



Del Monte Pacific Limited

Corporate Vision

Nourishing Families. Enriching Lives. Every Day.

Corporate Profile

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/ DELM 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 heritage brands - *Del Monte*, *S&W*, *Contadina* and *College Inn* – majority of which originated in the USA more than 100 years ago as premium quality packaged food 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. The Group owns the *Contadina* and *College Inn* trademarks in various countries.

DMPL's USA subsidiary, Del Monte Foods, Inc (DMFI) (www.delmontefoods.com) owns other trademarks such as *Fruit Naturals*, *Orchard Select*, *SunFresh* and *Fruit Refreshers*, while DMPL's Philippines subsidiary, Del Monte Philippines, Inc (www.delmontephil.com), has the trademark rights to *Del Monte*, *Today's*, *Fiesta*, *202*, *Fit 'n Right*, *Heart Smart*, *Bone Smart* and *Del Monte Quick 'n Easy* in the Philippines.

The Group sells packaged fruit, vegetable and tomato, sauces, condiments, pasta, broth, juices and frozen pineapple, under various brands and also sells fresh pineapple under the *S&W* brand.

DMFI has joint ventures with Fresh Del Monte Produce Inc in chilled products – juices, packaged fruit, guacamole and avocado, and *Del Monte*-branded retail food and beverage outlets.

The Group owns approximately 95% of a holding company that owns 50% of FieldFresh Foods Private Limited in India (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.

DMPL's USA subsidiary operates six plants in the USA and two in Mexico, while its Philippines subsidiary operates the world's largest fully-integrated pineapple operation with its 26,000-hectare pineapple plantation in the Philippines and a factory that is about an hour's drive away. It also operates a beverage bottling plant and a frozen fruit processing facility in the Philippines.

Except the joint venture companies with Fresh Del Monte Produce Inc, DMPL and its subsidiaries are not affiliated with the 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 71%-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.



Del Monte Pacific Limited

Key Brands



www.delmonte.com

www.swpremiumfood.com

www.contadina.com

www.collegeinn.com

Key Product Segments

Packaged Food: Packaged fruit and vegetable including tomato-based products; ketchup, tomato paste, sauces (spaghetti, tomato, recipe and pizza sauce), meal mixes, pasta, broth and vinegar. For *S&W* brand - canned fruits, canned vegetables, canned beans and canned tomatoes.

Beverages: Juices, juice drinks, concentrate and isotonic drinks

Fresh and Frozen pineapple

Key Markets

USA, Philippines, rest of Asia Pacific, Europe, Middle East and the Indian subcontinent

Major Shareholder

NutriAsia Pacific Ltd. (NPL) = 71%

NPL is 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.

Board of Directors

Rolando C Gapud, Executive Chairman
Joselito D Campos, Jr, Executive Director
Edgardo M Cruz, Jr, Executive Director
Benedict Kwek Gim Song, Lead Independent Director
Godfrey E Scotchbrook, Independent Director
Emil Q Javier, Independent Director
Yvonne Goh, Independent Director

Key Executive Officers

Joselito D Campos, Jr., Managing Director and Chief Executive Officer
Luis F Alejandro, Chief Operating Officer
Ignacio C O Sison, Chief Corporate Officer
Parag Sachdeva, Chief Financial Officer
Antonio E S Ungson, Chief Legal Counsel, Chief Compliance Officer and Company Secretary
Ruiz G Salazar, Chief Human Resource Officer
Ma Bella B Javier, Chief Scientific Officer

Group Employees

About 6,100 regular employees

Registered Office

Craigmuir Chambers, PO Box 71, Road Town, Tortola
British Virgin Islands
Tel: (284) 494 2233 Fax: (284) 494 3547

Business Office and Investor Relations

Jennifer Luy, Investor Relations Manager
c/o DMPL Management Services Pte Ltd
17 Bukit Pasoh Rd, Singapore 089831
Tel: (65) 6324 6822 Fax: (65) 6221 9477
Email: jluy@delmontepacific.com Website: www.delmontepacific.com

Company Secretary

Mr Antonio Ungson
Email: ungsonaes@delmonte-phil.com



Del Monte Pacific Limited

***BVI Registrar &
Share Transfer Office***

Nerine Trust Company (BVI) Limited
PO Box 905 Quastisky Building
Road Town, Tortola VG 1110
British Virgin Islands

***Singapore
Share Transfer Agent***

Boardroom Corporate & Advisory Services Pte Limited
50 Raffles Place #32-01, Singapore Land Tower, Singapore 048623
Tel: (65) 6536 5355 Fax: (65) 6536 1360

***Philippines
Share Transfer Agent***

BDO Unibank Inc – Trust and Investments Group
Securities Services and Corporate Agencies Department
15th Floor South Tower, BDO Corporate Centre
7899 Makati Avenue, Makati City 0726, Philippines
Tel: (632) 8878 4963
Fax: (632) 8878 4056

Auditor

Ernst and Young

Bankers

Australia and New Zealand Banking Group Limited
BDO Unibank, Inc
Bank of Commerce
Bank of the Philippines Islands
China Banking Corporation
Citibank, NA
DBS Bank, Ltd
Development Bank of the Philippines
The Hongkong & Shanghai Banking Corporation
MUFG Bank, Ltd
Metropolitan Bank and Trust Company
Mizuho Bank Ltd
Philippine Bank of Communications
Philippine National Bank
Rabobank International
Rizal Commercial Banking Corporation
Robinsons Bank Corporation
Security Bank Corporation
Standard Chartered Bank (Singapore) Limited
Union Bank of the Philippines
Wealth Development Bank Corporation

Listing Details

Listed on 2 August 1999 on the Singapore Exchange at US\$0.63 (S\$1.07)
Listed on 10 June 2013 on the Philippine Stock Exchange (PSE) (vendor placement price at P26.40)
Preference Shares listed on 7 April 2017 and 15 December 2017 on the PSE

Trading Symbols

SGX: D03 PSE: DELM PSE: DMPA1 and DMPA2 for Preference Shares
Bloomberg: DELM SP and DELM PM, and DMPA1 and DMPA2 for Preference Shares
Reuters: DMPL.SI and DELM.PS, and DMPA1.PS and DMPA2.PS for Preference Shares

***Outstanding Shares
Share Trading Currency***

For Ordinary Shares: 1,943,214,106 For Preference Shares: 30,000,000
For Ordinary Shares: Singapore dollars for SGX and Philippine pesos for PSE
For Preference Shares: US dollars for PSE

Reporting Currency

US dollars