



Del Monte Pacific Limited

Fourth Quarter and Full Year 2011 Results

24 February 2012

Disclaimer



This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general economic and business conditions, change in business strategy or development plans, weather conditions, crop yields, service providers' performance, production efficiencies, input costs and availability, competition, shifts in customer demands and preferences, market acceptance of new products, industry trends, and changes in government and environmental regulations. You are cautioned not to place undue reliance on these forward-looking statements, which are based on current view of management on future events.

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Executive Summary



DEL MONTE PACIFIC FULL YEAR NET PROFIT UP 74% ON RECORD SALES OF US\$425M



- Record sales of US\$425m, 12% higher than prior year
- Operating profit rose 46% to US\$44m from US\$30m
- Gross margin increased to 23.9% from 21.6% on better sales mix
- Exports, particularly to Europe, performed strongly
- Final dividend of US\$0.0145 per share or 75% of second half 2011 net profit



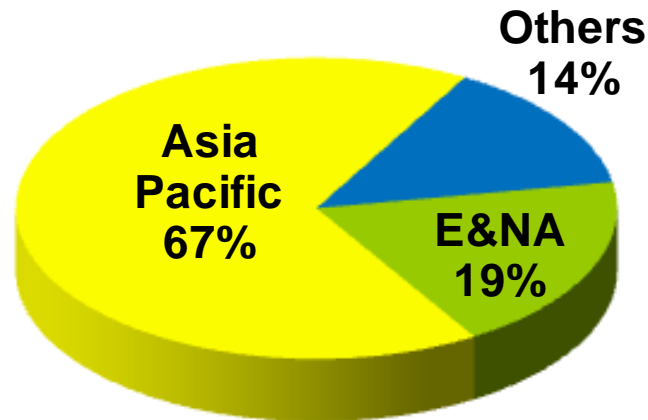
4Q 2011 Results

Fourth Quarter 2011



In US\$m	4Q 2010	4Q 2011	Chg (%)	Comments
Turnover	139.2	154.1	+10.7	Higher sales across all major markets including Philippines, exports, and S&W fresh and processed sales
Gross profit	35.5	37.9	+6.8	Higher volume and better sales mix
Operating profit	21.2	18.5	-12.7	Impacted by one off expense of US\$4.0 million in relation to the settlement of an arbitration plus legal fees. Without this one off, operating profit would have been up 6%
Finance inc/(exp)	(0.8)	(0.7)	-8.1	Lower borrowings
Share of loss	(1.4)	(2.2)	+48.6	46.0% stake in FieldFresh India
Tax	(4.3)	(2.6)	-40.7	Lower income
Net profit attributable to owners	14.6	13.1	-10.8	Impacted by the one off expense. Without this, net profit would have been up 9%
Net debt	(86.3)	(89.1)	+3.3	Higher working capital requirements
Gearing (%)	39.0	38.9	-0.1ppt	Same as above

4Q Turnover Analysis



Asia Pacific	+9.5%	<ul style="list-style-type: none"> • Strong sales of canned 100% pineapple juices in the Philippines • Strong export sales of processed fruit to the Asia Pacific markets
E&NA	-2.5%	<ul style="list-style-type: none"> • Lower pineapple juice concentrate and processed fruit sales
Others	+46.1%	<ul style="list-style-type: none"> • Strong sales of S&W branded business

4Q 2011 Margins



Gross margin ↓

- Higher raw material and packaging costs

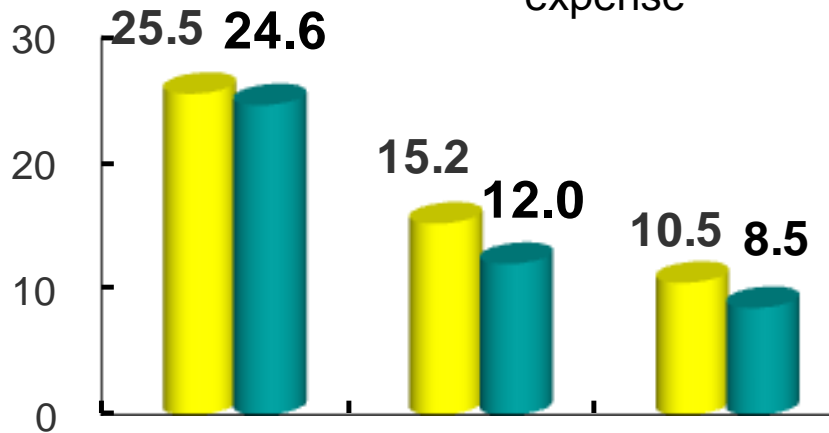
Operating margin ↓

- Lower gross margin
- Impacted by one off expense*

Net margin ↓

- Impacted by one off expense*

%
Margin

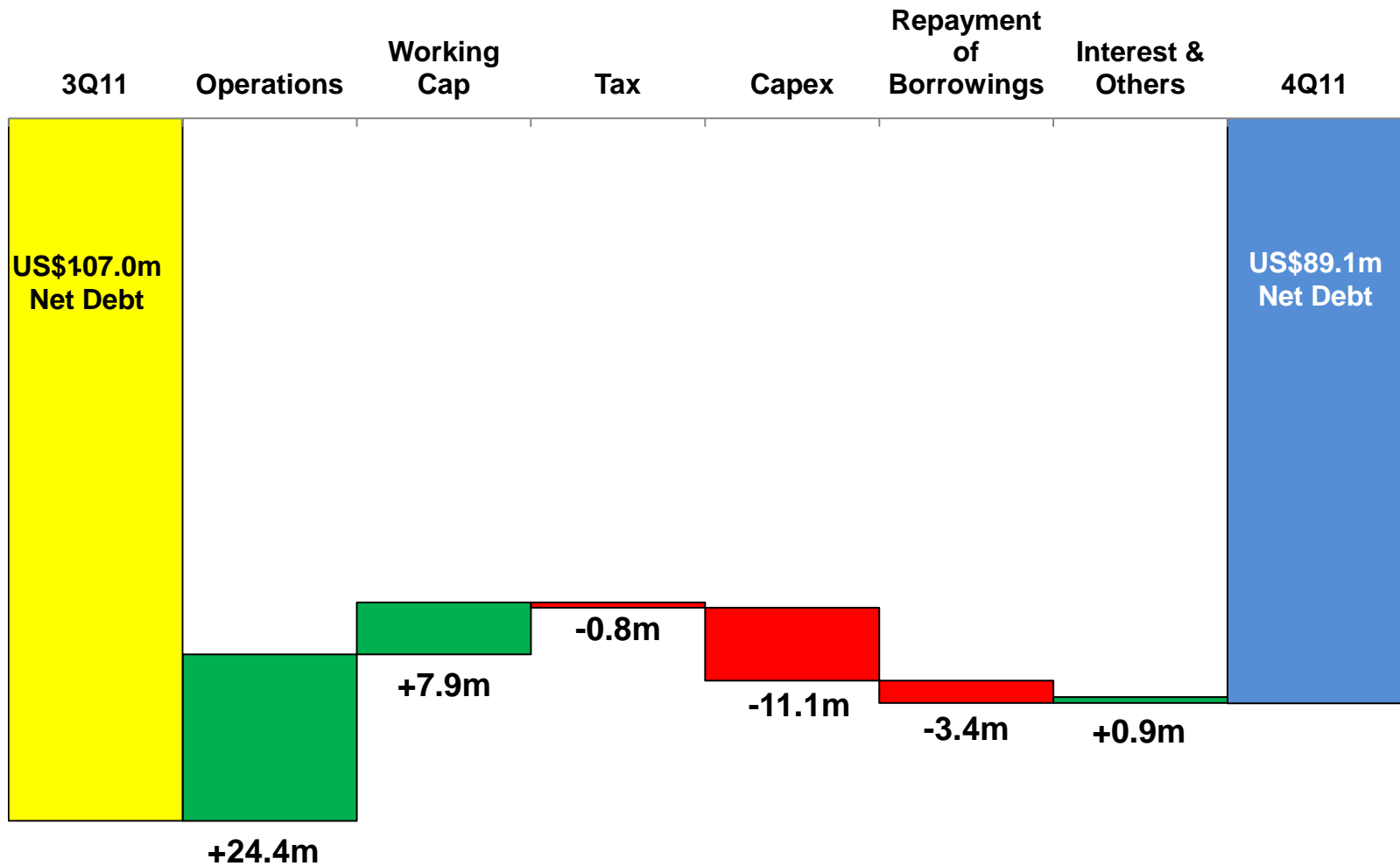


Gross margin Operating margin Net margin

● 4Q10 ● 4Q11

**Without the one off expense, operating margin and net margin would have been 14.6% and 10.4%, respectively*

4Q Cash Flow Variance Analysis





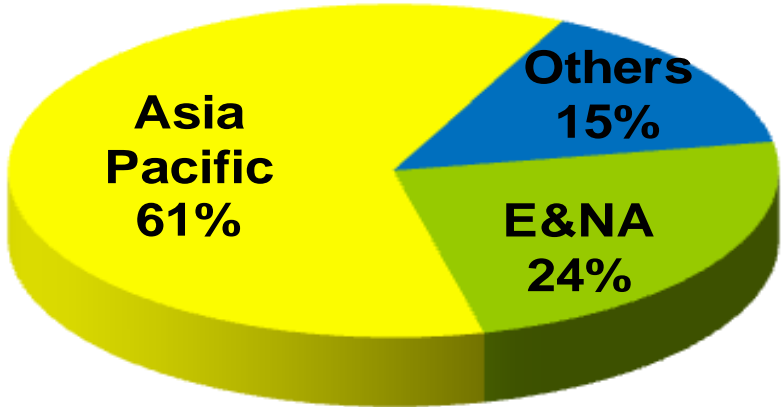
FY 2011 Results

Full Year 2011



In US\$m	FY 2010	FY 2011	Chg (%)	Comments
Turnover	378.6	425.2	+12.3	<ul style="list-style-type: none"> Higher export sales Higher S&W fresh and processed sales
Gross profit	81.8	101.4	+24.1	Higher volume and better sales mix
Operating profit	30.3	44.3	+46.1	Higher gross profit; without the one off expense, operating income would have risen by 59%
Finance inc/(exp)	(4.5)	(1.6)	-64.6	Lower level of borrowings
Share of loss	(6.0)	(9.7)	+62.1	46.0% stake in FieldFresh India
Tax	(4.0)	(5.5)	38.3	Higher income
Net profit attributable to owners	15.8	27.4	+73.6	Higher turnover and gross profit; without the one off expense, net income would have risen by 92%
Net debt	(86.3)	(89.1)	+3.3	Higher working capital requirements
Gearing (%)	39.0	38.9	-0.1ppt	Same as above

FY Turnover Analysis



Asia Pac	+5.3%	<ul style="list-style-type: none"> • Strong export sales to the other Asia Pacific markets • Higher sales in all major categories in the Philippines
E&NA	+22.7%	<ul style="list-style-type: none"> • Higher sales in Europe due to higher volume and pricing. Selling prices and margins in Europe improved as the Group sold directly into that market following the termination in 2010 of an unprofitable supply contract.
Others	+30.8%	<ul style="list-style-type: none"> • Primarily driven by the robust growth of the S&W business with higher sales of canned tropical fruit and fresh fruit to Korea and China. The brand entered the China market in 4Q 2010 and has recorded encouraging sales in that market since then. The Group also expanded the brand into the Taiwan market in 2011.

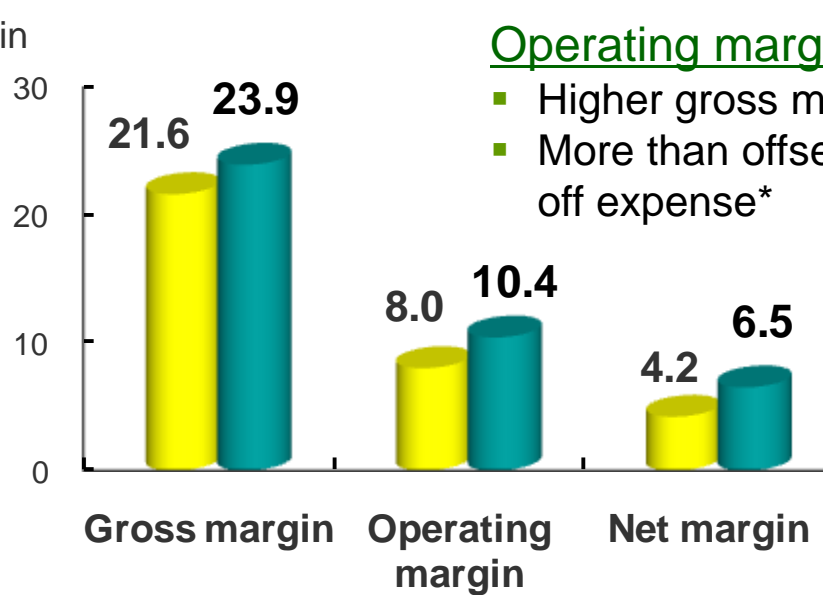
FY 2011 Margins



Gross margin ↑

- Better pricing/sales mix
- Improved pineapple yields and production efficiencies
- Lower tomato paste costs

%
Margin



Operating margin ↑

- Higher gross margin
- More than offset the one off expense*

Net margin ↑

- Higher gross and operating margin

● FY10 ● FY11

**Without the one off expense, operating margin and net margin would have been 11.3% and 7.1%, respectively*

Credit Standing



- **Loan utilisation:** only 37% of bank credit lines
- **Loan Mix:** 39% Peso and 61% US\$ to optimise natural hedge

78% Short term and 22% Long term

Gearing and Coverage Ratios

Net debt equity ratio = 39%

Interest cover = 15x

Operation Updates



Improvement in pineapple and cannery operations



	FY 2011 (YoY chg)
Yield	+4%
Supply	+14%
Cannery recovery	+5%





- The strong results place the Group on track for further growth as it builds on the gains made in exports and by the greater market penetration of S&W branded processed and fresh business in Asia.
- The Group continues to be optimistic about its business in India where it has generated higher sales and improved distribution and is gaining good brand recognition. The higher than expected losses by its joint venture are being addressed.
- Barring unforeseen circumstances, the Group expects to improve earnings in 2012. This will be driven by revenue enhancements from better mix and volume, operational efficiencies coupled with active cost management, and reduced losses in its Indian joint venture company.

Dividend



Dividend	Book Closure Date	Payment Date	Dividend/ Share	Payout Ratio
Final	9 March 2012	28 March 2012	US\$ 0.0145	75% of 2H2011 profit

Vs Last Year

Final	10 March 2011	30 March 2011	US\$ 0.0110	75% of FY2010* profit
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**no interim dividend for 2010 due to first half net loss position*



Thank You