

Re-imagining Global Agriculture

About us

We are a leading agri-business operating from seed to shelf in 70 countries, supplying food and industrial raw materials to over 23,000 customers worldwide.

Established in 1989, today we have built a global leadership position in many of our businesses such as Edible Nuts, Cocoa, Spices and Vegetable Ingredients, Coffee, Cotton and Rice.

Key Facts

- Listed on Singapore Exchange in 2005
- 54.8% owned by Temasek Holdings and 17.8% by Mitsubishi Corporation
- 70,000 employees*
- Managing 2.4 million hectares of land
- 204 processing plants
- 14.42 million MT sales volume (FY16)
- S\$20.59 billion sales turnover (FY16)

External Commitments

- Fair Labor Association (FLA) - affiliate member
- WBCSD Climate-Smart Agriculture – working group member
- Champions 12.3 (SDG 12) - CEO Member
- UN Guidelines on Responsible Land Tenure
- CDP – Climate, Water, Forest and Supply Chain
- UN Global Compact and CEO Water Mandate

*Full-time, contract, seasonal and temporary workers

Did you know...

For every 3 chocolate bars that are consumed in the world, 1 is made from beans we handle

The rice we handle could provide everyone in the world with over 2 servings a year

Olam trades almost enough wheat to supply everyone in the world

We supply enough cotton annually to provide every person in Africa, Asia and Europe with a T-shirt

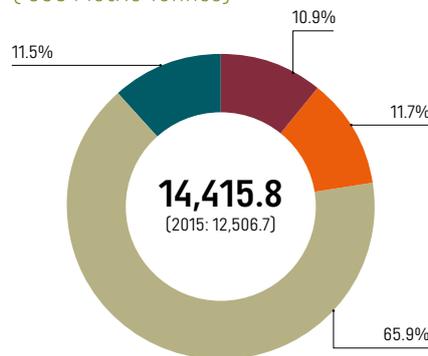
Based on the volume of beans we handle, Olam can supply 1 cup of coffee a week, to everyone in the world

Financial information FY16

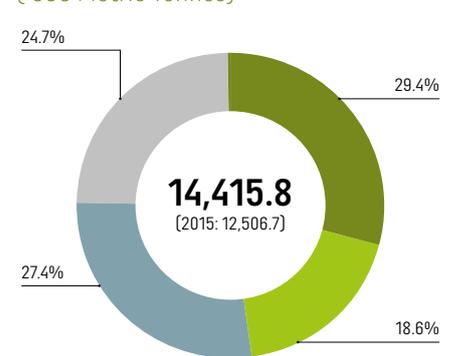
Volume

| | '000 MT |
|---|---------|
| Edible Nuts, Spices and Vegetable Ingredients | 1,569.7 |
| Confectionery and Beverage Ingredients | 1,687.5 |
| Food Staples and Packaged Foods | 9,496.1 |
| Industrial Raw Materials, Ag Logistics and Infrastructure | 1,662.5 |
| Asia, Australia and Middle East | 29.4% |
| Africa | 18.6% |
| Europe | 27.4% |
| Americas | 24.7% |

Sales volume by segment ('000 Metric Tonnes)



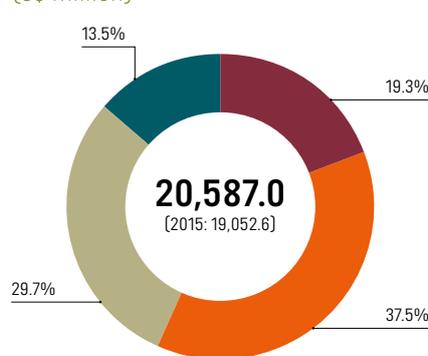
Sourcing volume by region ('000 Metric Tonnes)



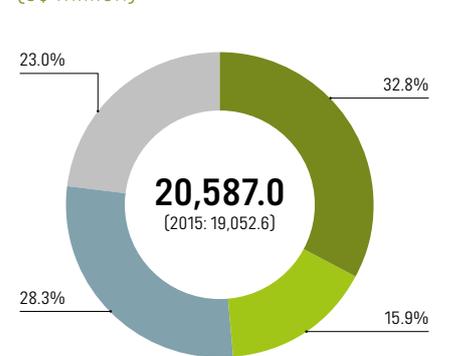
Revenue

| | S\$ million |
|---|-------------|
| Edible Nuts, Spices and Vegetable Ingredients | 3,981.1 |
| Confectionery and Beverage Ingredients | 7,711.0 |
| Food Staples and Packaged Foods | 6,110.8 |
| Industrial Raw Materials, Ag Logistics and Infrastructure | 2,784.1 |
| Asia, Australia and Middle East | 32.8% |
| Africa | 15.9% |
| Europe | 28.3% |
| Americas | 23.0% |

Sales revenue by segment (S\$ million)



Sales revenue by region (S\$ million)



Our portfolio

We are present in 5 segments, 18 platforms and 47 agri-products

| Edible Nuts, Spices and Vegetable Ingredients | | Confectionery and Beverage Ingredients | | Food Staples and Packaged Foods | Industrial Raw Materials | Commodity Financial Services (CFS) |
|--|----------------------------------|--|---|--|---|--|
| Edible Nuts | Spices and Vegetable Ingredients | Cocoa | Coffee | Dairy Edible Oils Grains and Animal Feed Packaged Foods Rice Sugar and Sweeteners | Ag Logistics and Infrastructure Cotton Fertiliser Rubber Wood Products Gabon Special Economic Zone | Market Making, Volatility Trading Asset Management Risk Management Solutions Trade and Structured Finance |
| #1 global dehydrated onion and garlic supplier | #1 global cashew supplier | #1 global almond grower | #1 global walnut grower | #1 global dehydrated onion and garlic supplier | #1 focused supplier of cocoa beans and cocoa products | #2 global coffee supplier |
| #1 global cashew supplier | #1 global almond grower | #1 global walnut grower | #1 global dehydrated onion and garlic supplier | #2 global rice supplier | #3 largest wheat miller in Nigeria, Ghana and Senegal | 1 of the world's largest certified contiguous tropical forestry concessions |
| #1 global almond grower | #1 global walnut grower | #1 global dehydrated onion and garlic supplier | #1 focused supplier of cocoa beans and cocoa products | #2 global cotton merchant | | |

Our value chain

Selective Upstream

Perennial tree crops,
Broadacre row crops,
Dairy farming,
Forest concessions

Supply Chain / Selective Midstream

Global origination and sourcing,
Primary and secondary processing,
Inland and marine logistics,
Merchandising, Trading,
Value-added solutions and services,
Risk management

Downstream

Value-added manufacturing
Branding and distribution
(Africa)

Growing Responsibly

‘Growing Responsibly’ describes how we do business. It is embedded within our entire business framework and we believe that it is only by doing business **‘the right way’** that we can create long-term sustainable value for us and all our stakeholders.

We are working towards achieving end-to-end sustainable supply chains by 2020. This means ensuring our staff are equipped to make the right choices, respecting people and natural resources.

Small-scale farmers sit at the heart of what we do – we source from 4.3 million smallholders. In 2010, The Olam Livelihood Charter (OLC) was launched to set a benchmark for projects that incorporate all of our 8 Charter principles of Finance, Improved Yield, Labour Practices, Market Access, Quality, Traceability, Social Investment and Environmental Impact.

Corporate Responsibility & Sustainability FY16 Highlights

- Launch of the Global Agri-business Alliance (GAA)
- Over 65,000 cocoa, coffee and rubber from 13 countries now registered on Olam Farmer Information System (OFIS)
- 29% improvement on our FY15 carbon footprint from Olam’s own operations

Olam Livelihood Charter 2016

- 302,552 farmers
- 203,696 farmers trained in Good Agricultural Processes (GAP)
- US\$161.6m in total financing

Awards

- Top 50 Company in Fortune’s Magazines, ‘Change the World List’ – 2016
- Unilever Global Development Award (highly commended) – 2016



Hazelnut cracking factory in Ordu, Turkey



New poultry breeding farm, Kaduna, Nigeria

Our values

Our 6 values and everyday behaviours build a distinctive culture, shaping how we work and set the standard for what it means to be part Olam.

| Entrepreneurship | Stretch & Ambition | Mutual Respect & Teamwork | Ownership | Integrity | Partnerships |
|----------------------------|--------------------------------------|---|---|---|---|
| <i>"We dare to dream."</i> | <i>"Our passion for doing more."</i> | <i>"We treat each other the way we want to be treated."</i> | <i>"We take responsibility as if we were the founders of the business."</i> | <i>"We stay true to what we believe, say and do."</i> | <i>"We strive to develop positive and long-term relationships with our partners."</i> |

Supporting Sustainable Development

In a world of finite natural resources, increasing population pressures and consumer demands, sustainable development is critical to ensure that future generations and our own business can thrive.

Our sustainability strategy is aligned with the United Nations Sustainable Development Goals (SDGs) which set out a vision for ending poverty, hunger, inequality and protecting the earth’s natural resources. We recognise we are in a strong position to influence how these challenges can be addressed. Although we may impact many of the Goals to a greater or lesser degree, we have identified 11 which have particular resonance

We are working hard to do our part - increasing productivity and yield for smallholder farmers; reducing post-harvest losses; contributing to nutrition through education; crop diversification and production of fortified packaged foods; improving water usage and irrigation efficiency, and being active in Public Private Partnerships that help to shape policy frameworks supporting inclusive and sustainable growth.



The Olam Prize for Innovation in Food Security

The Prize rewards game-changing scientific and technological agricultural breakthroughs that will help us face one of the grand challenges of our time - feeding a growing global population sustainably with constrained resources and a changing climate.

Dr Bassi and his team at ICARDA (the International Centre for Research in the Dry Areas) have discovered a strain of wheat that can be grown in the extreme heat of the Senegal Basin in West Africa.

In the Senegal Basin, temperatures reach up to 35-40 degrees. Farmers grow rice for 8 months of the year but the land remains unproductive for the other 4 months because it’s too hot to grow anything. The new durum wheat varieties can withstand these extreme temperatures and grow super-fast so that farmers can grow wheat between rice seasons. This could produce 600,000 tonnes of new food, equivalent to 175 servings of pasta per person per year in the region, and generate USD\$210 million in additional income for the farmers.

