



Del Monte Pacific Limited
Q&A From the Briefing on the Fourth Quarter and
Full Year 2006 Results - Feb 23, 2007

1. When do you expect China and India to generate profits? For China, what is the problem – is it scale or high costs?

For China, we still need to build scale. The key challenge this year will be to increase market share in China. We only acquired the Lulong factory in the latter part of 2006 so we will only realize the full impact of this in 2007. The Lulong factory can process apple puree and other processed apple products.

We plan to grow our processed apple export business from China to the international markets.

In 2006, the new management laid out the groundwork for future growth. We intend to develop a three-year roadmap for China.

For India, we have a small factory that can process mango puree and other fruit-based products. We are looking for a strategic partner to expand the Del Monte brand for both processed products and fresh produce. As you are aware of, we own the Del Monte trademark in the Indian subcontinent.

2. Does your China business import any raw materials?

Yes, we buy orange juice concentrate from Brazil and pineapple juice concentrate from the Philippines.

3. What is happening to your Europe business? Is it still weak?

Europe is the slowest of our markets for reasons mainly outside our control. We had lower concentrate and private label sales to Europe.