### Olam - a diverse agricultural portfolio

<table>
<thead>
<tr>
<th>Edible Nuts, Spices &amp; Beans</th>
<th>Confectionery &amp; Beverage Ingredients</th>
<th>Food Staples &amp; Packaged Foods</th>
<th>Industrial Raw Materials</th>
<th>Commodity Financial Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Edible Nuts</td>
<td>Cocoa</td>
<td>Dairy</td>
<td>Natural Fibres</td>
<td></td>
</tr>
<tr>
<td>Spices &amp; Vegetable Ingredients</td>
<td>Coffee</td>
<td>Grains &amp; Oilseeds</td>
<td>Wood Products</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Rice</td>
<td>Rubber</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Sugar/Sweeteners</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Palm</td>
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<td></td>
</tr>
</tbody>
</table>

### Adjacent businesses
- Packaged Foods
- Fertilisers
- Special Economic Zone
Our value chain

Selective Upstream
- Farming and Plantations
  - Perennial tree crops
  - Annual crops
  - Dairy farming
  - Forest concessions

Supply Chain
- Product solutions and services
  - Sourcing
  - Primary processing
  - Inland and marine logistics
  - Trading and marketing
  - Value added services

Selective Mid/Downstream
- Value added processing
  - Secondary manufacturing
  - Branding and distribution (Africa)
  - Risk management
Growing imbalance between supply and demand for agri-commodities over the long-term

**Demand**

- **Population growth** increasing demand for food
- Increased per **capita food consumption** driven by **rising incomes** and **urbanisation**
- **Dietary shift** towards **protein and fats** in developing countries resulting in **multiplier impact** on demand for food and feed raw materials
- **Biofuels** increasing demand for food and feed raw materials

**Supply**

- Growing scarcity of **arable land** due to urbanisation, soil erosion, soil degradation
- Slowing rate of **agricultural productivity improvement**
- Water scarcity due to climate change, and other **environmental degradation**
- Logistical **inefficiencies** and storage bottlenecks
<table>
<thead>
<tr>
<th>Area</th>
<th>Pledge</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land</td>
<td>Selecting and managing land responsibly</td>
</tr>
<tr>
<td>Water</td>
<td>Responsible use of water for our own needs without impacting the needs of others</td>
</tr>
<tr>
<td>Climate change</td>
<td>Adapting to climate risks and opportunities for Olam and communities</td>
</tr>
<tr>
<td>Livelihoods</td>
<td>Supporting thriving communities</td>
</tr>
<tr>
<td>Labour</td>
<td>Providing a safe workplace where everyone’s rights are respected</td>
</tr>
<tr>
<td>Food security</td>
<td>Improving access to affordable food</td>
</tr>
<tr>
<td>Food safety</td>
<td>Improving food safety and quality across our business</td>
</tr>
</tbody>
</table>
Olam Livelihood Charter (OLC)

Our Purpose: Build resilient smallholder supply chains

**How:** Adopt 8 Principles:
1. Finance
2. Improved Yield
3. Labour Practices
4. Market Access
5. Quality
6. Traceability
7. Community Development
8. Environmental Impact

**Benefit:** Customers want reassurance of sustainable supply chains / traceability but not necessarily 3rd party certification. OLC being externally verified. Opens up joint partnerships (eg Nestle, US AID)
Olam Livelihood Charter (OLC) 2014 highlights

- **FARMERS**: 12% on 2013
- **SUSTAINABLE AGRICULTURAL PRODUCTS**: 400% on 2013
- **QUALITY PREMIUM PAID TO FARMERS**: 53% on 2013
- **GLOBAL INITIATIVES**: 30
- **SUSTAINABLE AGRICULTURAL PRODUCTS**: 400% on 2013
- **FARMERS**: 12% on 2013
- **NEW PRODUCTS**: Sugar, Chilli and Black Pepper
- **SHORT AND MEDIUM-TERM FINANCING**: 57% on 2013
- **SMALLHOLDER LAND**: 21% on 2013
- **FARMER TRAINING**: 184% on 2013
Delivering small-holder sustainable supply chains will be based on multi-stakeholder collaboration. Development investments are required to promote production of all viable crops creating local *food security* and the sale of surplus food and cash crops into the national and international markets, this will include:

- donors and governments developing and applying new small-holder business models with the private sector;
- demand led research into localised varieties;
- national land registry and tenure agreements;
- small-holder farmer access to applicable financial products, both in terms of loans and viable insurance products; and
- inclusive growth through the application of technology that will link transparently farmers to markets.
Thank you

Further information is available at: http://olamgroup.com/sustainability/