



Introduction to Olam

A leading global agri-business,
operating from seed to shelf

Updated May 2018



An overview

- In **28 years**, we have grown from a single product exporter, to a global agri-business leader, operating from seed to shelf
- Working in **66 countries**
- Organised into **18 platforms**, comprising **47 agri-commodities**
- Headquartered in Singapore and listed on the **Singapore Exchange (SGX)**
- Employing **72,000*** full-time, seasonal, contract and temporary workers
- Supplying **22,000 customers** worldwide
- Sourcing from **4.7 million farmers**
- Operating **210 processing facilities** globally
- Managing **2.46 million hectares** of land**

Our portfolio

5 segments

Edible Nuts, Spices and Vegetable Ingredients

- Almonds
- Cashews
- Hazelnuts
- Peanuts
- Pistachios
- Walnuts
- Sesame

Confectionery and Beverage Ingredients

- Cocoa
- Coffee

Food Staples and Packaged Foods

- Dairy
- Edible Oils
- Grains and Animal Feed
- Packaged Foods
- Rice
- Sugar and Sweeteners

Industrial Raw Materials, Ag Logistics and Infrastructure

- Cotton
- Fertilisers
- Rubber
- Wood Products
- Gabon Special Economic Zone

Commodity Financial Services

- Market-Making, Volatility Trading
- Asset Management
- Risk Management Solutions
- Trade and Structured Finance

- Beans
- Capsicums
- Garlic
- Herbs
- Onions
- Pepper
- Purees
- Spices
- Tomatoes

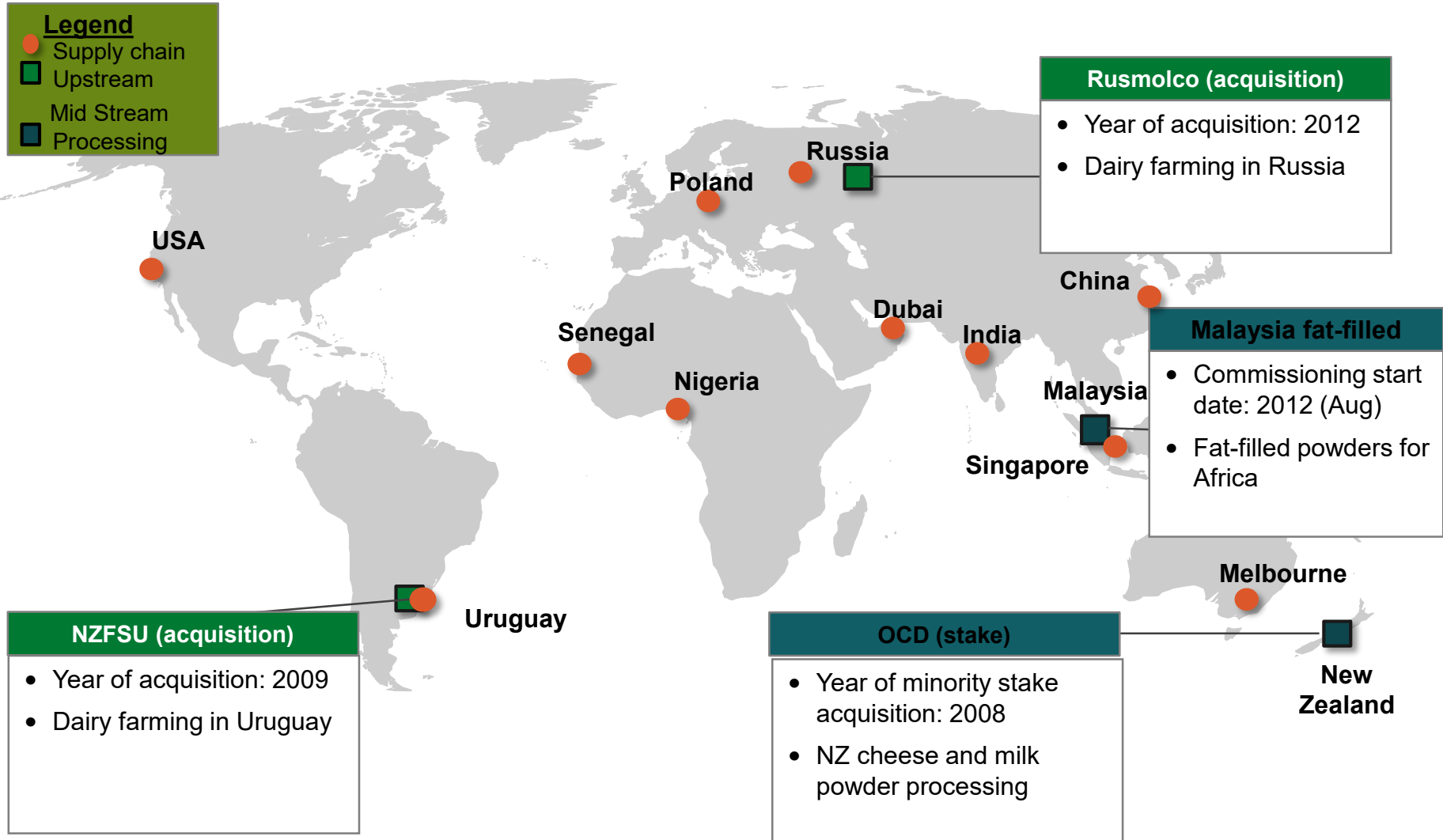




OLAM DAIRY

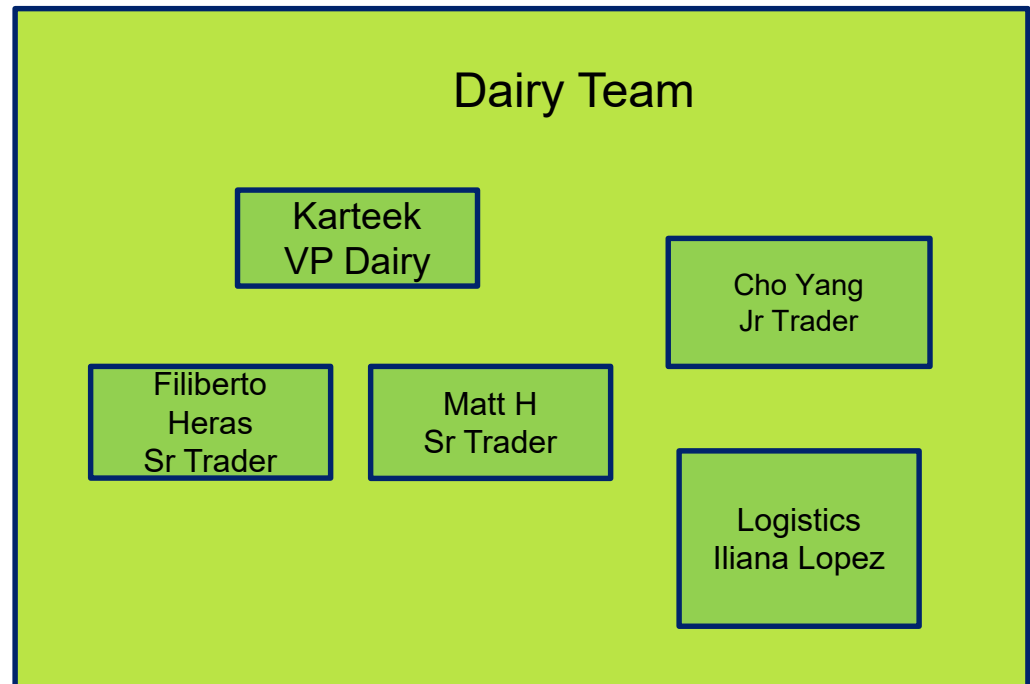


Geographic Spread



US Dairy Operations

- Availability of product in more than 20 locations across USA
- Significant participation in dairy futures markets.
- Long term commitment with key suppliers
- Location : Fresno, CA



Value Proposition

- Products

- *Nonfat Dry Milk/Skim Milk Powder: LH/MH/HH with option of low spore and heat stable products*
- *Sweet Whey Powder*
- *Whey Protein Concentrate – 34% or 80%*
- *Butter Milk Powder*
- *Butter – 80/82%, salted/unsalted, sweet cream/lactic*
- *Cheese – Cheddar, Mozzarella, Monterey Jack*

- Risk Management

- *Forward price coverage*
 - *Able to provide a fixed or variable price for extended periods of time*
 - *Insulate operations from price volatility*
 - *Protect budgeted expenses*
- *Offer embedded risk management solutions along with exchange cleared/OTC instruments*
- *Custom made risk management structures*
- *Market insights*

Value Proposition

- Working capital Management
 - *Purchase and store product for end users*
 - *Avoid product availability concerns*
 - *Better return on equity*
- Global Company
 - *Understand dairy markets throughout the world, how they interact and affect the US market*
 - *Mid-Stream processing*
 - *Upstream farming operations in North and South Hemisphere*
 - *Downstream processing and consumer goods in Africa*
 - *Ability to source dairy product from across the globe.*
 - *Marketing offices covering all major markets manned with staff having deep contextual knowledge*
 - *Diversified product offerings within the overall organization*

THANK YOU!