



## **Del Monte Pacific Limited**

**Management Discussion and Analysis of  
Unaudited Financial Condition and Results of Operations for  
the Third Quarter Ended 30 September 2005**

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### **DEL MONTE PACIFIC 3Q NET PROFIT IMPACTED BY EXCEPTIONAL EXPENSES**

- § 3Q Sales of US\$50.6m were flat against prior year**
- § 3Q PBIT before exceptional expenses was up 6% to US\$5.4m**
- § 3Q PBIT after exceptional items was down 23% to US\$3.9m**
- § 3Q Net Profit declined by 39% to US\$2.8m**

Singapore, 10<sup>th</sup> November 2005 – Mainboard-listed Del Monte Pacific Limited (Bloomberg: DELM SP, Reuters: DMPL.SI) announced third quarter turnover was flat at US\$50.6 million, while net profit fell 39% to US\$2.8 million from US\$4.5 million in the same quarter last year.

Sales to North America improved significantly due to higher prices of processed pineapple, while Philippines turnover rose 8% largely due to growth in beverages. However, combined with the impact of lower concentrate sales to Europe, overall sales were flat against the prior year quarter at US\$50.6 million.

Gross margin declined to 23.6% from 25.0% in the same quarter last year as the positive impact of higher pricing was more than offset by higher raw material, packaging, labour and energy costs.

PBIT decreased by 23% to US\$3.9 million from US\$5.1 million as a result of a US\$1.5 million charge for exceptional expenses which offset the positive impact of lower other operating expenses. Without the exceptional expenses, PBIT would have been up 6% versus the prior year quarter.

Net profit fell 39% to US\$2.8 million due to these reasons plus higher taxes and interest expense.

Turnover for the nine-month period was US\$153.2 million, up 15% versus the same period last year due to strong sales to North America and in the Philippines. However, net profit fell 20% to US\$13.0 million from US\$16.2 million mainly due to exceptional expenses of US\$3.7 million. Without these, net profit would have been down only 2% versus the prior year.

The Group reported a net debt position of US\$2.4 million as at 30 September 2005 compared to a net cash position of US\$8.2 million in the same quarter last year due to higher dividends paid, higher capital expenditure and higher working capital requirements.

In our Second Quarter 2005 Results' Outlook Statement, the Group stated that it expected net profit in 2005 to be lower than that in 2004 due to significant pressure in the second half from higher product costs, higher marketing costs and higher taxes.

In addition to these factors, the Company's performance is also being impacted by lower than expected sales in China and India. The Company also incurred an unexpected US\$1.5 million charge for exceptional expenses in the third quarter.

Moreover, performance in the fourth quarter is expected to be further impacted by higher product costs as well as higher taxes due to better profits in jurisdictions where tax rates are higher.

The Company is now expecting net profit in 2005 to be significantly lower than that in 2004.

## FINANCIAL HIGHLIGHTS – THIRD QUARTER 2005

Amounts in <b>US\$'000</b> unless otherwise stated <sup>1</sup>	For the three months ended 30 September		YoY Change (%)	For the nine months ended 30 September		YoY Change (%)
	2005	2004		2005	2004	
Turnover	<b>50,601</b>	50,657	(0.1)	<b>153,171</b>	133,157	15.0
Gross profit	<b>11,922</b>	12,672	(5.9)	<b>37,653</b>	34,722	8.4
Gross profit margin (%)	<b>23.6</b>	25.0	(1.4 ppt)	<b>24.6</b>	26.1	(1.5 ppt)
EBITDA	<b>5,524</b>	6,822	(19.0)	<b>21,118</b>	23,877	(11.6)
EBITDA margin (%)	<b>10.9</b>	13.5	(2.6 ppt)	<b>13.8</b>	17.9	(4.1 ppt)
PBIT	<b>3,892</b>	5,074	(23.3)	<b>16,830</b>	19,353	(13.0)
PBIT margin (%)	<b>7.7</b>	10.0	(2.3 ppt)	<b>11.0</b>	14.5	(3.5 ppt)
Net profit	<b>2,775</b>	4,545	(38.9)	<b>12,971</b>	16,173	(19.8)
Net profit margin (%)	<b>5.5</b>	9.0	(3.5 ppt)	<b>8.5</b>	12.1	(3.6 ppt)
EPS (US cents)	<b>0.26</b>	0.42	(38.1)	<b>1.20</b>	1.51	(20.5)
Net cash (debt)	<b>(2,400)</b>	8,239	n/m	<b>(2,400)</b>	8,239	n/m
Cash flow from/ (used in) operations	<b>(4,254)</b>	4,992	n/m	<b>(5,483)</b>	17,222	n/m
Capital expenditure	<b>1,642</b>	810	102.7	<b>4,143</b>	1,915	116.3
Dividend per share (US cents)	-	-	-	<b>0.31</b>	0.54	(42.6)

<sup>1</sup> The Company's reporting currency is US dollars. See Notes to the Financial Statements number 1 for the Singapore-dollar equivalent table.

n/m – not meaningful

## REVIEW OF OPERATING PERFORMANCE FOR THIRD QUARTER 2005

Group turnover for the third quarter was flat at US\$50.6 million. Higher sales to North America and in the Philippines were offset by weak concentrate sales in Europe, lower tropical mixed fruit sales in other Asian markets as well as lower non-processed product sales.

Gross profit declined by 6% to US\$11.9 million from US\$12.7 million due to higher product costs, namely raw materials, packaging, labour and energy costs. Gross profit margin declined to 23.6% from 25.0%.

PBIT dropped 23% to US\$3.9 million from US\$5.1 million due to a US\$1 million provision for off-specification products and an additional expense of US\$0.5 million relating to a prior year tax assessment, both of which offset lower marketing spending, lower inventory provisions and a favourable IAS 41 adjustment.

Net profit fell 39% to US\$2.8 million from US\$4.5 million due to the lower PBIT as well as higher interest expense and taxes.

The core products - processed products and beverages - which accounted for 95% of Group turnover in the third quarter had slightly increased sales of 1% as higher prices were offset by lower volume. However, PBIT declined by 31% as a result of the exceptional expenses.

Non-processed products - mainly the non-core cattle business and fresh pineapples sold only in Asia - which accounted for 5% of Group turnover decreased by 22% as higher prices were insufficient to offset lower volume. However, PBIT for this segment turned around to a profit of US\$0.3 million from a loss of US\$0.2 million in the same quarter last year due to lower cattle cost and a favourable IAS 41 adjustment.

Asia, accounting for 62% of Group turnover, had flat sales of US\$31.3 million. Higher sales in the Philippines were offset by the weak performance of the non-processed segment as well as the lower sales of tropical mixed fruit in other Asian markets due to a shortage of papaya fruit. PBIT for the region declined by 46% to US\$1.6 million largely due to the exceptional expenses and

higher product costs which offset reduced marketing spending in the Philippines and lower other operating expenses.

Europe/North America, accounting for 38% of Group turnover, had sales of US\$19.3 million which were slightly lower by 1.3% as strong sales in North America due to improved pricing were not enough to offset the lower concentrate sales in Europe. PBIT increased by 10% primarily due to lower other operating expenses which mitigated the impact of higher product costs.

The Group's nine-month turnover increased by 15% to US\$153.2 million from US\$133.2 million mainly due to strong sales to North America and in the Philippines. However, gross profit margin declined to 24.6% from 26.1% primarily due to higher product costs. PBIT declined by 13% to US\$16.8 million from US\$19.4 million compared to the same quarter last year mainly due to the exceptional expenses of US\$3.7 million, partially offset by reduced marketing spending, lower inventory provisions and a favourable IAS 41 adjustment in the third quarter.

The US\$3.7 million of exceptional expenses included a US\$1 million provision for product disposal, a US\$0.5 million provision for an asset impairment, a US\$1.1 million expense for additional tax assessments and a US\$1 million provision for off-specification products.

The operating cash flow for the third quarter was a negative US\$4.3 million due to higher working capital requirements largely due to higher packaging and raw material inventory. For the nine-month period, operating cash flow also reflected a negative US\$5.5 million for the same reason.

The Group reported a net debt position of US\$2.4 million as at 30 September 2005 compared to a net cash position of US\$8.2 million in the same quarter last year due to higher dividends paid, higher capital expenditure and higher working capital requirements.

Capital expenditures in the third quarter of 2005 increased to US\$1.6 million from US\$0.8 million in the prior year quarter largely due to capital projects for operations in the Philippines.

## **VARIANCE FROM PROSPECT STATEMENT**

During the first half 2005 results announcement, the Group indicated that it anticipates its full year 2005 performance to be lower than that in 2004. The nine-month results were in line with this statement.

## **BUSINESS OUTLOOK**

In our Second Quarter 2005 Results' Outlook Statement, the Group stated that it expected net profit in 2005 to be lower than that in 2004 due to significant pressure in the second half from higher product costs, higher marketing costs and higher taxes.

In addition to these factors, the Company's performance is also being impacted by lower than expected sales in China and India. The Company also incurred an unexpected US\$1.5 million charge for exceptional expenses in the third quarter.

Moreover, performance in the fourth quarter is expected to be further impacted by higher product costs and higher taxes due to better profits in jurisdictions where tax rates are higher.

The Company is now expecting net profit in 2005 to be significantly lower than that in 2004.

## REVIEW OF TURNOVER AND PBIT

### 1. By geographical segments

In US\$'000	Turnover			PBIT		
	For the three months ended 30 Sept		YoY Change (%)	For the three months ended 30 Sept		YoY Change (%)
	2005	2004		2005	2004	
Asia	31,275	31,079	0.6	1,614	3,011	(46.4)
Europe/North America	19,326	19,578	(1.3)	2,278	2,063	10.4
<b>Total</b>	<b>50,601</b>	<b>50,657</b>	<b>(0.1)</b>	<b>3,892</b>	<b>5,074</b>	<b>(23.3)</b>

In US\$'000	Turnover			PBIT		
	For the nine months ended 30 Sept		YoY Change (%)	For the nine months ended 30 Sept		YoY Change (%)
	2005	2004		2005	2004	
Asia	96,218	84,578	13.8	9,450	12,803	(26.2)
Europe/North America	56,953	48,579	17.2	7,380	6,550	12.7
<b>Total</b>	<b>153,171</b>	<b>133,157</b>	<b>15.0</b>	<b>16,830</b>	<b>19,353</b>	<b>(13.0)</b>

See Notes to the Financial Statements number 4 for more details.

#### Asia

Asia, which accounted for 62% of Group turnover in the third quarter, registered flat turnover at US\$31.3 million.

The Philippine market grew by 8% driven by increased volume of 4% and higher prices of 3.5%. All the major categories saw improvements in both volume and prices, with stronger performance in the beverage and processed fruit segments.

Great Lakes' sales for the third quarter of US\$2.2 million were up 2% from the same quarter last year driven by volume. This accounted for 7% of the Group's turnover in Asia for this quarter.

Gains in the Philippines and in Great Lakes were offset by the weak performance in other Asian markets and lower cattle sales. Sales of mixed fruits in other Asian markets were down due to shortage of papaya fruit.

PBIT for the region declined by 46% to US\$1.6 million from US\$3.0 million largely due to the exceptional expenses and higher product costs. PBIT margin dropped to 5.2% from 9.7%.

For the nine-month period, turnover grew 14% to US\$96.2 million from US\$84.6 million with all markets posting growth. The Philippine market was up 11% with higher volume of 5% and improved prices of 6%. Great Lakes was consolidated starting July 2004, hence, it contributed only one quarter to last year's year-to-date numbers.

PBIT for the nine-month period dropped 26% to US\$9.5 million from US\$12.8 million largely due to the exceptional expenses. Product costs were also higher. PBIT margin declined to 9.8% from 15.1%.

#### Europe/North America

Europe/North America, which comprised 38% of Group turnover in the third quarter, posted a slight decline in turnover of 1% to US\$19.3 million from US\$19.6 million. Strong sales to North America were offset by lower sales to Europe.

For North America, pricing of processed pineapple improved, while for Europe, volume and pricing of concentrate were significantly lower.

PBIT for Europe/North America in the third quarter grew 10% to US\$2.3 million from US\$2.1 million due to lower other operating expenses which offset higher costs. PBIT margin for the third quarter improved to 11.8% from 10.5% in the same quarter last year.

For the nine-month period, turnover increased by 17% to US\$57.0 million from US\$48.6 million last year mainly due to strong volume and pricing of processed pineapple in North America. PBIT grew 13% to US\$7.4 million from US\$6.6 million. PBIT margin slightly declined to 13% from 13.5% due to higher product costs.

## 2. By business segments

In US\$'000	Turnover			PBIT		
	For the three months ended 30 Sept		YoY Change	For the three months ended 30 Sept		YoY Change
	2005	2004	(%)	2005	2004	(%)
Processed Products	32,524	31,274	4.0	1,369	2,398	(42.9)
Beverages	15,791	16,447	(4.0)	2,254	2,882	(21.8)
Non-processed Products	2,286	2,936	(22.1)	269	(206)	n/m
<b>Total</b>	<b>50,601</b>	<b>50,657</b>	<b>(0.1)</b>	<b>3,892</b>	<b>5,074</b>	<b>(23.3)</b>

In US\$'000	Turnover			PBIT		
	For the nine months ended 30 Sept		YoY Change	For the nine months ended 30 Sept		YoY Change
	2005	2004	(%)	2005	2004	(%)
Processed Products	99,729	86,644	15.1	10,096	11,316	(10.8)
Beverages	45,306	38,763	16.9	5,844	8,007	(27.0)
Non-processed Products	8,136	7,750	5.0	890	30	n/m
<b>Total</b>	<b>153,171</b>	<b>133,157</b>	<b>15.0</b>	<b>16,830</b>	<b>19,353</b>	<b>(13.0)</b>

See Notes to the Financial Statements number 4 for more details.

### Processed Products

Processed products, the largest product category, contributed 64% to Group turnover in the third quarter. This segment comprises of processed fruit and vegetable (pineapple, tropical mixed fruit, tomato-based products and gherkin), and other processed products such as pasta and condiments.

Turnover of the segment increased by 4% to US\$32.5 million from US\$31.3 million due to higher prices of 15% offsetting the decline in volume of 9%. The major driver for higher turnover was processed pineapple in North America which had a significant price increase. This offset the decline in mixed fruit sales to other Asian markets due to a shortage of papaya fruit.

PBIT for processed products dropped 43% to US\$1.4 million from US\$2.4 million due to the exceptional expenses, which offset lower marketing spending and lower other operating expenses. PBIT margin for the quarter declined to 4.2% from 7.7% in the prior year quarter.

For the nine-month period, turnover grew 15% to US\$99.7 million from US\$86.6 million due to higher volume of 7% and improved prices of 8%. The main drivers were higher sales of processed pineapple in North America and higher sales of tomato-based products in the Philippines.

PBIT was down by 11% to US\$10.1 million from US\$11.3 million due to the exceptional expenses which offset lower marketing spending and lower other operating expenses. PBIT margin declined to 10.1% from 13.1%.

### Beverages

Beverages accounted for 31% of Group turnover in the third quarter. This segment consists of juices, juice drinks, purees and juice concentrate.

Turnover for this segment declined 4% to US\$15.8 million from US\$16.4 million largely due to weak concentrate sales to Europe, which offset the strong sales of juices in the Philippines.

Great Lakes posted sales of US\$2.2m which accounted for 14% of beverage turnover.

Group PBIT for the quarter declined 22% to US\$2.3 million from US\$2.9 million due to lower turnover and higher product costs. PBIT margin dropped to 14.3% from 17.5%.

For the nine-month period, turnover increased by 17% to US\$45.3 million from US\$38.8 million mainly due to strong sales in the Philippines of 18% and Great Lakes' contribution for the full nine months of this year versus only three months last year. This offset the weak concentrate sales to Europe. However, PBIT fell 27% to US\$5.8 million from US\$8.0 million due to higher product costs and losses in new businesses. PBIT margin dropped to 12.9% from 20.7%.

### **Non-processed Products**

Accounting for 5% of Group turnover, non-processed products consist mainly of the non-core cattle business and fresh pineapple, both sold only in Asia. The cattle operation is used for the disposal of pineapple pulp.

Turnover for this segment decreased by 22% to US\$2.3 million from US\$2.9 million as a result of lower cattle and fresh pineapple volume, which offset improved prices.

However, PBIT for this segment turned around to US\$0.3 million from a loss of US\$0.2 million in the same quarter last year due to lower cattle cost. More sourcing was done from domestic sources instead of imported sources. Other operating expense was also lower due to favourable IAS 41 adjustment. PBIT margin turned around to 11.8% from a negative 7% in the prior year quarter.

For the nine-month period, turnover grew 5% to US\$8.1 million from US\$7.8 million due to strong fresh pineapple prices which offset lower cattle and fresh pineapple volume. PBIT improved significantly to US\$0.9 million from US\$0.03 million due to higher prices. PBIT margin jumped to 10.9% from 0.4%.



## REVIEW OF COST OF GOODS SOLD AND OPERATING EXPENSES

% of Turnover	For the three months ended 30 Sept		For the nine months ended 30 Sept	
	2005	2004	2005	2004
Cost of Goods Sold	76.4	75.0	75.4	73.9
Distribution and Selling Expenses	6.3	7.1	6.2	6.3
General and Administration Expenses	2.9	1.8	2.5	1.7
Other Operating Expenses	6.6	5.7	5.2	3.4

### Cost of Goods Sold

In the third quarter and nine-month period, costs increased as a result of higher raw material, tinplate, labor, energy and fixed costs as well as the unfavourable impact of a 1% Peso appreciation. The Group's third quarter cost of goods sold as a percentage of turnover rose marginally to 76.4% from 75.0% in the prior year quarter. For the nine-month period, it rose to 75.4% from 73.9%.

### Distribution and Selling Expenses

In the third quarter, distribution & selling expenses as a percentage of turnover was lower due to reduced spending in the Philippine market. For the nine-month period, distribution & selling expenses to turnover was slightly lower than last year despite higher marketing spending in the Philippines and China as turnover increased at a higher rate.

### General and Administration Expenses

In the third quarter and nine-month period, general and administration expenses as a percentage of turnover increased largely due to the consolidation of new businesses in China and India.

### Other Operating Expenses

In the third quarter, other operating expenses as a percentage of turnover increased due to the US\$1 million provision for off-specification products and the US\$0.5 million in additional tax assessment, which offset lower inventory provisions and a favourable IAS 41 adjustment. For the nine-month period, this was exacerbated by the US\$1m provision for product disposal, the US\$0.5 million provision for an asset impairment and the US\$0.6 million for an additional tax assessment booked in the first half.

IAS 41 requires the Company to revalue biological assets at fair value less point-of-sale costs. The relatively large fluctuations in cattle prices can significantly affect the carrying value of this asset and thus impact the income statement.

In US\$'000	For the three months ended 30 Sept		YoY Change (%)	For the nine months ended 30 Sept		YoY Change (%)
	2005	2004		2005	2004	
Other operating expenses (before IAS 41)	3,485	2,355	48.0	7,610	4,148	83.5
Net changes in fair value of biological assets that remain unsold as at the end of the period	(121)	537	n/m	384	395	(2.8)
Other operating expenses (after IAS 41)	3,364	2,892	16.3	7,994	4,543	76.0

## REVIEW OF GROUP ASSETS AND LIABILITIES

Extract of Accounts with Significant Variances US\$'000	As at		
	30 Sept 2005	30 Sept 2004	31 Dec 2004
Intangibles	14,840	15,289	15,156
Other assets	8,551	8,597	6,230
Inventories	57,826	40,115	35,679
Biological assets	38,513	37,508	37,248
Trade debtors	20,847	12,754	23,981
Other debtors, deposits and prepayments	8,843	8,156	7,525
Due from affiliated companies (trade)	79	6,528	127
Trade creditors	11,966	7,834	8,997
Other creditors and accruals	15,873	15,328	18,191

### Intangible assets

Intangible assets decreased compared to the same quarter last year and year-end 2004 due to amortisation of trademarks and other intangibles.

### Other assets

Other assets increased significantly compared to year-end 2004 due to the timing of land rental advances and land expansions.

### Inventories

Inventories increased compared to the same quarter last year due to higher levels of tomato paste raw material, tinsplate, glass jar and plastic cup packaging materials as well as higher finished goods inventory. Inventories at year-end are generally lower as a result of higher sales in fourth quarter on account of the festive season.

### Biological assets

Biological assets consist of deferred growing crops and livestock. Biological assets increased compared to the same quarter last year and year-end 2004 due to an increase in farmed land, higher labour and fuel costs.

### Trade debtors

Trade debtors increased significantly compared to the same quarter last year largely due to the reclassification of receivables relating to sales to Europe. Prior to the acquisition of Del Monte Foods Europe by Fresh Del Monte Produce Inc from the Cirio Group on 1 October 2004, receivables from Europe were classified as due from affiliated companies (trade). Meanwhile, trade debtors at year-end are generally higher as a result of higher sales in the fourth quarter.

### Other debtors, deposits and prepayments

Other debtors, deposits and prepayments increased compared to the same period last year and year-end 2004 primarily as a result of timing and business expansion.

### Due from affiliated companies (trade)

Due from affiliated companies (trade) declined significantly compared to the same quarter last year due to the reclassification of receivables relating to sales to Europe.

### Trade creditors

Trade creditors increased compared to the same quarter last year and year-end 2004 due to timing of payments to suppliers and increased purchases.

## Other creditors and accruals

Other creditors and accruals increased compared to the same quarter last year mainly due to the provision for off-specification products partially offset by lower accruals of A&P. However, this account decreased versus year-end 2004 primarily due to the timing of payments to other creditors.

## SHARE CAPITAL

Ordinary shares issued and fully paid-up share capital	As at 30 Sept		As at 31 Dec
	2005	2004	2004
Number of shares	1,081,581,194	1,074,453,194	1,074,483,194
Share capital (US\$'000)	10,816	10,744	10,745

A total of 7,098,000 share options were exercised for the nine months ended 30 September 2005 (2,734,000 share options in the third quarter) and new shares were issued as a result thereof. As at 30 September 2005, the total number of outstanding share options was 8,549,436 (31 December 2004: 16,158,694). A total of 511,258 share options lapsed since 31 December 2004.

## CASH FLOW AND LIQUIDITY

Cash flow in US\$'000	
Net cash for the quarter ended 30 June 2005	5,746
Net cash from operating activities	(4,254)
Capital expenditure	(1,642)
Proceeds from disposal of fixed assets	104
Dividend payment	(3,350)
Proceeds from exercise of share options	801
Effect of exchange rate changes	195
Net cash for the quarter ended 30 September 2005	(2,400)

Liquidity in US\$'000	As at 30 Sept		As at 31 Dec
	2005	2004	2004
Gross borrowings	57,614	12,872	29,810
Current	57,614	12,872	29,810
Secured	-	-	-
Unsecured	57,614	12,872	29,810
Non-current	-	-	-
Secured	-	-	-
Unsecured	-	-	-
Less: Cash and bank balances	55,214	21,111	57,517
Net cash (debt)	(2,400)	8,239	27,707

The Group registered a net debt position of US\$2.4 million as at 30 September 2005, compared to a net cash position of US\$8.2 million as at 30 September 2004. This was due to higher dividends paid, higher capital expenditure and higher working capital requirements for packaging inventory, particularly tinplates, and advance purchases of tomato paste, compared to the same quarter last year. The Group was in a net debt position as at 30 September 2005 compared to a net cash position of US\$27.7 million as at year-end 2004 mainly due to the payment of dividends in the second quarter of 2005.

## CAPITAL EXPENDITURE

In the third quarter of 2005, capital expenditure increased to US\$1.6 million compared to US\$0.8 million in the same quarter last year. The key projects for the quarter were:

- § Acquisition of High Fiber Juice Extraction Equipment, Sedicanter for Mill Juice Recycling, other equipment units for Plastic Cup Line improvement as well as major overhauling of various Cannery machines.
- § Major reconditioning and replacement of various farm machines & heavy automotive equipment units in the Plantation.
- § Improvements in the Cannery and Plantation for Regulatory & Good Manufacturing Practices Compliance.

In US\$'000	For the three months ended 30 Sept		For the nine months ended 30 Sept	
	2005	2004	2005	2004
Capex	1,642	810	4,143	1,915
Depreciation	1,499	1,467	4,417	4,084

## DIVIDENDS

No dividends were declared for this quarter and corresponding prior year quarter.

**DEL MONTE PACIFIC LIMITED**  
**UNAUDITED CONSOLIDATED PROFIT AND LOSS ACCOUNTS**

Amounts in US\$'000	For the three months ended 30 Sept			For the nine months ended 30 Sept		
	2005	2004	%	2005	2004	%
	Turnover	50,601	50,657	(0.1)	153,171	133,157
Cost of sales	(38,679)	(37,985)	1.8	(115,518)	(98,435)	17.4
<b>Gross profit</b>	<b>11,922</b>	<b>12,672</b>	<b>(5.9)</b>	<b>37,653</b>	<b>34,722</b>	<b>8.4</b>
Distribution and selling expenses	(3,189)	(3,602)	(11.5)	(9,474)	(8,354)	13.4
General and administration expenses	(1,449)	(899)	61.2	(3,801)	(2,259)	68.3
Other operating expenses	(3,364)	(2,892)	16.3	(7,994)	(4,543)	76.0
<b>Profit from operations</b>	<b>3,920</b>	<b>5,279</b>	<b>(25.7)</b>	<b>16,384</b>	<b>19,566</b>	<b>(16.3)</b>
Financial income	520	214	143.0	1,807	622	190.5
Financial expense	(1,044)	(680)	53.5	(2,532)	(2,270)	11.5
<b>Profit before taxation</b>	<b>3,396</b>	<b>4,813</b>	<b>(29.4)</b>	<b>15,659</b>	<b>17,918</b>	<b>(12.6)</b>
Taxation	(654)	(272)	140.4	(2,826)	(1,749)	61.6
Profit after taxation	2,742	4,541	(39.6)	12,833	16,169	(20.6)
Minority interest	33	4	n/m	138	4	n/m
<b>Net profit attributable to shareholders</b>	<b>2,775</b>	<b>4,545</b>	<b>(38.9)</b>	<b>12,971</b>	<b>16,173</b>	<b>(19.8)</b>
<b>Notes:</b>						
Depreciation and amortisation	(1,604)	(1,543)	4.0	(4,734)	(4,311)	9.8
<b>Financial income comprise:</b>						
Interest income	520	214	143.0	1,361	622	118.8
Foreign exchange gain	-	-	-	446	-	n/m
	520	214	143.0	1,807	622	190.5
<b>Financial expense comprise:</b>						
Interest expense	(1,016)	(475)	113.9	(2,532)	(2,057)	23.1
Foreign exchange loss	(28)	(205)	(86.3)	-	(213)	(100.0)
	(1,044)	(680)	53.5	(2,532)	(2,270)	11.5

*n/m – not meaningful*

Earnings per ordinary share in US cents	For the three months ended 30 Sept		For the nine months ended 30 Sept	
	2005	2004	2005	2004
	Earnings per ordinary share based on net profit attributable to shareholders:			
(i) Based on existing issued share capital	0.26	0.42	1.20	1.51
(ii) On a fully diluted basis	0.26	0.42	1.20	1.51

**DEL MONTE PACIFIC LIMITED  
BALANCE SHEETS**

Amounts in US\$'000	Group			Company		
	30 Sept 2005 Unaudited	30 Sept 2004 Unaudited	31 Dec 2004 Audited	30 Sept 2005 Unaudited	30 Sept 2004 Unaudited	31 Dec 2004 Audited
<b>EQUITY</b>						
Share capital	10,816	10,744	10,745	10,816	10,744	10,745
Share premium	68,634	66,601	66,609	68,773	66,740	66,748
Translation reserves	(68,278)	(68,448)	(68,617)	-	-	-
Revenue reserves	138,980	136,914	148,853	(23,083)	(7,736)	1,244
	<b>150,152</b>	145,811	157,590	<b>56,506</b>	69,748	78,737
Minority interest	(148)	40	(9)	-	-	-
	<b>150,004</b>	145,851	157,581	<b>56,506</b>	69,748	78,737
<b>ASSETS LESS LIABILITIES</b>						
Fixed assets	48,243	47,288	48,832	-	-	-
Subsidiaries	-	-	-	16,709	16,707	16,709
Intangible assets	14,840	15,289	15,156	-	-	-
Other assets	8,551	8,597	6,230	-	-	-
<b>Current assets</b>						
Inventories	57,826	40,115	35,679	-	-	-
Biological assets *	38,513	37,508	37,248	-	-	-
Trade debtors	20,847	12,754	23,981	-	-	-
Other debtors, deposits and prepayments	8,843	8,156	7,525	36	94	2
Due from subsidiaries (non-trade)	-	-	-	83,910	81,210	81,386
Due from affiliated companies (trade)	79	6,528	127	-	-	-
Short-term deposits	52,662	19,475	50,681	-	-	-
Cash and bank balances	2,552	1,636	6,836	13	13	12
	<b>181,322</b>	126,172	162,077	<b>83,959</b>	81,317	81,400

\* Biological assets consist of deferred growing crops and livestock.



**DEL MONTE PACIFIC LIMITED**  
**UNAUDITED STATEMENTS OF CHANGES IN EQUITY**

**THE GROUP**

Amounts in US\$'000	Share capital	Share premium	Translation reserves	Revenue reserves	Total
<b>As at 1 January 2004</b>	10,721	65,936	(67,665)	140,291	149,283
<b>As at 1 July 2004</b>	10,744	66,595	(68,304)	138,171	147,206
Currency translation differences	-	-	(144)	-	(144)
Shares issued under share option plan	-	6	-	-	6
Net profit attributable to shareholders	-	-	-	4,545	4,545
Dividends	-	-	-	(5,802)	(5,802)
<b>As at 30 September 2004</b>	<b>10,744</b>	<b>66,601</b>	<b>(68,448)</b>	<b>136,914</b>	<b>145,811</b>
Net gains and (losses) not recognised in profit and loss account	-	-	(144)	-	(144)
<b>As at 1 January 2005</b>	10,745	66,609	(68,617)	148,853	157,590
<b>As at 1 July 2005</b>	10,788	67,861	(68,531)	139,555	149,673
Currency translation differences	-	-	253	-	253
Shares issued under share option plan	28	773	-	-	801
Net profit attributable to shareholders	-	-	-	2,775	2,775
Dividends	-	-	-	(3,350)	(3,350)
<b>As at 30 September 2005</b>	<b>10,816</b>	<b>68,634</b>	<b>(68,278)</b>	<b>138,980</b>	<b>150,152</b>
Net gains and (losses) not recognised in profit and loss account	-	-	253	-	253

**THE COMPANY**

Amounts in US\$'000	Share capital	Share Premium	Revenue Reserves	Total
<b>As at 1 January 2004</b>	10,721	66,075	676	77,472
<b>As at 1 July 2004</b>	10,744	66,734	(1,446)	76,032
Shares issued under share option plan	-	6	-	6
Net profit attributable to shareholders	-	-	(488)	(488)
Dividends	-	-	(5,802)	(5,802)
<b>As at 30 September 2004</b>	<b>10,744</b>	<b>66,740</b>	<b>(7,736)</b>	<b>69,748</b>
<b>As at 1 January 2005</b>	10,745	66,748	1,244	78,737
<b>As at 1 July 2005</b>	10,788	68,000	(19,225)	59,563
Shares issued under share option plan	28	773	-	801
Net loss attributable to shareholders	-	-	(508)	(508)
Dividends	-	-	(3,350)	(3,350)
<b>As at 30 September 2005</b>	<b>10,816</b>	<b>68,773</b>	<b>(23,083)</b>	<b>56,506</b>



**DEL MONTE PACIFIC LIMITED**  
**UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS**

Amounts in US\$'000

	For the three months ended 30 Sept		For the nine months ended 30 Sept	
	2005	2004	2005	2004
<b>Cash flows from operating activities</b>				
Net Profit attributable to shareholders	2,775	4,545	12,971	16,173
Adjustments for:				
Depreciation and amortisation	1,604	1,543	4,734	4,311
Provision for (write-back) asset impairment	(18)	(4)	502	(11)
Provision for inventory obsolescence	830	1,068	1,377	1,899
Provision for doubtful debts	380	227	456	301
Provision for product disposal and off-spec products	1,000	-	2,000	-
Provision for (write-back) deferred income tax	(104)	67	(192)	392
(Gain) on disposal of fixed assets	(9)	(46)	(52)	(125)
Minority Interest	(33)	(4)	(138)	(4)
Operating profit before working capital changes	6,425	7,396	21,658	22,936
Decrease (increase) in:				
Other assets	(355)	(581)	(2,321)	(2,564)
Inventories	(5,734)	4,177	(23,527)	269
Biological assets	145	(2,103)	(1,265)	(3,274)
Trade debtors	(4,565)	(1,102)	2,926	9,240
Other debtors, deposits and prepayments	(458)	(830)	(1,571)	(1,076)
Increase (decrease) in:				
Trade creditors, other creditors and accruals	521	(609)	(1,109)	(5,087)
Due from (to) affiliated companies (trade and non-trade)	266	(992)	232	(2,519)
Provision for taxation	(499)	(364)	(506)	(703)
Net cash provided by (used in) operating activities	(4,254)	4,992	(5,483)	17,222
<b>Cash flows from investing activities</b>				
Proceeds from disposal of fixed assets	104	165	162	248
Purchase of fixed assets	(1,642)	(810)	(4,143)	(1,915)
Acquisition of subsidiary companies, net of debt	-	(7,355)	-	(7,355)
Net cash used in investing activities	(1,538)	(8,000)	(3,981)	(9,022)
<b>Cash flows from financing activities</b>				
Short-term borrowings	4,408	(17,205)	27,804	(18,404)
Proceeds from exercise of stock options	801	6	2,096	688
Dividends paid	(3,350)	(5,802)	(22,844)	(19,550)
Net cash provided by (used in) financing activities	1,859	(23,001)	7,056	(37,266)
<b>Effect of exchange rate changes on cash and cash equivalents</b>	195	(91)	105	(333)
<b>Net decrease in cash and cash equivalents</b>	(3,738)	(26,100)	(2,303)	(29,399)
<b>Cash and cash equivalents, beginning of period</b>	58,952	47,211	57,517	50,510
<b>Cash and cash equivalents, end of period</b>	55,214	21,111	55,214	21,111

**DEL MONTE PACIFIC LIMITED**  
**UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS (CONTINUED)**

**Supplemental Disclosures of Cash Flow Information**

Amounts in US\$'000	For the three months ended 30 Sept		For the nine months ended 30 Sept	
	2005	2004	2005	2004
(a) Cash paid (received) during the year, included in operating activities				
Interest expenses	796	409	2,023	1,901
Interest income	(508)	(214)	(1,294)	(582)
Income taxes	1,268	562	3,504	2,043
	<u>1,268</u>	<u>562</u>	<u>3,504</u>	<u>2,043</u>
(b) Analysis of the balances of cash and cash equivalents				
Cash and bank balances	2,552	1,636	2,552	1,636
Short-term deposits	52,662	19,475	52,662	19,475
	<u>55,214</u>	<u>21,111</u>	<u>55,214</u>	<u>21,111</u>

## NOTES TO THE FINANCIAL STATEMENTS

### 1. FINANCIAL HIGHLIGHTS IN SINGAPORE DOLLARS

Amounts in S\$'000 unless otherwise stated	For the three months ended 30 Sept		YoY Change (%)	For the nine months ended 30 Sept		YoY Change (%)
	2005	2004		2005	2004	
Turnover	<b>85,010</b>	87,130	(2.4)	<b>252,732</b>	226,367	11.6
Gross profit	<b>20,029</b>	21,796	(8.1)	<b>62,127</b>	59,027	5.3
Gross profit margin (%)	<b>23.6</b>	25.0	(1.4 ppt)	<b>24.6</b>	26.1	(1.5 ppt)
EBITDA	<b>9,280</b>	11,734	(20.9)	<b>34,845</b>	40,591	(14.2)
EBITDA margin (%)	<b>10.9</b>	13.5	(2.6 ppt)	<b>13.8</b>	17.9	(4.1 ppt)
PBIT	<b>6,539</b>	8,727	(25.1)	<b>27,770</b>	32,900	(15.6)
PBIT margin (%)	<b>7.7</b>	10.0	(2.3 ppt)	<b>11.0</b>	14.5	(3.5 ppt)
Net profit	<b>4,662</b>	7,817	(40.4)	<b>21,402</b>	27,494	(22.2)
Net profit margin (%)	<b>5.5</b>	9.0	(3.5 ppt)	<b>8.5</b>	12.1	(3.6 ppt)
EPS (SG cents)	<b>0.44</b>	0.72	(38.9)	<b>1.98</b>	2.57	(23.0)
Net cash/(debt)	<b>(4,032)</b>	14,171	n/m	<b>(3,960)</b>	14,006	n/m
Cash flow from/ (used in) operations	<b>(7,147)</b>	8,586	n/m	<b>(9,047)</b>	29,277	n/m
Capital expenditure	<b>2,759</b>	1,393	98.1	<b>6,836</b>	3,256	110.0
Dividend per share (SG cents)	-	-	-	<b>0.51</b>	0.92	(44.6)

Note:

P&L S\$/US\$ conversion rate: 1.68 in 3Q05 and 1.65 in 9M05 (3Q04: 1.72 & 9M05: 1.70)

n/m – not meaningful

### 2. AUDIT

Third quarter 2005 figures have neither been audited nor reviewed by the Group's auditors.

### 3. ACCOUNTING POLICIES

The accounting policies adopted are consistent with those of the previous financial year except for the following standards which became effective on 1 January 2005. The Group's adoption of the new and revised standards has no significant impact on current and prior periods.

- IFRS 2 Share-Based Payment;
- IAS 1 Presentation of Financial Statements (amended 2004);
- IAS 2 Inventories (revised 2003);
- IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors (revised 2003);
- IAS 10 Events after the Balance Sheet Date (amended 2004);
- IAS 16 Property, Plant and Equipment (amended 2004);
- IAS 17 Leases (amended 2004);
- IAS 21 The Effects of Changes in Foreign Exchange Rates (revised 2003);
- IAS 24 Related Party Disclosures (revised 2003);
- IAS 27 Consolidated and Separate Financial Statements (amended 2004);
- IAS 32 Financial Instruments: Disclosure and Presentation (amended 2004);
- IAS 33 Earnings per Share (amended 2004); and
- IAS 39 Financial Instruments: Recognition and Measurement (amended 2004).

## 4. GROUP SEGMENTAL REPORTING

### By business segments

<b>For the nine months ended 30 Sept 2005</b>				<b>Non-Processed</b>	
<b>in US\$'000</b>	<b>Processed</b>	<b>Beverages</b>	<b>Products</b>	<b>Products</b>	<b>Consolidated</b>
Turnover	99,729	45,306		8,136	153,171
Profit from operations, representing segment result	9,806	5,707		871	16,384
Net foreign exchange gain	290	137		19	446
Profit before interest and taxation	10,096	5,844		890	16,830
Net interest expense	(672)	(452)		(47)	(1,171)
Profit before taxation	9,424	5,392		843	15,659
Taxation					(2,826)
Minority Interest					138
Net profit attributable to shareholders					12,971
Segment assets	121,488	70,024		6,230	197,742
Unallocated assets					55,214
Consolidated total assets					252,956
Segment liabilities	25,576	10,156		613	36,345
Unallocated liabilities					66,607
Consolidated total liabilities					102,952
Capital expenditure	2,144	1,879		120	4,143
Depreciation	2,425	1,860		132	4,417
Amortisation	160	147		10	317
Non-cash expenses (net) other than depreciation and amortisation	3,323	629		1	3,953
<b>For the nine months ended 30 Sept 2004</b>				<b>Non-Processed</b>	
<b>in US\$'000</b>	<b>Processed</b>	<b>Beverages</b>	<b>Products</b>	<b>Products</b>	<b>Consolidated</b>
Turnover	86,644	38,763		7,750	133,157
Profit from operations, representing segment result	11,440	8,094		32	19,566
Net foreign exchange gain	(124)	(86)		(2)	(213)
Profit before interest and taxation	11,316	8,007		30	19,353
Net interest expense	(852)	(572)		(11)	(1,435)
Profit before taxation	10,464	7,435		19	17,918
Taxation					(1,749)
Minority interest					4
Net profit attributable to shareholders					16,173
Segment assets	117,885	50,920		7,430	176,235
Unallocated assets					21,111
Consolidated total assets					197,346
Segment liabilities	23,031	6,737		1,075	30,843
Unallocated liabilities					20,652
Consolidated total liabilities					51,495
Capital expenditure	1,220	662		33	1,915
Depreciation	2,586	1,371		127	4,084
Amortisation	152	57		18	227
Non-cash expenses (net) other than depreciation and amortisation	1,620	812		20	2,452

## By geographical segments

In US\$'000	Turnover		Capital expenditure		Total assets	
	For the nine months ended 30 Sept				As at 30 Sept	
	2005	2004	2005	2004	2005	2004
Asia	96,218	84,578	4,143	1,915	252,956	197,346
Europe/North America	56,953	48,579	-	-	-	-
Total	153,171	133,157	4,143	1,915	252,956	197,346

## 5. QUARTERLY TURNOVER AND PBIT BREAKDOWN

In US\$'000	1Q04	2Q04	3Q04	4Q04	1Q05	2Q05	3Q05
Turnover	36,490	46,010	50,657	66,422	48,022	54,548	50,601
PBIT	6,266	8,013	5,074	15,414	6,122	6,815	3,892
Net profit attributable to shareholders	5,062	6,566	4,545	11,939	5,361	4,835	2,775

## 6. INTERESTED PERSON TRANSACTIONS

The aggregate value of interested person transactions conducted pursuant to shareholders' mandate obtained in accordance with Chapter 9 of the Singapore Exchange's Listing Manual was as follows:

In US\$'000	For the three months ended 30 Sept		For the nine months ended 30 Sept	
	2005	2004	2005	2004
<b>Income</b>				
Sales to Cirio Del Monte group*	-	9,274	-	21,071
Sales to Macondray group	472	535	1,213	1,764
Financial income from Cirio Del Monte group*	-	-	-	40
Sub-total	472	9,809	1,213	22,875
<b>Expenses</b>				
Purchases from Cirio Del Monte group*	-	-	-	286
Purchases from Macondray group	467	150	2,340	1,836
Purchases from Waterloo Land and Livestock Co. Pty. Ltd. (WALLCO)	-	2,344	1,296	4,627
Financial expenses to Cirio Del Monte Group*	-	-	-	23
Sub-total	467	2,494	3,636	6,772
<b>Aggregate value</b>	<b>939</b>	<b>12,303</b>	<b>4,849</b>	<b>29,647</b>

\*The Cirio Del Monte group divested its interest in Del Monte Foods Europe to Fresh Del Monte Produce Inc in October 2004. Thereafter, transactions with Del Monte Foods Europe will cease to be Interested Person Transactions within the meaning of Interested Person Transactions in Chapter 9 of the SGX Listing Manual, as Fresh Del Monte Produce Inc is not a shareholder of the Company.

## 7. CONTINGENT LIABILITIES

The group is contingently liable with respect to lawsuits, tax assessments, and certain matters arising out of the normal course of business. Management believes that the resolution of these contingencies will not have a material effect on the results of operations or the financial condition of the group.

As at 30 September 2005, the group had outstanding letters of credit amounting to approximately US \$0.8 million (30 September 2004: US\$0.6 million).

A subsidiary, Del Monte Philippines Inc, has issued a corporate guarantee in favour of a bank for granting bank facilities totaling approximately US\$6.0 million to another subsidiary. As at year-end 2004 and 30 September 2005, the said bank facilities have not been utilised.

On 16 August 2004, Del Monte Philippines Inc, has issued a corporate guarantee in favour of a bank for granting bank facilities totaling approximately US\$4.0 million to another Company subsidiary, Great Lakes (Tianjin) Fresh Foods and Juice Company Ltd ("Great Lakes"). As at 30 September 2005, Great Lakes has fully utilised US\$4.0 million bank facilities of which US\$1.5 million was used to refinance existing loan at lower interest rate and the balance to finance capital expenditure and operating expenses.

## **RISK MANAGEMENT**

### **Group Assets**

It is the Group's practice to assess annually with its insurance brokers the risk exposure relating to the assets of, and possible liabilities from, its operations. Assets are insured at current replacement values. Additions during the current year are automatically included with provision for inflation-protection. At the end of the financial year under review, all major risks were adequately covered, except where the premium costs were considered excessive in relation to the probability and extent of a loss.

### **Foreign Currency**

In the normal course of business, the Group enters into transactions denominated in various foreign currencies. In addition, the Company and its subsidiaries maintain their respective books and accounts in their reporting currencies. As a result, the Group is subject to transaction and translation exposures resulting from currency exchange rate fluctuations. However, to minimise such foreign currency exposures, the Group uses foreign currency borrowings and natural hedge. The Group has a natural hedge against US dollar fluctuations as our US dollar-denominated revenues generally exceed our US dollar-denominated costs. It is not the Group's policy to take speculative positions in foreign currencies.

### **Inflation**

The Group's costs are affected by inflation, and its effects may continue to be felt in future periods. However, the Group has historically mitigated the impact of cost increases by actively controlling its overall cost structure and introducing productivity-enhancing measures.

### **Cash and Interest Rate Management**

The Group's cash balances are placed with reputable global and major Philippine banks and financial institutions. They are also invested in short-term government securities. The Group manages its interest rate risk on its interest income by placing the cash balances with varying maturities and interest rate terms. The Group obtains financing through bank borrowings and leasing arrangements. Short-term funding is obtained from short-term bank loan facilities. The Group's policy is to obtain the most favourable interest rate available without increasing its foreign currency exposure.

### **Credit Risk**

The Group sells its products through major distributors and buyers in various geographical regions. Management has a credit risk policy which includes, among others, the requirement of certain securities to be posted to secure prompt observance and performance of the obligations of its distributors and other buyers from time to time. The group monitors its outstanding trade receivables on an ongoing basis. There is no significant concentration of credit risk with any distributor or buyer.

### **International Business**

The Group's overall earnings from its trading activities with international customers are primarily affected by movements in the worldwide consumption of and demand for pineapple products, and the prices for such products. However, the demand and supply risk associated with the Group's international business is minimised by the nature of its long-term supply agreements, five of which are with various Del Monte brand owners around the world. These contracts have various mechanisms with regard to pricing and volume off-take that help limit the downside risk of the Group's international business. In some cases, the Group is protected by the existence of price floors whereby the Group is able to recover its production costs. In other instances, the Group has the right of first refusal to supply additional quantities at prices no worse than those from alternative sources.

## Operations

As an integrated producer of processed pineapple and mixed tropical fruit products for the world market, the Group's earnings are inevitably subject to certain risk factors, which include general economic and business conditions, change in business strategy or development plans, weather conditions, crop yields, raw material costs and availability, competition, market acceptance of new products, industry trends, and changes in government regulations, including, without limitation, environmental regulations.

The Group's exposure to these risks is managed through the following processes, among others:

- Development and execution of a realistic long-term strategic plan and annual operating plan
- Securing long-term land leases with staggered terms
- Increasing production and packaging capacity
- Pursuit of productivity-enhancing and efficiency-generating work practices and capital projects
- Focus on consumption-driven marketing strategies
- Continuous introduction of new products and line extensions with emphasis on innovation, quality, competitiveness and consumer appeal
- Increased penetration of high-growth distribution channels
- Building on closer working relationships with business partners
- Close monitoring of changes in legislation and government regulations affecting the Group's business

## CORPORATE PROFILE

Listed on the Mainboard of the Singapore Exchange, Del Monte Pacific Limited (Bloomberg: DELM SP/ Reuters: DMPL.SI) is a group of companies engaged in the production, marketing and distribution of premium-branded food and beverage products.

The Group owns the Del Monte brand in the Philippines, where it enjoys leading market shares for pineapple juice, juice drinks, pineapple solids, mixed fruits, tomato sauce, spaghetti sauce and tomato ketchup, and also markets products under its second-tier brand, Today's. Del Monte Pacific also holds the exclusive rights to produce and distribute food and beverage products under the Del Monte brand in the Indian sub-continent.

Del Monte Pacific also owns 89% of Abpak Company Ltd which holds 100% of Great Lakes. Great Lakes is a premium fruit juice producer in China, which sells juices under the Great Lakes, Ming Lang, Little Lakes, Huanyan, Rougemont and Welch's brands.

Operating one of the world's largest fully integrated pineapple operations, the Group is the global low-cost producer of pineapple and has long-term supply agreements with Del Monte trademark owners and licensees around the world.

Del Monte Pacific and its subsidiaries are not affiliates of Del Monte Corporation and its parent, Del Monte Foods Company, or Fresh Del Monte Produce, Inc and its subsidiaries, or Kikkoman Corporation and its subsidiaries, including Del Monte Asia Pte Ltd, or Del Monte Foods International Limited and its subsidiaries.

Further information on the Company is available at [www.delmontepacific.com](http://www.delmontepacific.com)  
To subscribe to our email alerts, please send a request to [invest@delmontepacific.com](mailto:invest@delmontepacific.com)