATIONAL LIMITED
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Announcement is submitted with respect to *	WILMAR INTERNATIONAL LIMITED
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>> ANNOUNCEMENT DETAILS

The details of the announcement start here ...

For the Financial Period Ended *	30-09-2013
Description	Please refer to attached News Release.
Attachments	<p>📎 Wilmar 3Q13 Results News Release.pdf</p> <p>Total size =51K (2048K size limit recommended)</p>



NEWS RELEASE

WILMAR POSTS EARNINGS OF US\$416 MILLION FOR 3Q13

- **Strong volume growth in most key segments**
- **Improved performance in Sugar, Consumer Products and Palm & Laurics**
- **Positive Oilseeds & Grains margin**
- **Plantations & Palm Oil Mills hit by lower yield and CPO prices**

Highlights

In US\$ million	3Q2013	3Q2012	Change	9M2013	9M2012	Change
Revenue	11,836.6	12,349.3	-4.2	32,463.4	33,839.9	-4.1
Profit before taxation	566.5	568.8	-0.4	1,265.3	1,106.4	14.4
Net profit	416.0	405.8	2.5	949.9	778.7	22.0
Net profit excluding non-operating items	390.9	388.0	0.7	950.0	766.0	24.0
Earnings per share (US cents)*	6.5	6.3	3.2	14.8	12.2	21.3

* fully diluted

Singapore, November 7, 2013 – Wilmar International Limited (“Wilmar” or “the Group”), Asia’s leading agribusiness group, posted a 3% increase in net profit to US\$416.0 million for the quarter ended September 30, 2013 (“3Q2013”). Excluding non-operating items, net profit was US\$390.9 million in 3Q2013 (3Q2012: US\$388.0 million).

Most key segments recorded volume growth and higher profits during the period. However, Plantations & Palm Oil Mills continued to be affected by lower production yield and average selling price for crude palm oil (CPO). Associates also turned in a weaker performance in 3Q2013.

The Group registered strong volume growth, especially in Consumer Products and Sugar. However, revenue was down 4% to US\$11.84 billion for the quarter due to significantly lower palm prices.

The Group's net profit for the nine months ended September 30, 2013 ("9M2013") grew 22% to US\$949.9 million, while revenue declined 4% to US\$32.46 billion. Net profit excluding non-operating items grew 24% to US\$950.0 million in 9M2013.

Business Segment Performance

Palm & Laurics recorded a 4% increase in sales volume to 6.1 million metric tonnes ("MT") in 3Q2013 which was achieved through the Group's expanded capacity and higher demand for palm products. Pretax profit grew 17% to US\$211.9 million as margins continued to improve as a result of economies of scale from expansion of the Group's integrated facilities and increased contributions from value-added downstream products.

Oilseeds & Grains registered a 7% increase in sales volume to 5.6 million MT. The volume growth was supported by higher demand for soybean meal and flour. Crush margin was strong during the quarter due to the delayed arrival of soybean from South America and shortage of alternative meals. This resulted in a pretax profit of US\$53.7 million in 3Q2013 (3Q2012: US\$60.3 million).

Consumer Products posted a 14% increase in sales volume to 1.5 million MT on the back of stronger demand for edible oils and flour. Pretax profit rose 20% to US\$58.3 million, mainly due to the higher sales volume achieved.

Plantations & Palm Oil Mills saw a decrease of 50% in pretax profit to US\$57.9 million due to lower margins from lower production yield and average selling price. Production yield was down 9% to 4.5 MT per hectare as a result of low crop trend in Sarawak, delayed peak harvest season for Sabah, as well as dry weather in Kalimantan and Sumatra. In line with the lower yield, total fresh fruit bunches production was down 10% to 967,288 MT in 3Q2013.

Sugar comprises the Milling and Merchandising & Processing businesses. In 3Q2013, on the back of good crushing volumes in Australia, Sugar reported a significant 49% improvement in pretax profit to US\$151.2 million.

Milling reported a pretax profit of US\$127.5 million compared to a pretax profit of US\$75.6 million in 3Q2012. The improved performance was due to higher volume of cane crushed as a result of dry and favourable weather conditions in Australia. Milling sales volume increased by 56% to 1.9 MT in 3Q2013. As at 9M2013, the Group had crushed approximately 80% of the 2013 season compared to approximately 60% of the 2012 season at the same point last year.

Merchandising & Processing achieved a 32% increase in sales volume to 1.5 million MT from higher merchandising activities in 3Q2013. Pretax profit decreased marginally by US\$2.0 million to US\$23.7 million.

The **Others** segment recorded a pretax profit of US\$26.8 million in 3Q2013. This was mainly due to a significant gain of US\$24.0 million from the disposal of a strategic stake in Fortune Gas Investment Holdings and also net gains from other investment securities. The gains were partially offset by weaker performance in the fertiliser business as a result of declining prices.

Associates saw a decline of 83% to US\$8.2 million mainly due to lower contributions from the Group's associates in India and China. This was partially offset by the first inclusion of the Group's share of profits from the new Sugar associate in Morocco, Cosumar S.A., which was acquired in April 2013.

Strong Balance Sheet

As at September 30, 2013, total assets stood at US\$46.08 billion while shareholders' funds was US\$14.70 billion. Net gearing ratio improved to 0.81x from 0.85x as at December 31, 2012.

With the strong support of the banks, the Group recently completed a loan syndication of US\$2.07 billion, the bulk of it with 5-year tenure, which will further extend the Group's debt maturity profile. The facility will be used to refinance existing debt as well as to finance general corporate and working capital requirements.

Prospects

Mr. Kuok Khoon Hong, Chairman and CEO, said, “Our investments in recent years in capacity expansion, new businesses and downstream products have enabled Wilmar to realise volume growth and to maintain margins amidst low CPO prices. We remain focused on improving our business model and are positive about being able to capture growth opportunities and to grow profit as the global operating environment stabilizes.”

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, oilseeds crushing, edible oils refining, sugar milling and refining, specialty fats, oleochemicals, biodiesel and fertilisers manufacturing and grains processing. At the core of Wilmar's strategy is a resilient integrated agribusiness model that encompasses the entire value chain of the agricultural commodity processing business, from origination and processing to branding, merchandising and distribution of a wide range of agricultural products. It has over 450 manufacturing plants and an extensive distribution network covering China, India, Indonesia and some 50 other countries. The Group is backed by a multinational workforce of about 90,000 people.

Wilmar's portfolio of high quality processed agricultural products is the preferred choice of the food manufacturing industry, as well as the industrial and consumer food catering businesses. Its consumer-packed products occupy a leading share in its targeted 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 remains a firm advocate of sustainable growth and is committed to its role as a responsible corporate citizen.

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