

## Financial Statements and Related Announcement::Third Quarter Results

## Issuer &amp; Securities

<b>Issuer/ Manager</b>	DEL MONTE PACIFIC LIMITED
<b>Securities</b>	DEL MONTE PACIFIC LIMITED - VGG270541169 - D03
<b>Stapled Security</b>	No

## Announcement Details

<b>Announcement Title</b>	Financial Statements and Related Announcement
<b>Date &amp; Time of Broadcast</b>	11-Mar-2016 17:08:23
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<b>Designation</b>	Secretary
<b>Description (Please provide a detailed description of the event in the box below - Refer to the Online help for the format)</b>	(1) Management Discussion and Analysis of Unaudited Financial Condition and Results of Operations for the Third Quarter and Nine Months Ended January 2016 (2) SGX-ST/PSE/Media Release (3) 3Q FY2016 Results Presentation  - Please see attached.

## Additional Details

<b>For Financial Period Ended</b>	31/01/2016
<b>Attachments</b>	<a href="#">DMPL_3Q_FY2016_Nov-Jan2016_MDA_FINAL.pdf</a> <a href="#">DMPL_3QF16_PressRelease_FINAL.pdf</a> <a href="#">DMPL_3QFY16_Presentation_FINAL.pdf</a> Total size =3068K

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**DEL MONTE PACIFIC LIMITED**

## **Management Discussion and Analysis of Unaudited Financial Condition and Results of Operations for the Third Quarter and Nine Months Ended January 2016**

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### **AUDIT**

Third Quarter FY2016 results covering the period from 1 November to 31 January 2016 have neither been audited nor reviewed by the Group's auditors.

### **ACCOUNTING POLICIES**

The accounting policies adopted in the preparation of the unaudited interim condensed consolidated financial statements are consistent with those followed in the preparation of the Company's FY2015 annual consolidated financial statements, except for the adoption of the following amendments effective beginning 1 May 2015, which did not have significant impact to the Group:

- Amendments to Philippine Accounting Standards (PAS) 19, "Employee Benefits – Defined Benefit Plans: Employee Contributions"
- Annual Improvements to PFRS (2010 to 2012 cycle)
- Annual Improvements to PFRS (2011 to 2013 cycle)

The Group will adopt the following new or revised standards and amendments to standards on the respective effective dates:

- IFRS 9 Financial Instruments. IFRS 9 effective 1 January 2018
- Agriculture: Bearer Plants (Amendments to IAS 16 and IAS 41) effective 1 January 2016
- IFRS 15, Revenue from Contracts with Customers effective 1 January 2018
- IFRS 14 Regulatory Deferral Accounts effective 1 January 2016
- Accounting for Acquisitions of Interests in Joint Operations (Amendments to IFRS 11) effective 1 January 2016
- Clarification of Acceptable Methods of Depreciation and Amortisation (Amendments to IAS 16 and IAS 38) effective 1 January 2016
- Amendments to IFRS 10, IFRS 12 and IAS 28, Investment Entities: Applying the Consolidation Exception effective 1 January 2016
- Amendments to IFRS 10 and IAS 28, Sale or Contribution of Assets between an Investor and its Associate or Joint Venture effective 1 January 2016
- Amendments to IAS 1, Disclosure Initiative effective 1 January 2016
- Annual Improvements to IFRSs 2012-2014 cycle effective 1 January 2016
- IFRS 16, Leases effective 1 January 2019

## **DISCLAIMER**

This announcement may contain statements regarding the business of Del Monte Pacific Limited and its subsidiaries (the “Group”) that are of a forward looking nature and are therefore based on management’s assumptions about future developments. Such forward looking statements are typically identified by words such as ‘believe’, ‘estimate’, ‘intend’, ‘may’, ‘expect’, and ‘project’ and similar expressions as they relate to the Group. Forward looking statements involve certain risks and uncertainties as they relate to future events. Actual results may vary materially from those targeted, expected or projected due to various factors.

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. Such factors that may affect the Group’s future financial results are detailed in the Annual Report. The reader is cautioned to not unduly rely on these forward-looking statements.

Neither the Group nor its advisers and representatives shall have any liability whatsoever for any loss arising, whether directly or indirectly, from any use or distribution of this announcement or its contents.

This announcement is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for shares in Del Monte Pacific.

## **SIGNED UNDERTAKING FROM DIRECTORS AND EXECUTIVE OFFICERS**

The Company confirms that the undertakings from all its Directors and Executive Officers as required in the format as set out in Appendix 7.7 under Rule 720(1) have been procured.

## **DIRECTORS’ ASSURANCE**

Confirmation by Directors Pursuant to Clause 705(5) of the Listing Manual of SGX-ST.

We confirm that to the best of our knowledge, nothing has come to the attention of the Board of Directors of Del Monte Pacific Limited which may render these interim financial statements to be false or misleading in any material aspect.

For and on behalf of the Board of Directors of Del Monte Pacific Limited

(Signed)  
Rolando C Gapud  
Executive Chairman

(Signed)  
Joselito D Campos, Jr  
Executive Director

11 March 2016

## NOTES ON THE 3Q FY2016 DMPL RESULTS

1. Effective 1 May 2014, DMPL changed its financial-year end to 30 April from 31 December to align with that of its US subsidiary, Del Monte Foods, Inc (DMFI). The third quarter of the Company is 1 November to 31 January.
2. DMFI's financial results have been consolidated in DMPL's financials since the acquisition was made on 18 February 2014.
3. DMFI's financial statements are based on US GAAP, while DMPL's are based on IFRS. DMFI's financial statements were converted to IFRS for consolidation purposes.
4. DMPL's effective stake in DMFI is 89.4% hence the non controlling interest (NCI) line in the P&L. Consolidated net income in the narratives are net of NCI.
5. FY means Fiscal Year for the purposes of this MD&A.

## FINANCIAL HIGHLIGHTS – THIRD QUARTER AND NINE MONTHS ENDED 31 JANUARY 2016

in US\$'000 unless otherwise stated	For the three months ended 31 January			For the nine months ended 31 January		
	FY2016	FY2015	% Change	FY2016	FY2015	% Change
Turnover	594,142	637,559	(6.8)	1,725,205	1,631,186	5.8
Gross profit	122,005	122,374	(0.3)	369,332	307,831	20.0
Gross margin (%)	20.5	19.2	1.3 ppts	21.4	18.9	2.5 ppts
Operating profit	24,511	23,407	4.7	120,781	36,738	228.8
Operating margin (%)	4.1	3.7	0.4 ppts	7.0	2.3	4.7 ppts
Net profit/(loss) attributable to owners of the Company	590	(2,192)	nm	41,872	(23,902)	275.2
Net margin (%)	0.1	(0.3)	0.4 ppts	2.4	(1.5)	3.9 ppts
EPS (US cents)	0.03	(0.17)	117.6	2.15	(1.84)	216.8
Net debt	1,935,317	1,906,002	1.5	1,935,317	1,906,002	1.5
Gearing** (%)	536.1	867.5	(331.4) ppts	536.1	867.5	(331.4) ppts
Interest coverage** (x)	1.0	0.8	0.2 ppts	1.7	0.4	1.3 ppts
EBITDA	43,803.9	34,901.8	25.5	174,226.1	73,460.5	137.2
Cash flows used in operations	114,002	172,207	(33.8)	(164,919)	49,406	(433.8)
Capital expenditure	14,533	29,970	(51.5)	37,099	53,758	(31.0)
			<b>Days</b>			<b>Days</b>
Inventory (days)	158	132	26	173	168	(5)
Receivables (days)	30	29	1	27	30	(3)
Account Payables (days)	46	41	5	41	39	2

\*The Company's reporting currency is US dollars. For conversion to S\$, the following exchange rates can be used: 1.43 in January 2016, 1.32 in January 2015. For conversion to Php, these exchange rates can be used: 47.69 in January 2016, 44.74 in January 2015

\*\*Gearing = Net Debt / Equity

\*\*Interest coverage = Earnings before interest charges and taxes (EBIT) / Interest charges

## REVIEW OF OPERATING PERFORMANCE

### Third Quarter

The Group achieved sales of US\$594.1 million for the third quarter of FY2016, down 6.8% over the prior year period driven by lower sales in the USA, partially offset by strong performance in the Philippines under the Del Monte brand, and the rest of Asia under the S&W brand.

DMFI generated US\$466.2 million or 78.5% of Group sales. DMFI's sales, inclusive of its recently acquired Sager Creek Vegetable Company's vegetable business ("Sager Creek") decreased by 8.8%. Without Sager Creek, DMFI's base business sales declined by 19.3%. The decline was mainly due to unsuccessful government and OEM co-pack contract bids. DMFI continued to maintain market share across major categories in retail for the quarter amidst category contraction.

DMFI generated higher gross profit and margin of 18.0% from 17.6% in the prior year period due to the absence of the unfavourable inventory step-up adjustment of US\$6.2 million (1.2 pts). DMFI contributed an EBITDA of US\$16.5 million and a net loss of US\$12.0 million to the Group. Both gross margin and profit performance were impacted by operational issues and inefficiencies in Sager Creek sites. DMFI is addressing these inefficiencies through deployment of key operating personnel and implementation of manufacturing practices at Sager Creek that are more consistent with DMFI standards.

DMFI have also launched "Project Restoration and One" in FY2016 which aims at optimising G&A costs and should improve profitability by 150 to 200 basis points on an annualised basis. DMFI continues to incur additional costs as it stabilises SAP which was implemented in the fourth quarter of 2015. It incurred one off expenses in the third quarter related to the Sager Creek acquisition, stabilising SAP implementation and Project Restoration/One worth US\$12.5 million.

Meanwhile, DMPL ex-DMFI generated sales of US\$147.1 million (inclusive of the US\$12.9 million sales by DMPL to DMFI which were netted out during consolidation), 8.0% higher versus the same period last year. It delivered higher gross margin of 25.4% from 24.0% in the prior year driven by significant improvement in productivity both in the cannery and the plantation as well as initiatives implemented to optimise costs across the business. DMPL ex-DMFI generated an EBITDA of US\$26.5 million and a net income of US\$11.7 million, which were higher by 22.4% and 107.0% respectively.

The El Niño weather pattern is expected to continue to impact the Group's pineapple supply although the Group saw some improvement in pineapple output in the third quarter. The Group has embarked on mitigating measures in the field such as continuous enforcement of land preparation activities and reinforcing root health, among others. The Group will continue to closely monitor the situation and execute mitigating plans accordingly. Meanwhile, the Group will continue its proactive cost management across all other areas to make up for higher pineapple costs resulting from El Niño.

The Philippine market delivered a strong performance for the third quarter, with sales up 11.6% in peso terms and 6.4% in US dollar terms, driven by expanded penetration and increased consumption for its juices, tomato-based sauces and packaged pineapple products. The Group continued to promote its pineapple juice health benefits and holiday season advertising campaigns across categories.

Sales of the S&W branded business in Asia and the Middle East grew by 35.3% in the third quarter as a result of the strong performance of both the fresh and packaged segment. Though on a small base, its business in China and Japan grew by 130.5% and 33.7%, respectively.

DMPL's share of loss in the FieldFresh joint venture in India was lower at US\$0.3 million from US\$0.4 million in the prior year period due to a 13% growth in sales driven by the robust performance of Del Monte packaged business, primarily led by improved volume in juices and the culinary segment. Higher sales and production efficiencies resulted in FieldFresh generating a positive EBITDA for the quarter.

The DMPL Group achieved an operating profit of US\$24.5 million, 4.7% higher versus the US\$23.4 million operating income last year due to strong operating results across Asia.

The DMPL Group generated a net income of US\$0.6 million for the quarter, inclusive of one-time expenses of US\$6.9 million after tax, a turnaround from prior year period's net loss of US\$2.2 million for the same reasons cited above.

The Group reported an EBITDA of US\$43.9 million, higher than last year's EBITDA of US\$34.9 million.

In line with the seasonal nature of the business, cash flow for the third quarter is positive due to the significant decrease in inventory from peak sales around Thanksgiving and Christmas.

The Group's cash inflow from operations in the third quarter was US\$122.9 million, lower versus last year driven by settlement of outstanding payables, partially offset by better performance for the quarter.

### **Nine Months**

For the nine months of FY2016, the Group generated sales of US\$1.7 billion, up 5.8% versus the prior year period. DMFI generated US\$1.4 billion or 80.1% of Group sales, higher by 7.5% versus prior year period. Without Sager Creek, DMFI's sales decreased by 2.8%, mainly due to unsuccessful government contract bids. DMFI maintained its market share in the nine-month period across major categories in retail.

The Philippine market's sales were up 11.0% in peso terms and 6.6% in US dollar terms driven by the strong momentum across major categories – Del Monte beverage and tomato sauce. The S&W branded sales were up 15.6% versus last year but non-branded exports of packaged pineapple business were lower due to constrained supply as a result of the El Niño weather pattern.

DMFI's gross margin in the nine months improved to 19.6%, much higher than the 17.3% in the same period last year mainly driven by lower trade spend. Last year also included the US\$44.3 million unfavourable inventory step-up adjustment that was not required in the current nine months. The improvement was partly offset by operational issues and inefficiencies in the newly acquired Sager Creek sites. The supply chain footprint for Sager Creek is being integrated with the rest of Del Monte Foods.

DMPL ex-DMFI's gross profit grew to US\$97.3 million, and its gross margin increased to 25.2% from 23.0% due to better sales mix, pricing actions and cost optimisation initiatives to mitigate the impact of lower pineapple output from El Niño, particularly in the first half.

DMPL's share of loss in the FieldFresh joint venture in India was lower at US\$1.2 million from US\$1.6 million in the prior year period.

DMPL's net income without DMFI was US\$20.4 million, significantly up versus prior period's US\$8.5 million mainly from improvement in gross margin as outlined above.

The DMPL Group generated a net income of US\$41.9 million for the nine months (with US\$21.5 million from DMFI), a turnaround from prior year period's loss of US\$23.9 million mainly due to the improvement in DMFI's base business results (excluding Sager Creek) plus the one-time favourable adjustment arising from DMFI's retirement plan amendment of US\$39.4 million and the absence of inventory step-up adjustments. The results were partly impacted by non-recurring costs amounting to US\$21.5 million (pre-tax basis) that the Group incurred in the US relating to Sager Creek acquisition, stabilising SAP implementation and implementation of Project Restoration and One. These are expected to improve the profitability of the Group's US operations in the future.

Excluding this one-off gain and non-recurring costs, the Group's recurring net income would have been US\$18.5 million, still a turnaround from the loss position last year.

The Group posted an EBITDA of US\$174.3 million of which DMFI accounted for US\$113.7 million.

## VARIANCE FROM PROSPECT STATEMENT

The nine months results showed a net income for the Group. It is on track to achieving a net profit for the full year which is in line with earlier guidance.

## BUSINESS OUTLOOK

The DMPL Group continues to have a good year and that is reflected in its EBITDA performance for the first nine months despite operational challenges at Sager Creek.

DMFI expects profitability to improve on a full year basis. Sager Creek's ordering, fulfillment, and inventory management processes will be fully integrated into DMFI's processes, and DMFI manufacturing practices will address the inefficiencies that have impacted margin. In the short-to-mid term, DMFI also plans to improve profit performance through procurement synergies and transformation, optimise G&A costs through "Project Restoration and One". In the mid-to-long term, DMFI continues to unlock the growth potential of its products, accelerate its penetration of the food service sector and enter new vegetable market segments through Sager Creek.

The Group will continue to expand its existing branded business in Asia, through the Del Monte brand in the Philippines, where it is a dominant market leader. S&W, both packaged and fresh, will gain more traction as it leverages its distribution expansion in Asia and the Middle East, while its affiliate in India will continue to generate higher sales and maintain its positive EBITDA.

The Group will also be exploring e-commerce opportunities for its range of products across markets.

The Group has successfully laid a solid foundation from which it will execute its multi pronged strategies and growth plans. Barring unforeseen circumstances, the Group will report a profit for the full year, a significant turnaround from the loss position last year.

As part of the Group's deleveraging plan subject to all regulatory approvals and market conditions, DMPL intends to issue US dollar denominated perpetual preference shares in 2016 in the Philippine capital market, to be listed on the Philippine Stock Exchange. The proposed issue will be up to US\$360 million that will result in a further improvement of the Group's leverage ratios.

## REVIEW OF TURNOVER, GROSS PROFIT AND OPERATING PROFIT

The Group revised its segment reporting to show the packaged fruit and packaged vegetable categories separately.

### AMERICAS

#### For the third quarter ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2016	FY2015	% Chg	FY2016	FY2015	% Chg	FY2016	FY2015	% Chg
Packaged fruit	153,536	204,421	(24.9)	27,535	30,600	(10.0)	1,416	(2,423)	(158.4)
Packaged vegetable	222,375	188,685	17.9	40,889	33,585	21.7	701	3,737	(81.2)
Beverage	6,765	6,761	0.1	1,600	(87)	nm	56	(1,197)	(104.7)
Culinary	77,511	103,448	(25.1)	15,895	21,911	(27.5)	2,083	6,306	(67.0)
Others	—	11,042	(100.0)	—	4,184	(100.0)	(1,381)	(1,149)	20.2
Total	460,187	514,357	(10.5)	85,919	90,193	(4.7)	2,875	5,274	(45.5)

### For the nine months ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2016	FY2015	% Chg	FY2016	FY2015	% Chg	FY2016	FY2015	% Chg
Packaged fruit	474,846	527,492	(10.0)	86,257	81,054	6.4	20,267	(4,721)	529.3
Packaged vegetable	653,488	459,187	42.3	138,887	83,386	66.6	46,074	5,252	777.3
Beverage	20,592	21,944	(6.2)	3,866	687	462.7	143	(2,864)	105.0
Culinary	227,307	239,020	(4.9)	46,513	45,727	1.7	12,041	1,411	753.4
Others	11	46,218	(100.0)	(4)	11,928	(100.0)	(4,112)	(3,447)	19.3
Total	1,376,244	1,293,861	6.4	275,519	222,782	23.7	74,413	(4,369)	nm

Reported under the Americas segment are sales and profit on sales in USA, Canada and Mexico. Majority of this segment's sales are principally sold under the *Del Monte* brand but also under the *Contadina*, *S&W*, *College Inn* and other brands. This segment also includes sales of private label food products. Sales in the Americas are distributed across the United States, in all channels serving retail markets, as well as to the US military, certain export markets, the food service industry and other food processors.

Sales in the Americas in the third quarter decreased by 10.5% to US\$460.2 million mainly due to the decline in the packaged fruit and culinary segments. The acquisition of Sager Creek vegetable business in March 2015 added US\$64.9 million to the packaged vegetable sales. Volume (excluding Sager Creek) decreased by 18.5%. This was mainly attributed to unsuccessful government and co-pack contract bids. DMFI's market share in retail for 13 weeks continues to be in line with last 52 weeks amidst category contraction. Packaged fruits and beverage sales were also lower due to reduced pineapple supply resulting from the El Niño weather pattern.

For the nine-month period, Americas generated US\$1.4 billion or 80.1% of Group sales and showed an improvement of 6.4% versus prior year period. Without Sager Creek, America's sales decreased by 2.8%, mainly impacted by unsuccessful government contract bids. .

The Others category showed a significant decline due to the deconsolidation of the Venezuelan business in March 2015 due to the unstable economic conditions and additional currency devaluation in that country.

Operating profit for the nine months turned around to US\$74.4 million from a net loss of US\$4.4 million due to higher volume, gross margin improvements and reduction of advertising and operating expenses. Gross margin improvement was mainly due to the absence of the one-off inventory step-up last year worth US\$44.3 million. The operating profit also benefited from the one-time favourable adjustment in the second quarter arising from DMFI's retirement plan amendment that reduced SG&A expenses by US\$39.4 million (both gross and net of tax basis, ie no tax impact). As per IFRS, the decrease in the obligation due to plan change is recognised immediately.

One-off expenses included in the operating results related to stabilising SAP, "Project Restoration/ One" and Sager Creek acquisition. These amounted to US\$12.5 million in the third quarter and US\$21.5 million in the nine months.

### ASIA PACIFIC

#### For the third quarter ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2016	FY2015	% Chg	FY2016	FY2015	% Chg	FY2016	FY2015	% Chg
Packaged fruit	39,878	35,364	12.8	9,340	9,776	(4.5)	5,693	6,027	(5.5)
Packaged vegetable	385	367	4.9	95	98	(3.1)	45	98	(54.1)
Beverage	31,258	31,112	0.5	7,330	7,367	(0.5)	3,036	3,537	(14.2)
Culinary	37,399	35,413	5.6	13,596	12,943	5.0	8,424	8,132	3.6
Others	17,954	14,049	27.8	3,840	1,478	159.8	3,003	393	nm
Total	126,874	116,305	9.1	34,201	31,662	8.0	20,201	18,187	11.1



### For the nine months ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2016	FY2015	% Chg	FY2016	FY2015	% Chg	FY2016	FY2015	% Chg
Packaged fruit	81,003	83,457	(2.9)	18,035	19,928	(9.5)	8,042	9,334	(13.8)
Packaged vegetable	1,415	1,315	7.6	353	342	3.2	163	233	(30.0)
Beverage	97,879	91,335	7.2	23,890	21,280	12.3	9,184	8,542	7.5
Culinary	101,830	95,500	6.6	37,324	35,175	6.1	19,772	20,337	(2.8)
Others	46,811	44,465	5.3	10,100	6,812	48.3	6,566	3,041	115.9
Total	328,938	316,072	4.1	89,702	83,537	7.4	43,727	41,487	5.4

Reported under this segment are sales and profit on sales in the Philippines, comprising primarily of Del Monte branded packaged products, including Del Monte traded goods; S&W products in Asia both fresh and packaged; and Del Monte packaged products from the Philippines into Indian subcontinent as well as unbranded Fresh and packaged goods.

Asia Pacific sales in the third quarter increased by 9.1% to US\$126.9 million driven by higher sales across all product categories in the Philippines.

The Philippine market delivered a strong set of results in the third quarter, growing 11.6% in peso terms and 6.4% in US dollar terms, driven by expanded penetration and increased consumption for its juices, tomato-based sauces and packaged pineapple products. The Group continued to promote its pineapple juice health benefits – immunity-building, daily detoxification and cholesterol management, and holiday season campaigns across categories.

Sales of the S&W branded business in Asia and the Middle East improved by 35.3% in the third quarter as a result of the strong performance of both the fresh and packaged segments. Though on a small base, our business in China and Japan grew by 130.5% and 33.7%, respectively.

Operating profit in the third quarter increased by 11.1% to US\$20.2 million reflecting gross margin improvement resulting from higher sales, productivity initiatives in the cannery and plantation, and optimisation of trade discount spending.

Operating profit for the nine months increased by 5.4% to US\$43.7 million driven by higher sales and gross margin improvement as outlined for the quarter.

## EUROPE

### For the third quarter ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2016	FY2015	% Chg	FY2016	FY2015	% Chg	FY2016	FY2015	% Chg
Packaged fruit	3,954	4,097	(3.5)	853	463	84.2	568	103	451.5
Beverage	3,127	2,777	12.6	1,031	56	nm	866	(157)	nm
Culinary	—	23	(100.0)	—	—	—	—	—	—
Total	7,081	6,897	2.7	1,884	519	263.1	1,434	(54)	nm

### For the nine months ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2016	FY2015	% Chg	FY2016	FY2015	% Chg	FY2016	FY2015	% Chg
Packaged fruit	12,625	14,108	(10.5)	2,636	1,281	105.8	1,632	(42)	nm
Beverage	7,398	7,047	5.0	1,474	231	538.1	1,008	(338)	398.2
Culinary	—	98	(100.0)	—	—	—	—	—	—
Total	20,023	21,253	(9.8)	4,110	1,512	171.8	2,640	(380)	794.7

Included in this segment are sales of unbranded products in Europe.

Sales in Europe in the third quarter increased by 2.7% to US\$7.1 million mainly driven by the beverage category.

Operating income in the third quarter increased to US\$1.4 million reflecting gross margin improvement mainly from higher pricing in line with prevailing market conditions.

### REVIEW OF COST OF GOODS SOLD AND OPERATING EXPENSES

% of Turnover	For the three months ended 31 January			For the nine months ended 31 January		
	FY2016	FY2015	Comments	FY2016	FY2015	Comments
Cost of Goods Sold	79.5	80.8	Prior year quarter included the non-recurring expense of inventory step up	78.6	81.1	Same as 3Q
Distribution and Selling Expenses	9.1	7.6	Mainly due to higher personnel cost	8.3	7.1	Mainly due to higher merchandisers cost
G&A Expenses	7.4	7.9	Mainly due to outsourcing of back office functions to the Philippines	5.6	9.5	Mainly due to DMFI's favourable adjustment from retirement plan amendment worth US\$39.4 million
Other Operating Expenses	(0.1)	0.0	Higher other miscellaneous income	0.4	0.0	Higher other miscellaneous expense

### REVIEW OF OTHER MATERIAL CHANGES TO INCOME STATEMENTS

in US\$'000	For the three months ended 31 January				For the nine months ended 31 January			
	FY2016	FY2015	%	Comments	FY2016	FY2015	%	Comments
Depreciation and amortisation	(19,422)	(16,073)	20.8	Mainly due to higher asset base and increased trademark from purchase of Sager Creek	(53,306)	(43,668)	22.1	Same as 3Q
Reversal of asset impairment	115	125	(8.0)	Due to realignment of balances of impairment to depreciation	353	385	(8.3)	Due to realignment of balances of impairment to depreciation
Provision for inventory obsolescence	(721)	(1,484)	(51.4)	Due to timing of the provision	(1,185)	(2,442)	(51.5)	Due to timing of the provision
Reversal for doubtful debts	379	176	115.3	Due to settlement of receivables	156	2,631	(94.1)	Due to settlement of receivables
Gain/(loss) on disposal of fixed assets	106	(478)	122.2	Due to DMFI	(171)	(626)	(72.7)	Due to DMFI
Foreign exchange gain (loss), net	225	(4,143)	(105.4)	Favourable impact of peso depreciation	1,396	(5,263)	126.5	Favourable impact of peso depreciation
Interest income	127	81	56.8	Higher interest income from operating assets	287	228	25.9	Higher interest income from operating assets
Interest expense	(25,332)	(23,822)	6.3	Higher level of borrowings	(72,118)	(71,137)	1.4	Higher level of borrowings
Share of loss of JV, (attributable to the owners of the Company)	(334)	(409)	(18.3)	Higher sales in Indian joint venture	(1,188)	(1,580)	(24.8)	Same as 3Q
Taxation	(52)	1,808	(102.9)	Due to income position	(4,777)	13,610	(135.1)	Same as 3Q

## REVIEW OF GROUP ASSETS AND LIABILITIES

Extract of Accounts with Significant Variances in US\$'000	31 Jan 2016	31 Jan 2015	30 Apr 2015	Comments
Joint venture	23,280	28,989	22,590	Driven by FieldFresh losses
Other assets	30,578	28,175	28,985	Due to increase in non current deferred charges
Deferred tax assets	87,112	72,537	80,773	Due to increase in DMFI
Biological assets	121,942	124,346	128,640	Mainly due to translation
Inventories	968,176	838,595	764,350	Due to lower sales
Trade and other receivables	202,603	229,678	182,583	Due to timing of collection
Prepaid and other current assets	25,540	30,442	41,689	Due to decrease in DMFI
Cash and cash equivalents	26,291	29,359	35,618	Mainly on increased working capital spending
Financial liabilities – non-current	1,465,967	927,372	1,272,945	Refinancing of short term bridge loans to long term
Other non-current liabilities	78,021	40,133	61,163	Increase due to realignment of long term employee compensation to other non-current liabilities
Employee benefits	76,379	133,070	129,199	Due to DMFI decrease in employee retirement plan
Financial liabilities – current	495,641	1,007,989	445,542	Due to working capital requirements and refinancing of bridge loans
Trade and other payables	302,679	329,353	374,414	Due to lower accrued expenses
Current tax liabilities	2,824	3,912	1,299	Due to timing of tax payment

## SHARE CAPITAL

Total shares outstanding were at 1,943,214,106 as of 31 January 2016 (31 January 2015: 1,302,100,071). The Group successfully placed out 5.5 million ordinary shares in the Philippines on 30 October 2014 and successfully completed a Rights Issue in March 2015 resulting to new shares of 641,935,335. Share capital increased to US\$19.5 million (31 January 2015: US\$ 13.0 million). Market price options and share awards were granted pursuant to the Company's Executive Stock Option Plan and Restricted Share Plan as set out in the table below.

Date of Grant	Options	Share Awards	Recipient(s)
7 March 2008	1,550,000	1,725,000	Key Executives
20 May 2008	–	1,611,000	CEO
12 May 2009	–	3,749,000	Key Executives
29 April 2011	–	2,643,000	CEO
21 November 2011	–	67,700	Non-Executive Director
30 April 2013	150,000	486,880	Key Executives
22 August 2013	–	688,000	Executive/Non-Executive Directors
1 July 2015	75,765	57,918	Executive/Non-Executive Directors

The number of shares outstanding includes 1,721,720 shares held by the Company as treasury shares as at 31 January 2016 (31 January 2015: 900,420). There was no sale, disposal and cancellation of treasury shares during the period and as at 31 January 2016.

## BORROWINGS AND NET DEBT

Liquidity in US\$'000	As at 31 January		As at 30 April
	2016	2015	2015
Gross borrowings	(1,961,608)	(1,935,361)	(1,718,487)
Current			
Secured	(293,952)	(816,938)	(98,362)
Unsecured	(201,689)	(191,051)	(347,180)
Non-current			
Secured	(925,676)	(926,839)	(924,695)
Unsecured	(540,291)	(533)	(348,250)
Less: Cash and bank balances	26,291	29,359	35,618
Net debt	(1,935,317)	(1,906,002)	(1,682,869)

The Group's net debt (cash and bank balances less borrowings) amounted to US\$1.9 billion as at 31 January 2016. DMPL's conversion of a substantial amount of unsecured short-term loans to unsecured medium-term loans has significantly improved the Group's current ratio and liquidity.

## DIVIDENDS

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

## INTERESTED PERSON TRANSACTIONS

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

In US\$'000	Aggregate value of all IPTs (excluding transactions less than S\$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920)		Aggregate value of all IPTs conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than S\$100,000)	
For the third quarter of the fiscal year	FY2016	FY2015	FY2016	FY2015
Nutri-Asia, Inc	NIL	NIL	2,075	2,304
DMPI Retirement	NIL	NIL	1,071	1,093
NAI Retirement	NIL	NIL	397	459
<b>Aggregate Value</b>	NIL	NIL	<b>3,543</b>	<b>3,856</b>

**DEL MONTE PACIFIC LIMITED**  
**UNAUDITED CONSOLIDATED INCOME STATEMENTS**

Amounts in US\$'000	For the three months ended 31 January			For the nine months ended 31 January		
	FY2016 (Unaudited)	FY2015 (Unaudited)	%	FY2016 (Unaudited)	FY2015 (Unaudited)	%
Turnover	594,142	637,559	(6.8)	1,725,205	1,631,186	5.8
Cost of sales	(472,137)	(515,185)	(8.4)	(1,355,873)	(1,323,355)	2.5
<b>Gross profit</b>	<b>122,005</b>	<b>122,374</b>	<b>(0.3)</b>	<b>369,332</b>	<b>307,831</b>	<b>20.0</b>
Distribution and selling expenses	(54,069)	(48,397)	11.7	(143,891)	(115,716)	24.3
General and administration expenses	(43,785)	(50,418)	(13.2)	(97,147)	(154,630)	(37.2)
Other operating (expenses)/income	360	(152)	(336.8)	(7,513)	(747)	n.m.
<b>Profit from operations</b>	<b>24,511</b>	<b>23,407</b>	<b>4.7</b>	<b>120,781</b>	<b>36,738</b>	<b>228.8</b>
Financial income*	1,378	81	n.m.	3,582	310	n.m.
Financial expense*	(26,358)	(27,965)	(5.7)	(74,017)	(76,482)	(3.2)
<b>Net finance income/(expense)</b>	<b>(24,980)</b>	<b>(27,884)</b>	<b>(10.4)</b>	<b>(70,435)</b>	<b>(76,172)</b>	<b>(7.5)</b>
Share of loss of joint venture, net of tax	(354)	(436)	(18.8)	(1,257)	(1,681)	(25.2)
<b>Profit/(loss) before taxation</b>	<b>(823)</b>	<b>(4,913)</b>	<b>(83.2)</b>	<b>49,089</b>	<b>(41,115)</b>	<b>219.4</b>
Taxation	(52)	1,808	(102.9)	(4,777)	13,610	(135.1)
<b>Profit/(loss) after taxation</b>	<b>(875)</b>	<b>(3,105)</b>	<b>(71.8)</b>	<b>44,312</b>	<b>(27,505)</b>	<b>261.1</b>
<b>Profit(loss) attributable to:</b>						
Owners of the Company	590	(2,192)	(126.9)	41,872	(23,902)	275.2
Non-controlling interest	(1,465)	(913)	(60.5)	2,440	(3,603)	167.7
<b>Profit/(loss) for the period</b>	<b>(875)</b>	<b>(3,105)</b>	<b>71.8</b>	<b>44,312</b>	<b>(27,505)</b>	<b>261.1</b>
<b>Notes:</b>						
Depreciation and amortization	(19,422)	(16,073)	20.8	(53,306)	(43,668)	22.1
Reversal of asset impairment	115	125	(8.0)	353	385	(8.3)
Provision for inventory obsolescence	(721)	(1,484)	(51.4)	(1,185)	(2,442)	51.5
(Provision)/reversal for doubtful debts	379	176	115.3	156	2,631	(94.1)
Gain/(loss) on disposal of fixed assets	106	(478)	(122.2)	(171)	(626)	(72.7)
<b>*Financial income comprise:</b>						
Interest income	127	81	56.8	287	228	25.9
Foreign exchange gain	1,251	—	100.0	3,295	82	n.m.
	<b>1,378</b>	<b>81</b>	<b>n.m.</b>	<b>3,582</b>	<b>310</b>	<b>n.m.</b>
<b>*Financial expense comprise:</b>						
Interest expense	(25,332)	(23,822)	6.3	(72,118)	(71,137)	1.4
Foreign exchange loss	(1,026)	(4,143)	(75.2)	(1,899)	(5,345)	(64.5)
	<b>(26,358)</b>	<b>(27,965)</b>	<b>(5.7)</b>	<b>(74,017)</b>	<b>(76,482)</b>	<b>(3.2)</b>

n.m. – not meaningful

Earnings per ordinary share in US cents	For the three months ended 31 January		For the nine months ended 31 January	
	FY2016	FY2015	FY2016	FY2015
Earnings per ordinary share based on net profit attributable to shareholders:				
(i) Based on weighted average no. of ordinary shares	0.03	(0.17)	2.15	(1.84)
(ii) On a fully diluted basis	0.03	(0.17)	2.15	(1.84)

\*Includes US\$2,540m for DMFI and US\$69m for FieldFresh in the Nine Months of FY2016 and (US\$3,501m) for DMFI and (US\$102m) for FieldFresh in the Nine Months of FY2015.

Includes (US\$1,416m) for DMFI and (US\$20m) for FieldFresh in the Third quarter of FY2016 and (US\$886m) for DMFI and (US\$26m) for FieldFresh in the Third quarter of FY2015.

**DEL MONTE PACIFIC LIMITED**  
**UNAUDITED STATEMENTS OF COMPREHENSIVE INCOME**

Amounts in US\$'000

	For the nine months ended 31 January		
		FY2015 (Restated, Unaudited)	%
	FY2016		
<b>Profit/(loss) for the period</b>	<b>44,312</b>	(27,505)	261.1
<b>Other comprehensive income (after reclassification adjustment):</b>			
<i>Items that will or may be reclassified subsequently to profit or loss</i>			
Exchange differences on translating of foreign operations	(18,379)	6,533	(381.3)
Effective portion of changes in fair value of cash flow hedges	(13,692)	(18,900)	(27.6)
Income tax benefit (expense)	5,203	7,182	(27.6)
	<b>(26,868)</b>	(5,185)	418.2
<i>Items that will not be classified to profit or loss</i>			
Remeasurement of retirement benefit	13,868	(767)	n.m.
Income tax benefit (expense)	(5,326)	230	n.m.
	<b>8,542</b>	(537)	n.m.
<b>Other comprehensive income/(loss) for the period, net of tax</b>	<b>(18,326)</b>	(5,722)	220.3
<b>Total comprehensive income/(loss) for the period</b>	<b>25,986</b>	(33,227)	178.2
<b>Attributable to:</b>			
Owners of the Company	23,457	(28,770)	181.5
Non-controlling interests	2,529	(4,457)	156.7
<b>Total comprehensive income/(loss) for the period</b>	<b>25,986</b>	(33,227)	178.2

n.m. – not meaningful

**DEL MONTE PACIFIC LIMITED**  
**UNAUDITED STATEMENTS OF FINANCIAL POSITION**

Amounts in US\$'000	Group			Company		
	31 Jan 2016 (Unaudited)	31 Jan 2015 (Restated, Unaudited)	30 Apr 2015 (Audited)	31 Jan 2016 (Unaudited)	31 Jan 2015 *** (Restated, Unaudited)	30 Apr 2015 (Audited)
<b>Non-Current Assets</b>						
Property, plant and equipment	562,298	543,817	578,359	–	–	–
Subsidiaries	–	–	–	823,225	808,374	774,123
Joint venture	23,280	28,989	22,590	2,551	–	2,551
Intangible assets	752,280	733,713	759,700	–	–	–
Other assets	30,578	28,175	28,985	–	–	–
Deferred tax assets	87,112	72,537	80,773	3	–	–
Employee benefits	–	20,395	–	–	–	–
Biological assets	1,395	1,434	1,446	–0	–	–
	<u>1,456,943</u>	<u>1,429,060</u>	<u>1,471,853</u>	<u>825,779</u>	<u>808,374</u>	<u>776,674</u>
<b>Current assets</b>						
Inventories	968,176	838,595	764,350	–	–	–
Biological assets	120,547	122,912	127,194	–	–	–
Trade and other receivables	202,603	229,678	182,583	100,279	104,611	105,860
Prepaid and other current assets	25,540	30,442	41,689	–	–	–
Cash and cash equivalents	26,291	29,359	35,618	306	420	6,126
	<u>1,343,157</u>	<u>1,250,986</u>	<u>1,151,434</u>	<u>100,585</u>	<u>105,031</u>	<u>111,986</u>
Assets held for sale	3,609	–	8,113	–	–	–
	<u>1,346,766</u>	<u>1,250,986</u>	<u>1,159,547</u>	<u>100,585</u>	<u>105,031</u>	<u>111,986</u>
<b>Total Assets</b>	<u>2,803,709</u>	<u>2,680,046</u>	<u>2,631,400</u>	<u>926,364</u>	<u>913,405</u>	<u>888,660</u>
<b>Equity attributable to equity holders of the Company</b>						
Share capital	19,449	13,030	19,449	19,449	13,030	19,449
Reserves	279,228	143,527	254,407	279,367	143,666	254,546
Equity attributable to owners of the Company	298,677	156,557	273,856	298,816	156,696	273,995
Non-controlling interest	62,308	63,146	59,590	–	–	–
<b>Total Equity</b>	<u>360,985</u>	<u>219,703</u>	<u>333,446</u>	<u>298,816</u>	<u>156,696</u>	<u>273,995</u>
<b>Non-Current Liabilities</b>						
Financial liabilities	1,465,967	927,372	1,272,945	477,382	–	348,250
Other non-current liabilities	78,021	40,133	61,163	–	–	–
Employee benefits	76,379	133,070	129,199	–	–	–
Environmental remediation liabilities	4,490	4,186	4,580	–	–	–
Deferred tax liabilities	1,092	1,092	1,092	–	–	–
	<u>1,625,949</u>	<u>1,105,853</u>	<u>1,468,979</u>	<u>477,382</u>	<u>–</u>	<u>348,250</u>

*To be continued*

**DEL MONTE PACIFIC LIMITED**  
**UNAUDITED STATEMENTS OF FINANCIAL POSITION (CONTINUED)**

Amounts in US\$'000	Group			Company		
	31 Jan 2016 (Unaudited)	31 Jan 2015 (Restated, Unaudited)	30 Apr 2015 (Audited)	31 Jan 2016 (Unaudited)	31 Jan 2015 *** (Restated, Unaudited)	30 Apr 2015 (Audited)
<b>Current Liabilities</b>						
Trade and other payables	302,679	329,353	374,414	135,166	153,843	163,785
Financial liabilities	495,641	1,007,989	445,542	15,000	602,866	102,630
Current tax liabilities	2,824	3,912	1,299	—	—	—
Employee benefits	15,631	13,236	7,720	—	—	—
	<b>816,775</b>	<b>1,354,490</b>	<b>828,975</b>	<b>150,166</b>	<b>756,709</b>	<b>266,415</b>
<b>Total Liabilities</b>	<b>2,442,724</b>	<b>2,460,343</b>	<b>2,297,954</b>	<b>627,548</b>	<b>756,709</b>	<b>614,665</b>
<b>Total Equity and Liabilities</b>	<b>2,803,709</b>	<b>2,680,046</b>	<b>2,631,400</b>	<b>926,364</b>	<b>913,405</b>	<b>888,660</b>
NAV per ordinary share (US cents)	<b>18.58</b>	16.87	17.15	<b>15.38</b>	12.03	14.09

\*\*\*Retrospective restatement due to early adoption of IAS 27



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

	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasure- ment of retirement plan	Hedging Reserve	Share Option reserve	Revenue reserve	Reserve for own shares	Totals	Non- controlling interest	Total equity
	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000
<b>Group</b>												
<b>Fiscal Year 2015</b>												
At 1 May 2014, Restated	12,975	69,205	(44,874)	9,506	(4,370)	(2,422)	174	143,711	(629)	183,276	67,603	250,879
<b>Total comprehensive income for the period</b>												
Loss for the period	—	—	—	—	—	—	—	(23,902)	—	(23,902)	(3,603)	(27,505)
<b>Other comprehensive income</b>												
Currency translation differences recognised directly in equity	—	—	6,148	—	—	—	—	—	—	6,148	385	6,533
Remeasurement of retirement plan	—	—	—	—	(536)	—	—	—	—	(536)	(1)	(537)
Effective portion of changes in fair value of cash flow hedges	—	—	—	—	—	(10,480)	—	—	—	(10,480)	(1,238)	(11,718)
<b>Total other comprehensive income</b>	—	—	6,148	—	(536)	(10,480)	—	—	—	(4,868)	(854)	(5,722)
<b>Total comprehensive (loss)/income for the period</b>	—	—	6,148	—	(536)	(10,480)	—	(23,902)	—	(28,770)	(4,457)	(33,227)
<b>Transactions with owners recorded directly in equity</b>												
<b>Contributions by and distributions to owners</b>												
Value of employee services received for issue of share options	—	—	—	—	—	—	109	—	—	109	—	109
Proceeds from issue of share capital	55	1,887	—	—	—	—	—	—	—	1,942	—	1,942
<b>Total contributions by and distributions to owners</b>	55	1,887	—	—	—	—	109	—	—	2,051	—	2,051
<b>At 31 January 2015</b>	<b>13,030</b>	<b>71,092</b>	<b>(38,726)</b>	<b>9,506</b>	<b>(4,906)</b>	<b>(12,902)</b>	<b>283</b>	<b>119,809</b>	<b>(629)</b>	<b>156,557</b>	<b>63,146</b>	<b>219,703</b>

	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasure- ment of retirement plan	Hedging Reserve	Share Option reserve	Revenue reserve	Reserve for own shares	Totals	Non- controlling interest	Total equity
	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000
<b>Group</b>												
<b>Fiscal Year 2016</b>												
At 1 May 2015	19,449	214,843	(46,342)	9,506	(17,231)	(11,722)	318	105,664	(629)	273,856	59,590	333,446
<b>Total comprehensive income for the period</b>												
Profit for the period	–	–	–	–	–	–	–	41,872	–	41,872	2,440	44,312
<b>Other comprehensive income</b>												
Currency translation differences recognised directly in equity	–	–	(18,385)	–	–	–	–	–	–	(18,385)	6	(18,379)
Remeasurement of retirement plan	–	–	–	–	7,562	–	–	–	–	7,562	980	8,542
Effective portion of changes in fair value of cash flow hedges	–	–	–	–	–	(7,592)	–	–	–	(7,592)	(897)	(8,489)
<b>Total other comprehensive income</b>	–	–	(18,385)	–	7,562	(7,592)	–	–	–	(18,415)	89	(18,326)
<b>Total comprehensive (loss)/income for the period</b>	–	–	(18,385)	–	7,562	(7,592)	–	41,872	–	23,457	2,529	25,986
<b>Transactions with owners recorded directly in equity</b>												
<b>Contributions by and distributions to owners</b>												
Value of employee services received for issue of share options	–	–	–	–	–	–	1,534	–	–	1,534	–	1,534
Transaction cost from issue of ordinary shares	–	3	–	–	–	–	–	–	–	3	–	3
Investment of non-controlling interest	–	–	–	–	–	–	–	–	–	–	189	189
Purchase of own shares	–	–	–	–	–	–	–	–	(173)	(173)	–	(173)
<b>Total contributions by and distributions to owners</b>	–	3	–	–	–	–	1,534	–	(173)	1,364	189	1,553
<b>At 31 January 2016</b>	<b>19,449</b>	<b>214,846</b>	<b>(64,727)</b>	<b>9,506</b>	<b>(9,669)</b>	<b>(19,314)</b>	<b>1,852</b>	<b>147,536</b>	<b>(802)</b>	<b>298,677</b>	<b>62,308</b>	<b>360,985</b>

Company	Share Capital US\$'000	Share Premium US\$'000	Translation Reserve US\$'000	Revaluation reserve US\$'000	Remeasure- ment retirement plan US\$'000	Share option reserve US\$'000	Hedging Reserve US\$'000	Reserve for own shares US\$'000	Retained earnings US\$'000	Total Equity US\$'000
<b>Fiscal Year 2015</b>										
At 1 May 2014, as previously stated	12,975	69,344	—	—	—	174	—	(629)	13,978	95,842
Impact of change of accounting policies	—	—	(44,874)	9,506	(4,370)	—	(2,422)	—	129,733	87,573
<b>At 1 May 2014, as restated</b>	<b>12,975</b>	<b>69,344</b>	<b>(44,874)</b>	<b>9,506</b>	<b>(4,370)</b>	<b>174</b>	<b>(2,422)</b>	<b>(629)</b>	<b>143,711</b>	<b>183,415</b>
<b>Total comprehensive income for the period</b>										
Loss for the period	—	—	—	—	—	—	—	—	(23,902)	(23,902)
<b>Other comprehensive income</b>										
Currency translation differences recognised directly in equity	—	—	6,148	—	—	—	—	—	—	6,148
Remeasurement of retirement plan	—	—	—	—	(536)	—	—	—	—	(536)
Effective portion of changes in fair value of cash flow hedges	—	—	—	—	—	—	(10,480)	—	—	(10,480)
<b>Total other comprehensive income</b>	<b>—</b>	<b>—</b>	<b>6,148</b>	<b>—</b>	<b>(536)</b>	<b>—</b>	<b>(10,480)</b>	<b>—</b>	<b>—</b>	<b>(4,868)</b>
<b>Total other comprehensive (loss)/income for the period</b>	<b>—</b>	<b>—</b>	<b>6,148</b>	<b>—</b>	<b>(536)</b>	<b>—</b>	<b>(10,480)</b>	<b>—</b>	<b>(23,902)</b>	<b>(28,770)</b>
<b>Transactions with owners, recorded directly in equity</b>										
<b>Contributions by and distributions to owners</b>										
Proceeds from issue of share capital	55	1,887	—	—	—	—	—	—	—	1,942
Value of employee services received for issue of share options	—	—	—	—	—	109	—	—	—	109
Total contributions by and distributions to owners	55	1,887	—	—	—	109	—	—	—	2,051
<b>At 31 January 2015</b>	<b>13,030</b>	<b>71,231</b>	<b>(38,726)</b>	<b>9,506</b>	<b>(4,906)</b>	<b>283</b>	<b>(12,902)</b>	<b>(629)</b>	<b>119,809</b>	<b>156,696</b>

Company	Share capital US\$'000	Share premium US\$'000	Translation Reserve US\$'000	Revaluation Reserve US\$'000	Remeasure- ment retirement plan US\$'000	Share Option Reserve US\$'000	Hedging Reserve US\$'000	Reserve for own shares US\$'000	Retained earnings US\$'000	Total Equity US\$'000
<b>Fiscal Year 2016</b>										
At 1 May 2015	19,449	214,982	(46,342)	9,506	(17,231)	318	(11,722)	(629)	105,664	273,995
<b>Total comprehensive income for the period</b>										
Profit for the period	—	—	—	—	—	—	—	—	41,872	41,872
<b>Other comprehensive income</b>										
Currency translation differences recognised directly in equity	—	—	(18,385)	—	—	—	—	—	—	(18,385)
Remeasurement of retirement plan	—	—	—	—	7,562	—	—	—	—	7,562
Effective portion of changes in fair value of cash flow hedges	—	—	—	—	—	—	(7,592)	—	—	(7,592)
<b>Total other comprehensive income</b>	—	—	(18,385)	—	7,562	—	(7,592)	—	—	(18,415)
<b>Total comprehensive (loss)/income for the period</b>	—	—	(18,385)	—	7,562	—	(7,592)	—	41,872	23,457
<b>Transactions with owners, recorded directly in equity</b>										
<b>Contributions by and distributions to owners</b>										
Transaction cost from issue of ordinary shares	—	3	—	—	—	—	—	—	—	3
Value of employee services received for issue of share options	—	—	—	—	—	1,534	—	—	—	121
Purchase of own shares	—	—	—	—	—	—	—	(173)	—	(173)
Total contributions by and distributions to owners	—	3	—	—	—	1,534	—	(173)	—	1,364
<b>At 31 January 2016</b>	<b>19,449</b>	<b>214,985</b>	<b>(64,727)</b>	<b>9,506</b>	<b>(9,669)</b>	<b>1,852</b>	<b>(19,314)</b>	<b>(802)</b>	<b>147,536</b>	<b>298,816</b>

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

Amounts in US\$'000	For the three months ended 31 January		For the nine months ended 31 January	
	FY2016 (Unaudited)	FY2015 (Restated, Unaudited)	FY2016 (Unaudited)	FY2015 (Restated, Unaudited)
<b>Cash flows from operating activities</b>				
Profit/(loss) for the period	(875)	(3,105)	44,312	(27,505)
Adjustments for:				
Depreciation of property, plant and equipment	16,983	14,268	45,886	38,269
Amortisation of intangible assets	2,439	1,805	7,420	5,399
Reversal of impairment loss on property, plant and equipment	(115)	(125)	(353)	(385)
Loss/(gain) on disposal of property, plant and equipment	(106)	478	171	626
Equity-settled share-based payment transactions	1,454	36	1,534	109
Share of loss of joint venture, net of tax	354	436	1,257	1,681
Finance income	(1,378)	(81)	(3,582)	(310)
Finance expense	26,358	27,965	74,017	76,482
Tax expense (benefit)	52	(1,808)	4,777	(13,610)
Remeasurement of retirement benefits reserve	–	–	(39,422)	–
Operating profit before working capital changes	45,166	39,869	136,017	80,756
Other assets	2,418	(3,767)	(1,136)	(4,083)
Inventories	150,209	214,003	(209,231)	(7,443)
Biological assets	2,741	(167)	(1,258)	(3,439)
Trade and other receivables	43,470	(36,004)	(10,840)	(100,623)
Prepaid and other current assets	(9,712)	2,670	(2,559)	33,463
Trade and other payables	(119,286)	2,791	(77,719)	68,256
Employee Benefit	6,014	(40,221)	10,652	(9,179)
Operating cash flow	121,020	179,174	(156,074)	57,708
Income taxes paid	(7,018)	(6,967)	(8,846)	(8,302)
<b>Net cash flows used in operating activities</b>	<b>114,002</b>	<b>172,207</b>	<b>(164,920)</b>	<b>49,406</b>
<b>Cash flows from investing activities</b>				
Interest received	121	85	273	228
Proceeds from disposal of property, plant and equipment	3,251	20	3,777	274
Purchase of property, plant and equipment	(14,533)	(29,970)	(37,099)	(53,758)
Additional investment in joint venture	(848)	(8,813)	(1,950)	(9,309)
Purchase of Consumer Products Business	–	(1,302)	–	(1,302)
<b>Net cash flows used in investing activities</b>	<b>(12,009)</b>	<b>(39,980)</b>	<b>(34,999)</b>	<b>(63,867)</b>
<b>Cash flows from financing activities</b>				
Interest paid	(20,655)	(27,317)	(61,407)	(63,214)
Proceeds (repayment) of borrowings	(77,311)	(107,066)	254,710	76,573
Proceeds from issue of share capital	–	–	–	2,083
Transactions costs related to rights issue	–	(83)	–	(141)
Capital injection by non-controlling interests	189	–	189	–
Acquisition of treasury shares	(110)	–	(173)	–
<b>Net cash flows from financing activities</b>	<b>(97,887)</b>	<b>(134,466)</b>	<b>193,319</b>	<b>15,301</b>
To be continued				

Amounts in US\$'000

	For the three months ended		For the nine months ended	
	31 January		31 January	
	FY2016	FY2015	FY2016	FY2015
	(Unaudited)	(Restated, Unaudited)	(Unaudited)	(Restated, Unaudited)
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>4,106</b>	(2,239)	<b>(6,600)</b>	840
<b>Cash and cash equivalents at 1 May</b>	<b>22,084</b>	31,924	<b>35,618</b>	28,401
<b>Effect of exchange rate fluctuations on cash held</b>	<b>101</b>	(326)	<b>(2,727)</b>	118
<b>Cash and cash equivalents at 31 January</b>	<b>26,291</b>	29,359	<b>26,291</b>	29,359



## DEL MONTE PACIFIC LIMITED

11 March 2016

**SGX-ST/PSE/MEDIA RELEASE:** (unaudited results for the third quarter ending 31 January 2016)

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**Note to Editors:** *Del Monte Pacific Limited ("DMPL" or the "Group") acquired the consumer food business of Del Monte Corporation (referred to as Del Monte Foods or DMFI) on 18 February 2014 and aligned its financial year with that of DMFI whose financial year runs from May to April. The third quarter is the November to January period.*

### 9M FY2016 Highlights

- Group sales higher by 6% to US\$1.7bn on higher USA, Philippines and S&W Asia
- Group net profit of US\$41.9m better than the loss of US\$23.9m in prior year period
- Further deleveraging planned with Preference Shares offering

**Singapore/Manila, 11 March 2016** – Singapore Mainboard and Philippine Stock Exchange dual listed Del Monte Pacific Limited ("DMPL" or the "Group"; Bloomberg: DELM SP, DMPL PM) reported today an improvement in sales and profitability for the nine-month period ending January 2016.

The Group achieved nine-month sales of US\$1.7 billion, 6% higher than the same period last year. Its US subsidiary, Del Monte Foods, which accounted for 80% of Group sales, generated revenue of US\$1.4 billion, 8% better than prior year period.

The Philippine market delivered a good performance in the nine-month period with sales up 7%, driven by expanded penetration and increased consumption for its juices, tomato-based sauces and packaged pineapple products. Meanwhile, sales of the S&W branded business in Asia and the Middle East grew by 16% on higher sales from both the fresh and packaged segments, partly offset by lower non-branded OEM exports.

The Group's gross margin in the nine months improved to 21.4%, much higher than the 18.9% in the same period last year with lower trade spend in DMFI, the absence of purchase accounting inventory step up, and cost optimisation initiatives to mitigate the impact of lower pineapple output from El Niño, particularly in the first half.

The Group posted an EBITDA of US\$174.3 million and a net income of US\$41.9 million in the nine-month period, inclusive of one-off favourable adjustments of US\$23.4 million after tax mainly due to DMFI's retirement plan amendment in the second quarter, a turnaround from the US\$23.9 million loss position last year.

In the third quarter, the Group generated sales of US\$594.1 million, down by 7% due to lower sales in DMFI of 9% mainly from unsuccessful government and co-pack contract bids, partly offset by the good performance in the Philippines, up 6% with effective holiday season advertising campaigns. The rest of Asia under the S&W brand performed strongly, higher by 35%. China and Japan markets grew significantly on higher sales of canned tropical fruit and fresh fruit.

"In the United States, lower sales to the government and co-pack sectors unfavourably impacted our third quarter sales and may continue to impact our fourth quarter sales. We are reviewing our strategy for these channels as part of our long range plan to optimise sustainable sales and profits for the company in the coming year," said Joselito Campos, Jr, Managing Director and Group CEO of DMPL.

The Group's gross margin in the third quarter improved to 20.5%, higher than 19.2% in the same period last year with the absence of purchase accounting inventory step up, significant improvement in productivity as well as cost optimisation initiatives.

For the third quarter, the Group reported an EBITDA of US\$43.9 million and a net income of US\$0.6 million, inclusive of one-time expenses of US\$6.9 million after tax, continuing the improved profitability achieved in the second quarter.

DMPL's share of loss in the FieldFresh joint venture in India was lower at US\$0.3 million from US\$0.4 million in the prior year period due to a 13% growth in sales driven by the robust performance of Del Monte packaged business, primarily led by improved volume in juices and the culinary segment. Higher sales and production efficiencies resulted in FieldFresh sustaining its positive EBITDA trend for the quarter.

As part of the Group's deleveraging plan, DMPL intends to issue US dollar denominated perpetual preference shares in the Philippine capital market, to be listed on the Philippine Stock Exchange. The Group anticipates to launch the offering this year subject to regulatory approvals and market conditions. The proposed issue will be up to US\$360 million that will result in a further improvement of the Group's leverage ratios.



Barring unforeseen circumstances, the Group will report a profit for the full year, a significant turnaround from the loss position last year.

### **Disclaimer**

This announcement may contain statements regarding the business of Del Monte Pacific Limited and its subsidiaries (the "Group") that are of a forward looking nature and are therefore based on management's assumptions about future developments. Such forward looking statements are typically identified by words such as 'believe', 'estimate', 'intend', 'may', 'expect', and 'project' and similar expressions as they relate to the Group. Forward looking statements involve certain risks and uncertainties as they relate to future events. Actual results may vary materially from those targeted, expected or projected due to various factors.

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. Such factors that may affect the Group's future financial results are detailed in the Annual Report. The reader is cautioned to not unduly rely on these forward-looking statements.

Neither the Group nor its advisers and representatives shall have any liability whatsoever for any loss arising, whether directly or indirectly, from any use or distribution of this announcement or its contents.

This announcement is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for shares in Del Monte Pacific.

### **About Del Monte Pacific Limited ([www.delmontepacific.com](http://www.delmontepacific.com))**

Dual listed on the Mainboards of the Singapore Exchange Securities Trading Limited and the Philippine Stock Exchange, Inc, Del Monte Pacific Limited (Bloomberg: DELM SP/ DMPL PM) together with its subsidiaries (the "Group"), is a global branded food and beverage company that caters to today's consumer needs for premium quality healthy products. The Group innovates, produces, markets and distributes its products worldwide.

The Group is proud of its two heritage brands - *Del Monte* and *S&W* – which originated in the USA in the 1890s as premium quality packaged fruit and vegetable products. The Group has exclusive rights to use the *Del Monte* trademarks for packaged products in the United States, South America, the Philippines, Indian subcontinent and Myanmar, while for *S&W*, it owns it globally except Australia and New Zealand.

DMPL's USA subsidiary, Del Monte Foods, Inc (DMFI) ([www.delmonte.com](http://www.delmonte.com)) also owns other trademarks such as *Contadina*, *College Inn*, *Fruit Naturals*, *Orchard Select* and *SunFresh*.

DMFI acquired Sager Creek Vegetable Company's vegetable business on 11 March 2015. Sager Creek is a producer of specialty vegetables for the foodservice and retail markets.

The Group owns approximately 94% of a holding company that owns 50% of FieldFresh Foods Private Limited in India ([www.fieldfreshfoods.in](http://www.fieldfreshfoods.in)). FieldFresh markets *Del Monte*-branded packaged products in the domestic market and *FieldFresh*-branded fresh produce. The Group's partner in FieldFresh India is the well-respected Bharti Enterprises, which is one of the largest conglomerates in India.

With a 23,000-hectare pineapple plantation in the Philippines, 700,000-ton processing capacity and a port beside the cannery, DMPL's subsidiary, Del Monte Philippines, Inc (DMPI), operates the world's largest fully-integrated pineapple operation. DMPI is proud of its long heritage of 90 years of pineapple growing and processing.

The Group sells fresh pineapples under the *S&W* brand on top of its varied range of packaged products which include packaged fruits, vegetable and tomato, sauces, condiments, pasta, broth and juices, under various brands.

DMPL and its subsidiaries are not affiliated with certain other Del Monte companies in the world, including Fresh Del Monte Produce Inc, Del Monte Canada, Del Monte Asia Pte Ltd and these companies' affiliates.

DMPL is 67%-owned by NutriAsia Pacific Ltd and Bluebell Group Holdings Limited, which are beneficially-owned by the Campos family of the Philippines. The NutriAsia Group is the market leader in the liquid condiments, specialty sauces and cooking oil market in the Philippines.

To subscribe to our email alerts, please send a request to [jluy@delmontepacific.com](mailto:jluy@delmontepacific.com).



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# 3Q and 9M FY2016 Results

11 March 2016



**Del Monte Pacific Limited**

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# Contents

- Notes to the Results
- 3Q FY2016 Results
- 9M FY2016 Results
- Market Updates
- Outlook



# Notes to the 3Q FY2016 Results

1. Effective 1 May 2014, DMPL changed its financial year end to 30 April from 31 December to align with that of its US subsidiary, Del Monte Foods, Inc (DMFI). The third quarter of the Company is 1 November to 31 January.
2. DMFI's financial results have been consolidated in DMPL's financials since the acquisition was made on 18 February 2014.
3. DMFI's financial statements are based on US GAAP, while DMPL's are based on IFRS. DMFI's financial statements are converted to IFRS for consolidation purposes.
4. DMPL's effective stake in DMFI is 89.4%, hence the non controlling interest line (NCI) in the P&L. Net income is net of NCI.
5. 9M refers to nine months ending January 2016.



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# DMPL 3Q and 9M FY2016 Results Summary

- 3Q Group sales down 7% to US\$594m with US sales down 9%, while Philippines sales higher by 6% and S&W Asia higher by 35%
- 3Q Group recurring net profit of US\$7.5m and reported net profit of US\$0.6m better than the loss of US\$2.2m last year
- 9M Group sales grew by 6% to US\$1.7bn with US sales higher by 8%, Philippines sales better by 7% and S&W Asia higher by 16%
- 9M Group recurring net profit of US\$18.5m and reported net profit of US\$41.9m better than the loss of US\$23.9m in prior year period
- 3Q operating cash flow turned positive from negative in 1H given seasonality of sales
- Further deleveraging planned with Preference Shares offering





# Non Recurring Items

In US\$ m	3Q FY16	9M FY16	Booked under
SAP stabilisation	(7.1)	(11.1)	G&A expense
Sager Creek integration	(2.0)	(4.0)	G&A and other expense
Severance	(3.4)	(6.4)	G&A expense
Retirement plan amendment in 2Q (no tax impact)	-	39.4	G&A expense
<b>Total (pre tax basis)</b>	<b>(12.5)</b>	<b>17.9</b>	
<b>Total (net of tax and minority interest)</b>	<b>(6.9)</b>	<b>23.4</b>	



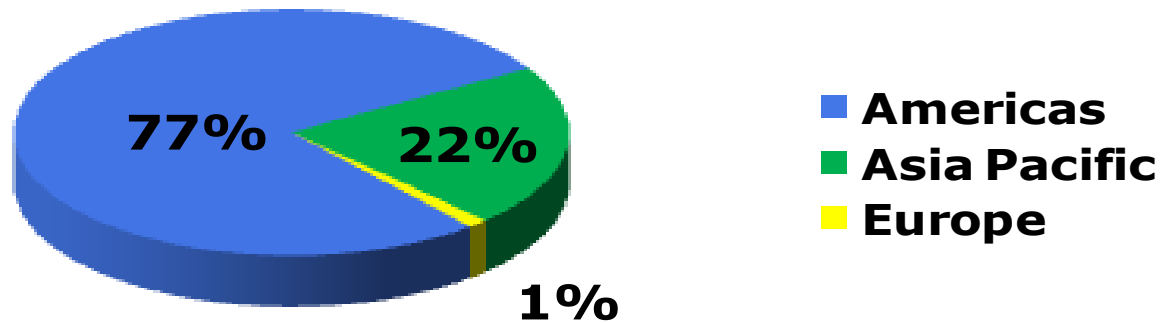
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# DMPL 3Q FY2016 Results

In US\$m	3Q FY 2015	3Q FY 2016	Chg (%)	Comments
Turnover	637.5	<b>594.1</b>	-6.8	Lower DMFI sales partly offset by strong Philippines and S&W Asia sales
Gross profit	122.4	<b>122.0</b>	-0.3	Prior year had one-off inventory step up cost of US\$6.2m. Lower GP mainly due to lower sales
Operating profit	23.4	<b>24.5</b>	+4.7	Lower G&A expenses despite the US\$12.5m one-off expenses booked
Net finance expense	(27.9)	<b>(25.0)</b>	-10.4	US\$150m bridge loans paid off through Rights Issue proceeds
FieldFresh equity share	(0.4)	<b>(0.3)</b>	-18.3	Better performance in 47% owned FieldFresh India
Tax	1.8	<b>(0.05)</b>	nm	Higher profit
Net profit	(2.2)	<b>0.6</b>	nm	Same explanation as operating profit. Recurring net profit for this quarter would have been US\$7.5m
Net debt	(1,906.0)	<b>(1,935.3)</b>	+1.5	US\$75m Sager Creek acquisition plus working capital
Gearing (%)	867.5	<b>536.1</b>	-331.4ppts	Lower due to Rights Issue



# 3Q FY2016 Turnover Analysis



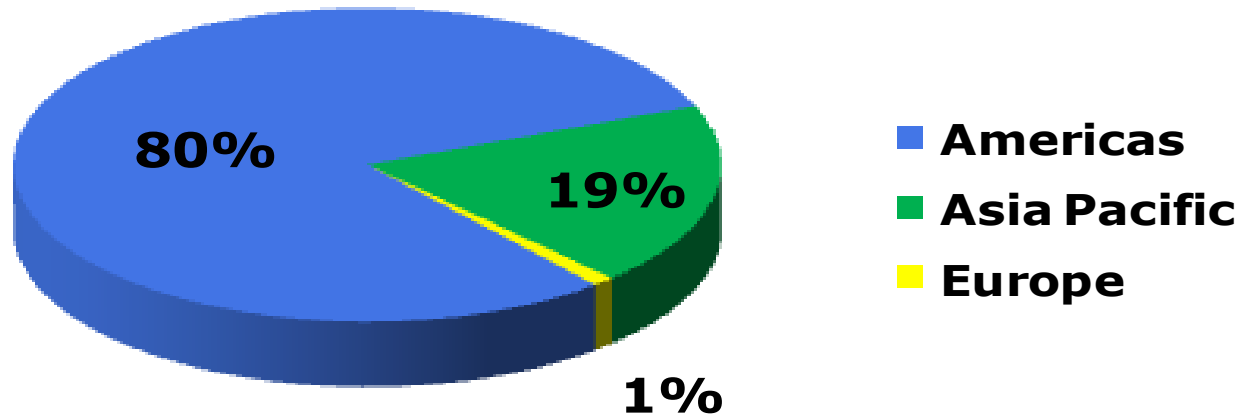
<b>Americas</b>	<b>-10.5%</b>	<ul style="list-style-type: none"> <li>Unsuccessful government and OEM co-pack contract bids, and retail category contraction</li> </ul>
<b>Asia Pacific</b>	<b>+9.1%</b>	<ul style="list-style-type: none"> <li>Sales in the Philippines were higher by 6% and S&amp;W by 35%, offset by weak exports of packaged pineapple due to reduced pineapple supply as a result of the El Niño weather pattern</li> </ul>
<b>Europe</b>	<b>+2.7%</b>	<ul style="list-style-type: none"> <li>Higher prices of pineapple juice concentrate</li> </ul>



# DMPL 9M FY2016 Results

In US\$m	9M FY 2015	9M FY 2016	Chg (%)	Comments
<b>Turnover</b>	1,631.2	<b>1,725.2</b>	+5.8	Higher DMFI, Philippines and S&W Asia sales
<b>Gross profit</b>	307.8	<b>369.3</b>	+20.0	Prior year had one-off inventory step up cost of US\$44.3m. Absent that, recurring GP would still be up 5% due to better sales and cost optimisation
<b>Operating profit</b>	36.7	<b>120.8</b>	+228.8	Same as above plus benefit of one-off retirement plan amendment at DMFI of +US\$39m booked in 2Q. Absent that, recurring operating profit would still be up 7%
<b>Net finance expense</b>	(76.2)	<b>(70.4)</b>	-7.5	US\$150m bridge loans paid off through Rights Issue proceeds
<b>FieldFresh equity share</b>	(1.6)	<b>(1.2)</b>	-24.8	Better performance in 47% owned FieldFresh India
<b>Tax</b>	13.6	<b>(4.7)</b>	-135.1	Higher profit
<b>Net profit/(loss)</b>	(23.9)	<b>41.9</b>	+275.2	Same explanation as operating profit. Recurring net profit for this period would have been US\$18.5m
<b>Net debt</b>	(1,906.0)	<b>(1,935.3)</b>	+1.5	US\$75m Sager Creek acquisition plus working capital
<b>Gearing (%)</b>	867.5	<b>536.1</b>	-331.4ppts	Lower due to Rights Issue

# 9M FY2016 Turnover Analysis



<b>Americas</b>	<b>+6.4%</b>	<ul style="list-style-type: none"> <li>Due to higher DMFI sales mainly due to the consolidation of Sager Creek. Without Sager Creek, DMFI sales were lower by 3% due to unsuccessful government contract bids</li> </ul>
<b>Asia Pacific</b>	<b>+4.1%</b>	<ul style="list-style-type: none"> <li>Sales in the Philippines were higher by 7% and S&amp;W by 16%, offset by weak exports of packaged pineapple due to reduced pineapple supply as a result of the El Niño weather pattern</li> </ul>
<b>Europe</b>	<b>-9.8%</b>	<ul style="list-style-type: none"> <li>Lower sales of packaged pineapple and pineapple juice concentrate that was rechanneled to branded markets</li> </ul>



# Del Monte Foods USA

- Stable market shares amidst retail category contraction and competitive behavior
- DMFI's 3Q sales down 9% in 3Q to US\$466m, but higher by 8% in 9M to US\$1.4bn
- Unsuccessful government and OEM co-pack contract bids
- Prioritised pricing and trade spend discipline over volume
- Higher gross margin in 3Q of 18.0% from 17.6% due to optimised trade spending and absence of purchase accounting inventory step up of US\$6.2m
- Higher gross margin in 9M of 19.6% from 17.3% for the same reasons above
- In 3Q, contributed an EBITDA of US\$16.5m to the Group results, inclusive of the one-time expenses of US\$12.5m
- In 9M, contributed an EBITDA of US\$113.7m to the Group results, inclusive of the net one-time gain of US\$17.9m





# DMFI USA (cont'd) – Holiday Activations at Top Accounts



## Walmart

- End cap display and TV
- Social engagement #Thisismytwist
- Digital display ads
- Print magazine ad



## TARGET

- Multiple displays
- Target.com recipes and mobile app offer
- Signage on display
- Circular Ad



## meijer

- Display
- Circular Front Page Ads
- Shopkick Digital program @ Kroger



## Publix



## Ahold



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# Del Monte Philippines

- Philippines sales in 3Q were up 12% in peso terms and 6% in US dollar terms, and in 9M +11% and +7%, respectively
- Expanded penetration and increased consumption for juices, tomato-based sauces and packaged pineapple products
- Continued promotion of pineapple juice health benefits and holiday season advertising campaigns across categories



*Christmas short film  
produced by TV channel  
GMA7 to dramatise the  
meaning of Coming Home  
for the holidays*

<https://www.youtube.com/watch?v=GU9KIYzuSi8>



# Del Monte Philippines (cont'd)



*Annual Christmas Packs in beautifully designed boxes perfect for gifting*



*Del Monte Spaghetti Christmas Tree in Eastwood Mall*



*In-store merchandising  
“This Christmas, make  
it completely delicious!  
choose the No. 1!”*



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# Del Monte Philippines (cont'd)



***Seasonal flavours available in  
October-December:  
Pineapple Blueberry &  
Pineapple Strawberry***



***Del Monte Juice Drinks  
in-store sampling  
(Christmas-themed)***



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# S&W Asia and the Middle East

- S&W branded business sales in Asia and the Middle East were +35% in 3Q and +16% in 9M vs prior year period
- Strong performance of both the fresh and packaged segments
- China and Japan markets grew significantly on higher sales of canned tropical fruit and fresh fruit



***S&W Calamansi 240ml juices at the chilled section in various Mini Stop outlets in the Philippines***



***Launch of S&W Pineapple & Coconut 240ml juices in Israel***



# S&W Asia and the Middle East (cont'd)

- Continued advertising in Israel of S&W 100% Pineapple Juices, Apple Juices and other canned juices via creative posts / shoutouts on Facebook
- There is also a new launch for Pineapple & Coconut variant



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# S&W Asia and the Middle East (cont'd)

## Chinese New Year Promotions (CNY) for 100% Pineapple Juice in Singapore

Pineapple-led juices promotions conducted at Hyper supermarkets of NTUC Fairprice

Objective: to promote healthy juice beverage choice over competitors that are mostly selling carbonated soft drinks for CNY period



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# FieldFresh India

- DMPL's share of loss in the FieldFresh joint venture in India for 3Q was down to US\$0.3m from US\$0.4m in the prior year period; and for 9M, share of loss was US\$1.2m from US\$1.6m
- FieldFresh's 3Q sales were +20% in rupee terms and +13% in US dollar terms, while for 9M +17% and +10%, respectively
- Improved performance in juice and the culinary segment
- Sustained its positive EBITDA trend for the quarter

***Del Monte Dried Apricots 130g -  
A new introduction that expands our  
Dried Fruit range in the Indian market***



***Del Monte Eggless Mayonnaise  
500g Spout - a new value  
offering aimed at medium and  
heavy mayo consumers***



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# FieldFresh India (cont'd)

## Sweet Escapades Digital Campaign

**Increase Awareness** of our Canned and Dried Fruit range amongst relevant consumers

**Drive usage** by giving consumers more ways to use our products by sharing digitally simple but innovative recipes made using Del Monte packaged fruits range

50 simple-to-make dessert recipes were created for Del Monte by well known food bloggers and were promoted over social media: Facebook & Instagram

Over **550,000** consumers were reached on social media across our top 3 markets of Delhi, Mumbai and Bangalore



*Del Monte Fruit and Nut Yogurt*



*Del Monte Pineapple Upside Down Cupcakes*



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# Profit Outlook for FY2016

- The Group will report a net profit for the full year of 2016, a significant turnaround from the net loss last year
- In the short to mid term, DMFI is expected to improve profit performance through procurement synergies and transformation, optimisation of G&A costs
- In the mid to long term, DMFI will continue to unlock the growth potential of its products
- The Group will continue to expand its existing branded business in Asia through the Del Monte brand in the Philippines
- The Group is exploring e-commerce opportunities for its range of products across markets
- S&W, both packaged and fresh, will gain more traction as it leverages its distribution expansion in Asia and the Middle East



# Debt Outlook

## Planned issuance of perpetual preference shares

- US\$ perpetual preference shares
- In the Philippines to be listed on the Philippine Stock Exchange
- Launch in CY2016 subject to all regulatory approvals and market conditions
- Up to US\$360m
- Will result in a further improvement of leverage ratios

