



DEL MONTE PACIFIC LIMITED

Management Discussion and Analysis of Unaudited Financial Condition and Results of Operations for the Fourth Quarter and Full Year Ended 31 December 2012

For enquiries, please contact:

Jennifer Luy

Tel: (65) 6594 0980

jluy@delmontepacific.com

AUDIT

Full year 2012 figures have neither been audited nor reviewed by the Group's auditors.

ACCOUNTING POLICIES

The accounting policies and method of computation adopted are consistent with those used in the most recently audited financial statements, except for the following accounting standards, amendments to standards and interpretation that are effective for annual reporting periods beginning 1 January 2012:

- Amendment to IAS 12 Income Tax – Deferred Tax: Recovery of Underlying Assets
- Amendments to IFRS 7 Financial Instruments: Disclosures - Transfers of Financial Assets

Adoption of the new and revised standards has no significant impact on the Group's net profit attributable to shareholders in the current and prior periods.

DISCLAIMER

This announcement 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, outgrowers and 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.

FINANCIAL HIGHLIGHTS – FOURTH QUARTER AND FULL YEAR 2012

in US\$'000 unless otherwise stated	For the three months ended 31 Dec			For the year ended 31 Dec		
	2012	2011	%	2012	2011	%
Turnover	159,510	154,142	3.5	459,711	425,235	8.1
Gross profit	38,679	37,887	2.1	112,799	101,425	11.2
Gross margin (%)	24.3	24.6	(0.3 ppt)	24.5	23.9	0.6 ppt
Operating profit	19,027	18,514	2.8	49,862	44,285	12.6
Operating margin (%)	11.9	12.0	(0.1ppt)	10.8	10.4	0.4 ppt
Net profit attributable to owners	13,370	13,063	2.3	32,090	27,441	16.9
Net margin (%)	8.4	8.5	(0.1ppt)	7.0	6.5	0.5 ppt
EPS (US cents)	1.24	1.21	2.5	2.97	2.54	16.9
Net debt	(115,956)	(89,148)	30.1	(115,956)	(89,148)	30.1
Gearing (%)	45.8	38.9	6.9 ppt	45.8	38.9	6.9 ppt
Cash flow from/(used in) operations	49,101	30,935	58.7	24,551	39,702	(38.2)
Capital expenditure	10,664	11,075	(3.7)	17,894	18,478	(3.2)
Dividend per share (US cents)	1.51	1.45	4.1	2.23	1.91	16.8
			Days			Days
Inventory (days)	89	79	10	105	93	12
Receivables (days)	44	33	11	61	56	5
Account Payables (days)	57	54	3	80	75	5

The Company's reporting currency is US dollars. For conversion to S\$, these exchange rates can be used: 1.25 in 4Q12, 1.22 in FY12 and 1.28 in 4Q11, 1.25 in FY11.

REVIEW OF OPERATING PERFORMANCE FOR 4Q AND FY 2012

Fourth Quarter

Sales for the fourth quarter grew 4% to US\$159.5 million from US\$154.1 million as a result of better performance of the branded business in the Philippines and in the Indian subcontinent through Del Monte and in Asia and the Middle East through S&W, both processed and fresh.

Sales in the Philippines continued their strong momentum growing by 9% in the fourth quarter. This was driven by major product categories – culinary, beverage and processed fruit segments. Growth was driven by advertising support and stronger in-store execution.

S&W processed turnover more than doubled to US\$5.8 million from US\$2.7 million versus prior year quarter mainly driven by new market development in Middle East and stronger performance in Asia, in particular China and Korea.

Total fresh sales, including S&W branded fresh fruit, were higher due to favourable market mix and pricing coupled with better yield.

Export sales declined by 19% on lower demand in the global markets. With high pineapple supply in Thailand and weak demand in Europe, market pricing for pineapple juice concentrate had softened significantly.

Group gross profit in the fourth quarter rose 2% to US\$38.7 million from US\$37.9 million. Operating profit was higher by 3% at US\$19.0 million mainly resulting from better performance of the branded business.

The Group's Indian affiliate FieldFresh posted higher Del Monte branded processed sales. As a result, the Group recognised an equity loss of US\$1.0 million, lower than prior year quarter's US\$2.2 million on better sales mix, reduced overhead and tighter management of expenses.

The Group posted a net profit attributable to owners of the company of US\$13.4 million, 2% higher versus prior year quarter's US\$13.1 million due to higher sales, lower advertising and promotions, and lower equity share in FieldFresh losses.

Operating cash flow was US\$49.1 million, an increase from prior year quarter's US\$30.9 million mainly due to timing of payment of trade and other payables. The Company ended with a net debt position of US\$116.0 million as of 31 December 2012, and a gearing of 46%, higher than prior year quarter's 39%, but lower than third quarter's 64%.

The increase in inventory days was due to higher inventories resulting from weak export demand.

Full Year

Group turnover for 2012 grew by 8% to a record US\$459.7 million from US\$425.2 million driven by strong consumer demand for Del Monte brand in the Philippines and in the Indian subcontinent and S&W in Asia and the Middle East.

Sales in the Philippine market rose 14% due to favourable mix, better prices and higher volume. All major product categories registered growth, most notably the canned beverage segment with a remarkable increase. The Group also realised gains from improvements in its cost management, lower raw materials and enhanced supply chain, which included better distribution.

The S&W processed business performed strongly, up 35%, generating sales of US\$16.8 million. This was driven by market expansion and deepening penetration in core markets, in particular, China and Korea.

However, export sales were down 12% mainly on lower pineapple juice concentrate prices.

Group gross profit was up 11% to US\$112.8 million due to better prices, sales mix, and volume improvements. Gross margin increased to 25% from 24%. Costs were favourable due to lower sugar, papaya, tomato paste and tinsplate costs.

Operating income rose 13% to US\$49.9 million from US\$44.3 million primarily due to better sales and margins, which offset higher operating expenses.

In India, the Group recognised a share of loss of US\$5.6 million for its 46% stake in the FieldFresh joint venture, lower than prior year's US\$9.7 million. This was due to better sales mix, reduced overhead and tighter management of expenses.

The Group ended the year with a net profit attributable to the owners of the company of US\$32.1 million, 17% higher over last year's US\$27.4 million due to higher sales, favourable margins, and lower equity share in FieldFresh loss.

Operating cash flow was lower at US\$24.6 million compared to US\$39.7 million in the prior year period as a result of changes in working capital.

VARIANCE FROM PROSPECT STATEMENT

The full year 2012 results were in line with earlier guidance that the Group's 2012 profits are expected to be better compared to that of the same period last year.

BUSINESS OUTLOOK

The consumer business has performed solidly, in line with the Group's vision to be one of the fastest growing global branded food and beverage companies. The Group will steer towards more branded sales to deliver higher margins and more sustainable profits. The experience in the export markets in 2012 compels the Group to reduce the contribution of volatile non branded business segments.

Barring unforeseen circumstances, the Group expects to improve earnings in 2013 driven by the branded business with higher revenue from better volume and sales mix in the Philippines and S&W markets. The Group is actively addressing the weak export markets by cutting back on tonnage, shifting volume to stronger markets and growing sales of more value-added products. The Group continues to implement operational efficiencies, procurement savings and active cost management to help mitigate the weak export situation.

Strategically, the Group is expanding its branded business by deepening penetration in existing markets through improved trade coverage, entry into new markets such as Myanmar, and shifting to higher-margin branded products. A key initiative is to shift the industrial pineapple concentrate business into more branded ready-to-drink beverage.

REVIEW OF TURNOVER, GROSS PROFIT AND OPERATING PROFIT

BRANDED

For the three months ended 31 December

In US\$'000	Branded		
	2012	2011	% Chg
Turnover	121,488	108,518	12.0
Gross Profit	36,134	31,393	15.1
Gross Margin (%)	29.7	28.9	0.8ppt
Operating Profit	20,007	15,787	26.7
Op Margin (%)	16.5	14.6	1.9ppt

For the full year ended 31 December

In US\$'000	Branded		
	2012	2011	% Chg
Turnover	320,868	274,649	16.8
Gross Profit	96,859	75,232	28.7
Gross Margin (%)	30.2	27.4	2.8
Operating Profit	44,448	28,765	54.5
Op Margin (%)	13.9	10.5	3.4 ppt

Fourth Quarter

Reported under the branded segment are sales and profit on sales in the Philippines, comprising primarily of Del Monte branded products, including Del Monte traded goods; S&W products in Asia and the Middle East; and Del Monte products from the Philippines into Indian subcontinent.

Turnover of the branded business, which accounted for 76% of the Group's turnover in the fourth quarter of 2012, grew 12% to US\$121.5 million from US\$108.5 million due to strong sales in the Philippines and in the Indian subcontinent and higher S&W processed and fresh sales in Asia and the Middle East. The S&W branded business continues to deepen its market penetration and expand its coverage.

Gross profit increased by 15% to US\$36.1 million and gross margin improved to 29.7% from 28.9%. Operating profit increased by 27% to US\$20.0 million mainly due to better margins and stronger sales.

Full Year

Turnover in the branded business, which accounted for 70% of the Group's turnover in 2012, grew 17% to US\$320.9 million from US\$247.6 million on higher sales in all major categories in the Philippines as well as improved S&W sales.

Turnover in the Philippines rose 14% due to favourable mix, better prices and higher volume. Major categories registered remarkable growth, especially the canned beverages with strong increase in sales. The culinary segment also rose. The Group also realised gains from improvements in its supply chain, which included better distribution.

S&W branded business generated sales of US\$35.2 million, up strongly by 53% on deepened penetration in core markets of China and Korea and entry into new markets of Japan for fresh fruit and Middle East for processed.

Due to higher volume, improved pricing and mix as well as cost improvements, gross profit for the branded segment significantly improved by 29% to US\$96.9 million. Operating profit increased by 55% to US\$44.4 million mainly due to better margins.

NON BRANDED

For the three months ended 31 December

In US\$'000	Non Supply Contract						Supply Contract			Total		
	Asia Pacific			Europe and North America						Non Branded Business		
	2012	2011	% Chg	2012	2011	% Chg	2012	2011	% Chg	2012	2011	% Chg
Turnover	6,920	7,554	(8.4)	17,674	21,272	(16.9)	13,428	16,798	(20.1)	38,022	45,624	(16.7)
Gross Profit	1,229	1,885	(34.8)	651	3,643	(82.)	665	966	(31.2)	2,545	6,494	(60.8)
Gross Margin (%)	17.8	25.0	(7.2 ppt)	3.7	17.1	(13.4ppt)	5.0	5.8	(0.8 ppt)	6.7	14.2	(7.5 ppt)
Operating Profit	680	1,065	(36.2)	(942)	2,294	(141.0)	(718)	(632)	13.6	(980)	2,727	(135.9)
Op Margin (%)	9.8	14.1	(4.3 ppt)	(5.3)	10.8	(16.1ppt)	(5.3)	(3.8)	(1.5 ppt)	(2.6)	6.0	(8.6 ppt)

For the full year ended 31 December

In US\$'000	Non Supply Contract						Supply Contract			Total		
	Asia Pacific			Europe and North America						Non Branded Business		
	2012	2011	% Chg	2012	2011	% Chg	2012	2011	% Chg	2012	2011	% Chg
Turnover	21,747	21,775	(0.1)	56,073	66,549	(15.7)	61,023	62,262	(2.0)	138,843	150,586	(7.8)
Gross Profit	5,128	5,555	(7.7)	6,509	15,365	(57.6)	4,303	5,273	(18.4)	15,940	26,193	(39.1)
Gross Margin (%)	23.6	25.5	(1.9 ppt)	11.6	23.1	(11.5 ppt)	7.1	8.5	(1.4 ppt)	11.5	17.4	(5.9 ppt)
Operating Profit	3,223	3,830	(15.9)	2,287	11,365	(79.9)	(96)	325	(129.5)	5,414	15,520	(65.1)
Op Margin (%)	14.8	17.6	(2.8 ppt)	4.1	17.1	(13.0 ppt)	(0.2)	0.5	(0.7 ppt)	3.9	10.3	(6.4 ppt)

Fourth Quarter

Reported under the non branded segment are sales and profit on sales of private label and non branded processed fruits, beverages, other processed products and fresh fruit; and sales and profit on sales to other non-affiliated Del Monte companies under long term supply contracts and under market prices.

Turnover of the non branded business accounted for 24% of Group turnover this quarter. The segment's sales declined by 17% to US\$38.0 million from US\$45.6 million brought about by weak export demand, especially in Europe, and lower pineapple juice concentrate prices. Almost half of the non branded turnover came from non supply contract Europe and North America which also declined by 17%. The non supply contract Asia Pacific and supply contract segments dropped by 8% and 20%, respectively.

Gross profit fell 61%, while on operating level, the non branded segment turned into a loss position on lower sales, higher costs and operating expenses.

Full Year

With the expansion of the branded business, the Group's turnover of non branded business accounted for 30% of Group sales in 2012, down from 35% in 2011. Turnover for non branded segment decreased by 8% to US\$138.8 million from US\$150.6 million due to lower sales on weak demand and reduced pineapple juice concentrate prices. The highest turnover decline came from non supply contract Europe and North America at 16%. Sales in non supply contract Asia Pacific and supply contract were almost flat.

Gross profit was down 39% to US\$15.9 million while operating income fell 65% to US\$5.4 million.

REVIEW OF COST OF GOODS SOLD AND OPERATING EXPENSES

% of Turnover	For the three months ended 31 December			For the full year ended 31 December		
	2012	2011	Comments	2012	2011	Comments
Cost of Goods Sold	75.7	75.4	Higher warehousing, distribution and obsolescence costs	75.5	76.1	Lower raw and packaging material costs
Distribution and Selling Expenses	5.6	4.5	Higher spending to support grocery promotions	6.9	5.9	Higher advertising and selling expenses in relation to new product launches
G&A Expenses	5.9	4.8	Due to organizational build-up and product initiatives	6.1	6.3	Due to higher turnover
Other Operating Expenses	0.8	3.3	Lower than 2011 on account of the one-off expense recognized in 2011	0.7	1.3	Lower than 2011 on account of the one-off expense recognized in 2011

REVIEW OF OTHER MATERIAL CHANGES TO INCOME STATEMENTS

In US\$'000	For the three months ended 31 December				For the full year ended 31 December			
	2012	2011	%	Comments	2012	2011	%	Comments
Depreciation and amortisation	(4,738)	(3,353)	41.3	Higher capital expenditures	(15,610)	(13,528)	15.3	Same as 4Q
Interest income	109	139	(21.6)	Lower interest income from operating assets	557	537	3.7	Higher interest income from operating assets
Interest expense	(1,077)	(774)	39.1	Higher borrowings	(3,883)	(3,048)	27.4	Same as 4Q
Share of loss of JV, (attributable to the owners of the company)	(979)	(2,152)	(54.5)	Higher sales and reduced expenses in Indian joint venture	(5,625)	(9,740)	(42.2)	Same as 4Q
Taxation	(3,974)	(2,550)	55.8	Higher income	(9,088)	(5,508)	65.0	Higher income

REVIEW OF GROUP ASSETS AND LIABILITIES

Extract of Accounts with Significant Variances	31 Dec 2012	31 Dec 2011	Comments
<i>in US\$'000</i>			
Joint venture	21,507	24,022	Due to share in FieldFresh losses which was offset by capital infusions made in 2012
Other assets	14,466	12,219	Higher deferred charges
Biological assets	109,665	91,791	Due to higher cycled growing crop costs from increased acreage
Inventories	113,458	89,381	Higher finished goods and raw and packaging materials inventory on weaker export demand
Trade and other receivables	102,388	82,926	Due to increase in sales and timing of collections of receivables
Cash and cash equivalents	24,555	20,877	Due to higher collections from higher turnover
Financial liabilities – non-current	15,679	5,916	Higher long term loans to fund company investments
Financial liabilities – current	125,907	105,006	Due to high working capital requirements in 2012
Trade and other payables	95,459	81,332	Due to timing of payments made to suppliers and higher purchase requirements needed to support the increased level of business
Current tax liabilities	5,174	2,595	Due to higher income

SHARE CAPITAL

Total shares outstanding remain at 1,081,781,194 as of 31 December 2012, same as 31 December 2011. Share capital remains as US\$10.8 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

The number of shares outstanding includes 1,558,700 shares held by the Company as treasury shares as at 31 December 2012 (31 December 2011: 6,544,700). Please refer to the table below for the purchase and transfers of treasury shares in 2011 and 2012. However, there was no sale, disposal and cancellation of treasury shares during the period and as at 31 December 2012.

	Movement of Treasury Shares	Treasury Shares
As at 31 Dec 2010	Beginning balance	3,000,000
7 March 2011	Transferred in connection with the vesting of 1,035,000 shares out of the 1,725,000 shares awarded on 7 March 2008	(1,035,000)
20 May 2011	Transferred in connection with the 1,611,000 shares awarded on 20 May 2008	(966,600)
23 September 2011	Purchase of treasury shares	5,614,000
12 December 2011	Transferred in connection with the 67,700 shares awarded on 21 November 2012	(67,700)
As at 31 Dec 2011	Ending balance	6,544,700
7 March 2012	Transferred in connection with the 1,725,000 shares awarded on 7 March 2008	(690,000)
14 May 2012	Transferred in connection with the 3,749,000 shares awarded on 12 May 2009	(2,065,800)
14 May 2012	Transferred in connection with the 2,643,000 shares awarded on 29 April 2011	(1,585,800)
21 May 2012	Transferred in connection with the 1,611,000 shares awarded on 20 May 2008	(644,400)
As at 31 Dec 2012	Ending balance	1,558,700

BORROWINGS AND NET DEBT

Liquidity in US\$'000	31 Dec 2012	31 Dec 2011
Gross borrowings	(140,511)	(110,025)
Current	(125,907)	(105,006)
Secured	-	-
Unsecured	(125,907)	(105,006)
Non-current	(14,604)	(5,916)
Secured	-	-
Unsecured	(14,604)	(5,019)
Less: Cash and bank balances	24,555	20,877
Net debt	(115,956)	(89,148)

The Group's net debt (cash and bank balances less borrowings) amounted to US\$116.0 million as at 31 December 2012 as compared to a net debt of US\$89.1 million as at year-end 2011 as the company increased its short term borrowings to fund its working capital needs.

DIVIDENDS

	For the Year Ended 31 Dec	
	2012	2011
Name of dividend	Final Ordinary	Final Ordinary
Type of dividend	Cash	Cash
Rate of dividend	US\$0.0151 per ordinary share (tax not applicable)	US\$0.0145 per ordinary share (tax not applicable)
Par value of shares	US\$0.01	US\$0.01
Tax rate	Nil	Nil
Book closure date	8 March 2013	9 March 2012
Payable date	27 March 2013	28 March 2012

The Register of Members and Register of Transfers of the Company will be closed on 8 March 2013 for the purpose of determining shareholders' entitlements to dividends. Registrable Transfers received by the Company's Share Transfer Agent, Boardroom Corporate & Advisory Services Pte. Ltd. at 50 Raffles Place #32-01 Singapore Land Tower Singapore 048623 by 5.00 pm on 7 March 2013 will be registered before entitlements to the dividend are determined.

BONUS SHARE ISSUE

The Board also declared a bonus issue on the basis of two (2) bonus shares for every ten (10) existing ordinary shares in the capital of the Company subject to regulatory approvals. The rationale for the bonus issue is to increase liquidity of the shares in the market and to reward shareholders for their continuing support. Details are contained in a separate announcement dated 27 February 2013 "Bonus Share Issue".

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 three months ended 31 December	2012	2011	2012	2011
	NIL	NIL	NIL	NIL

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 Full year 2012	2012	2011	2012	2011
	NIL	NIL	NIL	NIL

Rule 704(13) Pursuant to Rule 704(13) of the Listing Manual of the Singapore Exchange Securities Trading Limited, the Board of Directors of Del Monte Pacific Limited (the "Company") wishes to confirm that there are no persons occupying managerial positions in the Company or any of its principal subsidiaries who are relatives of a Director or Chief Executive Officer or substantial shareholder of the Company.

DEL MONTE PACIFIC LIMITED
UNAUDITED CONSOLIDATED INCOME STATEMENT

Amounts in US\$'000	For the three months Ended 31 December			For the full year ended 31 December		
	2012	2011	%	2012	2011	%
Turnover	159,510	154,142	3.5	459,711	425,235	8.1
Cost of sales	(120,831)	(116,255)	3.9	(346,912)	(323,810)	7.1
Gross profit	38,679	37,887	2.1	112,799	101,425	11.2
Distribution and selling expenses	(8,945)	(6,947)	28.8	(31,537)	(25,113)	25.6
General and administration expenses	(9,429)	(7,381)	27.7	(28,017)	(26,627)	5.2
Other operating (expenses)/income	(1,278)	(5,045)	(74.7)	(3,383)	(5,400)	(37.3)
Profit from operations	19,027	18,514	2.8	49,862	44,285	12.6
Financial income**	373	139	168.3	824	1,451	(43.2)
Financial expense**	(1,077)	(888)	21.3	(3,883)	(3,048)	27.4
Net finance income/(expense)	(704)	(749)	(6.0)	(3,059)	(1,597)	91.5
Share of loss of joint venture, net of tax	(1,049)	(2,330)	(55.0)	(6,090)	(10,589)	(42.5)
Profit before taxation	17,274	15,435	11.9	40,713	32,099	26.8
Taxation	(3,974)	(2,550)	55.8	(9,088)	(5,508)	65.0
Profit after taxation	13,300	12,885	3.2	31,625	26,591	18.9
Profit attributable to:						
Owners of the company	13,370	13,063	2.3	32,090	27,441	16.9
Non-controlling interest	(70)	(178)	(60.7)	(465)	(850)	(45.3)
Profit for the period	13,300	12,885	3.2	31,625	26,591	18.9
Notes:						
Depreciation and amortisation	(4,738)	(3,353)	41.3	(15,610)	(13,528)	15.4
Provision for asset impairment	(470)	(216)	117.6	(267)	283	(194.4)
Provision for inventory obsolescence	(3,053)	(2,742)	11.3	(4,066)	(5,134)	(20.8)
Provision for doubtful debts	(1,748)	1,355	(229.0)	(1,987)	1,100	(280.6)
Gain/(Loss) on disposal of fixed assets	16	(9)	277.8	136	(26)	623.1
**Financial income comprise:						
Interest income	109	139	(21.6)	557	537	3.7
Foreign exchange gain	264	-	n/m	267	914	(70.8)
	373	139	168.3	824	1,451	(43.2)
**Financial expense comprise:						
Interest expense	(1,077)	(774)	39.1	(3,883)	(3,048)	27.4
Foreign exchange loss	-	(114)	n/m	-	-	-
	(1,077)	(888)	21.3	(3,883)	(3,048)	27.4

n/m – not meaningful

Earnings per ordinary share in US cents	For the three months ended 31 December		For the full year ended 31 December	
	2012	2011	2012	2011
Earnings per ordinary share based on net profit attributable to shareholders:				
(i) Based on weighted average no. of ordinary shares	1.24	1.21	2.97	2.54
(ii) On a fully diluted basis	1.24	1.21	2.97	2.54

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

Amounts in US\$'000	For the Full Year 2012		
	2012	2011	%
Profit for the period	31,625	26,591	18.9
Other comprehensive income (after reclassification adjustment):			
Exchange differences on translating of foreign operations	15,114	(1,670)	n/m
Net loss on revaluation of property, plant and equipment, net of tax	-	226	n/m
Value of employee services required for issue of share options	-	-	
Adjustment relating to prior period recorded directly to equity	-	-	
Income tax relating to components of other comprehensive income	-	-	
- <i>Changes in fair value of forward contracts</i>	-	-	
Other comprehensive income for the period, net of tax	15,114	(1,444)	n/m
Total comprehensive income for the period	46,739	25,147	85.9
Attributable to:			
Owners of the company	47,204	25,997	81.6
Non-controlling interest	(465)	(850)	(45.3)
Total comprehensive income for the period	46,739	25,147	85.9

DEL MOTE PACIFIC LIMITED
UNAUDITED STATEMENT OF FINANCIAL POSITION

Amounts in US\$'000	Group		Company	
	31 Dec 2012 Unaudited	31 Dec 2011 Audited	31 Dec 2012 Unaudited	31 Dec 2011 Audited
Non-Current Assets				
Property, plant and equipment	93,350	85,412	-	-
Subsidiaries	-	-	85,442	85,442
Joint venture	21,507	24,022	-	-
Intangible assets	15,433	16,004	-	-
Other assets	14,466	12,219	-	-
Deferred tax assets	698	1,259	-	-
	<u>145,454</u>	<u>138,916</u>	<u>85,442</u>	<u>85,442</u>
Current assets				
Inventories	113,458	89,381	-	-
Biological assets *	109,665	91,791	-	-
Trade and other receivables	102,388	82,926	80,159	45,048
Cash and cash equivalents	24,555	20,877	232	211
	<u>350,066</u>	<u>284,975</u>	<u>80,391</u>	<u>45,259</u>
Total Assets	<u>495,520</u>	<u>423,891</u>	<u>165,833</u>	<u>130,701</u>
Equity attributable to equity holders of the Company				
Share capital	10,818	10,818	10,818	10,818
Treasury Shares	(504)	(2,054)	(504)	(2,054)
Reserves	244,926	221,752	100,936	95,594
Non-controlling Interest	(1,939)	(1,474)	-	-
Total Equity	<u>253,301</u>	<u>229,042</u>	<u>111,250</u>	<u>104,358</u>
Non-Current Liabilities				
Financial liabilities	15,679	5,916	-	-
	<u>15,679</u>	<u>5,916</u>	<u>-</u>	<u>-</u>
Current Liabilities				
Trade and other payables	95,459	81,332	54,583	26,343
Financial liabilities	125,907	105,006	-	-
Current tax liabilities	5,174	2,595	-	-
	<u>226,540</u>	<u>188,933</u>	<u>54,583</u>	<u>26,343</u>
Total Liabilities	<u>242,219</u>	<u>194,849</u>	<u>54,583</u>	<u>26,343</u>
Total Equity and Liabilities	<u>495,520</u>	<u>423,891</u>	<u>165,833</u>	<u>130,701</u>
NAV per ordinary share (US cents)	22.05	19.75	10.31	9.68

* Biological assets consist of deferred growing crops and livestock.

DEL MONTE PACIFIC LIMITED
UNAUDITED STATEMENTS OF CHANGES IN EQUITY

Group	Share Capital US\$'000	Share premium US\$'000	Translation reserve US\$'000	Revaluation reserve US\$'000	Option reserve US\$'000	Revenue reserve US\$'000	Treasury Shares S\$'000	Non- Controlling Interest S\$'000	Total Equity US\$'000
2011									
As at 1 January 2011	10,818	68,687	(38,693)	3,368	2,076	176,486	(824)	(624)	221,294
Total comprehensive income for the year									
Profit for the year	-	-	-	-	-	27,441	-	(850)	26,591
Other comprehensive income									
Currency translation differences recognised directly in equity	-	-	(1,670)	-	-	-	-	-	(1,670)
Adjustments relating to prior periods recorded directly to equity	-	-	-	-	-	-	-	-	-
Net loss on revaluation of property, plant and equipment, net of tax	-	-	-	226	-	-	-	-	226
Total comprehensive income	-	-	(1,670)	226	-	-	-	-	(1,444)
Total comprehensive income/(loss) for the year	-	-	(1,670)	226	-	27,441	-	(850)	25,147
Transactions with owners, recorded directly in equity									
Contributions by and distributions to owners									
Dividends	-	-	-	-	-	(16,846)	-	-	(16,846)
Acquisition of Treasury shares	-	-	-	-	-	-	(1,797)	-	(1,797)
Share-based payment transactions	-	386	-	-	(953)	-	567	-	-
Value of employee services received for issue of share options	-	-	-	-	1,244	-	-	-	1,244
Total contributions by and distributions to owners	-	386	-	-	291	(16,846)	(1,230)	-	(17,399)
At 31 December 2011	10,818	69,073	(40,363)	3,594	2,367	187,081	(2,054)	(1,474)	229,042

Group	Share Capital US\$'000	Share premium US\$'000	Translation reserve US\$'000	Revaluation reserve US\$'000	Option reserve US\$'000	Revenue reserve US\$'000	Treasury Shares S\$'000	Non-Controlling Interest S\$'000	Total Equity US\$'000
2012									
As at 1 January 2012	10,818	69,073	(40,363)	3,594	2,367	187,081	(2,054)	(1,474)	229,042
Total comprehensive income for the year	-	-	-	-	-	32,090	-	(465)	31,625
Profit for the year									
Other comprehensive income									
Currency translation differences recognised directly in equity	-	-	15,114	-	-	-	-	-	15,114
Adjustments relating to prior periods recorded directly to equity	-	-	-	-	-	-	-	-	-
Net loss on revaluation of property, plant and equipment, net of tax	-	-	-	-	-	-	-	-	-
Total comprehensive income	-	-	15,114	-	-	-	-	-	15,114
Total comprehensive income/(loss) for the year	-	-	15,114	-	-	32,090	-	(465)	46,739
Transactions with owners, recorded directly in equity									
Contributions by and distributions to owners									
Dividends	-	-	-	-	-	(23,370)	-	-	(23,370)
Value of employee services received for issue of share options	-	-	-	-	606	-	-	-	606
Adjustment to Retained Earnings Beginning	-	-	-	-	-	284	-	-	284
Share-based payment transactions	-	470	-	-	(2,020)	-	1,550	-	-
Total contributions by and distributions to owners	-	470	-	-	(1,414)	(23,086)	1,550	-	(22,480)
At 31 December 2012	10,818	69,543	(25,249)	3,594	953	196,085	(504)	(1,939)	253,301

	Share capital US\$'000	Share premium US\$'000	Share option reserve US\$'000	Revenue reserve US\$'000	Treasury Shares US\$'000	Total Equity US\$'000
2011						
At 1 January 2011	10,818	68,826	2,076	21,999	(824)	102,895
Total comprehensive income for the year						
Profit for the year	-	-	-	18,862	-	18,862
Total comprehensive income for the year	-	-	-	18,862	-	18,862

Transactions with owners, recorded directly in equity
Contributions by and distributions to owners

Value of employee services received for issue of share options	-	-	1,244	-	-	1,244
Acquisition of treasury shares	-	-	-	-	(1,797)	(1,797)
Share-based payment transactions	-	386	(953)	-	567	-
Dividends	-	-	-	(16,846)	-	(16,846)
Total contributions by and distributions to owners	-	386	291	(16,846)	(1,230)	(17,399)
At 30 December 2011	10,818	69,212	2,367	24,015	(2,045)	104,358

	Share capital US\$'000	Share premium US\$'000	Share option reserve US\$'000	Revenue reserve US\$'000	Treasury Shares US\$'000	Total Equity US\$'000
2012						
At 1 January 2012	10,818	69,212	2,367	24,015	(2,054)	104,358
Total comprehensive income for the year						
Profit for the year	-	-	-	29,656	-	29,656
Total comprehensive income for the year	-	-	-	29,656	-	29,656

Transactions with owners, recorded directly in equity
Contributions by and distributions to owners

Value of employee services received for issue of share options	-	-	606	-	-	606
Acquisition of treasury shares	-	-	-	-	-	-
Share-based payment transactions	-	470	(2,020)	-	1,550	-
Dividends	-	-	-	(23,370)	-	(23,370)
Total contributions by and distributions to owners	-	470	(1,414)	(23,370)	1,550	(22,764)
At 30 December 2012	10,818	69,682	953	30,301	(504)	111,250

DEL MONTE PACIFIC LIMITED
UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS

Amounts in US\$'000	For the three months ended 31 December		For the Full year ended 31 December	
	2012 Unaudited	2011 Unaudited	2012 Unaudited	2011 Unaudited
Operating activities				
Net profit attributable to shareholders	13,370	13,063	32,090	27,441
Adjustments for:				
Amortisation of intangible assets	144	143	571	571
Depreciation of property, plant and equipment	4,594	3,210	15,039	12,957
Provision for asset impairment	470	216	267	(283)
Provision for inventory obsolescence	3,053	2,742	4,066	5,134
Provision for doubtful debts	1,748	(1,355)	1,987	(1,100)
Loss/(Gain) on disposal of fixed assets	(16)	9	(136)	26
Share of profit of joint venture, net of tax	979	2,152	5,625	9,740
Equity-settled share-based payment transactions	86	698	(944)	677
Income tax expense	3,973	2,550	9,088	5,508
Operating profit before working capital changes	28,401	23,428	67,653	60,671
Other assets	5,078	4,760	(1,406)	(183)
Inventories	8,786	20,734	(22,007)	(17,175)
Biological assets	(2,430)	(1,574)	(11,801)	(10,146)
Trade and other receivables	(5,995)	(24,190)	(13,880)	(8,313)
Trade and other payables	17,908	8,539	12,236	22,037
Operating cash flow	51,748	31,697	30,795	46,891
Income taxes paid	(2,647)	(762)	(6,244)	(7,189)
Cash flows from / (used in) operating activities	49,101	30,935	24,551	39,702
Investing activities				
Interest received	117	119	578	498
Proceeds from disposal of property, plant and equipment	119	19	265	72
Additional investment in joint venture	(876)	4	(3,406)	(1,117)
Purchase of property, plant and equipment	(10,664)	(11,075)	(17,894)	(18,478)
Acquisition of Treasury shares	-	(33)	1,550	(1,230)
Cash flows used in investing activities	(11,304)	(10,966)	(18,907)	(20,255)
Financing activities				
Interest paid	(1,166)	(652)	(4,096)	(4,077)
Proceeds from borrowings	(29,142)	(3,351)	22,900	6,504
Repayment of finance lease liabilities	-	-	-	-
Dividends paid	-	-	(23,370)	(16,846)
Cash flows from / (used in) financing activities	(30,308)	(4,003)	(4,566)	(14,419)
Net increase/decrease in cash and cash equivalents	7,489	15,966	1,078	5,028
Cash and cash equivalents at beginning of year	17,568	6,614	20,877	17,506
Effect of exchange rate changes on cash and cash equivalents	(502)	(1,703)	2,600	(1,657)
Cash and cash equivalents, end of period	24,555	20,877	24,555	20,877

GROUP SEGMENTAL REPORTING

By geographical segments

	Branded		Non Branded								Total	
			Non Supply Contract				Supply Contract		Total			
	Asia Pacific		Europe and North America		Non Branded							
	2012 US\$'000	2011 US\$'000	2012 US\$'000	2011 US\$'000	2012 US\$'000	2011 US\$'000	2012 US\$'000	2011 US\$'000	2012 US\$'000	2011 US\$'000	2012 US\$'000	2011 US\$'000
External revenues	320,868	274,649	21,747	21,775	56,073	66,549	61,023	62,262	138,843	150,586	459,711	425,235
Depreciation and amortisation	8,999	6,611	730	805	2,791	3,176	3,090	2,936	6,610	6,917	15,610	13,528
Reportable segment profit before income tax	36,688	17,994	3,078	3,749	1,914	11,115	(502)	91	4,490	14,955	41,178	32,949
Other material non-cash items:												
- Impairment on property, plant and equipment	148	(135)	32	(59)	40	(42)	48	(47)	119	(148)	267	(283)
- Allowance for inventory obsolescence	2,482	2,707	655	462	822	1,373	107	591	1,584	2,427	4,066	5,134
- Allowance for doubtful trade receivables	1,306	(152)	73	16	121	53	126	48	321	117	1,626	(35)
Reportable segment assets	80,049	64,279	4,109	3,985	10,153	11,851	10,599	10,799	24,861	26,635	104,910	90,914
Capital Expenditure	10,020	8,808	1,176	1,926	3,144	3,943	3,554	3,801	7,874	9,670	17,894	18,478

Reconciliation of reportable segment revenues, profit or loss, assets and other material items

	2012 US\$'000	2011 US\$'000
Revenue		
Total revenue for reportable segments	459,711	425,235
Assets		
Total assets for reportable segments	104,910	90,914
Other unallocated amounts	390,610	332,977
Consolidated total assets	495,520	423,891

Other material items

	Reportable segment totals	Adjustments	Consolidated totals
2012			
Allowance for inventory obsolescence	4,066	-	4,066
Allowance for doubtful receivables-trade	1,626	-	1,626
Capital expenditure	17,894	-	17,894
Depreciation and amortisation	15,610	-	15,610
Impairment losses on property, plant and equipment and intangible assets	267	-	267

2011	Reportable segment totals	Adjustments	Consolidated totals
Allowance for inventory obsolescence	5,134	-	5,134
Reversal of allowance for doubtful accounts	(35)	-	(35)
Capital expenditure	18,478	-	18,478
Depreciation and amortisation	13,528	-	13,528
Reversal of impairment losses on property, plant and equipment and intangible assets	(283)	-	(283)