

Olam Group (OLG SP)

Resetting earnings, not the thesis

Earnings reset is painful; Trim TP but maintain BUY

We cut FY26-28 PATMI by 34-47%, reflecting a substantially weaker 1H26 base, a sharper normalisation in OFI earnings, & a major reset to our OGH assumptions. We cut FY26 OFI EBIT by 12% and now forecast an OGH EBIT loss of SGD20m, vs our previous estimate of SGD79m in profit. Despite the NPAT cuts, maintain BUY, with a TP of SGD1.45 (from SGD1.60). The impact on valuation is partly cushioned by a 50bps reduction in our WACC to 11.5%. Execution, rather than valuation, is now the key hurdle to a re-rating.

OFI: near-term price lag, medium-term thesis intact

We expect OFI's near-term earnings to remain influenced by the lagged pass-through of commodity-price movements. Following sharp correction in cocoa & coffee prices, EBIT should progressively reprice lower as older contracts roll off, although this should be partly offset by lower financing costs. More recently, cocoa and coffee prices have risen again, potentially increasing working-capital requirements ahead of any corresponding EBIT repricing. Beyond these cyclical effects, Olam reiterated high-single-digit medium-term EBIT-growth ambition, supported by Ingredients & Solutions investments made during 2021-24 which are now entering their three- to four-year gestation and ramp-up phase. Our FY27/28 OFI EBIT growth forecast of ~6%/yr remains below management's mid-term ambition.

OGH: EBIT and monetisation can improve

OGH slipped into an EBIT loss in 1H26, affected by delayed CPO shipments & mark-to-market hedge losses, among other factors. Management expects some of these effects to unwind as physical deliveries occur, while firmer CPO prices and normal seasonality provide scope for a stronger 2H. Nevertheless, we conservatively forecast a FY26 OGH EBIT loss of SGD20m. Strategically, management noted that OGH is an operate-to-sell, rather than operate-to-grow, portfolio, with assets to be divested progressively rather than on a fire-sale timetable. Importantly, following Olam Agri Tranche 1, management believes OGH can largely operate without drawing funding from OFI, providing greater flexibility to maximise disposal values.

9cts DPS in our base case; Arise P&L offers upside

We forecast 9cts FY26 DPS, comprising the 7cts declared in 1H26 (1ct ordinary and 6cts special) and 2cts of ordinary DPS in 2H26, with no further special dividend assumed. Management stressed that divestment proceeds will not be mechanically matched with shareholder distributions. Olam will assess liquidity, deleveraging, operating requirements, and investment needs before determining payouts, although the ultimate objective remains to progressively return surplus divestment proceeds to shareholders. This makes the potential completion of the ARISE P&L stake disposal an important upside catalyst. If completed in 2H26 and Olam adopts an approach broadly similar to the Mindsprint transaction—distributing around half of net proceeds—we estimate an additional special DPS of approximately 3cts, taking potential FY26 DPS to around 12cts

FYE Dec (SGD m)	FY24A	FY25A	FY26E	FY27E	FY28E
Revenue	22,987	29,600	23,588	23,338	23,165
EBITDA	1,505	1,834	1,519	1,602	1,647
Core net profit	216	511	186	354	403
Core EPS (cts)	5.7	13.6	4.9	9.4	10.7
Core EPS growth (%)	(65.5)	136.8	(63.6)	90.4	14.0
Net DPS (cts)	6.0	2.0	9.0	4.5	5.1
Core P/E (x)	21.3	7.1	25.1	13.2	11.6
P/BV (x)	0.7	0.7	0.6	0.6	0.5
Net dividend yield (%)	4.9	2.1	7.3	3.6	4.1
ROAE (%)	(3.1)	2.9	3.0	4.8	5.0
ROAA (%)	0.6	1.4	0.7	1.5	1.7
EV/EBITDA (x)	16.3	9.1	9.7	9.1	7.9
Net gearing (%) (incl perps)	254.8	240.5	122.5	120.0	85.2
Consensus net profit	-	-	352	536	690
MIBG vs. Consensus (%)	-	-	(47.2)	(34.0)	(41.5)

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BUY

Share Price	SGD 1.24
12m Price Target	SGD 1.45 (+24%)
Previous Price Target	SGD 1.60

Company Description

Olam Group is transitioning into an ofi-led global food ingredients platform, with cocoa, coffee, dairy, nuts and spices as its core businesses.

Statistics

52w high/low (SGD)	1.41/0.83
3m avg turnover (USDm)	6.9
Free float (%)	35.7
Issued shares (m)	3,766
Market capitalisation	SGD4.7B
	USD3.7B

Major shareholders:

Temasek Capital Pte Ltd.	51.1%
Kewalram Chanrai Holdings Ltd.	6.9%
VERGESE SUNNY GEORGE	4.4%

Price Performance



	-1M	-3M	-12M
Absolute (%)	2	6	19
Relative to index (%)	(1)	(6)	(12)

Source: FactSet

Abbreviations in this report

OFI - Olam Food Ingredients
OGH - Olam Group holdings
OPG - Olam Palm Gabon
ORG - Olam Rubber Gabon
Arise P&L - Arise Ports & Logistics

Other companies mentioned in this report

Rusmulco - Olam's Russian dairy arm

ESG@MAYBANK IBG
Tear Sheet Insert

Earnings reset reflects a more conservative stance

Following several discussions with management after the 1H26 results, we materially lower our FY26-28 PATMI forecasts by 47%/34%/42% to SGD186m/SGD354m/SGD403m. The cuts reflect a combination of a lower near-term OFI EBIT base, a substantial reset of our OGH assumptions, and the more complicated pass-through between commodity prices, EBIT, and financing costs. We lower FY26 OFI EBIT by 12% to SGD1.06bn, while OGH moves from our previous SGD79m profit assumption to an SGD20m EBIT loss. We believe these forecasts now better reflect management's relatively non-committal near-term outlook following a particularly volatile period for cocoa and coffee.

Fig 1: Olam revision summary

SGD m	New			Old			% change		
	2026	2027	2028	2026	2027	2028	2026	2027	2028
Revenue	23,588	23,338	23,165	30,607	31,631	32,739	(22.9%)	(26.2%)	(29.2%)
EBIT	1,035	1,140	1,209	1,284	1,365	1,440	(19.4%)	(16.4%)	(16.0%)
Margins	4.4%	4.9%	5.2%	4.2%	4.3%	4.4%			
PATMI	186	354	403	352	536	690	(47.2%)	(34.0%)	(41.5%)
TP	1.45			1.60			(9.3%)		

Source: Maybank Investment Banking Group

Fig 2: Olam revision summary - by segments

SGD m	New			Old			% change		
	2026	2027	2028	2026	2027	2028	2026	2027	2028
ofi									
Revenue	22,704	22,632	22,600	29,724	30,925	32,174	(23.6%)	(26.8%)	(29.8%)
EBIT	1,055	1,120	1,191	1,205	1,295	1,378	(12.4%)	(13.5%)	(13.6%)
Margins	4.6%	4.9%	5.3%	4.1%	4.2%	4.3%			
OGH									
Revenue	883	707	565	883	707	565	0.0%	0.0%	0.0%
EBIT	- 20	20	18	79	70	61	nm	(71.3%)	(71.3%)
Margins	(2.3%)	2.8%	3.1%	9.0%	9.8%	10.8%			

Source: Maybank Investment Banking Group

The magnitude of the PATMI downgrade is larger than the reduction in EBIT because changes in commodity prices do not flow through the P&L simultaneously. Higher commodity prices initially increase working-capital requirements and financing costs, while contractual repricing takes time to recover these additional costs through EBIT. Conversely, when commodity prices decline, working-capital requirements and financing costs can fall ahead of EBIT normalisation. This timing effect became unusually pronounced during 2024-25, as cocoa and coffee experienced exceptionally large price movements, making extrapolation from any single six-month period particularly difficult.

Importantly, we do not interpret the lower absolute OFI EBIT forecasts as equivalent to a deterioration in its underlying operating economics. Our FY26 OFI revenue forecast falls 24% versus our previous estimate, reflecting substantially lower commodity prices, while EBIT declines by a more modest 12%. Consequently, our FY26 OFI EBIT margin increases to 4.6%, versus 4.1% previously, before expanding to 4.9%/5.3% in FY27/28. Our revised forecasts therefore capture a lower nominal revenue and EBIT environment while continuing to assume gradual underlying margin improvement as OFI shifts towards higher-value products.

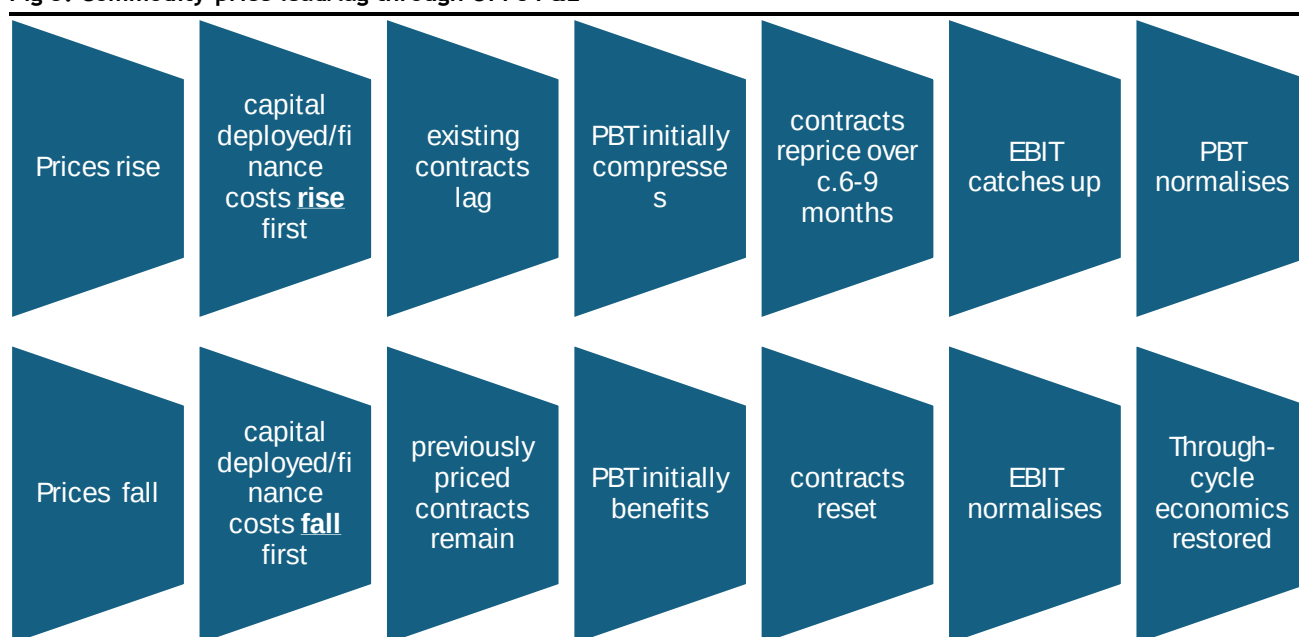
Commodity prices create a lead-lag effect

The mechanics are important for interpreting OFI's earnings. When commodity prices rise sharply, OFI requires more capital to procure and hold the same physical volumes. For exchange-traded commodities such as cocoa and coffee, higher prices can also increase hedging-related margin requirements. These effects raise capital deployment and financing costs relatively quickly. However, part of OFI's customer book is contracted at previously agreed economics; management indicated that repricing can take around six to nine months as contracts roll over. EBIT therefore initially lags the increase in financing and risk costs before progressively catching up through contractual repricing.

The reverse occurs as commodity prices decline. Working capital and associated financing requirements can fall relatively quickly, while EBIT still temporarily reflects contracts priced in the preceding higher-cost environment. As contracts subsequently reset, EBIT per tonne should also normalise lower. This explains why simply forecasting high-single-digit EBIT growth alongside structurally declining financing costs would overstate medium-term earnings: the two are partly different manifestations of the same commodity-price cycle. Management therefore emphasises its high-single-digit EBIT-growth aspiration as a through-cycle, medium-term target, rather than guidance for every individual year.

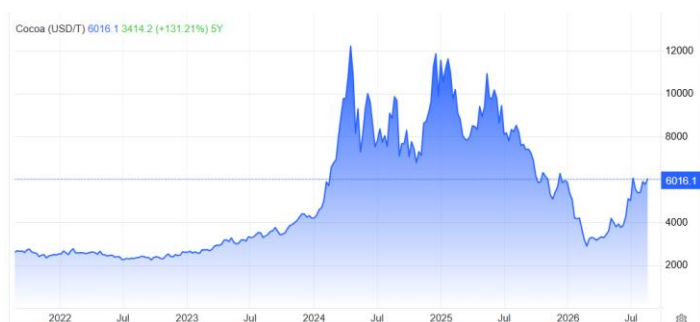
This distinction is particularly relevant today. Cocoa and coffee prices corrected materially from their peaks but have recently started moving higher again. We continue to view higher commodity prices as a headwind rather than a positive: they raise the capital intensity of the business and can recreate the timing mismatch between financing costs and contractual repricing. OFI hedges its underlying commodity exposures, but hedging does not eliminate these timing effects on capital requirements and reported earnings. The renewed rise in prices therefore reinforces our decision to retain more conservative near-term assumptions rather than extrapolate the benefit from the earlier commodity-price correction.

Fig 3: Commodity-price lead/lag through OFI's P&L



Source: Maybank IBG Research, Company

Fig 4: Cocoa prices - trending up again



Source: Maybank IBG Research, Trading Economics

Fig 5: Coffee prices - trending up again



Source: Maybank IBG Research, Trading Economics

Customer Solutions Centre visit: seeing the value-up strategy in action

Our visit to OFI's Singapore Customer Solutions Centre (CSC) provided tangible evidence of its transition from a commodity sourcing and processing business to a higher-value ingredients and solutions platform. The economics become progressively more attractive further downstream: management indicated EBIT per tonne of roughly USD90-130 in global sourcing, USD250-400 in ingredients, and more than USD500 in solutions. Importantly, this does not require commensurate underlying volume growth. OFI can take the same sourced cocoa, coffee, nuts, dairy, or spices and progressively add processing, formulation, and application capabilities, increasing the value captured per tonne. This helps explain management's medium-term ambition for low- to mid-single-digit volume growth to translate into high-single-digit EBIT growth.

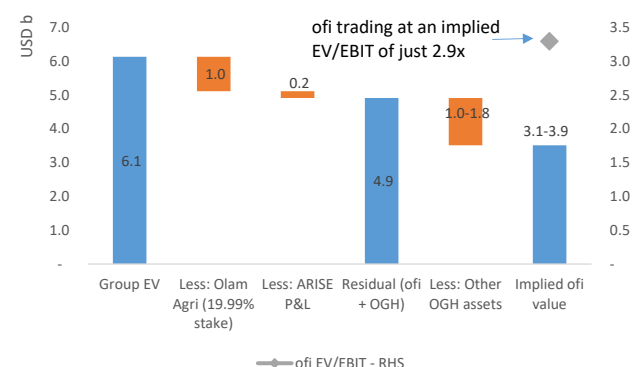
Existing customers offer a long runway for wallet-share gains. More importantly, the CSC visit demonstrated how OFI can deepen existing customer relationships rather than relying solely on new customer acquisition. We saw applications ranging from cocoa and coffee beverage premixes to seasonings, dairy solutions, coated nuts, and private-label products, supported by formulation, sensory testing, regulatory expertise, and customer co-creation. Management highlighted how a relationship can progress from supplying a raw nut, for example, to processing, seasoning, coating, and eventually private-label packaging. Supplier substitutability consequently declines as OFI moves downstream: raw materials may have several alternative suppliers, whereas customised solutions can become embedded in customers' recipes and production processes. With the solutions push having accelerated only over the past two years, we believe its earnings contribution remains at an early stage.

Growth requires investment, but prior capacity should increasingly contribute. OFI already operates around 110 manufacturing facilities and 19 innovation centres, with management highlighting continued capacity additions across categories as demand grows. Hence, the medium-term margin opportunity should come from a combination of better mix, greater utilisation of investments already made, and continued targeted capacity additions—not simply from sweating an existing fixed-asset base. Solutions also require additional formulation, technical, and application capabilities, but management believes the higher margins and greater customer stickiness more than compensate for the incremental capital required.

Value Proposition

- Olam is moving from complex agri conglomerate to focused, OFI-led ingredients platform.
- Restructuring is entering cash-realisation phase, with deleveraging and special dividends ahead.
- Cocoa and coffee normalisation should release working capital and improve returns.
- Management reset supports sharper accountability, capital discipline and simpler execution.
- Sustainability, traceability and farmer programs align with customer and regulatory demands.
- For SMID investors, Olam offers rare deep value plus restructuring-led cash returns.

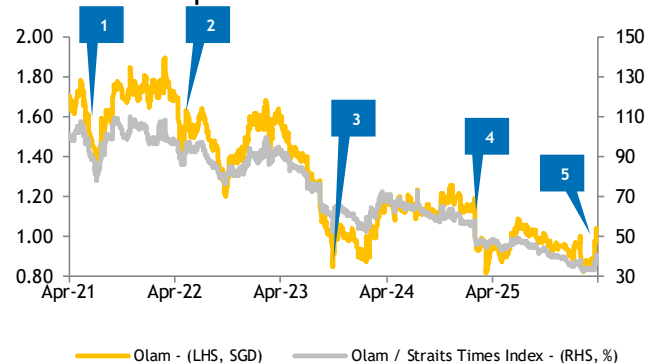
Deep value, with implied OFI valuation trading at near-distressed multiples



Source: Maybank IBG Research, Company

Price Drivers

Historical share price trend



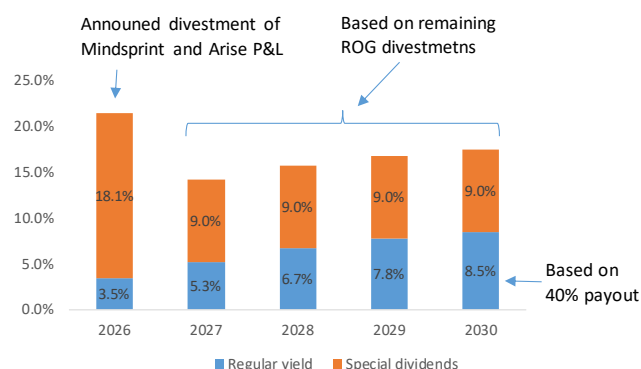
Source: Company, Maybank IBG Research

- Reorganisation enthusiasm faded; market questioned execution, IPO timing and complexity.
- First SALIC Olam Agri stake sale crystallised value and deleveraging potential.
- Olam Agri IPO delay, high rates and working-capital concerns hit confidence.
- Market looked past sale headline to no final dividend, leverage and execution risk.
- Agri Tranche 1 completion and management reset made cash realisation tangible.

Financial Metrics

- We expect low-mid single-digit volume growth and high single-digit EBIT growth.
- Every SGD1b debt reduction saves ~SGD75m annual interest pre-tax.
- Helped by high-single-digit EBIT growth and lower financing charges.
- Mindprint and ARISE proceeds alone could imply ~18% yield if fully distributed. Remaining OGH sales could add ~6-12% annual special yield over FY27-30E.

Total potential return over the next three years



Source: Maybank IBG Research, Company

Swing Factors

Upside

- Faster OGH monetisation and larger-than-expected special dividends
- Cocoa/coffee normalisation drives working-capital release and interest savings
- of re-rates from distressed ~2-2.5x EV/EBIT valuation

Downside

- Delays in asset sales or weaker realised proceeds
- Commodity price spikes rebuild working capital and debt
- of earnings recovery disappoints versus medium-term guidance

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FYE 31 Dec	FY24A	FY25A	FY26E	FY27E	FY28E
Key Metrics					
P/E (reported) (x)	nm	22.1	25.1	13.2	11.6
Core P/E (x)	21.3	7.1	25.1	13.2	11.6
P/BV (x)	0.7	0.7	0.6	0.6	0.5
P/NTA (x)	nm	nm	nm	nm	nm
Net dividend yield (%)	4.9	2.1	7.3	3.6	4.1
FCF yield (%)	nm	10.5	14.5	11.6	11.8
EV/EBITDA (x)	16.3	9.1	9.7	9.1	7.9
EV/EBIT (x)	26.0	13.3	15.3	13.7	11.6

INCOME STATEMENT (SGD m)

Revenue	22,986.6	29,599.9	23,587.6	23,338.4	23,165.3
EBITDA	1,504.7	1,834.1	1,518.8	1,601.7	1,646.9
Depreciation	0.0	0.0	0.0	0.0	0.0
Amortisation	0.0	0.0	0.0	0.0	0.0
EBIT	940.3	1,262.1	966.1	1,064.5	1,126.6
Net interest income / (exp)	(1,123.6)	(1,093.9)	(885.4)	(734.7)	(734.7)
Associates & JV	(21.1)	5.1	69.0	75.5	81.9
Exceptionals	(116.6)	(53.3)	0.0	0.0	0.0
Other pretax income	0.0	0.0	0.0	0.0	0.0
Pretax profit	(321.0)	120.0	149.7	405.3	473.8
Income tax	(17.5)	(60.7)	(19.4)	(79.2)	(94.1)
Minorities	116.1	111.0	55.5	27.8	23.6
Discontinued operations	308.8	273.8	0.0	0.0	0.0
Reported net profit	(222.4)	170.3	185.9	353.9	403.3
Core net profit	216.3	510.9	185.9	353.9	403.3

BALANCE SHEET (SGD m)

Cash & Short Term Investments	3,329.7	2,181.0	982.5	1,187.8	2,683.3
Accounts receivable	4,276.9	2,010.0	1,365.9	1,118.1	878.1
Inventory	16,092.0	10,015.9	9,160.8	9,064.0	8,996.8
Property, Plant & Equip (net)	6,032.8	4,715.9	4,707.4	4,649.3	4,603.4
Intangible assets	2,571.5	2,027.1	1,970.4	1,915.3	1,861.7
Investment in Associates & JVs	254.0	17.2	17.2	17.2	17.2
Other assets	12,668.9	5,573.5	5,573.5	5,573.5	5,573.5
Total assets	45,225.7	26,540.5	23,777.7	23,525.2	24,614.1
ST interest bearing debt	9,811.9	7,875.5	6,675.5	6,675.5	6,675.5
Accounts payable	5,001.7	3,879.6	2,861.8	2,621.8	2,384.9
LT interest bearing debt	12,168.2	6,559.7	3,559.7	3,559.7	3,559.7
Other liabilities	10,925.0	3,130.0	3,130.0	3,130.0	3,130.0
Total Liabilities	37,906.9	21,444.8	16,227.0	15,986.9	15,750.1
Shareholders Equity	7,009.9	4,930.6	7,441.2	7,456.5	8,805.8
Minority Interest	308.9	165.1	109.6	81.8	58.3
Total shareholder equity	7,318.8	5,095.7	7,550.8	7,538.3	8,864.1
Total liabilities and equity	45,225.7	26,540.5	23,777.7	23,525.2	24,614.1

CASH FLOW (SGD m)

Pretax profit	(321.0)	120.0	149.7	405.3	473.8
Depreciation & amortisation	564.4	572.0	552.6	537.2	520.3
Adj net interest (income)/exp	0.0	0.0	0.0	0.0	0.0
Change in working capital	45.5	481.4	104.5	70.3	50.0
Cash taxes paid	0.0	0.0	0.0	0.0	0.0
Other operating cash flow	0.0	0.0	0.0	0.0	0.0
Cash flow from operations	(5,318.2)	1,066.4	1,164.3	967.9	970.4
Capex	(657.9)	(685.7)	(487.5)	(424.0)	(420.8)
Free cash flow	(5,976.1)	380.6	676.8	544.0	549.5
Dividends paid	(265.8)	(189.1)	(75.3)	(338.7)	(169.9)
Equity raised / (purchased)	0.0	0.0	0.0	0.0	0.0
Change in Debt	6,036.8	348.2	(4,200.0)	0.0	0.0
Other invest/financing cash flow	(363.3)	(407.5)	2,400.0	0.0	1,115.9
Effect of exch rate changes	(38.6)	(286.6)	0.0	0.0	0.0
Net cash flow	(607.0)	(154.4)	(1,198.5)	205.3	1,495.5

FYE 31 Dec	FY24A	FY25A	FY26E	FY27E	FY28E
Key Ratios					
Growth ratios (%)					
Revenue growth	(58.1)	28.8	(20.3)	(1.1)	(0.7)
EBITDA growth	(34.3)	21.9	(17.2)	5.5	2.8
EBIT growth	(40.5)	34.2	(23.5)	10.2	5.8
Pretax growth	nm	nm	24.8	170.7	16.9
Reported net profit growth	nm	nm	9.1	90.4	14.0
Core net profit growth	(65.6)	136.2	(63.6)	90.4	14.0
Profitability ratios (%)					
EBITDA margin	6.5	6.2	6.4	6.9	7.1
EBIT margin	4.1	4.3	4.1	4.6	4.9
Pretax profit margin	nm	0.4	0.6	1.7	2.0
Payout ratio	nm	44.2	182.2	48.0	47.8
DuPont analysis					
Net profit margin (%)	nm	0.6	0.8	1.5	1.7
Revenue/Assets (x)	0.5	1.1	1.0	1.0	0.9
Assets/Equity (x)	6.5	5.4	3.2	3.2	2.8
ROAE (%)	(3.1)	2.9	3.0	4.8	5.0
ROAA (%)	0.6	1.4	0.7	1.5	1.7
Liquidity & Efficiency					
Cash conversion cycle	199.1	152.6	129.5	126.7	127.1
Days receivable outstanding	59.6	38.2	25.8	19.2	15.5
Days inventory outstanding	227.1	173.3	160.0	153.8	154.4
Days payables outstanding	87.6	58.9	56.2	46.3	42.8
Dividend cover (x)	(1.0)	2.3	0.5	2.1	2.1
Current ratio (x)	1.4	1.3	1.3	1.3	1.5
Leverage & Expense Analysis					
Asset/Liability (x)	1.2	1.2	1.5	1.5	1.6
Net gearing (%) (incl perps)	254.8	240.5	122.5	120.0	85.2
Net gearing (%) (excl. perps)	254.8	240.5	122.5	120.0	85.2
Net interest cover (x)	0.8	1.2	1.1	1.4	1.5
Debt/EBITDA (x)	14.6	7.9	6.7	6.4	6.2
Capex/revenue (%)	2.9	2.3	2.1	1.8	1.8
Net debt/ (net cash)	18,650.4	12,254.3	9,252.7	9,047.4	7,551.9

Source: Company; Maybank IBG Research

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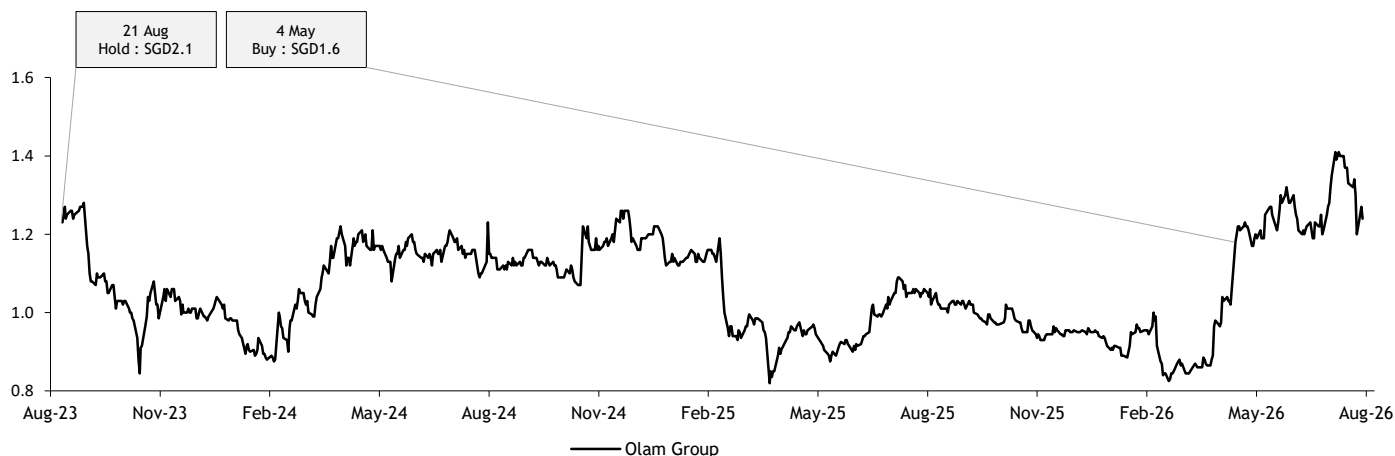
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