

FACTS BEHIND THE FIGURES

29th September 2021





Based at Adum Banso Estate in the Mpohor district of the Western Region, Benso Oil Palm Plantation PLC was established in 1976 through a JV between UAC Ghana and the Government of Ghana. Land preparation and planting started in 1976. The second generation replanting was completed in 2017 after systematically felling the first generation palms in according with economic life cycle trends.

The government of Ghana and UAC(Unilever) divested their interest the company in 2004 and 2011 respectively and now Wilmar Africa Ltd (producers of the *frytol brand* and a subsidiary of Wilmar International which is listed on the Singapore exchange) are the majority shareholders with more than ten thousand individual and institutional shareholders including SSNIT also as shareholders.

The company is listed on the Ghana Stock Exchange (since 2004).

BOPP cultivates oil palm, and produces crude palm oil which is supplied to Wilmar Africa Ltd in Tema where it is refined into *frytol cooking oil* while the harder fractions go into the making of *JAMA Soaps*

BOPP was the first in Ghana and second in Africa to achieve RSPO certification

The Company is committed to conducting its business in a socially responsible and ecologically sustainable manner through to use internationally accepted best practices which deliver sustainable stakeholder and shareholder value.



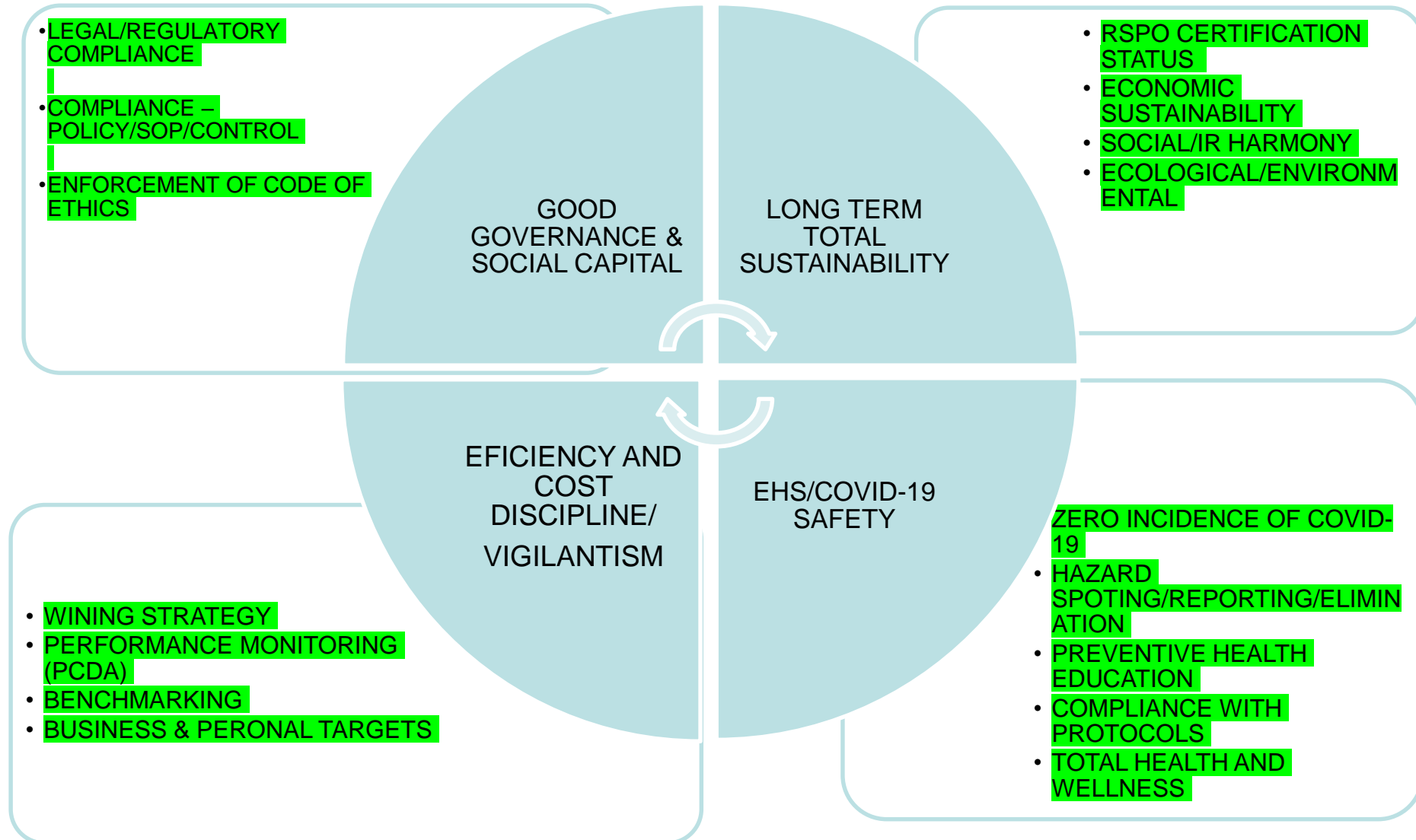
- To become the safest site and the model plantation in Africa where best management practice (BMP) is home and productivity is highest
- To be the Nucleus of Best trained, highly skilled, high performing oil palm plantation agribusiness practitioners for Ghana and Africa
- To be the centre of excellence for socially responsible and ecologically sustainable practices that are verifiable and auditable by international standards.

KEY PEOPLE

- ▶ **S. Avaala, Director/GM, Bsc Mech Eng. MBA, JIPM/Unilever TPM Instructor, RSPO Lead Auditor**
- ▶ **B. Appiah-Manuh, Director,/FC, BSc Accounting & Admin, Chartered Accountant, MBA**
- ▶ **V. Atta-Amponsah, HRM, BA, MBA**
- ▶ **K. Baah Ofori, EM, BSc Agric, RSPO Lead Auditor**
- ▶ **Ing E. Anseeku Amankrah, FM/EHS, BSc. Mech Eng, MBA, RSPO Lead Auditor, ISO Auditor**
- ▶ **Ing. Marian Gyanfua Boateng, EHS, BSc E.Eng, RSPO Lead Auditor**
- ▶ **V. Tetteh Zutah – Sustainability & Research Mgr, BSc, MSc Agric, RSPO Lead Auditor**
- ▶ **Sylvia Armo, Sustainability & Research, BSc Agric, RSPO Lead Auditor**
- ▶ **Dr. Samuel Asare-Bediakoh, Resident Medical Officer**
- ▶ **R. Damoah Arthur, Div. Mgr, BSc. Agric. RSPO Lead Auditor, MBA**
- ▶ **E. Opuni Nimako, Div. Mgr, BSc Agric**
- ▶ **K. K Kwakye, Outgrower/smallholder Mgr. BSc Agric, RSPO Lead Auditor, MBA**
- ▶ **E. Dagadu, Senior Div. Mgr Development, B. Agric,**



KEY THRUST





▶ Whistleblower Policy:

- ▶ Toll free number 0800312312/0540118278

▶ Code of business principles (CoBP)

- ▶ Signed by all staff

▶ Good Corporate governance

- ▶ Reported quarterly to the BOD

▶ Anti-fraud policy

- ▶ Launched by the BOD on the 17th of October 2019

▶ EHS policy implementation

- ▶ Behavioral safety
- ▶ Enablon (decentralized)
- ▶ Sustainability/NDPE

- **2010:** Millennium Excellence Awards(Climate Change- Going Green)
- **2012:** Ghana Club 100 Award – 38th position
Orange rating – Environmental Protection Agency of Ghana (EPA) AKOBEN ratings
- **2013:** Best Agri-business Award – Association of Ghana Industries (AGI) 2ND Industries Award
- **2014:** RSPO CERTIFICATION 2014 (8P&39C) – First in Ghana, Second in Africa
Ghana Club 100 , 2014– Special Award – Best Company in CSR
Western Regional Business Excellence Award 2014
- **2015:** Ghana Club 100 Award 2015 – 66th position from 78th
Ghana Club 100 – Special Award - Leader in Agribusiness
tft assessment on sustainability
- BOPP-tft Rurality project – *resilience* and sustainable income
- **2017:** GOLD AWARD, Western Regional Business & Financial Excellence Awards
Best performing stock on GSE, 194% appreciation in 2017
- **2018:** Malaria Safe Award – Private Sector Malaria Prevention (PSMP)

2020: Congratulations!

CPOPC Secretariat is proud to inform you that you are the 2nd Winner of CPOPC Photo Competition for the **Social Welfare Main Theme**. Out of all submissions, your picture(s) succeeded in portraying the beauty of palm oil at the highest quality. Along with this delightful news, CPOPC Secretariat is pleased to inform you that we will deliver your competition prize, certificate and our 2021 Year Calendar. In this regard, please provide us with the following information:

1. Full Name
2. Complete Bank Account Number Details
3. SWIFT Code
4. Residence Address

Your rapid response is much appreciated. Should you have any questions, feel free to reply to this email.

Thank you for your participation in the CPOPC Photo Competition and we hope you will join us again in the future and keep our relations close.

Sincerely Yours,

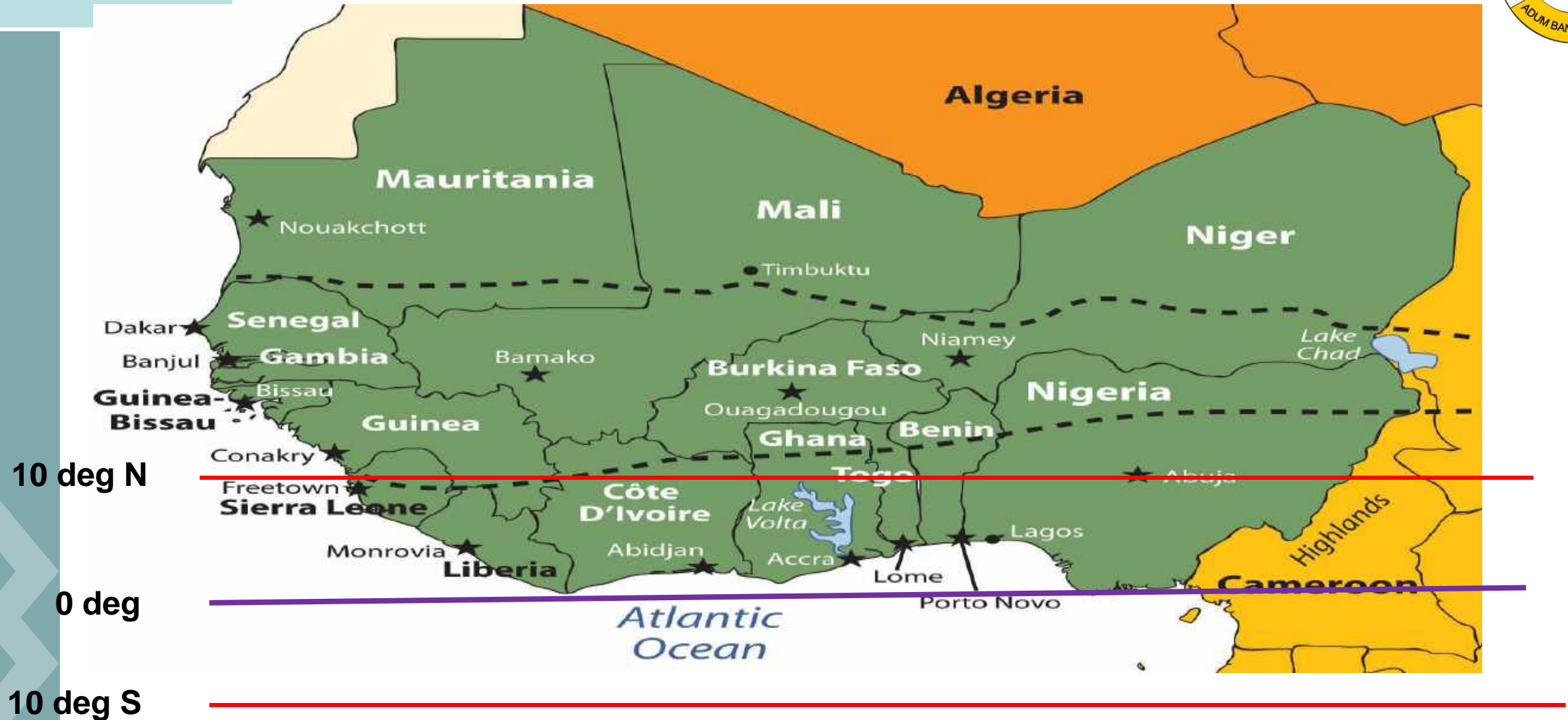
Photo Competition Official

- **2020:** Green Rating - Wilmar Intl sites dashboard rating
- **2021:** FORBES AFRICA MAGAZINE – WAL/BOPP featured

AWARDS & RECOGNISION



CLIMATIC FACTORS

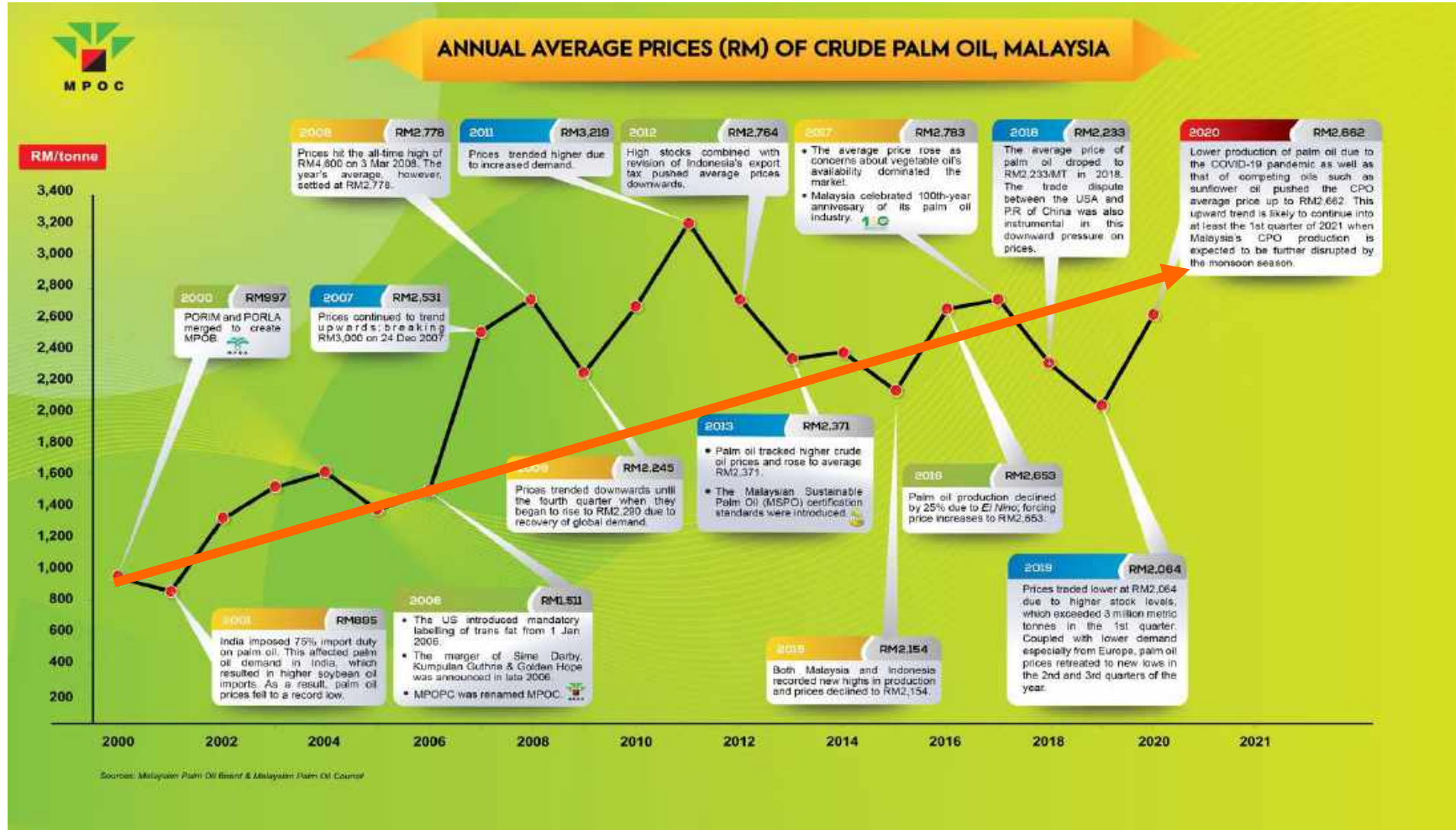


NB: Africa's oil palm belt: 16 deg North in Senegal to 15 deg South in Angola and eastwards to Zanzibar and parts of Madagascar(Gilbert 2013)



	<u>Ghana</u>	<u>Malaysia</u>
• Average Rainfall mm/yr	1400-1700	1800-2300
• Rainfall Distribution	Apr-Nov	Jan-Dec
• Peak Avge. Yield mt/Ha.	14-18	25-30
• 1st Yr Harvest Yield mt/Ha	5	8-10
• Solar Energy	High	Intense
• Length of dry season	3Mths (Dec- Mar)	Nil

PRICE TREND



PALM OIL PRICE TREND



Scenario



- Crude Palm Oil price doubled from May 2020 to Dec 2020
- Tightness in production / supply of all 4 major oils
- Lower than expected Palm Oil production due to La Niña and labor shortage.
- World Palm Oil stocks down 2.5M tons compared to previous year.
- Indonesia maintained its B30 mandate and planning B40 mandate in 2021.
- Drought in black sea region severely damaged sunflower seeds crops.
- World production of sunflower dropped by 2.7m tons, due to lower seed production and less yield, expected to remain bullish until 3rd quarter 2021.
- High Sunflower Oil prices shifted demand to Soybean Oil and Palm Oil.
- Rapeseed Oil and Canola Oil have diminishing demand due to high premium.
- Soybean tightness due to drought in S.America and strikes in Argentina sent prices on a bullish trend and expected to stay that way until 3rd quarter 2021.

Slides

Takeaways

- 2020/21 palm oil production - below potential.
- 2020/21 palm oil imports - are expected to rise.
- Palm oil prices will remain supported in the short-term but may gradually weaken over the next few months.
- Risks:
 - i. Potentially weaker appetite for palm oil. High palm prices may curb some demand from price-sensitive markets.
 - ii. South America's soybean output may turn out to be higher-than-expected.
 - iii. Higher oilseed prices may encourage more planting in the next season.
 - iv. Key consuming countries may lower their palm oil imports, in the event of robust domestic vegetable oil output, e.g. China- rising soybean crushing activities.



KUALA LUMPUR (Reuters 23 June 2020): The exports of Malaysian crude palm oil (CPO) to the African continent are expected to increase to about nine million tonnes this year, compared with six million tonnes over the last decade, said 3XG UK Consulting Limited.

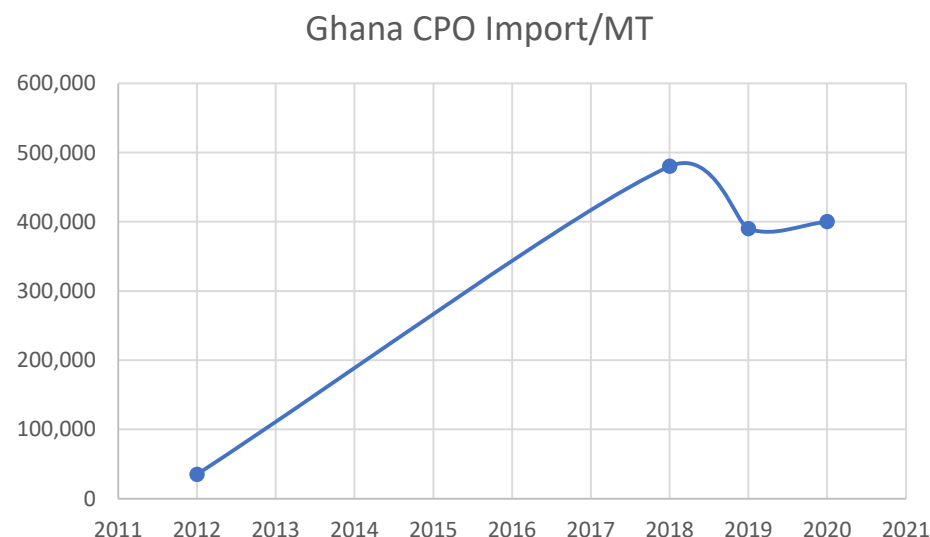
Its founder and chief strategist, Abah Ofon, said the higher demand had signalled that the consumption of the edible oil in the continent is growing at a rapid pace, for use among others in processed food.

“While Africa accounts for around 12 to 13 per cent of the global CPO consumption, it only accounts for four per cent of the global CPO output and this presents an opportunity for the African players, as well as ASEAN (CPO) producers looking to tap into the African market,” he said.

He said this in a slide presentation released during a seven-day Palm Oil Internet Seminar (Pointers) taking place from June 22-28, organised by the Malaysian Palm Oil Council (MPOC) and Bursa Malaysia.

Citing an example, Ofon said Kenya, Tanzania, Ghana, Ethiopia, Djibouti, are among the growing markets for CPO in Africa.

He also noted that in 2011, Indonesia overtook Malaysia as the largest exporter of palm oil to Africa.



Ghana CPO Imports:
35,000 in 2012
480,00 in 2018

COVID-19 Pandemic on Oil Palm Sector

- ❑ Oil palm sector is known to be labour-intensive & highly dependent on foreign labour (>75% of the total workers in oil palm plantation are foreigners).
- ❑ To curb the spread, Malaysia is imposing stricter containment measures for COVID-19 which include closing of the national border at the onset of pandemic (end of March 2020).
- ❑ The border closure which limits the mobility of people across borders has worsened the labour shortage issue in the oil palm sector.
- ❑ Between April 2020 – June 2021, total labour in oil palm plantation declined by 6.6% from that of April 2018 – June 2019.
- ❑ The shortage of labour caused FFB production during April 2020-June 2021 to reduce by 3.8% as against that of April 2018 – June 2019.
- ❑ The prolonged border closure could significantly affect the harvesting activities, hence poses risk to the FFB production. However, the adoption of mechanization and automation are expected to cushion the impact of labour shortage.



FIVE YEAR FINANCIAL SUMMARY



	2016	2017	2018	2019	2020	1H2021	2021 - Forecast
Results							
Revenue	74,278 =====	89,973 =====	79,091 =====	95,620 =====	123,817 =====	104,386 =====	194,524 =====
Revenue growth	0%	21%	-12%	21%	29%	-16%	86%
Profit before income tax	10,706	12,803	6,638	13,075	29,389	43,267	79,441
Income tax expense	(2,616)	-1,882	(725)	(3,422)	(4,692)	(5,470)	(10,083)
Retained profit	8,090 =====	10,921 =====	5,913 =====	9,653 =====	24,697 =====	37,797 =====	69,358 =====
Profitability growth	0%	35%	-46%	63%	156%	53%	181%
Financial position							
Intangible assets	41	15	7	-	-	-	-
Property, plant and equipment	43,701	47,501	47,309	49,471	57,909	59,398	65,338
Biological assets	2,877	3,961	4,383	5,137	5,221	5,221	5,221
Cash and cash equivalents	3,657	2,550	8,223	10,618	22,832	49,958	52,456
Other current assets	16,051	21,480	21,513	27,674	33,153	43,375	69,289
Total assets	66,327 =====	75,507 =====	81,435 =====	92,900 =====	119,115 =====	157,952 =====	192,304 =====
Shareholder equity growth	0%	14%	8%	14%	28%	33%	61%
Total liabilities	10,981	10,858	13,054	16,049	19,481	27,911	30,702
Stated capital	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Capital surplus account	7,629	7,629	7,629	7,629	7,629	7,629	7,629
Income surplus account	45,717	55,020	58,752	67,222	97,634	120,412	151,973
Total equity and liabilities	66,327 =====	75,507 =====	81,435 =====	92,900 =====	126,744 =====	157,952 =====	192,304 =====



2H2021 topline growth of 63% is attributable to the bullish world market crude palm oil prices coupled with the higher crop productivity from both the nucleus plantation, the smallholders and outgrowers.

Operational efficiencies have also seen sustained high levels and continues to improve while cost discipline practices have ensured that unit production cost have remained controlled in line with plan.

Profit for 2H2021 stands at GHC 37.8M , representing 289% of prior year levels and 198% of plan.

Full year profit recorded in 2020 was GHC24.6M compared GHC9.8M in the prior year, representing 256% growth.

This performance comes on the back of the sustained operational efficiencies, strong production volumes and the recovery of world market crude palm oil prices which begun early 2020.

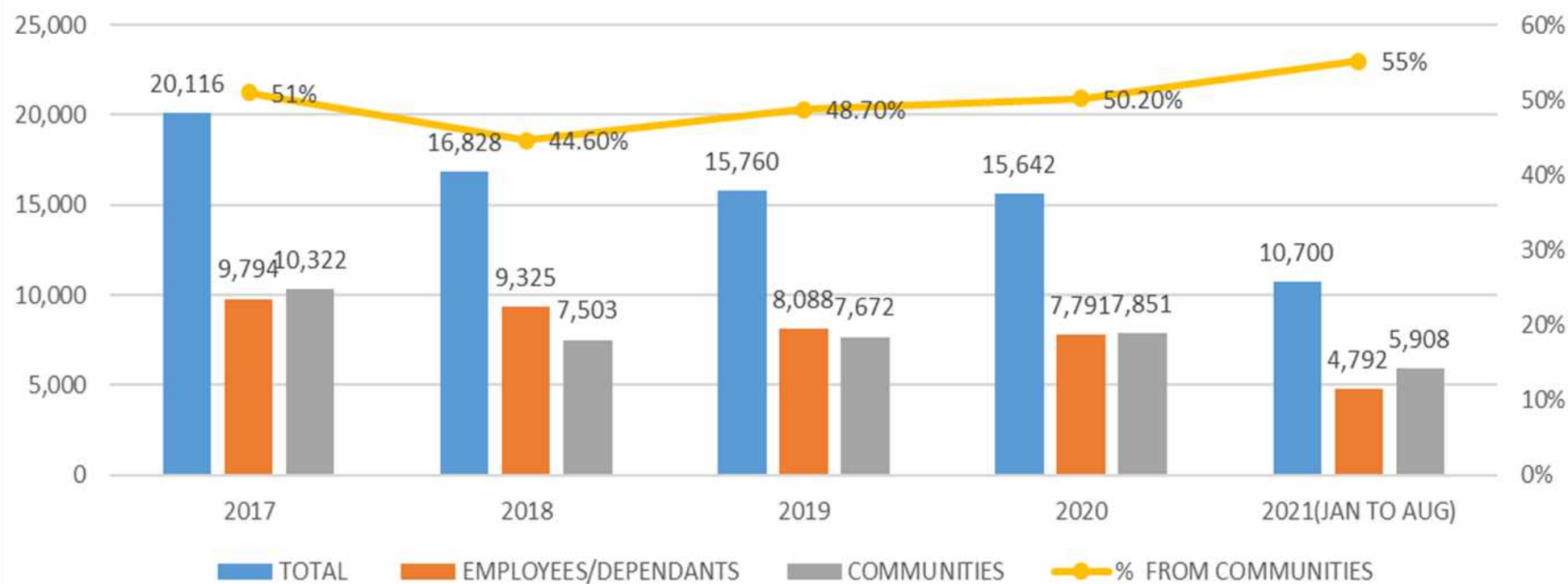
Benso Oil Palm Plantation PLC is set to maintain the strong profit trend to the end of year by leveraging on its core competencies for production and taking advantage of the bullish world market price trend.

The Company is committed to conducting its business in a socially responsible and ecologically sustainable manner through to use internationally accepted best practices which deliver sustainable stakeholder and shareholder value.

HEALTH FACILITIES



5 YEAR TREND OF OPD ATTENDANCE, BOPP CLINIC



EXCELLENT EDUCATIONAL FACILITIES FOR CHILDREN OF EMPLOYEES AND NEIGHBORING COMMUNITIES



EDUCATIONAL FACILITIES



RECREATIONAL FACILITIES FOR CRECHE & NURSERY



A SECTION OF A NURSERY CLASS



COMPUTER LESSON IN SESSION



E-LIBRARY FACILITY

E	Basic 1 - 6	Jnr High School	Total
BOPP ESTATE	583	130	713
Communities	188	54	234
Total	771	184	947

EDUCATIONAL
FACILITIES –
HEAD OF STATE
AWARD



PEOPLE/HOUSING
MATTER



BOPP SMALLHOLDER FARMER EARNING 2021 & COMPARATIVE YTD AUGUST 2020- 2021

Community	Number of Farmers	Total Net Income (GHS)-FULL YR 2020	Total Net Income (GHS) as @ AUGUST. 2020	Total Net Income (GHS)-AS @AUGUST 2021	AVERAGE NET INCOME 2020	AVERAGE NET INCOME 2021	Y.O.Y GROWTH
Adum Banso	211	1,612,903	1,059,116	1,140,646	1,003.90	1,081.18	8%
Benso	151	1,105,535	725,546	844,820	960.99	1,118.97	16%
Dominase	3	16,115	10,228	15,631	681.86	1,042.09	52.8%
Essamen	13	102,612	66,592	75,919	1,024.49	1,167.98	14%
Dzatui	28	220,211	154,477	146,236	1,103.41	1,044.54	-5%
Others	32	236,106	222,845	244,864	1,392.78	1,530.40	10%
Total	438	3,293,481	2,238,804	2,468,116	1,022.28	1,126.99	10%

TREND: SMALLHOLDER FARMERS' EARNINGS

YEAR	CROP (MT)	GROSS EARNINGS	DEDUCTIONS	NET AMOUNT	AVERAGE NET EARNING/FARMER
		GHS		GHS	GHS
2016	25,109	4,459,229	1,789,341	2,669,888	6,096
2017	24,268	6,258,038	2,125,345	4,132,693	9,435
2018	18,550	5,326,700	2,232,712	3,093,988	7,064
2019	24,184	7,440,978	2,938,852	4,502,126	10,279
2020	22,398	7,480,930	3,063,647	4,417,283	10,085
TOTAL	114,510	30,965,875	12,149,897	18,815,978	8,592

FIVE YEAR OUTGROWER ECONOMY

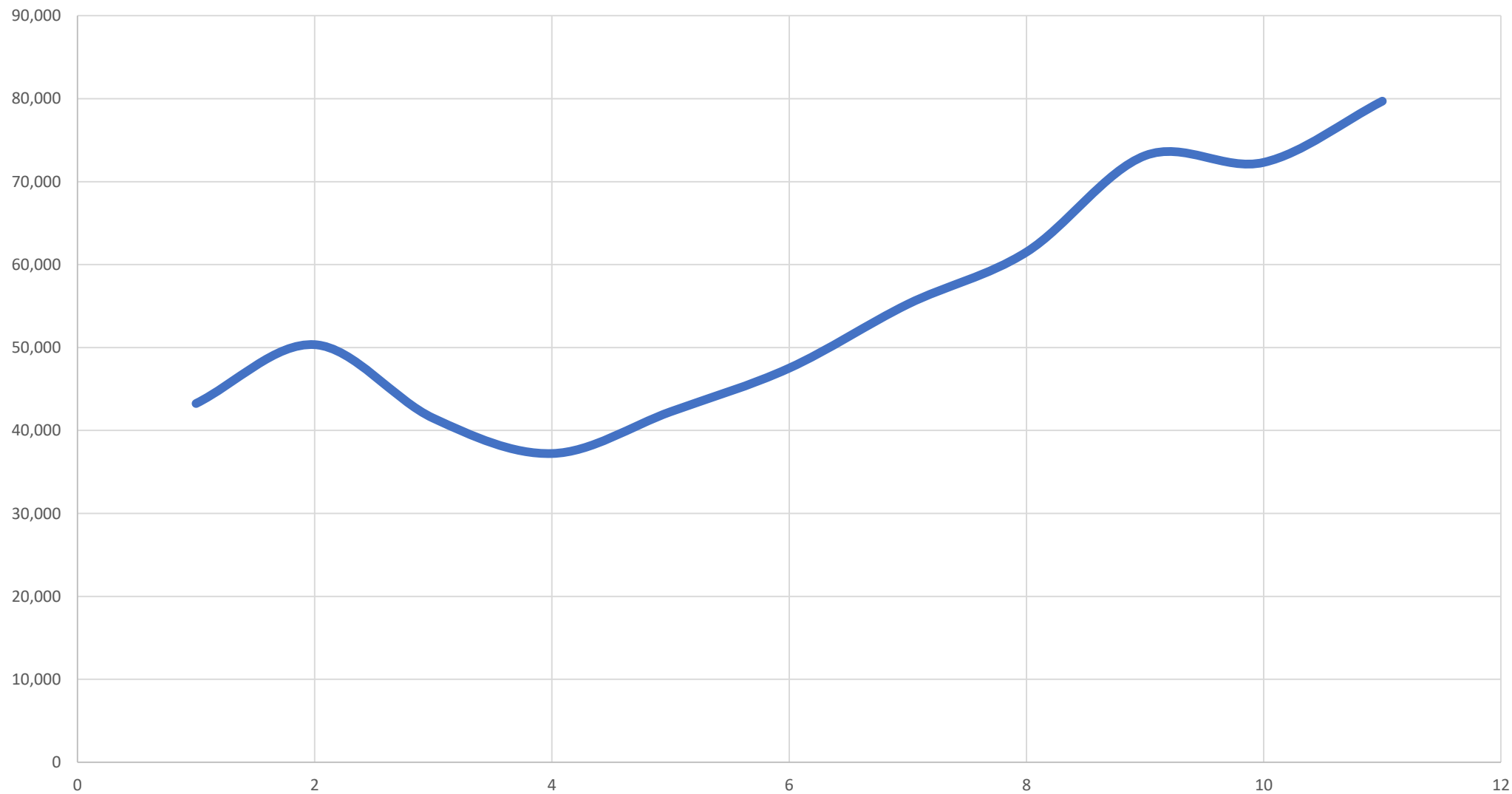


YEAR	CROP	TOTAL NET EARNINGS
	MT	GHS
2016	33,132	11,761,402
2017	29,202	11,860,450
2018	35,511	15,474,117
2019	43,147	19,378,947
2020	39,118	19,552,003
TOTAL	180,109	78,026,919

FFB PRODUCTION TREND – NUCLEUS ESTATE



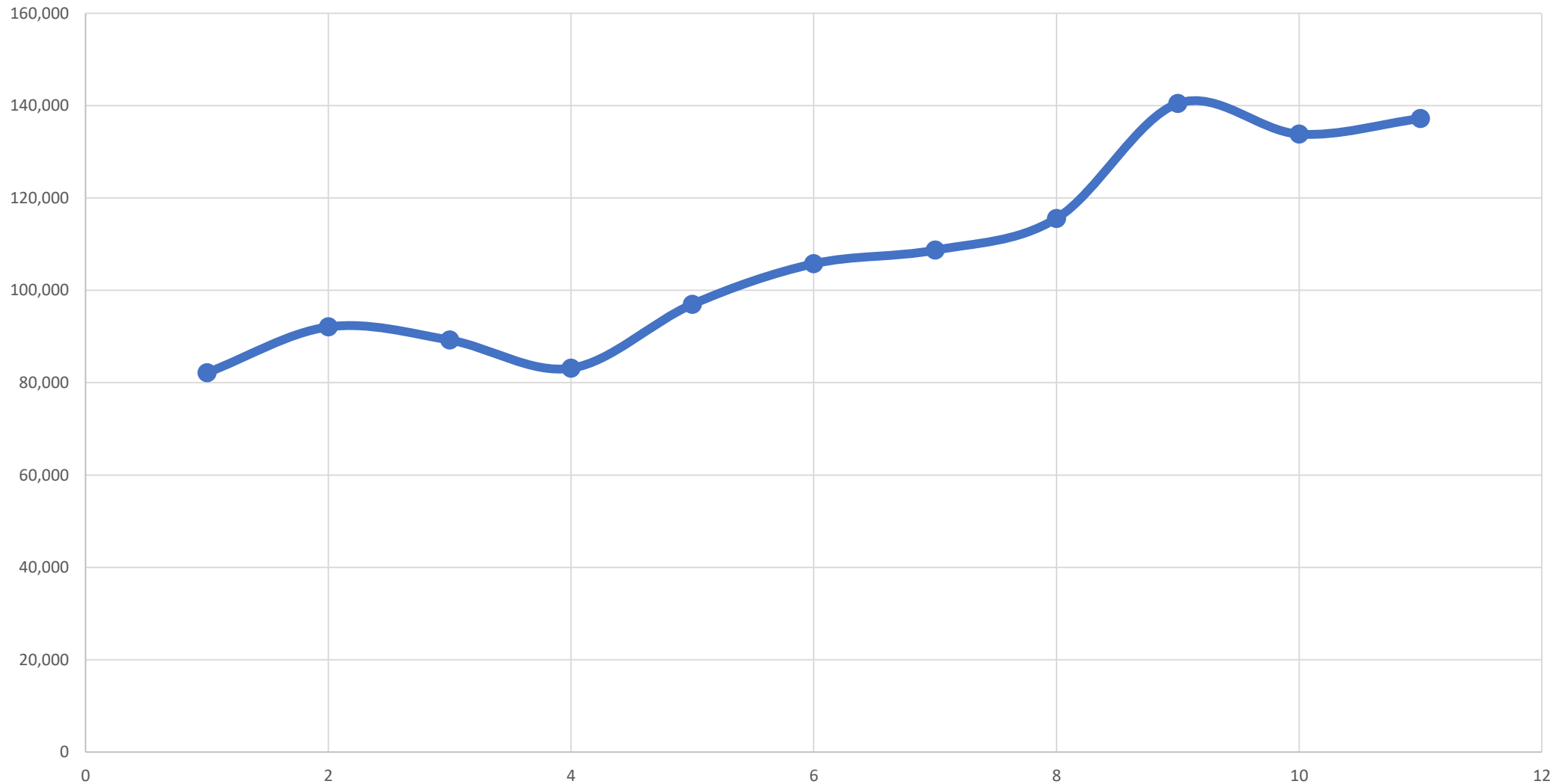
Nucleus Estate FFB/MT; 2011 TO 2021 FCST



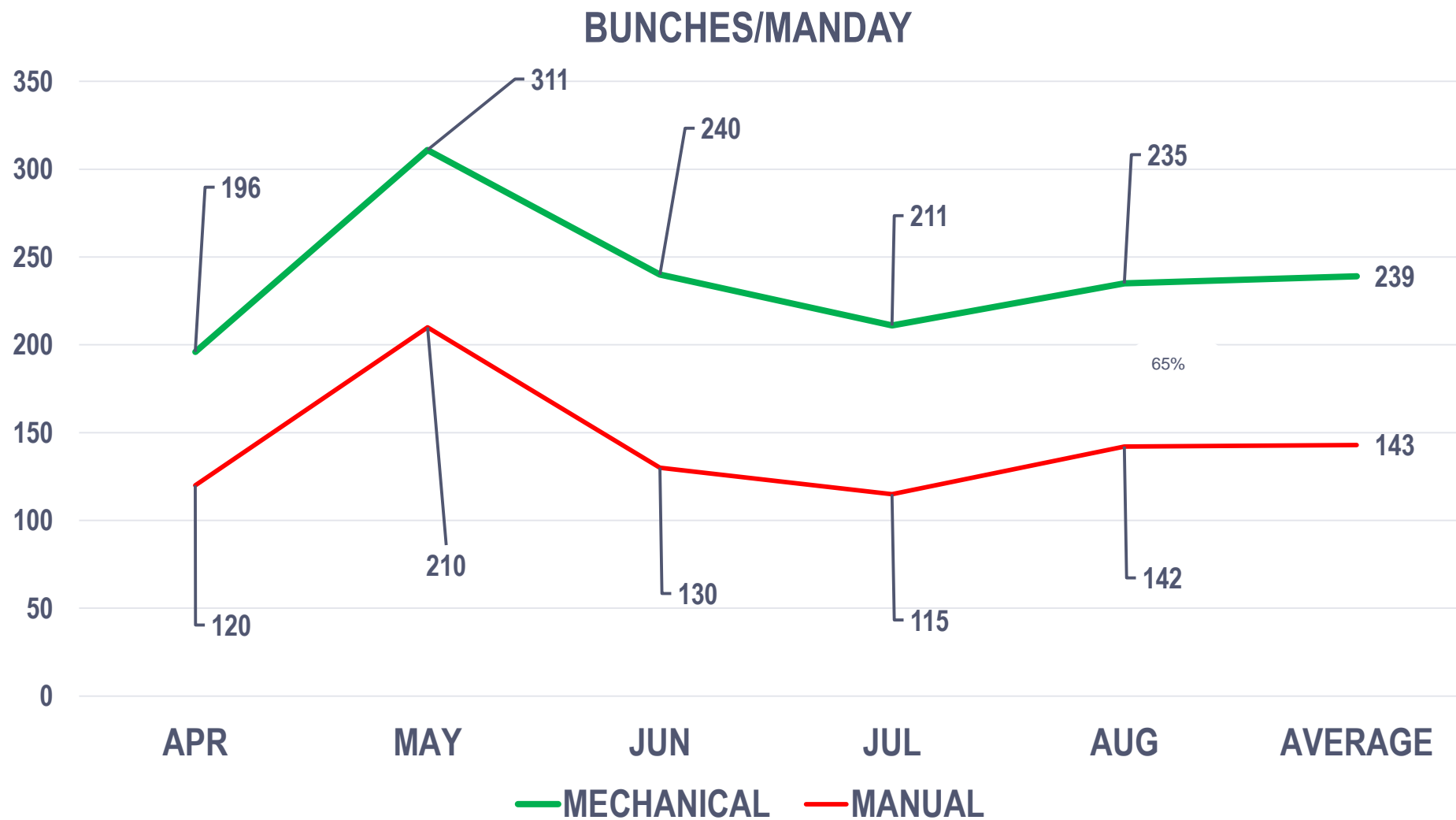
TOTAL FFB PRODUCTION TREND – NUCLEUS ESTATE



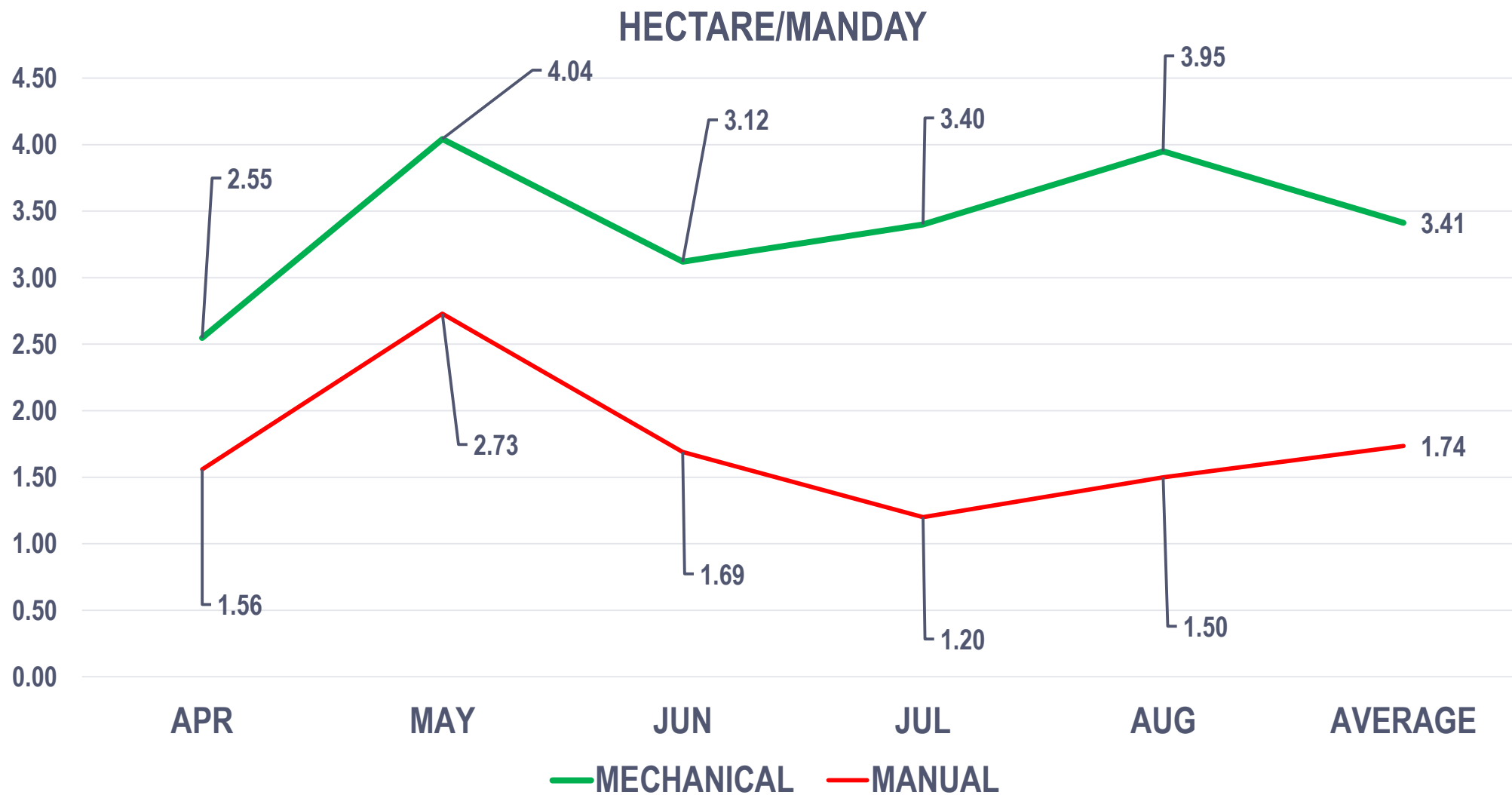
TOTAL FFB PROCESSED /MT: 2011 TO 2021 FCST



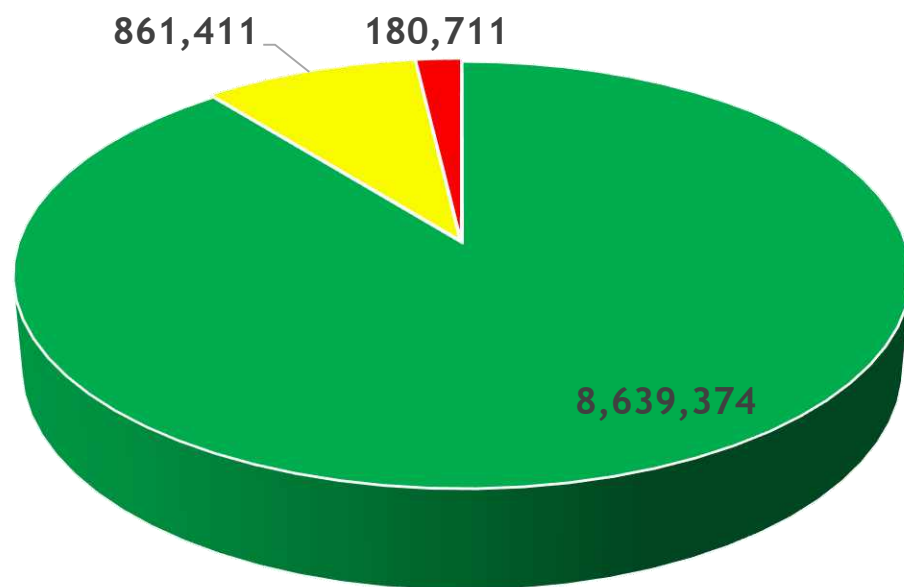
MECHANISED HARVESTING



MECHANISED HARVESTING

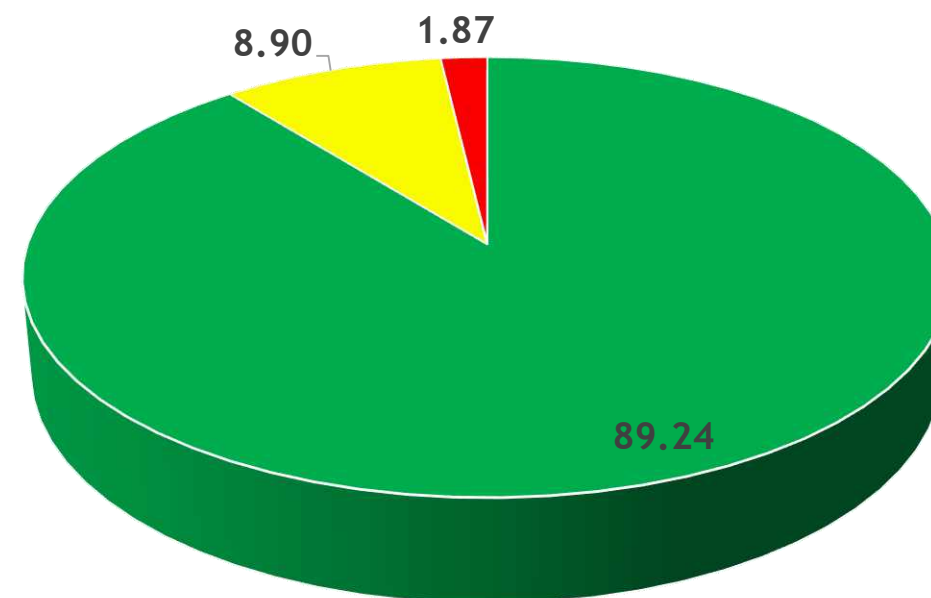


TURNING WASTE TO WEALTH



KWh

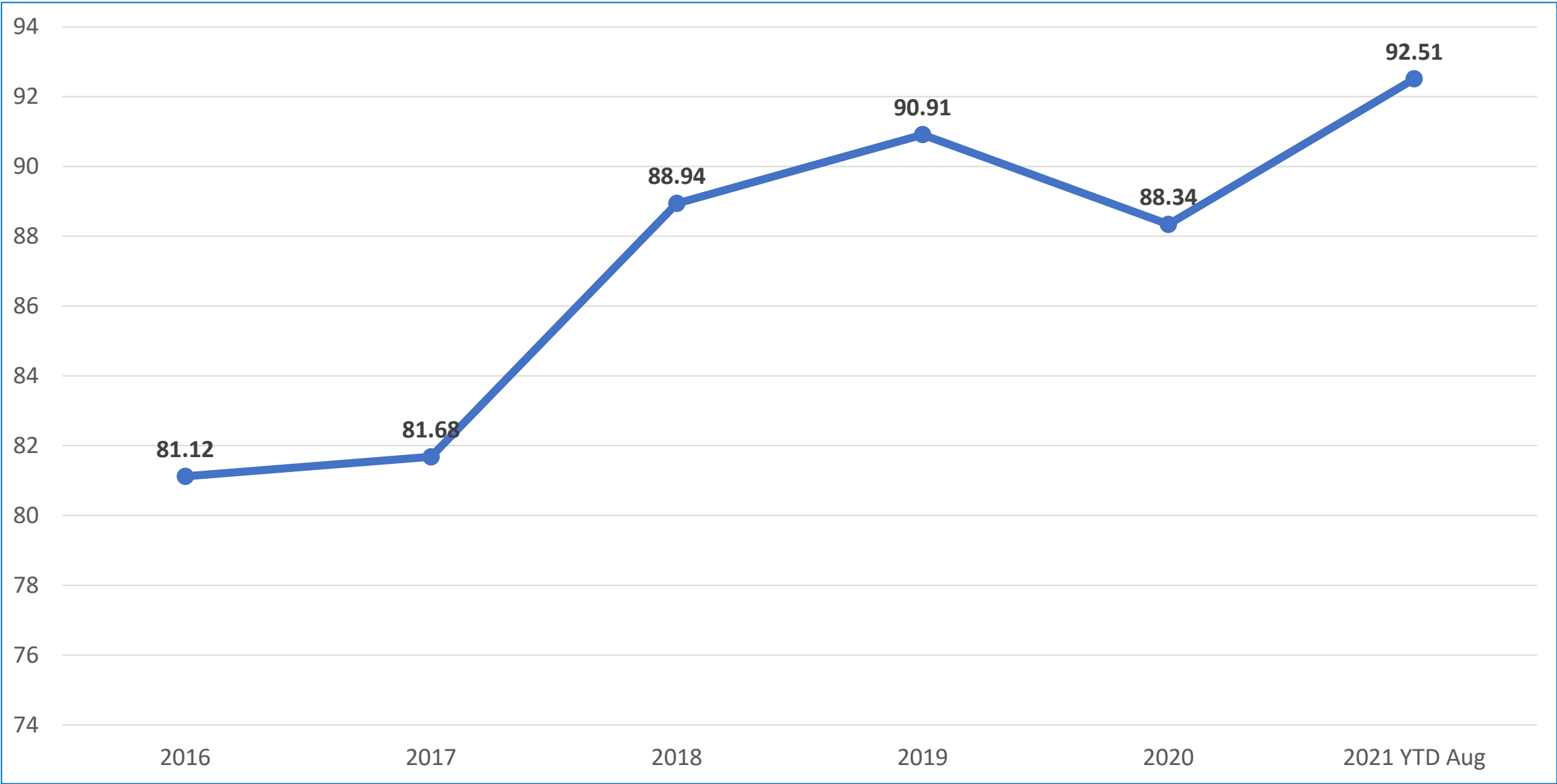
■ Renewable Energy ■ Grid Energy ■ Diesel Generator



Percentage

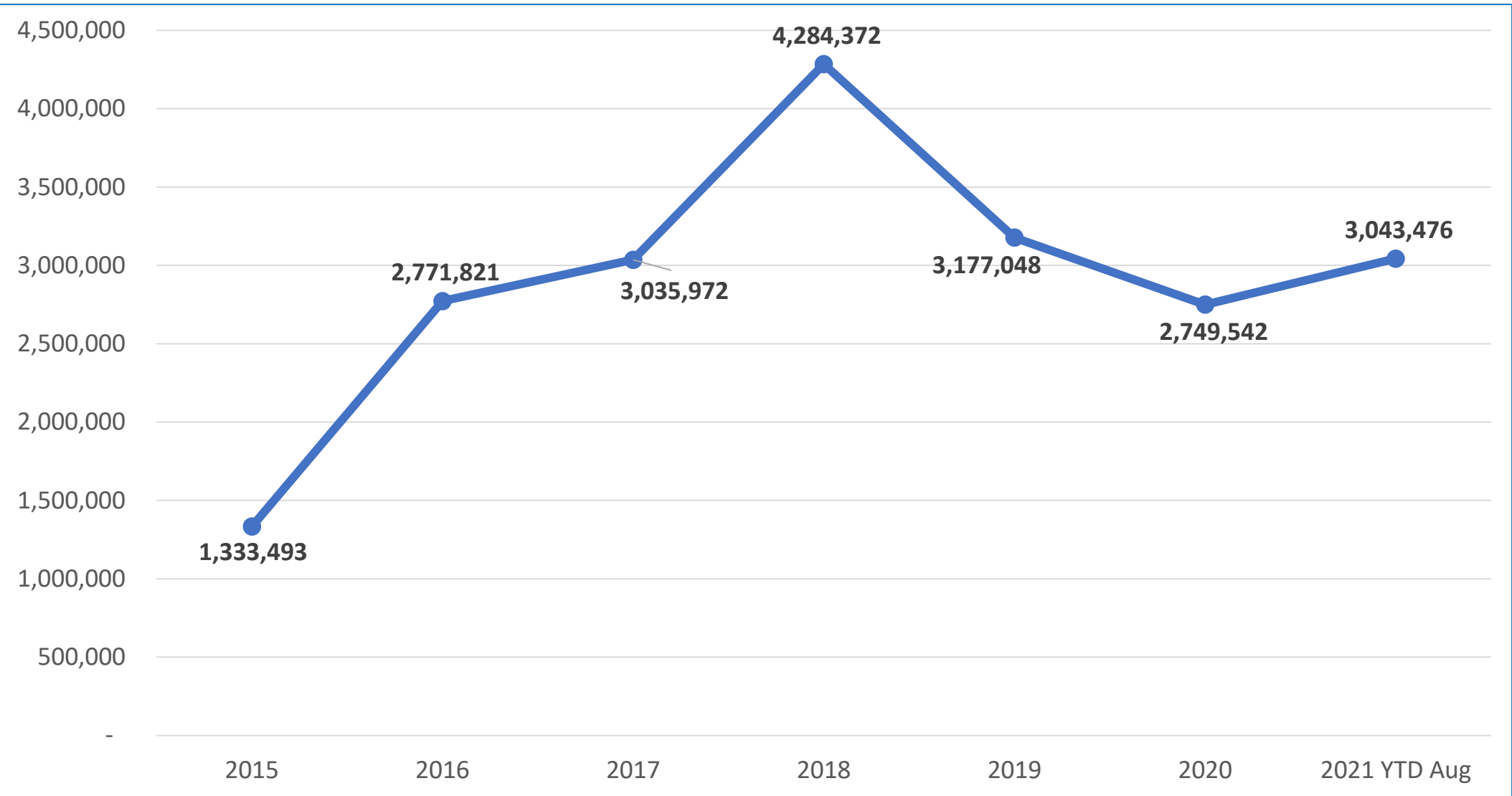
■ Renewable Energy ■ Grid Energy ■ Diesel Generator

% Renewable Energy to Factory Total Power - 5YR Trend





Factory Energy Cost Avoided (GHs)

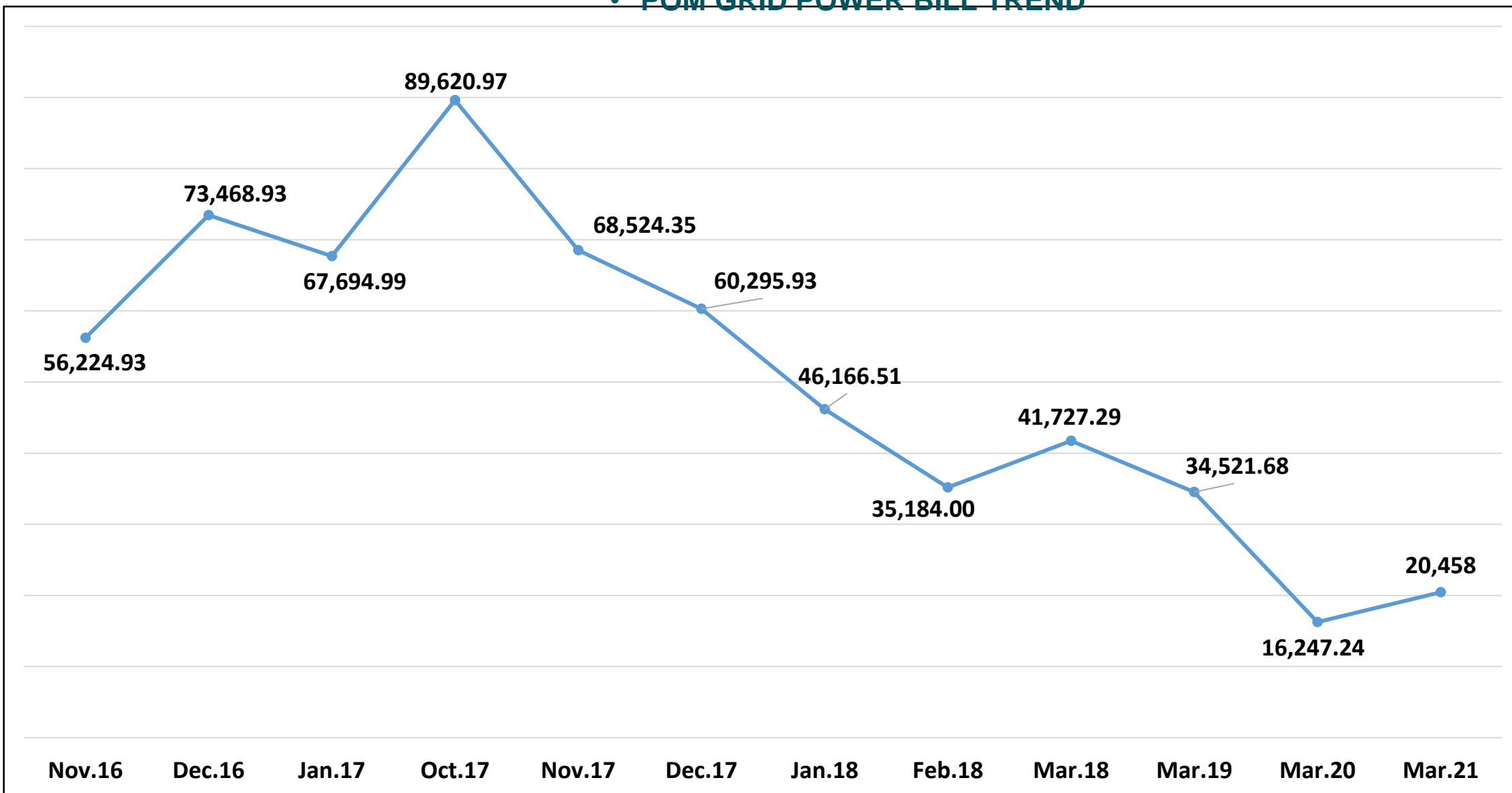


Periodic electricity tariffs adjustment affects cost values year on year

2017 – TODATE (Benefits from new Boiler & Turbine)



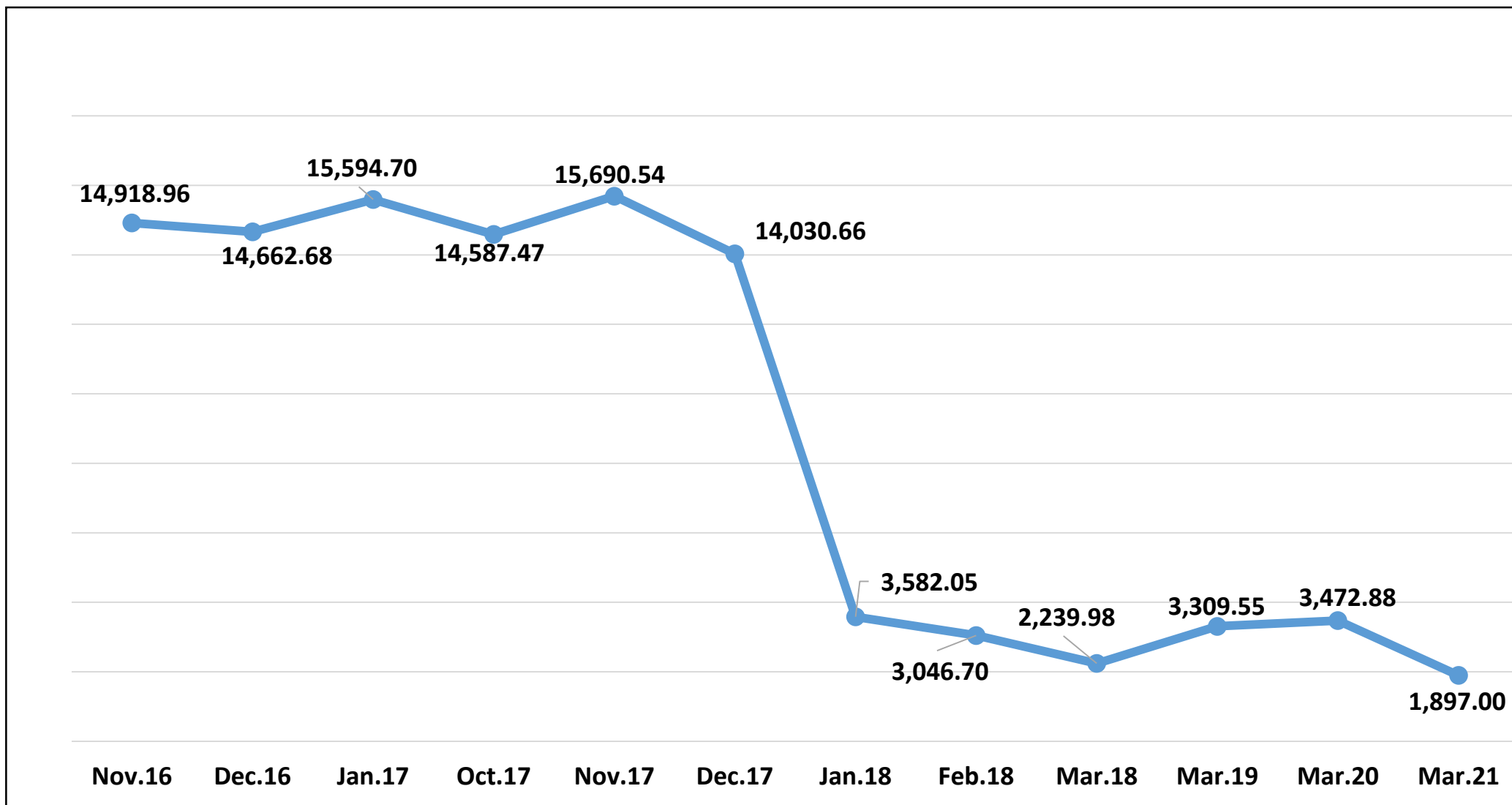
• POM GRID POWER BILL TREND



2017 – TODATE (Benefits from new Boiler & Turbine)



• MGT RESIDENCE GRID POWER BILL TREND



DOUBLE PRODUCTION & VALUE

Intensification

Extensification

Best in the industry

Leverage on the Tree Crops Development Authority

DOUBLE PRODUCTION & VALUE

Intensification

Extensification

Best in the industry

Leverage on the Tree Crops Development Authority



BEST MANAGEMENT PRACTICE

Folia & soil analysis – for 4R nutrient recapitalisation

Precision agriculture

Field audit & and crop loss prevention

Mechanised harvesting/cutting

Benchmarking





THANK YOU