





# SECURITIES AND EXCHANGE COMMISSION

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Company Information

SEC Registration No.

Company Name

DEL MONTE PACIFIC LIMITED

Filer Name

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Contact No

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17-Q (FORM 11-Q:QUARTERLY REPORT/FS)

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#### **Deficiencies Found**

- NO COMPANY PROFILE

# **COVER SHEET** S.E.C. Registration Number D E L MONTE P A C I F I M I T E D (Company's Full Name) C h a m b e r s m u a a n d s 1 n (Business Address: No. Street Company / Town / Province) Antonio E.S. Ungson +65 6324 6822 Contact Person Company Telephone Number SEC FORM (1st Quarter FY2020) 7 - Q Month Day FORM TYPE Month Day Annual Meeting Secondary License Type, If Applicable Dept. Requiring this Doc. Amended Articles Number/Section Total Amount of Borrowings Total No. of Stockholders Domestic Foreign To be accomplished by SEC Personnel concerned File Number **LCU** Cashier Document I.D. STAMPS

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# SECURITIES AND EXCHANGE COMMISSION

# SEC FORM 17-Q

# QUARTERLY REPORT PURSUANT TO SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17(2) (b) THEREUNDER

| 1. | . For the quarterly period ended <u>July 31, 2</u>   | <u>019</u>  |
|----|--|---|
| 2. | . Commission identification number. N/A  |   |
| 3. | . BIR Tax Identification No. N/A   |   |
| 4. | . Exact name of issuer as specified in its ch  | narter <b>Del Monte Pacific Limited</b>                                       |
| 5. | British Virgin Islands Province, country or other jurisdiction of in   | ncorporation or organization  |
| 6. | . Industry Classification Code:  | (SEC Use Only)  |
| 7. | <ul> <li>c/o Philippine Resident Agent,</li> <li>Craigmuir Chambers, PO Box 71 Road</li> <li>Tortola, British Virgin Islands Postal Cod</li> </ul> |   |
| 8. | 3. +65 6324 6822<br>Issuer's telephone number, including are   | a code  |
| 9. | . <u>N/A</u> Former name, former address and former  | fiscal year, if changed since last report                                     |
|    | Securities registered pursuant to Sections of the RSA  | s 8 and 12 of the Code, or Sections 4 and                                     |
|    | sto  | umber of shares of common<br>ock outstanding and amount<br>f debt outstanding |
|    | Common Shares 1,<br>Preference Shares  | ,943,960,024<br>30,000,000  |
| 11 | 1. Are any or all of the securities listed on a  | a Stock Exchange?   |
|    | Yes [/] No []  |   |
|    | If yes, state the name of such Stock Exch<br>therein:  | nange and the class/es of securities listed                                   |
|    | Singapore Exchange Securities Trading I<br>Philippine Stock Exchange   | Limited - Ordinary Shares<br>- Ordinary and Preference Shares                 |
|    |  |   |

| 12. | Indicate | by | check | mark | whether | the | registrant |
|-----|----------|----|-------|------|---------|-----|------------|
|-----|----------|----|-------|------|---------|-----|------------|

(a) has filed all reports required to be filed by Section 17 of the Code and SRC Rule 17 thereunder or Sections 11 of the RSA and RSA Rule 11(a)-1 thereunder, and Sections 26 and 141 of the Corporation Code of the Philippines, during the preceding twelve (12) months (or for such shorter period the registrant was required to file such reports)

| Yes | [/] | No   | [  | ]  |   |
|-----|-----|------|----|--|---|
| (b) | has | been | SL | bject to such filing requirements for the past ninety (90) day | S |
| Yes | [/] | No   | [  | 1  |   |

#### PART I--FINANCIAL INFORMATION

#### Item 1. Financial Statements.

Please refer to the Financial Statements (FS) section of this report, FS to FS43

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

Please refer to the Management's Discussion and Analysis of Financial Condition and Results of Operations section of this report.

#### PART II--OTHER INFORMATION

Not Applicable

#### **SIGNATURES**

Pursuant to the requirements of the Securities Regulation Code, the issuer has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Issuer

**Del Monte Pacific Limited** 

7-5 c dd

Signature and Title

Parag Sachdeva

Chief Financial Officer and Duly Authorized Officer

Date

September 9, 2019

# **Del Monte Pacific Limited and its Subsidiaries**

Unaudited Interim Condensed Consolidated
Financial Statements
For the Three Months Ended
31 July 2019 and 31 July 2018
(With Comparative Audited Consolidated Statement of
Financial Position as at 30 April 2019)

# **Unaudited Interim Consolidated Statements of Financial Position**

(With Comparative Audited Figures as at 30 April 2019)

|  | Note   | As at<br>31 July 2019<br>US\$'000<br>(Unaudited) | As at<br>30 April 2019<br>US\$'000<br>(Audited) |
|--|--------|--|---|
| Noncurrent assets                                      | _      |  |   |
| Property, plant and equipment – net                    | 6      | 573,003  | 582,033   |
| Right-of-use assets                                    | 3      | 256,233  | -   |
| Investments in joint ventures                          | 8      | 23,829   | 24,212  |
| Intangible assets and goodwill                         | 7      | 706,335  | 707,997   |
| Deferred tax assets – net                              | 1.0    | 113,937  | 106,321   |
| Biological assets                                      | 10     | 1,795  | 1,682   |
| Pension assets   | 0      | 8,042  | 8,240   |
| Other noncurrent assets                                | 9      | 29,391   | 39,096  |
|  |        | 1,712,565  | 1,469,581                                       |
| Current assets   | 1.0    |  | <b>52.22</b> 0                                  |
| Biological assets                                      | 10     | 53,466   | 52,320  |
| Inventories  | 11     | 782,549  | 664,922   |
| Trade and other receivables                            | 12, 18 | 140,548  | 149,054   |
| Prepaid expenses and other current assets              | 13     | 56,829   | 36,716  |
| Cash and cash equivalents                              | 14, 18 | 27,198   | 21,636  |
| Noncurrent assets held for sale                        |        | 4,750  | 4,465   |
|  |        | 1,065,340  | 929,113   |
| Total assets   | •      | 2,777,905  | 2,398,694                                       |
| Equity   |        |  |   |
| Share capital  | 22     | 49,449   | 49,449  |
| Share premium  |        | 478,339  | 478,339   |
| Retained earnings                                      |        | 63,457   | 96,074  |
| Reserves   |        | (67,275)   | (65,827)  |
| Equity attributable to owners of the Company           |        | 523,970  | 558,035   |
| Non-controlling interest                               |        | 40,626   | 43,106  |
| Total equity   |        | 564,596  | 601,141   |
| Noncurrent liabilities                                 |        |  |   |
| Loans and borrowings                                   | 15, 18 | 987,459  | 985,915   |
| Lease liabilities                                      | 3      | 188,483  | _   |
| Employee benefits                                      |        | 70,359   | 63,781  |
| Environmental remediation liabilities                  |        | 705  | 697   |
| Deferred tax liabilities – net                         |        | 8,463  | 6,404   |
| Other noncurrent liabilities                           | 16     | 22,442   | 30,015  |
| Command Habilidia                                      |        | 1,277,911  | 1,086,812                                       |
| Current liabilities                                    | 15 10  | 500 444  | 402 740   |
| Loans and borrowings                                   | 15, 18 | 598,444  | 492,740   |
| Lease liabilities                                      | 3      | 35,811   | 27.640  |
| Employee benefits  Trade and other gurrant liabilities | 17 10  | 27,665   | 27,640  |
| Trade and other current liabilities                    | 17, 18 | 267,626  | 188,669   |
| Current tax liabilities                                |        | 5,852  | 1,692   |
| Total liabilities                                      |        | 935,398<br>2,213,309                             | 710,741<br>1,797,553                            |
|  |        |  |   |
| Total equity and liabilities                           | =      | 2,777,905  | 2,398,694                                       |

# **Unaudited Interim Consolidated Statements of Income**

| Revenue         375,858         437,229           Cost of sales         (284,710)         (359,203)           Gross profit         91,148         78,026           Distribution and selling expenses         (39,068)         (42,548)           General and administrative expenses         21         (30,212)         (35,644)           Other income – net         (1,601)         2,189           Results from operating activities         20,267         2,023           Finance income         3,937         17,910           Finance expense         (25,235)         (23,063)           Net finance expense         (21,298)         (5,153)           Share in net loss of joint ventures         8         (383)         (83)           Loss before taxation         (1,414)         (3,213)           Tax expense – current         (43,313)         (1,681)           Tax benefit - deferred         4,596         4,532           Loss for the period         (40,131)         (362)           Profit (loss) attributable to:           Non-controlling interest         (1,870)         (3,384)           Owners of the Company         (38,261)         3,022           Earnings/(loss) per share         23         (2,22)  |  |      | Three mon<br>31 Ju |         |
|---|--|------|--------------------|---------|
| Cost of sales         (284,710)         (359,203)           Gross profit         91,148         78,026           Distribution and selling expenses         21         (39,068)         (42,548)           General and administrative expenses         21         (30,212)         (35,644)           Other income – net         (1,601)         2,189           Results from operating activities         20,267         2,023           Finance income         3,937         17,910           Finance expense         (25,235)         (23,063)           Net finance expense         (21,298)         (5,153)           Share in net loss of joint ventures         8         (383)         (83)           Loss before taxation         (1,414)         (3,213)           Tax expense – current         (43,313)         (1,681)           Tax benefit - deferred         4,596         4,532           Loss for the period         (40,131)         (362)           Profit (loss) attributable to:           Non-controlling interest         (1,870)         (3,384)           Owners of the Company         (38,261)         3,022           Earnings/(loss) per share         23         (2.22)         (0,10)           Diluted earnings (   |  | Note |                    |         |
| Cost of sales         (284,710)         (359,203)           Gross profit         91,148         78,026           Distribution and selling expenses         21         (39,068)         (42,548)           General and administrative expenses         21         (30,212)         (35,644)           Other income – net         (1,601)         2,189           Results from operating activities         20,267         2,023           Finance income         3,937         17,910           Finance expense         (25,235)         (23,063)           Net finance expense         (21,298)         (5,153)           Share in net loss of joint ventures         8         (383)         (83)           Loss before taxation         (1,414)         (3,213)           Tax expense – current         (43,313)         (1,681)           Tax benefit - deferred         4,596         4,532           Loss for the period         (40,131)         (362)           Profit (loss) attributable to:           Non-controlling interest         (1,870)         (3,384)           Owners of the Company         (38,261)         3,022           Earnings/(loss) per share         23         (2.22)         (0,10)           Diluted earnings (   | Daviania                                     |      | 255 050            | 427 220 |
| Gross profit         91,148         78,026           Distribution and selling expenses         (39,068)         (42,548)           General and administrative expenses         21         (30,212)         (35,644)           Other income – net         (1,601)         2,189           Results from operating activities         20,267         2,023           Finance income         3,937         17,910           Finance expense         (25,235)         (23,063)           Net finance expense         (21,298)         (5,153)           Share in net loss of joint ventures         8         (383)         (83)           Loss before taxation         (1,414)         (3,213)           Tax expense – current         (43,313)         (1,681)           Tax benefit - deferred         4,596         4,532           Loss for the period         (40,131)         (362)           Profit (loss) attributable to:           Non-controlling interest         (1,870)         (3,384)           Owners of the Company         (38,261)         3,022           Earnings/(loss) per share         23         (2.22)         (0.10)           Diluted earnings (loss) per share (U.S. cents)         23         (2.22)         (0.10)   |  |      |                    | •       |
| Distribution and selling expenses   Gay,068   Gay,064   Gay,064 |  |      |                    |         |
| General and administrative expenses       21       (30,212)       (35,644)         Other income – net       (1,601)       2,189         Results from operating activities       20,267       2,023         Finance income       3,937       17,910         Finance expense       (25,235)       (23,063)         Net finance expense       (21,298)       (5,153)         Share in net loss of joint ventures       8       (383)       (83)         Loss before taxation       (1,414)       (3,213)         Tax expense – current       (43,313)       (1,681)         Tax benefit - deferred       4,596       4,532         (38,717)       2,851         Loss for the period       (40,131)       (362)         Profit (loss) attributable to:       (1,870)       (3,384)         Non-controlling interest       (1,870)       (3,384)         Owners of the Company       (38,261)       3,022         Earnings/(loss) per share       23       (2,22)       (0.10)         Diluted earnings (loss) per share (U.S. cents)       23       (2,22)       (0.10)   | <u>-</u>                                     |      | ,                  | *       |
| Other income – net         (1,601)         2,189           Results from operating activities         20,267         2,023           Finance income         3,937         17,910           Finance expense         (25,235)         (23,063)           Net finance expense         (21,298)         (5,153)           Share in net loss of joint ventures         8         (383)         (83)           Loss before taxation         (1,414)         (3,213)           Tax expense – current         (43,313)         (1,681)           Tax benefit - deferred         4,596         4,532           (38,717)         2,851           Loss for the period         (40,131)         (362)           Profit (loss) attributable to:         (1,870)         (3,384)           Owners of the Company         (38,261)         3,022           Earnings/(loss) per share         23         (2.22)         (0.10)           Diluted earnings (loss) per share (U.S. cents)         23         (2.22)         (0.10)   |  | 21   |                    |         |
| Results from operating activities         20,267         2,023           Finance income         3,937         17,910           Finance expense         (25,235)         (23,063)           Net finance expense         (21,298)         (5,153)           Share in net loss of joint ventures         8         (383)         (83)           Loss before taxation         (1,414)         (3,213)           Tax expense – current         (43,313)         (1,681)           Tax benefit - deferred         4,596         4,532           (38,717)         2,851           Loss for the period         (40,131)         (362)           Profit (loss) attributable to: Non-controlling interest Owners of the Company         (1,870)         (3,384)           Owners of the Company         (38,261)         3,022           Earnings/(loss) per share         23         (2,22)         (0.10)           Diluted earnings (loss) per share (U.S. cents)         23         (2,22)         (0.10)   | •  |      |                    |         |
| Finance expense       (25,235)       (23,063)         Net finance expense       (21,298)       (5,153)         Share in net loss of joint ventures       8       (383)       (83)         Loss before taxation       (1,414)       (3,213)         Tax expense – current       (43,313)       (1,681)         Tax benefit - deferred       4,596       4,532         (38,717)       2,851         Loss for the period       (40,131)       (362)         Profit (loss) attributable to:         Non-controlling interest       (1,870)       (3,384)         Owners of the Company       (38,261)       3,022         Earnings/(loss) per share       23       (2.22)       (0.10)         Diluted earnings (loss) per share (U.S. cents)       23       (2.22)       (0.10)  | Results from operating activities            |      |                    | 2,023   |
| Finance expense       (25,235)       (23,063)         Net finance expense       (21,298)       (5,153)         Share in net loss of joint ventures       8       (383)       (83)         Loss before taxation       (1,414)       (3,213)         Tax expense – current       (43,313)       (1,681)         Tax benefit - deferred       4,596       4,532         (38,717)       2,851         Loss for the period       (40,131)       (362)         Profit (loss) attributable to:         Non-controlling interest       (1,870)       (3,384)         Owners of the Company       (38,261)       3,022         Earnings/(loss) per share       23       (2.22)       (0.10)         Diluted earnings (loss) per share (U.S. cents)       23       (2.22)       (0.10)  | Financa incoma                               |      | 2 027              | 17.010  |
| Net finance expense         (21,298)         (5,153)           Share in net loss of joint ventures         8         (383)         (83)           Loss before taxation         (1,414)         (3,213)           Tax expense – current         (43,313)         (1,681)           Tax benefit - deferred         4,596         4,532           (38,717)         2,851           Loss for the period         (40,131)         (362)           Profit (loss) attributable to: Non-controlling interest Owners of the Company         (1,870)         (3,384)           Owners of the Company         (38,261)         3,022           Earnings/(loss) per share         23         (2.22)         (0.10)           Diluted earnings (loss) per share (U.S.         23         (2.22)         (0.10)   |  |      |                    | •       |
| Share in net loss of joint ventures       8       (383)       (83)         Loss before taxation       (1,414)       (3,213)         Tax expense – current       (43,313)       (1,681)         Tax benefit - deferred       4,596       4,532         (38,717)       2,851         Loss for the period       (40,131)       (362)         Profit (loss) attributable to:         Non-controlling interest       (1,870)       (3,384)         Owners of the Company       (38,261)       3,022         Earnings/(loss) per share       Basic earnings (loss) per share (U.S. cents)       23       (2.22)       (0.10)         Diluted earnings (loss) per share (U.S.       (U.S. <t< td=""><td></td><td></td><td></td><td></td></t<>  |  |      |                    |         |
| Loss before taxation   (1,414)   (3,213)     Tax expense – current   (43,313)   (1,681)     Tax benefit - deferred   4,596   4,532     (38,717)   2,851     Loss for the period   (40,131)   (362)     Profit (loss) attributable to:   (1,870)   (3,384)     Owners of the Company   (38,261)   3,022     Earnings/(loss) per share       Basic earnings (loss) per share (U.S. cents)   23   (2,22)   (0.10)     Diluted earnings (loss) per share (U.S.  | The finance expense                          |      | (21,270)           | (3,133) |
| Tax expense – current       (43,313)       (1,681)         Tax benefit - deferred       4,596       4,532         (38,717)       2,851         Loss for the period       (40,131)       (362)         Profit (loss) attributable to:         Non-controlling interest       (1,870)       (3,384)         Owners of the Company       (38,261)       3,022         Earnings/(loss) per share       Basic earnings (loss) per share (U.S. cents)       23       (2.22)       (0.10)         Diluted earnings (loss) per share (U.S.       (0.10)       (0.10)       (0.10)   | Share in net loss of joint ventures          | 8    | (383)              | (83)    |
| Tax benefit - deferred         4,596         4,532           (38,717)         2,851           Loss for the period         (40,131)         (362)           Profit (loss) attributable to:           Non-controlling interest         (1,870)         (3,384)           Owners of the Company         (38,261)         3,022           Earnings/(loss) per share         23         (2.22)         (0.10)           Diluted earnings (loss) per share (U.S.         23         (2.22)         (0.10)   | Loss before taxation                         |      | (1,414)            | (3,213) |
| Loss for the period  (40,131)  (362)  Profit (loss) attributable to:  Non-controlling interest Owners of the Company  (1,870) (3,384) (38,261) (38,261) (3,384) (3,384) (2,22)  Earnings/(loss) per share  Basic earnings (loss) per share (U.S. cents) Diluted earnings (loss) per share (U.S.   |  |      | (43,313)           | (1,681) |
| Loss for the period  (40,131)  (362)  Profit (loss) attributable to:  Non-controlling interest Owners of the Company  (1,870) (3,384) (38,261) (38,261) (3,384) (38,261) (3,022)  Earnings/(loss) per share  Basic earnings (loss) per share (U.S. cents) Diluted earnings (loss) per share (U.S.   | Tax benefit - deferred                       |      | 4,596              | 4,532   |
| Profit (loss) attributable to: Non-controlling interest Owners of the Company  Earnings/(loss) per share Basic earnings (loss) per share (U.S. cents) Diluted earnings (loss) per share (U.S.   |  |      | (38,717)           | 2,851   |
| Non-controlling interest Owners of the Company  Earnings/(loss) per share Basic earnings (loss) per share (U.S. cents) Diluted earnings (loss) per share (U.S.  | Loss for the period                          |      | (40,131)           | (362)   |
| Non-controlling interest Owners of the Company  Earnings/(loss) per share Basic earnings (loss) per share (U.S. cents) Diluted earnings (loss) per share (U.S.  | Profit (loss) attributable to:               |      |                    |         |
| Earnings/(loss) per share Basic earnings (loss) per share (U.S. cents) Diluted earnings (loss) per share (U.S. (0.10)   |  |      | (1,870)            | (3,384) |
| Basic earnings (loss) per share (U.S. cents) 23 (2.22) (0.10) Diluted earnings (loss) per share (U.S.   | Owners of the Company                        |      | (38,261)           | 3,022   |
| Basic earnings (loss) per share (U.S. cents) 23 (2.22) (0.10) Diluted earnings (loss) per share (U.S.   | Farnings/(loss) per share                    |      |                    |         |
|   | Basic earnings (loss) per share (U.S. cents) | 23   | (2.22)             | (0.10)  |
|   |  | 23   | (2.22)             | (0.10)  |

# **Unaudited Interim Consolidated Statements of Comprehensive Income**

|  | Three mon<br>31 Ju |                  |
|--|--------------------|------------------|
|  | 2019<br>US\$'000   | 2018<br>US\$'000 |
| Loss for the period  | (40,131)           | (362)            |
| Other comprehensive income (loss) Items that will not be reclassified subsequently to profit or loss   |                    |                  |
| Remeasurement of retirement plans  | (6,565)            | 2,989            |
| Income tax effect on remeasurement of retirement plans   | 3,917              | (516)            |
|  | (2,648)            | 2,473            |
| Items that may be reclassified subsequently to profit or loss  Currency translation differences  Effective portion of changes in fair value of cash flow | 1,613              | (10,258)         |
| hedges   | (1,355)            | 1,249            |
| Income tax effect on cash flow hedges  | 332                | (306)            |
| medic tax effect on easi flow neages   | <del>590</del>     | (9,315)          |
| Other comprehensive loss for the period, net of tax  | (2,058)            | (6,842)          |
|  |                    |                  |
| Total comprehensive loss for the period  | (42,189)           | (7,204)          |
| Total comprehensive loss attributable to:  |                    |                  |
| Non-controlling interest   | (2,480)            | (3,136)          |
| Owners of the Company  | (39,709)           | (4,068)          |
|  | (42,189)           | (7,204)          |

# **Unaudited Interim Consolidated Statements of Changes in Equity Three months ended 31 July 2019**

|   | <                            |         |                                    | Attribu                              | itable to owi<br>Remeasure |                 | Company                       |  |                                  | >                 |  |                             |
|---|------------------------------|---------|------------------------------------|--------------------------------------|----------------------------|-----------------|-------------------------------|--|----------------------------------|-------------------|--|-----------------------------|
|   | Share<br>capital<br>US\$'000 | premium | Translation<br>reserve<br>US\$'000 | Revalua-<br>tion reserve<br>US\$'000 | -ment of<br>retirement     | Hedging reserve | Share option reserve US\$'000 | Reserve<br>for own<br>shares<br>US\$'000 | Retained<br>earnings<br>US\$'000 | Total<br>US\$'000 | Non-<br>controlling<br>interests<br>US\$'000 | Total<br>equity<br>US\$'000 |
| Fiscal Year 2020<br>At 1 May 2019<br>Change in accounting policy  | 49,449                       |         | (93,375)                           | 10,885                               | 17,648                     | (2,452)         |                               | (286)                                    | 15,756                           | 558,035<br>15,756 | 43,106                                       | 601,141<br>15,756           |
| At 1 May 2019, as restated  | 49,449                       | 478,339 | (93,375)                           | 10,885                               | 17,648                     | (2,452)         | 1,753                         | (286)                                    | 111,830                          | 573,791           | 43,106                                       | 616,897                     |
| Total comprehensive income for the period Profit (loss) for the period  | -                            | _       | -                                  | -                                    | -                          | -               | _                             | _  | (38,261)                         | (38,261)          | ) (1,870)                                    | (40,131)                    |
| Other comprehensive income  |                              |         |                                    |                                      |                            |                 |                               |  |                                  |                   |  |                             |
| Currency translation differences  | _                            | _       | 1,611                              | _                                    | (0.144)                    | _               | _                             | _  | _                                | 1,611             | 2  | 1,613                       |
| Remeasurement of retirement plans<br>Effective portion of changes in fair   | _                            | _       | _                                  | _                                    | (2,144)                    | _               | _                             | _  | _                                | (2,144)           | (504)  | (2,648)                     |
| value of cash flow hedges   | _                            | _       | _                                  | _                                    | _                          | (915)           | _                             |  | _                                | (915)             | (108)  | (1,023)                     |
| Total other comprehensive income  | _                            | _       | 1,611                              | =                                    | (2,144)                    | (915)           |                               | _  | =                                | (1,448)           | (610)  | (2,058)                     |
| Total comprehensive income for the period   |                              | _       | 1,611                              |                                      | (2,144)                    | (915)           | _                             | _  | (38,261)                         | (39,709)          | (2,480)                                      | (42,189)                    |
| Transactions with owners of the recognised directly in equity Contributions by and distributions to owners of the Company | Company                      |         |                                    |                                      |                            |                 |                               |  |                                  |                   |  |                             |
| Value of employee services received   |                              |         |                                    |                                      |                            |                 |                               |  |                                  |                   |  |                             |
| for issue of share options  | _                            | _       | _                                  | _                                    | _                          | _               | _                             | _  | _                                | _                 | _  | -                           |
| Payment of dividends  | _                            |         |                                    |                                      | _                          |                 | _                             |  | (10,112)                         | (10,112)          | ) –  | (10,112)                    |
| Total contributions by and  |                              |         |                                    |                                      |                            |                 |                               |  | (10.112)                         | (10.112)          |  | (10.112)                    |
| distributions to owners   | 40.440                       | 479 220 | (01.764)                           | 10.885                               | 15 504                     | (2.267)         | 1 752                         | (296)                                    | (,)                              | (10,112)          | <u> </u>                                     | (10,112)                    |
| At 31 July 2019   | 49,449                       | 478,339 | (91,764)                           | 10,885                               | 15,504                     | (3,367)         | 1,753                         | (286)                                    | 63,457                           | 523,970           | 40,626                                       | 564,596                     |

# Unaudited Interim Condensed Consolidated Financial Statements For the three months ended 31 July 2019 and 2018

# **Unaudited Interim Consolidated Statements of Changes in Equity Three months ended 31 July 2018**

|   | <> Attributable to owners of the Company> Remeasure- |                              |                                    |                                    |         |                                |                               |  |                                  |                   |  |                             |
|---|--|------------------------------|------------------------------------|------------------------------------|---------|--------------------------------|-------------------------------|--|----------------------------------|-------------------|--|-----------------------------|
|   | Share<br>capital<br>US\$'000                         | Share<br>premium<br>US\$'000 | Translation<br>reserve<br>US\$'000 | Revaluation<br>reserve<br>US\$'000 | ment of | Hedging<br>reserve<br>US\$'000 | Share option reserve US\$'000 | Reserve<br>for own<br>shares<br>US\$'000 | Retained<br>earnings<br>US\$'000 | Total<br>US\$'000 | Non-<br>controlling<br>interests<br>US\$'000 | Total<br>equity<br>US\$'000 |
| Fiscal Year 2019 At 1 May 2018 Total comprehensive income for the period  | 49,449   | 478,323                      | (91,515)                           | 10,885                             | 18,225  | (2,764)                        | 1,373                         | (286)                                    | 95,505                           | 559,195           | 49,065                                       | 608,260                     |
| Profit (loss) for the period  | _  | _                            | _                                  | _                                  | _       | _                              | _                             | _  | 3,022                            | 3,022             | (3,384)                                      | (362)                       |
| Other comprehensive income  |  |                              |                                    |                                    |         |                                |                               |  |                                  |                   |  |                             |
| Currency translation differences  | _  | _                            | (10,238)                           | _                                  | _       | -                              | _                             | _  | _                                | (10,238)          | (20)   | (10,258)                    |
| Remeasurement of retirement plans   | _  | _                            | _                                  | _                                  | 2,305   | _                              | _                             | _  | _                                | 2,305             | 168  | 2,473                       |
| Effective portion of changes in fair  |  |                              |                                    |                                    |         |                                |                               |  |                                  |                   |  |                             |
| value of cash flow hedges   | _  | _                            |                                    |                                    |         | 843                            | _                             |  | _                                | 843               | 100  | 943                         |
| Total other comprehensive income  |  | _                            | (10,238)                           |                                    | 2,305   | 843                            | _                             | _  | _                                | (7,090)           | 248  | (6,842)                     |
| Total comprehensive income for the  |  |                              |                                    |                                    |         |                                |                               |  |                                  |                   |  |                             |
| period  |  |                              | (10,238)                           |                                    | 2,305   | 843                            |                               |  | 3,022                            | (4,068)           | (3,136)                                      | (7,204)                     |
| Transactions with owners of the<br>Company recognised directly in<br>equity<br>Contributions by and distributions<br>to owners of the Company |  |                              |                                    |                                    |         |                                |                               |  |                                  |                   |  |                             |
| Transaction costs related to the issuance of preference share Value of employee services received   | _  | 16                           | _                                  | -                                  | _       | -                              | _                             | -  | _                                | 16                | _  | 16                          |
| for issue of share options  | _  | _                            |                                    | _                                  | _       | _                              | 88                            | _  | _                                | 88                | 188  | 276                         |
| Total contributions by and  |  |                              |                                    |                                    |         |                                |                               |  |                                  |                   |  |                             |
| distributions to owners   |  | 16                           |                                    |                                    | _       | -                              | 88                            | _  | -                                | 104               | 188  | 292                         |
| At 31 July 2018   | 49,449   | 478,339                      | (101,753)                          | 10,885                             | 20,530  | (1,921)                        | 1,461                         | (286)                                    | 98,527                           | 555,231           | 46,117                                       | 601,348                     |

#### **Unaudited Interim Consolidated Statements of Cash Flows**

|   |       | Three mon        |                  |
|---|-------|------------------|------------------|
|   | Note  | 2019<br>US\$'000 | 2018<br>US\$'000 |
| Cash flows from operating activities                    |       |                  |                  |
| Loss for the period                                     |       | (40,131)         | (362)            |
| Adjustments for:  |       |                  |                  |
| Depreciation of property, plant and equipment           | 20    | 33,419           | 30,158           |
| Amortisation of intangible assets                       | 7, 20 | 1,663            | 1,666            |
| Reversal of impairment loss on property, plant and      |       |                  |                  |
| equipment   |       | (16)             | (25)             |
| Loss on disposal of property, plant and equipment       |       | 1,588            | 1,886            |
| Equity-settled share-based payment transactions         |       | _                | 276              |
| Share in net loss of joint ventures                     | 8     | 383              | 83               |
| Net loss (gain) on derivative settlement                |       | 421              | (9,261)          |
| Finance income*   |       | (3,937)          | (17,910)         |
| Finance expense*  |       | 25,235           | 23,063           |
| Tax expense - current                                   |       | 43,313           | 1,681            |
| Tax expense – deferred                                  | _     | (4,596)          | (4,532)          |
|   |       | 57,342           | 26,723           |
| Changes in:   |       |                  |                  |
| Other noncurrent assets                                 |       | (14,370)         | (3,513)          |
| Inventories   |       | (113,458)        | (33,469)         |
| Biological assets                                       |       | 50               | (2,586)          |
| Trade and other receivables                             |       | 28,244           | (910)            |
| Prepaid and other current assets                        |       | (18,680)         | (4,946)          |
| Trade and other payables                                |       | 58,021           | (19,040)         |
| Employee benefits                                       | _     | 3,819            | 3,636            |
| Operating cash flows                                    |       | 968              | (34,105)         |
| Taxes paid  | _     | (39,771)         |                  |
| Net cash flows used in operating activities             | _     | (38,803)         | (34,105)         |
| Cash flows from investing activities                    |       |                  |                  |
| Purchase of property, plant and equipment               | 6     | (24,321)         | (28,337)         |
| Proceeds from disposal of property, plant and equipment |       | 301              | 2,337            |
| Interest received                                       |       | 153              | 138              |
| Net cash flows used in investing activities             | =     | (23,867)         | (25,862)         |

(Continued on next page)

<sup>\*</sup> Includes foreign exchange gains and losses

# **Unaudited Interim Consolidated Statements of Cash Flows (Continued)**

|   | Note | Three mon        | ths ended<br>July |
|---|------|------------------|-------------------|
|   |      | 2019<br>US\$'000 | 2018<br>US\$'000  |
| Cash flows from financing activities                        |      |                  |                   |
| Proceeds from borrowings                                    |      | 118,242          | 282,411           |
| Repayment of borrowings                                     |      | (18,898)         | (201,011)         |
| Interest paid   |      | (21,268)         | (21,788)          |
| Dividends paid  |      | (10,112)         | _                 |
| Transactions costs related to issuance of preference shares |      | -                | 16                |
| Net cash flows provided by financing activities             | -    | 67,964           | 59,628            |
| Net increase (decrease) in cash and cash equivalents        |      | 5,294            | (339)             |
| Cash and cash equivalents at beginning of period            |      | 21,636           | 24,246            |
| Effect of exchange rate changes on balances                 |      |                  |                   |
| held in foreign currency                                    | _    | 268              | 9,389             |
| Cash and cash equivalents at end of period                  | 14   | 27,198           | 33,296            |

# Selected Notes to the Unaudited Interim Condensed Consolidated Financial Statements

#### 1. Domicile and activities

Del Monte Pacific Limited (the "Company") was incorporated as an international business company in the British Virgin Islands on 27 May 1999 under the International Business Companies Act (Cap. 291) of the British Virgin Islands. It was automatically re-registered as a company on 1 July 2007 when the International Business Companies Act was repealed and replaced by the Business Companies Act 2004 of the British Virgin Islands.

The registered office of the Company is located at Craigmuir Chambers, Road Town, Tortola, British Virgin Islands.

The principal activity of the Company is that of investment holding. Its subsidiaries are principally engaged in growing, processing, and selling packaged fruits, vegetable and tomato, fresh pineapples, sauces, condiments, pasta, broth and juices, mainly under the brand names of "Del Monte", "S&W", "Today's", "Contadina", "College Inn" and other brands. The Company's subsidiaries also produce and distribute private label food products.

The immediate holding company is NutriAsia Pacific Limited ("NAPL") whose indirect shareholders are NutriAsia Inc. ("NAI") and Well Grounded Limited ("WGL"), which at 31 July 2019 and 30 April 2019, held 57.8% and 42.2% interests in NAPL, respectively, through their intermediary company, NutriAsia Holdings Limited. NAPL, NAI and WGL were incorporated in the British Virgin Islands.

On 2 August 1999, the Company was admitted to the Official List of the Singapore Exchange Securities Trading Limited ("SGX-ST"). The Ordinary Shares of the Company were also listed on the Philippine Stock Exchange Inc. ("PSE") on 10 June 2013. The first tranche of the Company's Preference Shares was listed on 7 April 2017 and the second tranche on 15 December 2017.

On 6 August 2010, the Company established DM Pacific Limited-ROHQ ("ROHQ"), the regional operating headquarters of the Company in the Philippines. The ROHQ is registered with and licensed by the Securities and Exchange Commission ("SEC") to engage in general administration and planning, business planning and coordination, sourcing and procurement of raw materials and components, corporate financial advisory, marketing control and sales promotion, training and personnel management, logistics services, research and product development, technical support and maintenance, data processing and communication, and business development. The ROHQ commenced its operations in October 2015.

The financial statements of the Group as at and for the year ended 31 July 2019 comprise the Company and its subsidiaries (together referred to as the "Group", and individually as "Group entities"), and the Group's interests in joint ventures.

#### 2. Basis of preparation

#### 2.1 Statement of compliance

The accompanying unaudited interim condensed consolidated financial statements as at 31 July 2019 and for the three months ended 31 July 2019 and 2018 have been prepared in accordance with International Accounting Standard ("IAS") 34, *Interim Financial Reporting*. The unaudited interim condensed consolidated financial statements do not include all of the information and disclosures required in the annual consolidated financial statements and should be read in conjunction with the 2019 annual audited consolidated financial statements, comprising the consolidated statements of financial position as at 30 April 2019 and 2018 and the consolidated statements of income, consolidated statements of comprehensive income, consolidated statements of changes in equity and consolidated statements of cash flows for the years ended 30 April 2019, 2018, and 2017.

#### 2.2 Basis of measurement

The accompanying financial statements have been prepared on the historical cost basis except as otherwise described in the notes below.

#### 2.3 Functional and presentation currency

These financial statements are presented in United States (US\$) dollars, which is the Company's functional currency. All financial information presented in US dollars has been rounded to the nearest thousand, unless otherwise stated.

#### 2.4 Use of estimates and judgements

The preparation of the financial statements in conformity with IFRS requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised and in any future periods affected.

#### 3. Significant accounting policies

#### **Changes in Accounting Policies and Disclosures**

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 Group's 2019 annual consolidated financial statements, except for the adoption of the following amendments effective beginning 1 May 2019, which did not have any significant impact on the Group's financial position or performance, unless otherwise indicated:

#### • IFRS 16, Leases

IFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to account for all leases under a single on-balance sheet model similar to the accounting for finance leases under IAS 17, Leases. The standard includes two recognition exemptions for lessees – leases of "low-value" assets (e.g., personal computers) and short-term leases (i.e., leases with a lease term of 12 months or less). At the commencement date of a lease, a lessee will recognise a liability to make lease payments (i.e., the lease liability) and an asset representing the right to use the underlying asset during the lease term (i.e., the right-of-use asset). Lessees will be required to separately recognise the interest expense on the lease liability and the depreciation expense on the right-of-use asset.

Lessees will be also required to remeasure the lease liability upon the occurrence of certain events (e.g., a change in the lease term, a change in future lease payments resulting from a change in an index or rate used to determine those payments). The lessee will generally recognise the amount of the remeasurement of the lease liability as an adjustment to the right-of-use asset.

Lessor accounting under IFRS 16 is substantially unchanged from today's accounting under IAS 17. Lessors will continue to classify all leases using the same classification principle as in IAS 17 and distinguish between two types of leases: operating and finance leases.

IFRS 16 also requires lessees and lessors to make more extensive disclosures than under IAS 17.

The Group has applied IFRS 16 using the modified retrospective approach, under which the cumulative effect of initial application is recognised in retained earnings as at 1 May 2019. Accordingly, the comparative information presented for fiscal year 2019 has not been restated. In relation to those leases under IFRS 16, the Group recognised depreciation and interest costs, instead of operating lease expense.

As a lessee, the Group previously classified leases as operating or finance leases based on its assessment of whether the lease transferred substantially all of the risk and rewards of ownership. Under IFRS 16, the Group recognises right-of-use assets and lease liabilities for most leases, except for some short-term and low-value assets.

At transition, for leases classified as operating leases under IAS 17, lease liabilities were measured at the present value of the remaining lease payments, discounted at the Group's incremental borrowing rate as at 1 May 2019. Right-of-use assets are measured at either:

- their carrying amount as if IFRS 16 had been applied since the commencement date, discounted using the lessee's incremental borrowing rate at the date of initial application (the Group applied this approach for leases under a subsidiary, Del Monte Philippines, Inc. "DMPI"); or
- an amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments (the Group applied this approach for leases under a subsidiary, Del Monte Foods, Inc.).

For leases classified as finance leases under IAS 17, the carrying amount of the right-ofuse asset and the lease liability at 1 May 2019 were determined at the carrying amount of lease asset and lease liability under IAS 17 immediately before that date. The Group has no finance leases under IAS 17.

Right-of-use assets and lease liabilities are presented separately in the consolidated statement of financial position.

The impact of adoption of IFRS 16 on consolidated statement of financial position as at 1 May 2019 is as follows:

|   | As at<br>1 May 2019 |
|---|---------------------|
|   | US\$'000            |
| Assets                                    |                     |
| Prepaid expenses and other current assets | (1,829)             |
| Right-of-use assets-net                   | 266,554             |
| Deferred tax assets                       | (303)               |
| Other noncurrent assets                   | (23,896)            |
|   | 240,526             |
| Liabilities and Equity                    |                     |
| Lease liability - current portion         | 30,173              |
| Lease liability - noncurrent portion      | 200,817             |
| Other noncurrent liabilities              | (6,220)             |
|   | 224,770             |
| Retained earnings                         | 15,756              |
|   | 240,526             |

• IFRIC 23, Uncertainty over Income Tax Treatments

IFRIC-23 clarifies how to apply the recognition and measurement requirements in IAS 12 Income Taxes when there is uncertainty over income tax treatments.

The interpretation addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of IAS 12, Income Taxes, and does not apply to taxes or levies outside the scope of IAS 12, nor does it specifically include requirements relating to interest and penalties associated with uncertain tax treatments.

The interpretation specifically addresses the following:

• Whether an entity considers uncertain tax treatments separately

- The assumptions an entity makes about the examination of tax treatments by taxation authorities
- How an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates
- How an entity considers changes in facts and circumstances

An entity must determine whether to consider each uncertain tax treatment separately or together with one or more other uncertain tax treatments. The approach that better predicts the resolution of the uncertainty should be followed.

The interpretation is effective for annual periods beginning on or after 1 May 2019. Earlier application is permitted. The Group is currently assessing the impact of this new standard.

• Amendments to IFRS 9, Prepayment Features with Negative Compensation

Under IFRS 9, a debt instrument can be measured at amortised cost or at fair value through other comprehensive income, provided that the contractual cash flows are "solely payments of principal and interest on the principal amount outstanding" (the SPPI criterion) and the instrument is held within the appropriate business model for that classification. The amendments to IFRS 9 clarify that a financial asset passes the SPPI criterion regardless of the event or circumstance that causes the early termination of the contract and irrespective of which party pays or receives reasonable compensation for the early termination of the contract. The basis for conclusions to the amendments clarified that the early termination can result from a contractual term or from an event outside the control of the parties to the contract, such as a change in law or regulation leading to the early termination of the contract. These amendments have no impact on the consolidated financial statements of the Group.

• Amendments to IAS 28, Long-term Interests in Associates and Joint Ventures

The amendments clarify that an entity applies IFRS 9 to long-term interests in an associate or joint venture to which the equity method is not applied but that, in substance, form part of the net investment in the associate or joint venture (long-term interests). This clarification is relevant because it implies that the expected credit loss model in IFRS 9 applies to such long-term interests. The amendments also clarified that, in applying IFRS 9, an entity does not take account of any losses of the associate or joint venture, or any impairment losses on the net investment, recognised as adjustments to the net investment in the associate or joint venture that arise from applying IAS 28, Investments in Associates and Joint Ventures. The amendments are effective for annual periods beginning on or after 1 May 2019. Earlier application is permitted. These amendments are not applicable to the Group since interests in joint ventures is accounted for using equity method.

• Amendments to IAS 19, Plan amendment, curtailment or settlement

The amendments to IAS 19 address the accounting when a plan amendment, curtailment or settlement occurs during a reporting period. The amendments specify that when a plan amendment, curtailment or settlement occurs during the annual reporting period, an entity is required to:

• Determine current service cost for the remainder of the period after the plan amendment, curtailment or settlement, using the actuarial assumptions used to

remeasure the net defined benefit liability (asset) reflecting the benefits offered under the plan and the plan assets after that event

• Determine net interest for the remainder of the period after the plan amendment, curtailment or settlement using: the net defined benefit liability (asset) reflecting the benefits offered under the plan and the plan assets after that event; and the discount rate used to remeasure that net defined benefit liability (asset).

The amendments also clarify that an entity first determines any past service cost, or a gain or loss on settlement, without considering the effect of the asset ceiling. This amount is recognised in profit or loss. An entity then determines the effect of the asset ceiling after the plan amendment, curtailment or settlement. Any change in that effect, excluding amounts included in the net interest, is recognised in other comprehensive income.

The amendments apply to plan amendments, curtailments, or settlements occurring on or after the beginning of the first annual reporting period that begins on or after May 1, 2019, with early application permitted. These amendments will apply only to any future plan amendments, curtailments, or settlements of the Group.

Annual Improvements to IFRSs 2015-2017 Cycle

This cycle of improvements contains amendments to the following standards relevant to the Group:

• Amendments to IFRS 3, and IFRS 11, Joint Arrangements, Previously Held Interest in a Joint Operation

The amendments clarify that, when an entity obtains control of a business that is a joint operation, it applies the requirements for a business combination achieved in stages, including remeasuring previously held interests in the assets and liabilities of the joint operation at fair value. In doing so, the acquirer remeasures its entire previously held interest in the joint operation.

A party that participates in, but does not have joint control of, a joint operation, might obtain joint control of the joint operation in which the activity of the joint operation constitutes a business as defined in IFRS 3. The amendments clarify that the previously held interests in that joint operation are not remeasured.

An entity applies those amendments to business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after May 1, 2019 and to transactions in which it obtains joint control on or after the beginning of the first annual reporting period beginning on or after May 1, 2019, with early application permitted.

• Amendments to IAS 12, Income Tax Consequences of Payments on Financial Instruments Classified as Equity

The amendments clarify that the income tax consequences of dividends are linked more directly to past transactions or events that generated distributable profits than to distributions to owners. Therefore, an entity recognises the income tax consequences of dividends in profit or loss, other comprehensive income or equity according to where the entity originally recognised those past transactions or events.

An entity applies those amendments for annual reporting periods beginning on or after May 1, 2019, with early application is permitted.

• Amendments to IAS 23, Borrowing Costs, Borrowing Costs Eligible for Capitalization

The amendments clarify that an entity treats as part of general borrowings any borrowing originally made to develop a qualifying asset when substantially all of the activities necessary to prepare that asset for its intended use or sale are complete.

An entity applies those amendments to borrowing costs incurred on or after the beginning of the annual reporting period in which the entity first applies those amendments. An entity applies those amendments for annual reporting periods beginning on or after May 1, 2019, with early application permitted.

#### 4. Operating segments

The Group has two types of operating segments: geographical and product. In identifying these operating segments, management generally considers geographical as its primary operating segment.

#### **Geographical segments**

**Americas** 

Reported under the Americas segment are sales and profit on sales in North and South America, and Canada. 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 across various channels include retail markets, as well as to the United States military, certain export markets, the food service industry and other food processors.

Asia Pacific

Reported under Asia Pacific are sales and profit on sales in the Philippines, comprising primarily of Del Monte branded packaged products, including Del Monte traded goods; Today's; 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...

Europe

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

# **Product segments**

Packaged fruit and vegetable

The packaged fruit and vegetable segment includes sales and profit of processed fruit and vegetable products under the Del Monte and S&W brands, as well as buyer's labels, that are packaged in different formats such as can, plastic cup, pouch and aseptic bag. Key products under this segment are canned beans, peaches and corn sold in the United States and canned pineapple and tropical mixed fruit in Asia Pacific.

#### **Beverage**

Beverage includes sales and profit of 100% pineapple juice in can, juice drinks in various flavours in can, tetra and PET packaging, and pineapple juice concentrate.

#### Culinary

Culinary includes sales and profit of packaged tomato-based products such as ketchup, tomato sauce, pasta sauce, recipe sauce, pizza sauce, pasta, broth and condiments under four brands namely Del Monte, S&W, College Inn and Contadina.

#### Fresh fruit and others

Fresh fruit and others include sales and profit of S&W branded fresh pineapples in Asia Pacific and buyer's label or non-branded fresh pineapples in Asia, and sales and profit of cattle in the Philippines. The cattle operation helps in the disposal of pineapple pulp, a residue of pineapple processing which is fed to the animals. This would also include non-branded sales to South America.

The Group allocated certain overhead and corporate costs to the various product segments based on sales for each segment relative to the entire Group.

#### Information about reportable segments

|                        | Americas |            |          | Pacific  | Eur       | -                                     | Total    |          |  |
|------------------------|----------|------------|----------|----------|-----------|---------------------------------------|----------|----------|--|
|                        |          | nths ended |          |          | Three mon |                                       |          |          |  |
|                        | 31 J     | -          | 31 ,     | •        | 31 J      | •                                     | 31 J     | •        |  |
|                        | 2019     | 2018       | 2019     | 2018     | 2019      | 2018                                  | 2019     | 2018     |  |
| D                      | US\$'000 | US\$'000   | US\$'000 | US\$'000 | US\$'000  | US\$'000                              | US\$'000 | US\$'000 |  |
| Revenue                |          |            |          |          |           |                                       |          |          |  |
| Packaged fruit and     | 104 722  | 258,220    | 22 927   | 21,903   | 2.700     | 6,294                                 | 221 240  | 206 417  |  |
| vegetable              | 194,722  |            | 22,837   | · ·      | 3,789     | · · · · · · · · · · · · · · · · · · · | 221,348  | 286,417  |  |
| Beverage               | 2,772    | 4,960      | 32,328   | 31,245   | 2,266     | 4,060                                 | 37,366   | 40,265   |  |
| Culinary               | 42,464   | 42,158     | 26,200   | 24,816   | _         | _                                     | 68,664   | 66,974   |  |
| Others                 | 235      | 961        | 48,245   | 42,612   |           |                                       | 48,480   | 43,573   |  |
| Total                  | 240,193  | 306,299    | 129,610  | 120,576  | 6,055     | 10,354                                | 375,858  | 437,229  |  |
|                        |          |            |          |          |           |                                       |          |          |  |
| Gross profit           |          |            |          |          |           |                                       |          |          |  |
| Packaged fruit and     |          |            |          |          |           |                                       |          |          |  |
| vegetable              | 43,635   | 36,098     | 5,876    | 5,965    | (396)     | 1,252                                 | 49,115   | 43,315   |  |
| Beverage               | 681      | 404        | 9,360    | 7,843    | (646)     | (2,106)                               | 9,395    | 6,141    |  |
| Culinary               | 7,396    | 5,575      | 10,109   | 9,788    | _         | _                                     | 17,505   | 15,363   |  |
| Others                 | (303)    | 238        | 15,436   | 12,969   | _         | _                                     | 15,133   | 13,207   |  |
| Total                  | 51,409   | 42,315     | 40,781   | 36,565   | (1,042)   | (854)                                 | 91,148   | 78,026   |  |
|                        |          |            |          |          |           |                                       |          |          |  |
| Share in net loss of   |          |            |          |          |           |                                       |          |          |  |
| joint ventures         |          |            |          |          |           |                                       |          |          |  |
| Packaged fruit and     |          |            |          |          |           |                                       |          |          |  |
| vegetable              | _        | _          | (188)    | (25)     | _         | _                                     | (188)    | (25)     |  |
| Beverage               | -        | _          | (18)     | (6)      | _         | _                                     | (18)     | (6)      |  |
| Culinary               | -        | _          | (164)    | (49)     | _         | _                                     | (164)    | (49)     |  |
| Fresh fruit and others | _        | _          | (13)     | (3)      | _         | _                                     | (13)     | (3)      |  |
| Total                  | _        | _          | (383)    | (83)     | _         | _                                     | (383)    | (83)     |  |

|                               |          | ricas<br>nths ended |          | Pacific nths ended |          | ope<br>nths ended | To<br>Three mor |          |
|-------------------------------|----------|---------------------|----------|--------------------|----------|-------------------|-----------------|----------|
|                               | 31 .     | July                | 31 July  |                    | 31 July  |                   | 31 July         |          |
|                               | 2019     | 2018                | 2019     | 2018               | 2019     | 2018              | 2019            | 2018     |
|                               | US\$'000 | US\$'000            | US\$'000 | US\$'000           | US\$'000 | US\$'000          | US\$'000        | US\$'000 |
| Dueft (less) hefens           |          |                     |          |                    |          |                   |                 |          |
| Profit (loss) before taxation |          |                     |          |                    |          |                   |                 |          |
| Packaged fruit and            |          |                     |          |                    |          |                   |                 |          |
| vegetable                     | (11,823) | (14,963)            | 3,390    | 9,973              | (833)    | 636               | (9,266)         | (4,354)  |
| Beverage                      | (474)    | (809)               | 5,660    | 1,695              | (864)    | (2,401)           | 4,322           | (1,515)  |
| Culinary                      | (4,732)  | (2,803)             | 6,745    | 5,567              | _        | _                 | 2,013           | 2,764    |
| Others                        | (2,246)  | 95                  | 3,763    | (203)              | _        | _                 | 1,517           | (108)    |
| Total                         | (19,275) | (18,480)            | 19,558   | 17,032             | (1,697)  | (1,765)           | (1,414)         | (3,213)  |
| Other information             |          |                     |          |                    |          |                   |                 |          |
| Capital expenditure           | 1,742    | 5,486               | 22,579   | 22,851             | _        | _                 | 24,321          | 28,337   |

#### Major customer

Revenues from a major customer of the Americas segment for the quarters ended 31 July 2019 and 2018 amounted to US\$87.2 million and US\$105.7 million, respectively representing 29.1% and 28.7% of the total Americas segment's gross revenue, respectively.

#### 5. Seasonality of operations

The Group's business is subject to seasonal fluctuations as a result of increased demand during the end of year festive season. For Americas, products are sold heavily during the Thanksgiving and Christmas seasons. As such, the Group's sales are usually highest during the three months from August to October.

The Group operates several production facilities in the U.S., Mexico, and Philippines. Fruit plants are located in California and Washington in the United States and Philippines, most of its vegetable plants are located in the U.S. Midwest while its tomato plant is located in California.

The US Consumer Food Business has a seasonal production cycle that generally runs between the months of June and October. This seasonal production primarily relates to the majority of processed fruit, vegetable and tomato products, while some of its processed fruit and tomato products and its *College Inn* broth products are produced throughout the year. Additionally, the Consumer Food Business has contracts to co-pack certain processed fruit and vegetable products for other companies.

# 6. Property, plant and equipment

During the quarter ended 30 July 2019, the Group acquired assets with a cost of US\$24.6 million (year ended 30 April 2019: US\$121.6 million), which includes noncash acquisition.

#### 7. Intangible assets and goodwill

|   | Goodwill<br>US\$'000 | Indefinite life<br>trademarks<br>US\$'000 | Amortisable<br>trademarks<br>US\$'000 | Customer relationship US\$'000 | Total<br>US\$'000         |
|---|----------------------|---|---------------------------------------|--------------------------------|---------------------------|
| Cost  |                      |   |                                       |                                |                           |
| At 1 May 2019/  |                      |   |                                       |                                |                           |
| 31 July 2019  | 203,432              | 408,043                                   | 24,180                                | 107,000                        | 742,655                   |
| At 1 May 2018/  |                      |   |                                       |                                |                           |
| 30 April 2019   | 203,432              | 408,043                                   | 24,180                                | 107,000                        | 742,655                   |
| Accumulated amortisation<br>At 1 May 2019<br>Amortisation | _<br>_               | _<br>_<br>_                               | 6,919<br>325                          | 27,739<br>1,337                | 34,658<br>1,662           |
| At 31 July 2019   | _                    |   | 7,244                                 | 29,076                         | 36,320                    |
| At 1 May 2018<br>Amortisation<br>At 30 April 2019         | -<br>-<br>-          | -<br>-<br>-                               | 5,616<br>1,303<br>6,919               | 22,388<br>5,351<br>27,739      | 28,004<br>6,654<br>34,658 |
| Carrying amounts At 31 July 2019                          | 203,432              | 408,043                                   | 16,936                                | 77,924                         | 706,335                   |
| At 30 April 2019  | 203,432              | 408,043                                   | 17,261                                | 79,261                         | 707,997                   |

#### Goodwill

Goodwill arising from the acquisition of DMFI was allocated to DMFI and its subsidiaries, which is considered as one cash generating unit ("CGU").

#### Indefinite life trademarks

Management has assessed the following trademarks as having indefinite useful lives as the Group has exclusive access to the use of these trademarks. These trademarks are expected to be used indefinitely by the Group as they relate to continuing businesses that have a proven track record with stable cash flows.

#### **America trademarks**

The indefinite life trademarks of US\$394 million arising from the acquisition of Consumer Food Business relate to those of DMFI for the use of the "Del Monte" trademark in the United States and South America market, and the "College Inn" trademark in the United States, Australia, Canada and Mexico.

#### **The Philippines trademarks**

A subsidiary, Dewey, owns the "Del Monte" and "Today's" trademarks for use in connection with processed foods in the Philippines ("The Philippines trademarks") with carrying value amounting to US\$1.8 million.

#### **Indian sub-continent trademark**

In November 1996, a subsidiary, DMPRL, entered into a sub-license agreement with an affiliated company to acquire the exclusive right to use the "Del Monte" trademark in the Indian sub-continent territories in connection with the production, manufacture, sale and distribution of food products and the right to grant sub-licenses to others ("Indian sub-continent trademark"). This led to the acquisition of a joint venture, FFPL in 2007 and the grant of trademarks to FFPL to market the Company's product under the "Del Monte" brand name. The trademark has a carrying value of US\$4.1 million.

#### Asia S&W trademark

In November 2007, a subsidiary, S&W, entered into an agreement with Del Monte Corporation to acquire the exclusive right to use the "S&W" trademark in Asia (excluding Australia and New Zealand), the Middle East, Western Europe, Eastern Europe and Africa for a total consideration of US\$10.0 million. The trademark has a carrying value of US\$8.2 million.

#### **Impairment test**

Management performs an annual impairment testing for all indefinite life trademarks. There are no indicators that indefinite life trademarks are impaired as at the reporting date.

#### Amortisable trademarks and customer relationships

|                             | Net Carrying amount         |                              | Remaining amortisation period (years) |                  |
|-----------------------------|-----------------------------|------------------------------|---------------------------------------|------------------|
|                             | 31 July<br>2019<br>US\$'000 | 30 April<br>2019<br>US\$'000 | 31 July<br>2019                       | 30 April<br>2019 |
| America S&W trademark       | 913                         | 963                          | 4.6                                   | 4.8              |
| America Contadina trademark | 16,023                      | 16,298                       | 14.6                                  | 14.8             |
|                             | 16,936                      | 17,261                       |                                       |                  |

#### Asia S&W trademark

The amortisable trademark pertains to "Label Development" trademark.

#### **America trademarks**

The amortisable trademarks relate to the exclusive right to use of the "S&W" trademark in the United States, Canada, Mexico and certain countries in Central and South America and "Contadina" trademark in the United States, Canada, Mexico South Africa and certain countries in Asia Pacific, Central America, Europe, Middle East and South America market.

#### **Customer relationships**

Customer relationships relate to the network of customers where DMFI has established relationships with the customers, particularly in the United States market through contracts.

|                               | 31 July 2019<br>US\$'000 | 30 April 2019<br>US\$'000 |
|-------------------------------|--------------------------|---------------------------|
| Net carrying amount           | 77,924                   | 79,261                    |
| Remaining amortisation period | 14.6                     | 14.8                      |

Management has included the customer relationships in the CGU annual impairment assessment and has likewise concluded no impairment exists at the reporting date.

#### Source of estimation uncertainty

The Group estimates the useful lives of its amortisable trademarks and customer relationships based on the period over which the assets are expected to be available for use. The estimated useful lives of the trademarks and customer relationships are reviewed periodically and are updated if expectations differ from previous estimates due to legal or other limits on the use of the assets. A reduction in the estimated useful lives of amortisable trademarks and customer relationships would increase recorded amortisation expense and decrease noncurrent assets.

#### 8. Investments in joint ventures

|   |   |                           | Effective Equity Held the Group |                   |
|---|---|---------------------------|---------------------------------|-------------------|
|   | B   | Place of<br>Incorporation | -                               | As at 30 Apr 2019 |
| Name of joint venture                   | Principal activities  | and Business              | %                               | %                 |
| FFPL                                    | Production and sale of fresh and processed fruits and vegetable food products | India                     | 47.47                           | 47.47             |
| Nice Fruit Hong Kong<br>Limited (NFHKL) | Production and sale of frozen fruits and vegetable food products              | Hong Kong                 | 35.00                           | 35.00             |

The summarised financial information of a material joint venture, FFPL and NFHKL, not adjusted for the percentage ownership held by the Group, is as follows:

|   | 31 July<br>2019<br>US\$'000 | 30 April<br>2019<br>US\$'000 |
|---|-----------------------------|------------------------------|
| Assets  | 12.200                      | 10.455                       |
| Current assets  | 13,309                      | 13,475                       |
| Noncurrent assets   | 27,492                      | 22,309                       |
| Total assets  | 40,801                      | 35,784                       |
| Liabilities   | (10, (01)                   | (17.700)                     |
| Current liabilities   | (18,691)                    | (17,798)                     |
| Noncurrent liabilities  | (18,875)                    | (13,910)                     |
| Total liabilities   | (37,566)                    | (31,708)                     |
| Net assets  | 3,235                       | 4,076                        |
|   | 31 July                     | 31 July                      |
|   | 2019                        | 2018                         |
|   | US\$'000                    | US\$'000                     |
| Results   |                             | 10.227                       |
| Revenue   | 20,723                      | 19,235                       |
| Profit/loss from continuing operations Other comprehensive income | (506)                       | 290                          |
| -   |                             |                              |
| Total comprehensive loss  | (506)                       | 290                          |
|   | 31 July<br>2019<br>US\$'000 | 30 April<br>2019<br>US\$'000 |
| Group's interest in net assets of FFPL                            |                             |                              |
| at beginning of the period/year                                   | 23,446                      | 23,557                       |
| Capital injection during the period/year                          | _                           | _                            |
| Group's share of: - Profit/loss from continuing operations        | (253)                       | (111)                        |
| - other comprehensive income                                      | (253)                       | (111)                        |
| total comprehensive income  | (253)                       | (111)                        |
| Carrying amount of interest                                       | (200)                       | ()                           |
| at end of the period/year   | 23,193                      | 23,446                       |
|   |                             |                              |
|   | 31 July                     | 30 April                     |
|   | 2019                        | 2019                         |
|   | US\$'000                    | <b>US\$'000</b>              |
| Group's interest in net assets of NFHKL                           |                             |                              |
| at beginning of the period/year                                   | 766                         | 1,638                        |
| Group's share of:   | (430)                       | (072)                        |
| - loss from continuing operations                                 | (130)                       | (872)                        |
| - other comprehensive income total comprehensive income           | (130)                       | (872)                        |
| Carrying amount of interest                                       | (130)                       | (0/2)                        |
| at end of the period/year   | 636                         | 766                          |
| • •   |                             |                              |

The summarised interest in joint ventures of the Group is as follows:

|  | 31 July<br>2019 | 30 April<br>2019 |
|--|-----------------|------------------|
|  | US\$'000        | US\$'000         |
| Group's interest in joint ventures     |                 |                  |
| FFPL                                   | 23,193          | 23,446           |
| NFHKL                                  | 636             | 766              |
| Carrying amount of investment in joint |                 |                  |
| ventures                               | 23,829          | 24,212           |

*Source of Estimation Uncertainty* 

When the joint venture has suffered recurring operating losses, a test is made to assess whether the investment in joint venture has suffered any impairment by determining the recoverable amount. This determination requires significant judgement and estimation. An estimate is made of the future profitability, cash flow, financial health and near-term business outlook of the joint venture, including factors such as market demand and performance. The recoverable amount will differ from these estimates as a result of differences between assumptions used and actual operations.

Since its acquisition, the Indian sub-continent trademark (Note 7) and the investment in FFPL were allocated to the Indian sub-continent cash-generating unit ("Indian sub-continent CGU"). The recoverable amount of Indian sub-continent CGU was estimated using the discounted cash flows based on five-year cash flow projections.

#### 9. Other noncurrent assets

|  | 31 July<br>2019<br>US\$'000 | 30 April<br>2019<br>US\$'000 |
|--|-----------------------------|------------------------------|
|  | ·                           | ·                            |
| Advances to growers and advance rentals and deposits | 13,087                      | 19,977                       |
| Excess insurance                                     | 5,514                       | 5,514                        |
| Note receivables                                     | 4,071                       | 4,038                        |
| Land expansion (development costs of                 |                             |                              |
| acquired leased areas)                               | 3,609                       | 8,230                        |
| Down payments for capital expenditures               | 1,809                       | _                            |
| Prepayments  | 546                         | 631                          |
| Others   | 755                         | 706                          |
|  | 29,391                      | 39,096                       |

Advances to growers and advance rentals and deposits consists of short term, generally noninterest-bearing cash and other advances to growers and landowners which are collected against delivery of fruits or minimum guaranteed profits of the growers or against payment of rentals to landowners.

Excess insurance relate mainly to reimbursements from insurers to cover certain workers' compensation claims liabilities (see Note 16).

The note receivables include a receivable relating to the sale of certain assets of Sager Creek which is payable in three years until 2020. The note receivables are payable in four installments bearing interest of 3.50% per annum for the first installment and 5.22% from the second installment up to the final installment. Total note receivables due in 2020 amounted to US\$7.7 million, the current portion of US\$5.4 million as at 31 July 2019 (30 April 2019: US\$5.4 million), is presented under "Trade and other receivables".

Land expansion comprises development costs of newly acquired leased areas including costs such as creation of access roads, construction of bridges and clearing costs. These costs are amortised on a straight-line basis over the lease periods of 10 years or lease term, whichever is shorter.

Down payment to suppliers for capital expenditures amounting to US\$1.8 million includes advances for capital construction which is now expected to be completed over one year from reporting date. Previously the amount was US\$2.5 million and presented as part of "Prepaid expenses and other current assets" since management assessed that the construction will be completed within one year.

# 10. Biological assets

|   | 31 July<br>2019<br>US\$'000 | 30 April<br>2019<br>US\$'000 |
|---|-----------------------------|------------------------------|
| Livestock                                   |                             |                              |
| At beginning of the period/year             | 1,682                       | 1,629                        |
| Purchases of livestock                      | 245                         | 990                          |
| Sales of livestock                          | (173)                       | (927)                        |
| Currency realignment                        | 41                          | (10)                         |
| At end of the period/year                   | 1,795                       | 1,682                        |
|   | 31 July                     | 30 April                     |
|   | 2019                        | 2019                         |
|   | US\$'000                    | US\$'000                     |
| Agricultural produce                        |                             |                              |
| At beginning of the period/year             | 26,421                      | 23,473                       |
| Additions                                   | 2,960                       | 11,755                       |
| Harvested                                   | (2,986)                     | (8,674)                      |
| Currency realignment                        | 640                         | (133)                        |
| At end of the period/year                   | 27,035                      | 26,421                       |
| Fair value gain on produce prior to harvest | 26,431                      | 25,899                       |
| At end of the period/year                   | 53,466                      | 52,320                       |
|   | 31 July                     | 30 April                     |
|   | 2019                        | 2019                         |
|   | US\$'000                    | US\$'000                     |
| Current                                     | 53,466                      | 52,320                       |
| Noncurrent                                  | 1,795                       | 1,682                        |
| Totals                                      | 55,261                      | 54,002                       |

#### 11. Inventories

|                                      | 31 July<br>2019<br>US\$'000 | 30 April<br>2019<br>US\$'000 |
|--------------------------------------|-----------------------------|------------------------------|
| Finished goods                       |                             |                              |
| - at cost                            | 517,872                     | 470,698                      |
| - at net realisable value            | 29,107                      | 30,092                       |
| Semi-finished goods                  |                             |                              |
| - at cost                            | 1,148                       | 981                          |
| - at net realisable value            | 16,348                      | 15,623                       |
| Raw materials and packaging supplies | ,                           |                              |
| - at net realisable value            | 218,074                     | 147,528                      |
|                                      | 782,549                     | 664,922                      |

Inventories are stated after allowance for inventory obsolescence. Movements in the allowance for inventory obsolescence during the period/year are as follows:

|                                 | Note | 31 July<br>2019<br>US\$'000 | 30 April<br>2019<br>US\$'000 |
|---------------------------------|------|-----------------------------|------------------------------|
| At beginning of the period/year |      | 10,527                      | 26,616                       |
| Allowance for the period/year   | 20   | 1,657                       | 19,245                       |
| Release of NRV                  |      | _                           | (13,080)                     |
| Write-off against allowance     |      | (1,864)                     | (22,775)                     |
| Currency realignment            |      | (19)                        | 521                          |
| At end of the period/year       |      | 10,301                      | 10,527                       |

The allowance for inventory obsolescence recognised during the period is included in "Cost of sales".

In connection with the sale of Sager Creek, the Group has directly written down related inventories to their net realisable values resulting in a loss of US\$13.1 million, including the write-down of inventory subsequently purchased by McCall Farms, in fiscal year 2018. In April 2019, these reserves were reversed since the related inventories had been sold.

#### Source of Estimation Uncertainty

The Group recognises allowance on inventory obsolescence when inventory items are identified as obsolete. Obsolescence is based on the physical and internal condition of inventory items. Obsolescence is also established when inventory items are no longer marketable. Obsolete goods when identified are charged to income statement and are written off. In addition to an allowance for specifically identified obsolete inventory, estimation is made on a group basis based on the age of the inventory items. The Group believes such estimates represent a fair charge of the level of inventory obsolescence in a given year. The Group reviews on a monthly basis the condition of its inventory. The assessment of the condition of the inventory either increases or decreases the expenses or total inventory.

Estimates of net realisable value are based on the most reliable evidence available at the time the estimates are made of the amount the inventories expected to be realised. These estimates take into consideration fluctuations of price or cost directly relating to events occurring after reporting date to the extent that such events confirm conditions existing at the reporting date.

The Group reviews on a continuous basis the product movement, changes in customer demands and introductions of new products to identify inventories which are to be written down to the net realisable values. The write-down of inventories is reviewed periodically to reflect the accurate valuation in the financial records. An increase in write-down of inventories would increase the recorded cost of sales and operating expenses and decrease current assets

#### 12. Trade and other receivables

|  |   | 31 July<br>2019<br>US\$'000 | 30 April<br>2019<br>US\$'000 |
|--|---|-----------------------------|------------------------------|
| Trade receivables                          |   | 124,352                     | 132,934                      |
| Non trade receivables                      | 9 | 25,875                      | 25,893                       |
| Allowance for doubtful accounts – trade    |   | (5,007)                     | (5,158)                      |
| Allowance for doubtful accounts – nontrade |   | (4,672)                     | (4,615)                      |
| Trade and other receivables                | _ | 140,548                     | 149,054                      |

The ageing of trade and non-trade receivables at the reporting date is:

|                        | Gi                | ross                  | Impairment losses |                       |
|------------------------|-------------------|-----------------------|-------------------|-----------------------|
| At 31 July 2019        | Trade<br>US\$'000 | Non trade<br>US\$'000 | Trade<br>US\$'000 | Non trade<br>US\$'000 |
| Not past due           | 102,713           | 16,510                | _                 | _                     |
| Past due 0 - 60 days   | 1,237             | 1,052                 | _                 | _                     |
| Past due 61 - 90 days  | 1,970             | 601                   | _                 | _                     |
| Past due 91 - 120 days | 221               | 725                   | _                 | _                     |
| More than 120 days     | 18,211            | 6,987                 | (5,007)           | (4,672)               |
|                        | 124,352           | 25,875                | (5,007)           | (4,672)               |

|                        | Gı                | ross                  | Impairment losses |                       |  |
|------------------------|-------------------|-----------------------|-------------------|-----------------------|--|
| At 30 April 2019       | Trade<br>US\$'000 | Non trade<br>US\$'000 | Trade<br>US\$'000 | Non trade<br>US\$'000 |  |
| Not past due           | 80,706            | 16,831                | _                 | _                     |  |
| Past due 0 - 60 days   | 26,033            | 867                   | _                 | _                     |  |
| Past due 61 - 90 days  | 1,232             | 523                   | _                 | _                     |  |
| Past due 91 - 120 days | 5,935             | 482                   | _                 | _                     |  |
| More than 120 days     | 19,028            | 7,190                 | (5,158)           | (4,615)               |  |
|                        | 132,934           | 25,893                | (5,158)           | (4,615)               |  |

The recorded impairment loss falls within the Group's historical experience in the collection of accounts receivables. Therefore, management believes that there is no significant additional credit risk beyond what has been recorded.

#### 13. Prepaid expenses and other current assets

|  | 31 July<br>2019<br>US\$'000 | 30 April<br>2019<br>US\$'000 |
|--|-----------------------------|------------------------------|
| Prepaid expenses                         | 43,045                      | 30,046                       |
| Downpayment to contractors and suppliers | 11,005                      | 4,921                        |
| Derivative asset                         | · <del>-</del>              | 64                           |
| Others                                   | 2,779                       | 1,685                        |
|  | 56,829                      | 36,716                       |

Prepaid expenses consist of advance payments for insurance, advertising, rent and taxes, among others.

#### 14. Cash and cash equivalents

|                           | 31 July<br>2019<br>US\$'000 | 30 April<br>2019<br>US\$'000 |  |
|---------------------------|-----------------------------|------------------------------|--|
| Cash on hand              | 65                          | 41                           |  |
| Cash in banks             | 15,821                      | 17,231                       |  |
| Cash equivalents          | 11,312                      | 4,364                        |  |
| Cash and cash equivalents | 27,198                      | 21,636                       |  |

Certain cash in bank accounts earn interest at floating rates based on daily bank deposit rates ranging from 0.01% to 0.50% for the quarter (30 April 2019: 0.01% to 0.50% per annum). Cash equivalents are short-term placements which are made for varying periods of up to three months depending on the immediate cash requirements of the Group and earn interest rate of 1.70% to 4.44% (30 April 2019: 0.18% to 6.50%) per annum.

# 15. Loans and borrowings

| Current liabilities     | 31 July<br>2019<br>US\$'000 | 30 April<br>2019<br>US\$'000 |
|-------------------------|-----------------------------|------------------------------|
| Unsecured bank loans    | 452,066                     | 138,870                      |
| Secured bank loans      | ,                           |                              |
| Secured bank loans      | 146,378                     | 353,870                      |
|                         | 598,444                     | 492,740                      |
| Non-current liabilities |                             |                              |
| Unsecured bank loans    | 111,241                     | 111,241                      |
| Secured bank loans      | 876,218                     | 874,674                      |
|                         | 987,459                     | 985,915                      |
|                         | 1,585,903                   | 1,478,655                    |

#### Terms and debt repayment schedule

Terms and conditions of outstanding loans and borrowings are as follows:

|  |          |  |                  | 31 July                   | 2019                           | 30 Apr                    | il 2019                        |
|--|----------|--|------------------|---------------------------|--------------------------------|---------------------------|--------------------------------|
|  | Currency | Nominal interest rate % p. a.                          | Year of maturity | Face<br>value<br>US\$'000 | Carrying<br>amount<br>US\$'000 | Face<br>value<br>US\$'000 | Carrying<br>amount<br>US\$'000 |
| Group  |          |  |                  |                           |                                |                           |                                |
| Secured bank loans                                 | PHP      | 4.50%  | 2020             | 58,980                    | 58,980                         | 57,584                    | 57,584                         |
| Unsecured bank loans                               | PHP      | 5.75%-5.85%  | 2019             | 40,696                    | 40,696                         | _                         | _                              |
| Unsecured bank loans                               | USD      | 3.00%-4.50%  | 2019-2021        | 522,611                   | 522,611                        | 465,111                   | 465,111                        |
| Secured bridging loan                              | USD      | 4.50%  | 2020             | 53,500                    | 53,500                         | 53,500                    | 53,500                         |
| Secured bridging loan                              | USD      | 4.50%  | 2020             | 76,500                    | 76,319                         | 76,500                    | 76,274                         |
| Secured bank loan<br>under ABL Credit<br>Agreement | USD      | Tranche B – 5.14% - 7.25%                              | 2019/2020        | 144,172                   | 141,802                        | 136,672                   | 133,851                        |
| Secured First lien<br>term loan                    | USD      | Higher of Libor of $1\% + 3.25\%$ or total of $5.77\%$ | 2021             | 672,725                   | 667,826                        | 674,500                   | 668,697                        |
| Secured Second lien term Loan                      | USD      | Higher of Libor of $1\% + 7.25\%$ or total of $9.47\%$ | 2021             | 28,555                    | 24,169                         | 28,555                    | 23,638                         |
|  |          |  | _                | 1,597,739                 | 1,585,903                      | 1,492,422                 | 1,478,655                      |

The secured bridging loans of US\$53.5 million as at 30 April 2019 (2018: US\$54 million) is the remaining balance for the bridging loan that was obtained by the Company to finance the acquisition of Sager Creek and its related costs. In 2017, the Company signed a two-year extension of the US\$350.0 million BDO loans from 10 February 2017 to 2019. In April 2017, the Company settled US\$196.0 million of the US\$350.0 million BDO loan using the proceeds from the issuance of Series A-1 preference shares. In December 2017, the Company settled an additional US\$100.0 million using the proceeds from the issuance of Series A-2 Preference Shares (see Note 17). In 2019, the Company settled an additional US\$0.5 million and extended the maturity date from February 2019 to August 2020. The loans are secured by the following: 1) Share Charge by DMPL on its share in DMPL Foods Limited; 2) Pledge by DMPRL of its shares in CARI; and 3) Pledge by CARI of its shares in DMPI.

In 2015, the Company obtained loans from BDO amounting to US\$130 million to refinance its existing bridge loans with the same bank and other bridge loans with other lenders and for general corporate requirements. The loans are secured by DMPI suretyship. In 2019, the Company settled US\$53.5 million bringing the balance to US\$76.5 million.

#### **Unsecured Bank Loans**

Certain unsecured bank loan agreements contain various affirmative and negative covenants that are typical of these types of facilities such as financial covenants relating to required debt-to-equity ratio, interest cover, debt service coverage ratio, and maximum annual capital expenditure restrictions. These covenants include requirements for delivery of periodic financial information and restrictions and limitations on indebtedness, investments, acquisitions, guarantees, liens, asset sales, disposals, mergers, and changes in business, dividends and other transfers.

The Group is compliant with its loan covenants as at 31 July 2019 and 30 April 2019.

# **Long Term Borrowings**

| Long-term<br>Borrowings                                     | Outstanding<br>Balance<br>(In '000) | Interest Rate % p.a.                                     | Year of<br>Maturity | Payment Terms (e.g., annually, quarterly, etc.)   | Interest paid<br>1 May 2019 to<br>31 July 2019<br>(In '000) |
|---|-------------------------------------|--|---------------------|---|---|
| Senior secured variable rate first lien term loan           | USD 672,725                         | Higher of Libor<br>or 1%<br>+ 3.25% or<br>total of 5.77% | 2021                | 0.25% quarterly principal<br>payments from 30 April<br>2014 to 31 January 2021;<br>Balance due in full<br>at its maturity,<br>18 February 2021. | USD 10,169  |
| Senior secured<br>second lien<br>variable rate term<br>loan | USD 28,555                          | Higher of Libor<br>or 1%<br>+ 7.25% or<br>total of 9.47% | 2021                | Due in full at its maturity, 18 August 2021.  | USD 771   |
| BDO Long-term<br>Loan                                       | USD 53,500                          | 4.50%  | 2020                | Quarterly interest payment and principal on maturity date.  | USD 600   |
| BDO Long-term<br>Loan                                       | USD 76,500                          | 4.50%  | 2020                | Quarterly interest payment and principal on maturity date.  | USD 813   |
| BOC Long-term<br>Loan                                       | USD 54,000                          | 4.50%  | 2020                | Monthly interest payment and principal on maturity date.  | USD 614   |
| DBP Long-term<br>Loan                                       | USD 57,241                          | 3.98%  | 2021                | Quarterly interest payment and principal on maturity date   | USD 564   |
| BDO Long-term<br>Loan                                       | PHP 3,000,000                       | Higher of Libor or 4.50%                                 | 2020                | Quarterly interest payment and principal on maturity date   | PHP 35,149  |

The balance of unamortised debt issuance cost follows:

|                          | Three months ended<br>31 July 2019<br>US\$'000 | Year ended 30<br>April 2019<br>US\$'000 |
|--------------------------|--|---|
| Beginning of period/year | 13,767   | 20,732                                  |
| Additions                | _  | 868                                     |
| Amortisation             | (1,931)  | (7,833)                                 |
| End of period/year       | 11,836   | 13,767                                  |

# 16. Other noncurrent liabilities

|                             | 31 July<br>2019<br>US\$'000 | 30 April<br>2019<br>US\$'000 |
|-----------------------------|-----------------------------|------------------------------|
| Workers' compensation       | 19,078                      | 19,304                       |
| Derivative liabilities      | 1,525                       | 1,759                        |
| Accrued vendors liabilities | 802                         | 802                          |
| Accrued lease liabilities   | 314                         | 7,610                        |
| Other payables              | 723                         | 540                          |
|                             | 22,442                      | 30,015                       |

# 17. Trade and other current liabilities

|  | 31 July          | 30 April         |
|--|------------------|------------------|
|  | 2019<br>US\$'000 | 2019<br>US\$'000 |
| m  | 4=0.466          | 112 202          |
| Trade payables   | 170,166          | 113,202          |
| Accrued operating expenses:                              |                  |                  |
| Freight and warehousing                                  | 13,758           | 7,121            |
| Accrued interest   | 10,565           | 10,481           |
| Advertising  | 9,588            | 11,108           |
| Taxes and insurance                                      | 6,519            | 6,246            |
| Professional fees  | 5,193            | 6,292            |
| Salaries, bonuses and other employee benefits            | 4,856            | 2,579            |
| Trade promotions   | 3,132            | 9,476            |
| Tinplate and consigned stocks                            | 2,396            | 3,340            |
| Miscellaneous  | 7,483            | 4,709            |
| Overdrafts   | 18,068           | 3,478            |
| Accrued payroll expenses                                 | 4,830            | 3,617            |
| Derivative liabilities                                   | 3,882            | 2,201            |
| Withheld from employees (taxes and social security cost) | 2,586            | 2,259            |
| VAT payables   | 1,126            | 1,104            |
| Advances from customers                                  | 707              | 304              |
| Deferred revenue   | 417              | 530              |
| Other payables   | 2,354            | 622              |
| <del>-</del>   | 267,626          | 188,669          |

# 18. Accounting classification and fair values

# Fair values versus carrying amounts

The fair values of financial assets and liabilities, together with the carrying amounts shown in the statement of financial position, are as follows:

| Note   | assets at amortised | Derivatives<br>US\$'000  | Other financial liabilities US\$'000   | Total carrying amount US\$'000   | Fair value<br>US\$'000   |
|--------|---------------------|--|--|--|--|
|        |                     |  |  |  |  |
| 14     | 27,198              | _  | _  | 27,198   | 27,198   |
| 9      | 4,071               | _  | _  | 4,071  | 4,071  |
|        | 8,041               | _  | _  | 8,041  | 8,041  |
| 12     | 140,548             | _  | _  | 140,548  | 140,548  |
| -      | 179,858             | _  | _  | 179,858  | 179,858  |
|        |                     |  |  |  |  |
| 15     | _                   | _  | 1,585,903  | 1,585,903  | 1,429,393  |
| 17     | _                   | _  | 258,908  | 258,908  | 258,908  |
| 16, 17 | _                   | 5,407  | _  | 5,407  | 5,407  |
| -<br>- | _                   | 5,407  | 1,844,811  | 1,850,218  | 1,693,708  |
|        | 14<br>9<br>12<br>15 | Note US\$'000  14 27,198 9 4,071 8,041 12 140,548 179,858  15 - 17 - | assets at amortised cost perivatives       Note     US\$'000     US\$'000       14     27,198     -       9     4,071     -       8,041     -       12     140,548     -       179,858     -       15     -     -       17     -     -       16,17     -     5,407 | Note         US\$'000         Derivatives US\$'000         US\$'000 | Note         US\$'000         Derivatives Cost US\$'000         Other financial Isabilities US\$'000         Total carrying amount US\$'000           14         27,198         -         -         27,198           9         4,071         -         -         4,071           8,041         -         -         8,041           12         140,548         -         -         140,548           179,858         -         -         179,858           15         -         -         1,585,903         1,585,903           17         -         -         258,908         258,908           16, 17         -         5,407         -         5,407 |

|                             | Note   | Financial<br>assets at<br>amortised<br>cost<br>US\$'000 | Derivatives<br>US\$'000 | Other financial liabilities US\$'000 | Total carrying amount US\$'000 | Fair value<br>US\$'000 |
|-----------------------------|--------|---|-------------------------|--------------------------------------|--------------------------------|------------------------|
| 30 April 2019               |        |   |                         |                                      |                                |                        |
| Cash and cash equivalents   | 14     | 21,636  | _                       | _                                    | 21,636                         | 21,636                 |
| Trade and other receivables | 12     | 149,054   | _                       | _                                    | 149,054                        | 149,054                |
| Notes receivables           | 9      | 4,038   | _                       | _                                    | 4,038                          | 4,038                  |
| Refundable deposits         |        | 1,861   |                         | _                                    | 1,861                          | 1,861                  |
| Derivative asset            | 13     | _   | 64                      | _                                    | 64                             | 64                     |
|                             | _      | 176,589   | 64                      | _                                    | 176,653                        | 176,653                |
|                             | -      |   |                         |                                      |                                | _                      |
| Loans and borrowings        | 15     | _   | _                       | 1,478,655                            | 1,478,655                      | 1,324,846              |
| Trade and other current     |        |   |                         |                                      |                                |                        |
| liabilities*                | 17     | _   | _                       | 182,271                              | 182,271                        | 182,271                |
| Derivative liabilities      | 16, 17 | _   | 3,960                   | _                                    | 3,960                          | 3,960                  |
|                             | -      | _   | 3,960                   | 1,660,926                            | 1,664,886                      | 1,511,077              |

<sup>\*</sup> excludes derivative liabilities, advances from customers, deferred revenue, withheld from employees (taxes and social security cost) and VAT payables

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#### 19. Determination of fair values

#### Fair value hierarchy

The table below analyses recurring non-financial assets carried at fair value. The different levels are defined as follows:

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities that the Group can access at the measurement date.
- Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3: unobservable inputs for the asset or liability.

For assets and liabilities that are recognised in the consolidated financial statements on a recurring basis, the Group determines whether transfers have occurred between Levels in the hierarchy by re-assessing the categorization at the end of each reporting period.

For purposes of the fair value disclosure, the Group has determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy, as explained above.

|        | 31 July 2019            |                                      |                          |                                  |
|--------|-------------------------|--------------------------------------|--------------------------|----------------------------------|
| Note   | Level 1                 | Level 2                              | Level 3                  | Totals                           |
|        |                         |                                      |                          |                                  |
| 13     | _                       | _                                    | _                        | _                                |
| 9      | _                       | 4,071                                | _                        | 4,071                            |
|        |                         |                                      |                          |                                  |
|        |                         |                                      |                          |                                  |
|        | _                       | _                                    | 6,122                    | 6,122                            |
| 10     | _                       | _                                    | 53,466                   | 53,466                           |
|        | _                       | _                                    | 57,529                   | 57,529                           |
|        | _                       | _                                    | 4,750                    | 4,750                            |
|        |                         |                                      |                          |                                  |
| 16, 17 | _                       | 5,407                                | _                        | 5,407                            |
| 15     | _                       | 1,429,393                            | -                        | 1,429,393                        |
|        | 13<br>9<br>10<br>16, 17 | 13 -<br>9 -<br>10 -<br>-<br>16, 17 - | Note Level 1 Level 2  13 | Note Level 1 Level 2 Level 3  13 |

|                                    |        | 30 April 2019 |           |         |           |  |
|------------------------------------|--------|---------------|-----------|---------|-----------|--|
|                                    | Note   | Level 1       | Level 2   | Level 3 | Totals    |  |
| Financial assets                   |        |               |           |         | _         |  |
| Derivative assets                  | 13     | _             | 64        | _       | 64        |  |
| Notes receivable                   | 9      | _             | 4,038     | _       | 4,038     |  |
| Non-financial assets               |        |               |           |         |           |  |
| Fair value of agricultural produce |        |               |           |         |           |  |
| harvested under inventories        |        | _             | _         | 6,016   | 6,016     |  |
| Fair value of growing produce      | 10     | _             | _         | 52,320  | 52,320    |  |
| Freehold land                      |        | _             | _         | 57,244  | 57,244    |  |
| Noncurrent assets held for sale    |        | _             | _         | 4,465   | 4,465     |  |
| Financial liabilities              |        |               |           |         |           |  |
| Derivative liabilities             | 16, 17 | -             | 3,960     | _       | 3,960     |  |
| Loans and borrowings               | 15     | _             | 1,324,846 | _       | 1,324,846 |  |

During the period, there were no transfers between Level 1 and Level 2 fair value measurements, and no transfers into and out of Level 3 fair value measurements.

## Determination of fair values of financial assets

A number of the Group's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities. Fair values have been determined for measurement and/or disclosure purposes based on the following methods.

## Financial instruments measured at fair value

| Туре                       | Valuation technique  |  |  |
|----------------------------|--|--|--|
| Forward exchange contracts | Market comparison technique: The fair values are based on brokers' quotes. Fair values reflect the credit risk of the instrument and include adjustments to take into account the credit risk of the Group and counterparty when appropriate.  |  |  |
| Interest rate swaps        | Market comparison technique: The fair values are calculated using a discounted cash flow analysis based on terms of the swap contracts and the observable interest rate curve. Fair values reflect the risk of the instrument and include adjustments to take into account the credit risk of the Group and counterparty when appropriate.   |  |  |
| Commodities contracts      | Market comparison technique: The commodities are traded over-the-counter and are valued based on the Chicago Board of Trade quoted prices for similar instruments in active markets or corroborated by observable market data available from the Energy Information Administration. The values of these contracts are based on the daily settlement prices published by the exchanges on which the contracts are traded. |  |  |

#### Financial instruments not measured at fair value

| Type                                      | Valuation technique   |
|---|---|
| Financial liabilities and note receivable | The fair value of the secured first lien term loans, second lien term loans, and note receivable are calculated based on the present value of future principal and interest cash flows, discounted at the market rate of interest at the reporting date (Level 2).                    |
| Other financial assets and liabilities    | The notional amounts of financial assets and liabilities with maturity of less than one year (including trade and other receivables, cash and cash equivalents, and trade and other payables) are, because of the short period to maturity, assumed to approximate their fair values. |

#### Other non-financial assets

| Assets            | Valuation technique  | Significant unobservable inputs  |
|-------------------|--|--|
| Freehold land     | The fair value of freehold land is determined by external, independent property valuers, having appropriate recognised professional qualifications and recent experience in the location and category of property being valued.              | The unobservable inputs used to determine market value are the net selling prices, sizes, property location and market values. Other factors considered to determine market value are the desirability, neighbourhood, utility, terrain, |
|                   | The valuation method used is sales comparison approach. This is a comparative approach that consider the sales of similar or substitute properties and related market data and establish a value estimate by involving comparison (Level 3). | and the time element involved.  The market value per square meter ranges from US\$62.9 to US\$69.6.  The market value per acre ranges from US\$2,300 to US\$80,582.  |
| Livestock (cattle | Sales Comparison Approach: the valuation   | The unobservable inputs are age,   |

| Assets   | Valuation technique   | Significant unobservable inputs   |
|--|---|---|
| for slaughter and cut meat)                              | model is based on selling price of livestock<br>of similar age, weight, breed and genetic<br>make-up (Level 3).   | average weight and breed.   |
| Harvested crops – sold as fresh fruit                    | The fair values of harvested crops are based on the most reliable estimate of selling prices, in both local and international markets at the point of harvest. The market price is derived from average sales price of the fresh fruit reduced by costs to sell (Level 3).  | The unobservable input is the estimated pineapple selling price per ton specific for fresh products.  |
| Harvested crops – used in processed products             | The fair values of harvested crops are based on the most reliable estimate of market prices, in both local and international markets at the point of harvest. The market price is derived from average sales price of the processed product reduced by costs to sell (concentrates, pineapple beverages, sliced pineapples, etc.) and adjusted for margin associated to further processing (Level 3). | The unobservable input is the estimated pineapple selling price and gross margin per ton specific for processed products.   |
| Unharvested crops  – fruits growing on the bearer plants | The growing produce are measured at fair value from the time of maturity of the bearer plant until harvest. Management used future selling prices and gross margin of finished goods, adjusted to remove the margin associated to further processing, less future growing costs applied to the estimated volume of harvest as the basis of fair value.  | The unobservable inputs are estimated pineapple selling price and gross margin per ton for fresh and processed products, estimated volume of harvest and future growing costs.  |
| Noncurrent assets held for sale                          | Market comparison technique and cost technique: The valuation model considered quoted market prices for similar items when available, and depreciated replacement cost as appropriate.  | The unobservable inputs used to determine the market value are net selling prices, sizes, and property location. The unobservable inputs used to determine replacement costs are purchase price of building, land, and furniture and fixtures reduced by related selling costs. |

## 20. Profit for the period

The following items have been included in arriving at profit for the period:

|  | Note | Three months ended 31 July |                  |  |
|--|------|----------------------------|------------------|--|
|  |      | 2019<br>US\$'000           | 2018<br>US\$'000 |  |
| Provision for inventory obsolescence<br>Reversal (provision) of allowance for doubtful |      | 586                        | (159)            |  |
| receivables (trade)  |      | 55                         | 12               |  |
| Amortisation of intangible assets  | 7    | 1,663                      | 1,666            |  |
| Depreciation of property, plant and equipment  | _    | 33,419                     | 30,158           |  |

## 21. General and administrative expenses

This account consists of the following:

|                                      | Three months ended 31 July |          |
|--------------------------------------|----------------------------|----------|
|                                      | 2019                       | 2018     |
|                                      | <b>US\$'000</b>            | US\$'000 |
| Personnel costs                      | 13,812                     | 16,959   |
| Professional and contracted services | 6,044                      | 5,938    |
| Computer cost                        | 4,669                      | 4,278    |
| Employee-related expenses            | 977                        | 669      |
| Facilities expense                   | 889                        | 1,670    |
| Postage and telephone                | 688                        | 980      |
| Travelling and business meals        | 534                        | 624      |
| Materials and supplies               | 184                        | 98       |
| Utilities                            | 148                        | 176      |
| Machinery and equipment maintenance  | 144                        | 172      |
| R&D projects                         | 117                        | 78       |
| Auto operating and maintenance costs | 83                         | 166      |
| Rental                               | =                          | 572      |
| Miscellaneous overhead               | 1,923                      | 3,264    |
|                                      | 30,212                     | 35,644   |

Miscellaneous overhead consists of donation, corporate initiatives, and other expenses. Personnel cost last year is net of the DMFI retirement plan change impact.

## 22. Share capital

|                       |               | 31 July 2019  |          | 30 April 2019 |          |  |
|-----------------------|---------------|---------------|----------|---------------|----------|--|
|                       |               | No. of shares |          | No. of shares |          |  |
|                       |               | ('000)        | US\$'000 | ('000)        | US\$'000 |  |
| Authorised:           |               |               |          |               |          |  |
| Ordinary shares of    | US\$0.01 each | 3,000,000     | 30,000   | 3,000,000     | 30,000   |  |
| Preference shares of  | US\$1.00 each | 600,000       | 600,000  | 600,000       | 600,000  |  |
|                       |               | 3,600,000     | 630,000  | 3,600,000     | 630,000  |  |
| Issued and fully paid | :             |               |          |               |          |  |
| Ordinary shares of U  | US\$0.01 each | 1,944,936     | 19,449   | 1,944,936     | 19,449   |  |
| Preference shares of  | US\$1.00 each | 30,000        | 30,000   | 30,000        | 30,000   |  |
|                       |               | 1,974,936     | 49,449   | 1,974,936     | 49,449   |  |
|                       |               |               | •        | •             |          |  |

The holders of ordinary shares are entitled to receive dividends after dividend of preference shares are paid, as declared from time to time, and are entitled to one vote per share at meetings of the Company. The preference shares are cumulative, non-voting, redeemable at the option of the issuer, non-participating and non-convertible. The preference share has a par value of US\$1.0 per share and were issued at US\$10.0 per share. Ordinary shares rank equally with regard to the Company's residual assets after preference shares are paid.

In April 2014, the Company increased its authorised share capital from US\$20.0 million, divided into 2,000,000,000 ordinary shares at US\$0.01 per share, to US\$630.0 million, divided into 3,000,000,000 ordinary shares at US\$0.01 per share and 600,000,000 preference shares at US\$1.00 per share. The preference shares may be issued in one or more series, each such class of shares will have rights and restrictions as the Board of Directors (BOD) may designate. The terms and conditions of the authorised preference share are finalised upon each issuance.

On 30 October 2014, the Company had additional ordinary shares listed and traded on the SGX-ST and the PSE pursuant to a public offering conducted in the Philippines. The Company offered and sold by way of primary offer 5,500,000 ordinary shares at an offer price of 17.00 Philippine pesos (Php) per share.

In March 2015, additional 641,935,335 ordinary shares were listed on the SGX-ST and the PSE, which were offered and sold to eligible shareholders by way of a stock rights offering at an exercise price of S\$0.325 or Php10.60 for each share in Singapore and the Philippines, respectively.

In April 2017, the Company completed the offering and listing of 20,000,000 Series A-1 Preference Shares which were sold at an offer price of US\$10.0 per share (US\$1.0 par value per share) in the Philippines, generating US\$200 million in proceeds. The said shares were listed on the PSE.

In 20 September 2017, the Company transferred 745,918 of its treasury shares to ordinary shares in connection to the release of share awards granted to its Directors pursuant to the Del Monte Pacific RSP.

In December 2017, the Company completed the offering and listing of 10,000,000 Series A-2 Preference Shares in the Philippines generating approximately US\$100 million in proceeds (or a combined US\$300 million if including the US\$200 million that was raised in April 2017). The Company used the net proceeds to substantially refinance the US\$350 million bridging loan due in February 2019.

On 20 June 2019, the Company declared dividends of US\$0.0052 per share for ordinary shareholders on record as at 12 July 2019. The final dividend was paid on 19 July 2019.

No dividends were declared for this quarter and the prior year quarter. The Group does not declare dividends based on first quarter, third quarter or nine months results. Undeclared preference dividends as of 31 July 2019 amounted to US\$6.3 million.

### Capital management

The BOD's policy is to maintain a sound capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. The Company's capital comprises its share capital and reserves. The BOD monitors the return on capital, which the Company defines as profit or loss for the year divided by total shareholders' equity. The BOD also monitors the level of dividends paid to ordinary shareholders.

The bank loans of the Company contain various capital covenants with respect to capital maintenance and ability to incur additional indebtedness. The BOD ensures that loan covenants are considered as part of its capital management through constant monitoring of covenant results through interim and full year results.

There were no changes in the Company's approach to capital management during the period.

## 23. Earnings (loss) per share

Basic and diluted earnings per share are calculated by dividing the net profit attributable to owners of the Company by the weighted average number of ordinary shares in issue during the period.

|   | Three months ended 31 July |           |
|---|----------------------------|-----------|
|   | 2019                       | 2018      |
| Basic profit/loss per share is based on:                            |                            |           |
| Profit (loss) attributable to owners of the Company (US\$'000)      | (38,261)                   | 3,022     |
| Cumulative preference share dividends (US\$'000)                    | (4,938)                    | (4,938)   |
| _   | (43,199)                   | (1,916)   |
| Basic weighted average number of ordinary shares ('000):            |                            |           |
| Outstanding ordinary shares at 1 May                                | 1,943,960                  | 1,943,960 |
| Effect of shares option held  | _                          | _         |
| Weighted average number of ordinary shares at end of period (basic) | 1,943,960                  | 1,943,960 |
| Basic loss per share (in U.S. cents)                                | (2.22)                     | (0.10)    |

Unaudited Interim Condensed Consolidated Financial Statements For the three months ended 31 July 2019 and 2018

For the purpose of calculation of the diluted earnings per ordinary share, the weighted average number of ordinary shares in issue is adjusted to take into account the dilutive effect arising from Del Monte Pacific RSP, with the potential ordinary shares weighted for the period outstanding.

|   | Three months ende   |                  |  |
|---|---------------------|------------------|--|
| Diluted profit per share is based on:   | 2019                | 2018             |  |
| Profit (loss) attributable to owners of the Company (US\$'000)<br>Cumulative preference share dividends (US\$'000)                          | (38,261)<br>(4,938) | 3,022<br>(4,938) |  |
|   | (43,199)            | (1,916)          |  |
| Diluted weighted average number of shares ('000):<br>Weighted average number of ordinary shares (basic)<br>Effect of share options on issue | 1,943,960<br>-      | 1,943,960        |  |
| Weighted average number of ordinary issued and potential shares assuming full conversion  | 1,943,960           | 1,943,960        |  |
| Diluted loss per share (in U.S. cents)  | (2.22)              | (0.10)           |  |

The potential ordinary shares issuable under the Executive Stock Options Plan (ESOP) were excluded from the diluted weighted average number of ordinary shares calculation because they have an anti-dilutive effect.

## 24. Commitments and contingencies

## Operating lease commitments

The Group leases certain property, equipment and office and warehouse facilities. At the reporting date, the Group have commitments for future minimum lease payments under non-cancellable operating leases at approximately US\$302.0 million.

The leases typically run for an initial period of 2 to 25 years, with an option to renew the lease after that date. Some of the leases contain escalation clauses but do not provide for contingent rents. Lease terms do not contain any restrictions on Group activities concerning dividends, additional debts or further leasing.

### Purchase commitments

The Group has entered into non-cancellable agreements with growers, co-packers, packaging suppliers and other service providers with commitments generally ranging from one year to ten years, to purchase certain quantities of raw products, including fruit, vegetables, tomatoes and packaging services. At the reporting date, the Group have commitments for future minimum payments under non-cancellable agreements at approximately US\$955.4 million.

## 25. Related parties

#### Related party transactions

For the purposes of these financial statements, parties are considered to be related to the Group if the Group has the ability, directly or indirectly, to control the party or exercise significant influence over the party in making financial and operating decisions, or vice versa, or where the Group and the party are subject to common control or common significant influence. Related parties may be individuals or other entities.

Other than disclosed elsewhere in the financial statements, transactions with related parties are as follows:

|   | Period     | Amount<br>of the<br>transaction | Outstanding<br>balance –<br>receivables/<br>(payables) |                      |               |
|---|------------|---------------------------------|--|----------------------|---------------|
| Category/ Transaction                         | (as of)    | US\$'000                        | US\$'000   | Terms                | Conditions    |
| <b>Under Common Control</b>                   |            |                                 |  |                      |               |
| <ul> <li>Shared IT &amp; JYCC Fit-</li> </ul> |            |                                 |  |                      |               |
| out services                                  | July 2019  | 43                              | 90   | Due and demandable;  | Unsecured;    |
|   | April 2019 | 161                             | 242  | non-interest bearing | no impairment |
| ■ Sale of tomato paste                        | July 2019  | -                               | _  | Due and demandable;  | Unsecured;    |
|   | April 2019 | 31                              | _  | non-interest bearing | no impairment |
| ■ Purchases                                   | July 2019  | 17                              | _  | Due and demandable;  | Unsecured;    |
|   | April 2019 | 115                             | -  | non-interest bearing | no impairment |
| ■ Tollpack fees                               | July 2019  | 109                             | (16)   | Due and demandable;  | Unsecured     |
| •   | April 2019 | 556                             | 90   | non-interest bearing | no impairment |
| Other Related Party                           |            |                                 |  |                      |               |
| <ul> <li>Management fees</li> </ul>           | July 2019  | 1                               | 233  | Due and demandable;  | Unsecured;    |
| from DMPI Retirement fund                     | April 2019 | 96                              | 230  | non-interest bearing |               |
| ■ Rental to DMPI                              | July 2019  | 467                             | _  | Due and demandable;  | Unsecured     |
| Retirement                                    | April 2019 | 1,827                           | -  | non-interest bearing |               |
| ■ Rental to NAI                               | July 2019  | 246                             | _  | Due and demandable;  | Unsecured     |
| Retirement                                    | April 2019 | 536                             | -  | non-interest bearing |               |
| ■ Cash Advances                               | July 2019  | _                               | _  | Short-term;          | Unsecured     |
| NAI   | April 2019 | 6,000                           | 6,000  | non-interest bearing | no impairment |

The transactions with related parties are carried out based on terms agreed between the parties. Pricing for the sales of products are market driven, less certain allowances. For purchases, the Group policy is to solicit competitive quotations. Bids from any related party are evaluated on arm's length commercial terms and subject to bidding against third party suppliers. Purchases are normally awarded based on the lowest price.

#### 26. Other Matters

- a. There were no known trends, demands, commitments, events or uncertainties that will have a material impact on the Group's liquidity.
- b. There were no known trends, events or uncertainties that have had or that are reasonably expected to have a favourable or unfavourable impact on net sales or revenues or income from continuing operations.
- c. There were no known events that will trigger direct or contingent financial obligation that is material to the Group, including any default or acceleration of an obligation and there were no changes in contingent liabilities and contingent assets since the last annual statements of financial position date.
- d. There were no material off-statements of financial position transactions, arrangements, obligations (including contingent obligations), and other relationship of the Group with unconsolidated entities or other persons created during the reporting period.
- e. The effects of seasonality or cyclicality on the interim operations of the Group's businesses are explained in Note 5, Seasonality of operations.
- f. The Group's material commitments for capital expenditure projects have been approved but are still ongoing and not yet completed as of end of 31 July 2019. These consist of construction, acquisition, upgrade or repair of fixed assets needed for normal operations of the business. The said projects will be carried forward to the next quarter until its completion. The fund to be used for these projects will come from available cash, short and long-term loans.
- g. The Group is the subject of, or a party to, various suits and pending or threatened litigations. While it is not feasible to predict or determine the ultimate outcome of these matters, the Group believes that none of these legal proceedings will have a material adverse effect on its financial position.
- h. The retained earnings is restricted for the payment of dividends to the extent representing the accumulated equity in net earnings of the subsidiaries and unrealised asset revaluation reserve. The accumulated equity in net earnings of the subsidiaries is not available for dividend distribution until such time that the Company receives the dividends from the subsidiaries.
- i. On 14 March 2018, the Company, a trust owned by Del Monte Foods Holdings II, Inc. (DMFHII) and certain seller lenders entered into a Purchase Agreement wherein the Company, or its designated affiliate, agreed to purchase certain Second Lien term loans from the seller lenders at an amount equal to 70% of the principal amount of the loans to be sold, plus accrued and unpaid interest thereon. On 27 March 2018, DMFI, DMFHI and the lenders signed the second amendment to the Second Lien term loan allowing the Company, or its eligible assignee, to purchase any and all loans outstanding under the amended agreement which were duly submitted by the lenders for purchase at a price equal to 70% of the principal amount.
- j. In March 2018, DMFHII, the affiliate assignee, through a trust, purchased DMFI's Second Lien term loans with principal amount of US\$125.9 million from seller lenders for US\$88.2 million. On 5 June 2018, 24 July 2018 and 15 April 2019, an additional US\$4.0 million, US\$95.1 million and US\$6.5 million, respectively, of the Second Lien

#### Del Monte Pacific Limited and its Subsidiaries

Unaudited Interim Condensed Consolidated Financial Statements For the three months ended 31 July 2019 and 2018

Term Loans were purchased. The pre-tax net gain from the purchase of the loans in 2019 amounting to US\$16.9 million (2018: US\$33.6 million), net of transaction costs amounting to US\$2.0 million (2018: US\$3.2 million), was recognised in the Group's consolidated financial statements and is presented under "Finance income" in the consolidated income statement. The non-controlling interests of DMPLFL agreed to waive its share in any economic benefits arising from the Group's purchase of the Second Lien term loans. DMFHII agreed to make an equity contribution to DMFI in the amount equivalent to the interest received from DMFI.

k. To finance the purchase of the Second Lien term loans, the Company extended a loan to DMFHII amounting to US\$88.2 million in fiscal year 2018 with an additional US\$87.8 million extended in fiscal year 2019. As of 30 April 2019, such loans are subject to interest of 13.90%, subject to quarterly repricing, and will mature on 18 August 2021. The interest income earned by the Company on this loan amounted to US\$20.2 million in 2019 (2018: US\$1.0 million).

#### Annex A

## **Key Performance Indicators**

The following sets forth the explanation why certain performance ratios (i.e. current ratio, debt to equity ratio, net profit margin, return on asset, and return on equity) do not fall within the benchmarks indicated by SEC.

#### A. Current Ratio

|               | 31-Jul-19 | 31-Jul-18 | 30-Apr-19 | Benchmark       |
|---------------|-----------|-----------|-----------|-----------------|
| Current Ratio | 1.1389    | 1.1333    | 1.3072    | Minimum of 1.20 |

Current ratio decreased versus last year due to higher current financial liabilities and trade and other current liabilities

#### B. Debt to Equity

|                | 31-Jul-19 | 31-Jul-18 | 30-Apr-19 | Benchmark       |
|----------------|-----------|-----------|-----------|-----------------|
| Debt to Equity | 3.9202    | 3.2493    | 2.9902    | Maximum of 2.50 |

Debt ratio increased versus last year due to higher financial liabilities from additional borrowings and recognition of lease liabilities (adoption of IFRS 16)

## C. Net Profit Margin

|                               | 31-Jul-19 | 31-Jul-18 | 30-Apr-19 | Benchmark     |
|-------------------------------|-----------|-----------|-----------|---------------|
| Net Profit Margin             |           |           |           |               |
| attributable to owners of the |           |           |           |               |
| company                       | -10.18%   | 0.69%     | 1.04%     | Minimum of 3% |

Lower profit due to final taxes paid on intercompany dividends and deferred final taxes recognised on undistributed profits of DMPI.

#### D. Return on Asset

|                 | 31-Jul-19 | 31-Jul-18 | 30-Apr-19 | Benchmark       |
|-----------------|-----------|-----------|-----------|-----------------|
| Return on Asset | -1.44%    | -0.01%    | 0.59%     | Minimum of 1.21 |

Lower profit due to final taxes paid on intercompany dividends and deferred final taxes recognised on undistributed profits of DMPI.

### E. Return on Equity

|                  | 31-Jul-19 | 31-Jul-18 | 30-Apr-19 | Benchmark     |
|------------------|-----------|-----------|-----------|---------------|
| Return on Equity | -7.11%    | -0.06%    | 2.37%     | Minimum of 8% |

Lower profit due to final taxes paid on intercompany dividends and deferred final taxes recognised on undistributed profits of DMPI.

### **Material Changes in Accounts**

#### A. Cash and cash equivalent

Increase is due to additional borrowings during the quarter.

#### B. Inventories

Increase is due to inventories starting to build up due to pack season in the US in preparation for the peak in 2Q.

## C. Prepaid expenses and other current assets

Increase is mainly from higher prepaid trade deals, parts and supplies from DMFI as well as short-term warehouse rentals from DMPI.

### E. Right-of-use assets

Mainly due to change in accounting policy (IFRS 16).

#### F. Trade and other current liabilities

Increase is m,ainly due to increase in trade payables and overdrafts to build up inventories in time for the pack season.

### G. Lease liabilities

This is mainly due to change in accounting policy (IFRS 16).

### **Liquidity and Covenant Compliance**

Certain unsecured bank loan agreements contain various covenants that are typical of these types of facilities such as financial covenants relating to required debt-to-equity ratio, interest cover, and maximum annual capital expenditure restrictions.

The following financial covenants apply to the Company and its subsidiaries, as Borrower, excluding DMFHL and its subsidiaries, including, but not limited to, DMFI.

- For the US\$54.0 million loan to BOC, the debt shall not exceed 3 times the equity and the interest cover shall not be lower than 2.0 (EBIT over interest).
- For the US\$57.2 million loan to DBP, the debt shall not exceed 3 times the equity.

The Group monitors its liquidity risk to ensure that it has sufficient resources to meet its liabilities as they become due, under both normal and stressed circumstances without incurring unacceptable losses or risk to the Group's reputation. The Group maintains a balance between continuity of cash inflows and flexibility in the use of available and collateral free credit lines from local and international banks and constantly maintains good relations with its banks, such that additional facilities, whether for short or long term requirements, may be made available.

As at 31 July 2019 and 30 April 2019, the Company is in compliance with the covenants stipulated in its loan agreements.

Annex B
DEL MONTE PACIFIC, LTD.
SUPPLEMENTARY SCHEDULE OF FINANCIAL SOUNDNESS INDICATORS

| Ratio   | Formula  | For the three July 31, 2019 | months ended<br>July 31, 2018 |
|---|--|-----------------------------|-------------------------------|
| (i) Liquidity Analysis Ra                                     | atios:   | ,                           | ,                             |
| Current Ratio or<br>Working Capital Ratio                     | Current Assets / Current Liabilities   | 1.1                         | 1.1                           |
| Quick Ratio   | (Current Assets - Inventory - Prepaid<br>expense - Biological - Assets held for<br>sale) / Current Liabilities | 0.2                         | 0.2                           |
| (ii) Solvency Ratio   | Total Assets / Total Debt*   | 1.3                         | 1.3                           |
| Financial Leverage<br>Ratios:                                 |  |                             |                               |
| Debt Ratio  | Total Debt*/Total Assets   | 0.8                         | 0.8                           |
| Debt-to-Equity Ratio  | Total Debt*/Total Stockholders' Equity   | 3.9                         | 3.2                           |
| (iii) Asset to Equity<br>Ratio                                | Total Assets / Total Stockholders'<br>Equity   | 4.9                         | 4.2                           |
| (iv) Interest Coverage  | Earnings Before Interest and Taxes (EBIT)** / Interest Charges   | 0.9                         | 0.2                           |
| (v) Profitability Ratios                                      |  |                             |                               |
| Gross Profit Margin   | Sales - Cost of Goods Sold or Cost of<br>Service / Sales   | 24.25%                      | 17.85%                        |
| Net Profit Margin<br>attributable to owners<br>of the company | Net Profit attributable to owners / Sales  | -10.18%                     | 0.69%                         |
| Net Profit Margin   | Net Profit / Sales   | -10.68%                     | -0.08%                        |
| Return on Assets  | Net Income / Total Assets  | -1.44%                      | -0.01%                        |
| Return on Equity  | Net Income / Total Stockholders'<br>Equity   | -7.11%                      | -0.06%                        |

<sup>\*</sup> Total Debt refers to total liabilities which composed of financial liabilities, trade payables, accrued expenses, and other liabilities.

<sup>\*\*</sup> EBIT =Profit before tax plus finance expenses excluding foreign exchange gain/loss









## **DEL MONTE PACIFIC LIMITED**

## Management Discussion and Analysis of Unaudited Financial Condition and Results of Operations for the First Quarter Ended July 2019

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### **AUDIT**

First Quarter FY2020 results covering the period from 1 May 2019 to 31 July 2019 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 Group's FY2019 annual consolidated financial statements, except for the adoption of the following amendments effective beginning 1 May 2019, which the Group has adopted or is currently assessing the impact thereof:

Applicable 1 May 2019 which the Group has adopted:

• IFRS 16, Leases. The Group has adopted IFRS 16 effective 1 May 2019

Applicable for the first annual reporting period that begins on or after 1 May 2019 and onwards and are currently being assessed by the Group:

- IFRIC 23, Uncertainty over Income Tax Treatments Amendments to IAS 19, Plan Amendment, Curtailment or Settlement
- Amendments to IAS 12, Income Tax Consequences of Payments on Financial Instruments Classified as Equity
- Amendments to IAS 23, Borrowing Costs, Borrowing Costs Eligible for Capitalisation
- Amendments to IFRS 9, Prepayment Features with Negative Compensation
- Amendments to IAS 28, Long-term Interests in Associates and Joint Ventures

#### 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

6 September 2019

#### NOTES ON THE 1Q FY2020 DMPL RESULTS

- 1. DMPL's effective stake in DMFI is 89.4%, hence the non-controlling interest line (NCI) in the P&L. Net income/(loss) is net of NCI.
- 2. FY means Fiscal Year for the purposes of this MD&A.
- 3. DMPL Group adopted the amendments to IAS 16 and IAS 41 (Agriculture: Bearer Plants in April 2017). The change in accounting standard was applied retrospectively. This involved reclassifying a portion of biological assets to plant, property and equipment leading to much higher depreciation expense. However, for EBITDA calculation, the Group retained the old calculation using the lower depreciation for comparability.
- 4. The Group has adopted IFRS 16 from 1 May 2019. IFRS 16 introduces a single, on-balance sheet accounting model for lessees. As a result, the Group, as a lessee, recognises right-of-use assets representing its right to use the underlying assets and lease liabilities representing its obligation to make lease payments. Please refer to page 21 for a discussion of the impact of IFRS 16.

## FINANCIAL HIGHLIGHTS - FIRST QUARTER ENDED 31 JULY 2019

|  | For the thre        | For the three months ended 31 July |          |  |  |  |  |
|--|---------------------|------------------------------------|----------|--|--|--|--|
| in US\$'000 unless otherwise stated *            | Fiscal Year<br>2020 | Fiscal Year<br>2019                | % Change |  |  |  |  |
| With one-off items**                             |                     |                                    |          |  |  |  |  |
| Turnover   | 375,858             | 437,229                            | (14.0)   |  |  |  |  |
| Gross profit                                     | 91,148              | 78,026                             | 16.8     |  |  |  |  |
| Gross margin (%)                                 | 24.3                | 17.8                               | 6.5      |  |  |  |  |
| EBITDA   | 36,646              | 18,846                             | 94.4     |  |  |  |  |
| Operating profit                                 | 20,267              | 2,023                              | 901.8    |  |  |  |  |
| Operating margin (%)                             | 5.4                 | 0.5                                | 4.9      |  |  |  |  |
| Net profit attributable to owners of the Company | (38,261)            | 3,022                              | nm       |  |  |  |  |
| Net margin (%)                                   | (10.2)              | 0.7                                | (10.9)   |  |  |  |  |
| EPS (US cents)                                   | (2.22)              | (0.10)                             | nm       |  |  |  |  |
| EPS before preference dividends (US cents)       | (1.97)              | 0.16                               | nm       |  |  |  |  |

|  | For the three months ended 31 July |                     |          |  |  |  |
|--|------------------------------------|---------------------|----------|--|--|--|
| in US\$'000 unless otherwise stated *            | Fiscal Year<br>2020                | Fiscal Year<br>2019 | % Change |  |  |  |
| Without one-off items**                          |                                    |                     |          |  |  |  |
| Gross profit                                     | 91,148                             | 81,426              | 11.9     |  |  |  |
| EBITDA   | 38,730                             | 27,288              | 41.9     |  |  |  |
| Operating profit                                 | 22,351                             | 10,465              | 113.6    |  |  |  |
| Net profit attributable to owners of the Company | 4,149                              | (3,731)             | 211.2    |  |  |  |
| Net debt   | 1,558,705                          | 1,498,085           | 4.0      |  |  |  |
| Gearing*** (%)                                   | 276.1                              | 249.1               | 27.0     |  |  |  |
| Cash flow from operations                        | (38,803)                           | (34,105)            | (13.8)   |  |  |  |
| Capital expenditure                              | 24,321                             | 28,337              | (14.2)   |  |  |  |
| Inventory (days)                                 | 229                                | 195                 | 34       |  |  |  |
| Receivables (days)                               | 31                                 | 29                  | 2        |  |  |  |
| Account Payables (days)                          | 54                                 | 48                  | 6        |  |  |  |

<sup>\*</sup>The Company's reporting currency is US dollars. For conversion to S\$, the following exchange rates can be used: 1.36 in July 2019, 1.34 in July 2018. For conversion to Php, these exchange rates can be used: 51.98 in July 2019, 52.97 in July 2018.

#### REVIEW OF OPERATING PERFORMANCE

The Group achieved sales of US\$375.9 million for the first quarter of FY2020, down 14.0% versus the prior year quarter mainly due to the divestiture of the Sager Creek vegetable business in September 2017, lower sales in the USA and lower exports of processed pineapple products, partly offset by higher sales in the Philippines and S&W business in Asia.

Stripping out Sager Creek's sales, the Group sales in the first quarter would have been lower by 9.2%.

The Group's US subsidiary, Del Monte Foods, Inc (DMFI) generated US\$241.4 million or 64.2% of Group sales. DMFI's sales decreased by 21.7% from US\$308.3 million mainly driven by the Sager Creek divestiture, and lower private label and USDA sales. Volume decline in packaged fruit was due to the impact of pricing.

DMFI has fast-tracked its innovation pipeline. In synch with trends for health, snacking and convenience, it launched innovative products in the growing categories of refrigerated produce and frozen. Del Monte continued to diversify beyond the canned goods aisle, which is a declining category. New products contributed 3.8% to DMFI's retail sales in the first quarter.

In May, Del Monte introduced an innovative product, *Del Monte Fruit Crunch Parfaits*, which feature layers of non-dairy coconut crème, crunchy granola with probiotics, and a full serving of fruit. For the frozen segment, DMFI launched *Del Monte Veggieful Bites* and *Contadina Pizzettas*, frozen snacks made with cauliflower crust, with a full serving of vegetable in five bites. These items are being accepted by retailers across the US and have been launched nationwide in May.

In June, DMFI started shipping Del Monte bubble fruit, exciting fruit cups with juicy popping boba great for kids' snacks. DMFI also started shipping new flavours of *Del Monte Fruit & Oats - Strawberry Apple* and *Blueberry Apple*, and *Del Monte Fruit & Chia Apple Raspberry Cherry*.

<sup>\*\*</sup>Please refer to the last page of this MD&A for a schedule of the one-off items

<sup>\*\*\*</sup>Gearing = Net Debt / Equity

DMFI generated higher gross profit and margin of 20.3% from 12.9% in the prior year period. Higher gross margin was in line with DMFI's strategy to increase list price in the fourth quarter of FY2019 after several years of no price increase, favourable impact of the divestiture of low-margin Sager Creek vegetable business and reduced sales of low-margin private label, partly offset by higher delivered costs. FY2019 was also impacted by increased costs to liquidate Sager Creek products.

DMFI generated a higher operating income for the quarter driven by improvement in gross profit and lower operating expenses.

DMPL ex-DMFI generated sales of US\$144.3 million (inclusive of the US\$8.4 million sales by DMPL to DMFI which were netted out during consolidation) which were 2.4% higher than US\$140.9 million sales in prior year period. Higher sales were mainly driven by higher volume of fresh pineapple and higher sales in the Philippines as the Group continued to fix the distribution transition issues in General Trade.

DMPL ex-DMFI delivered higher gross margin of 27.9% from 26.5% in the same period last year mainly from higher sales of fresh pineapple and price increases in the Philippine market in line with inflation, partly offset by lower pineapple juice concentrate (PJC) and packaged pineapple pricing for exports.

DMPL ex-DMFI generated an EBITDA of US\$25.3 million which was higher by 14.0% and a net income of US\$12.5 million, higher versus the US\$11.6 million in the same period last year driven by higher margin as explained above and gain on foreign exchange due to strengthening of the peso versus the US dollar.

Reversing a decline in FY2019, sales in the Philippines domestic market grew by 2.2% in peso terms and 4.1% in US dollar terms due to peso appreciation. Retail sales grew by 4% in volume and 9% in peso sales value. Non-retail foodservice declined due to a change in a customer's procurement policy. Price increase and lower direct promotion spend saw a positive contribution of 4.8% to net sales growth, driven by a series of price adjustments across all categories mostly in 2019. In retail, sales in the General Trade segment (about 50% of Philippines sales) grew by 4% year on year and by 20% quarter on quarter, as the Group continued to make progress in improving its distributor business that had impacted results in the prior year. Sales in the Modern Trade (about 30% of Philippines sales) increased by 7%.

Sales of the S&W branded business in Asia and the Middle East grew strongly by 19.1% in the first quarter versus the prior year period mainly driven by higher sales of fresh pineapple in North Asia. Fresh sales, both branded and non-branded, improved by 28%. S&W packaged product also delivered higher volume and sales. The S&W business generated a much higher operating income, up 22.3% mainly due to higher volume.

DMPL's share in the FieldFresh joint venture in India was lower at US\$0.2 million loss from a US\$0.1 million profit in the prior year quarter, due to lower than planned sales, higher logistics costs for the fresh business, commodity headwinds and higher overheads.

The Group's EBITDA of US\$36.6 million was significantly higher than prior year quarter's EBITDA of US\$18.8 million. This quarter's EBITDA included US\$2.1 million of one-off expenses mainly related to severance and loss on partial disposal of assets of a plant in Crystal City, Texas. Without the one-off expenses, the Group recurring EBITDA was US\$38.7 million, also higher versus prior year quarter's recurring EBITDA of US\$27.3 million due to the factors mentioned above. Please refer to the last page of this MD&A for a schedule of the one-off items.

In preparation for its capital raising initiatives, DMPL's Philippine subsidiary, Del Monte Philippines, Inc, declared a dividend to its parent which was taxed at 15% amounting to US\$39.6 million. Consequently, the Group reported a net loss of US\$38.3 million for the quarter versus a net income of US\$3.0 million in the prior year quarter. Last year's net income had also included a one-off gain of US\$15.9 million pre-tax or US\$12.6 million post-tax from the purchase of US\$99.0 million of DMFI's second lien loan at a discount in the secondary market.

Without the one-off items, the Group reported a recurring net income of US\$4.1 million as compared to last year's recurring net loss of US\$3.7 million.

The Group gearing increased marginally to 2.7x equity as of 31 July 2019, from 2.5x in prior year quarter, primarily due to additional loans obtained to pay taxes on intercompany dividends as well as reduction of retained earnings from net loss booked in the first quarter.

The Group's cash outflow from operations in the first quarter was US\$38.8 million, slightly higher than last year's US\$34.1 million mainly on income tax payments as explained above.

Past the production peak in October, cash flows are expected to improve in the seasonally stronger second semester with peak sales around Thanksgiving and Christmas, as well as Easter in the last quarter ending April.

#### VARIANCE FROM PROSPECT STATEMENT

The Group expects to generate a net profit for the balance of the year on a recurring basis. It is on track to achieving a net profit for the full year on a recurring basis which is in line with earlier guidance.

#### **BUSINESS OUTLOOK**

DMFI faces headwinds from the long-term structural decline of canned categories in which it competes. Del Monte is "thinking outside the can" to meet the rapidly changing world of consumer preferences and eating habits. With consumers gravitating towards fresh, healthy food and away from physical retail stores, Del Monte had to rethink its products and how to get them in front of customers.

The Group will continue to strengthen its product offerings and enter new categories, in line with market trends for health and wellness, snacking and convenience. It will continue to focus on business segments which are ontrend, pursue innovation to address growing consumer needs for more convenient, healthy and flavourful solutions, as well as build its distribution base in the growing store perimeter and emerging channels. At the same time, it will rationalise non-profitable businesses, in particular the low-margin, non-branded segment.

Over time, the product portfolio in the USA will no longer be mostly canned but will have increasingly meaningful contribution from non-can formats such as cups, cartons and pouches. New categories of frozen and snacking will be further developed. In FY2020, innovation will be out of the can. It will no longer focus solely on retail centre-of-store, but also on retail perimeter, convenience stores, foodservice and e-commerce.

The Group will continue to review its manufacturing and distribution footprint in the US to further improve operational efficiency, reduce costs and increase margins amidst expected cost headwinds including rising metal packaging prices and impact of tariffs imposed by the US. Certain one-off expenses are expected in 2Q of FY2020 from streamlining of operations.

On 20 August 2019, DMFI announced the closure and sale of facilities in four locations. The facilities include those in Sleepy Eye, Minnesota and Mendota, Illinois, which will cease production at the end of the current peak season. The company will also divest from its facilities in Cambria, Wisconsin and from its manufacturing assets in Crystal City, Texas. Most of the production in these locations will be transferred to other facilities within the US. The company looks to fully utilise the capacity of its existing plants after the restructuring.

"The restructuring is a necessary step for us to remain competitive in a rapidly changing marketplace," said DMPL Managing Director and Chief Executive Officer Joselito D Campos, Jr. "Our asset-light strategy will lead to more efficient and lower cost operations," he added. The facilities are part of Del Monte Foods' 10 plants in the US. It also has two plants in Mexico.

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 continue to gain more traction as it leverages its distribution expansion in Asia and the Middle East, while the Group's joint venture in India will continue to generate higher branded Del Monte sales and maintain its positive EBITDA.

The Nice Fruit frozen pineapple plant is in operation, with shipments to the USA, Japan, China and South Korea. We expect Nice Fruit frozen pineapple to be a growth engine for us across all major geographies particularly US and China.

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

Barring unforeseen circumstances, the Group is expected to be profitable for FY2020 on a recurring basis (without one-off items).

### REVIEW OF TURNOVER, GROSS PROFIT AND OPERATING PROFIT

#### **AMERICAS**

For the three months ended 31 July

| In US\$'000        | Turnover |         |        | Gross Profit |        |         | Operating Income/(Loss) |          |       |
|--------------------|----------|---------|--------|--------------|--------|---------|-------------------------|----------|-------|
|                    | FY2020   | FY2019  | % Chg  | FY2020       | FY2019 | % Chg   | FY2020                  | FY2019   | % Chg |
| Packaged vegetable | 87,423   | 130,091 | (32.8) | 21,836       | 15,129 | 44.3    | 5,758                   | (8,965)  | 164.2 |
| Packaged fruit     | 107,299  | 128,129 | (16.3) | 21,799       | 20,969 | 4.0     | (124)                   | (2,311)  | 94.6  |
| Beverage           | 2,772    | 4,960   | (44.1) | 681          | 404    | 68.6    | (232)                   | (724)    | 68.0  |
| Culinary           | 42,464   | 42,158  | 0.7    | 7,396        | 5,575  | 32.7    | (805)                   | (2,174)  | 63.0  |
| Others             | 235      | 961     | (75.5) | (303)        | 238    | (227.3) | (2,225)                 | 108      | nm    |
| Total              | 240,193  | 306,299 | (21.6) | 51,409       | 42,315 | 21.5    | 2,372                   | (14,066) | 116.9 |

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 foodservice industry and other food processors.

Sales in the Americas declined by 21.6% to US\$240.2 million driven by the Sager Creek divestiture and lower sales from private label and USDA. The decline in sales was in line with DMFI's strategy to deprioritise non-profitable businesses, including private label. Stripping out Sager Creek's sales, Americas sales would have been lower by 15.1%.

DMFI has fast-tracked its innovation pipeline. In synch with trends for health, snacking and convenience, it launched innovative products in the growing refrigerated produce and frozen categories. Del Monte continues to diversify beyond the canned goods aisle which is a declining category. Please refer to page 4 for more details.

Gross profit was higher this quarter as a result of price increase and the divestiture of low-margin Sager Creek business. Also, last year's gross profit was impacted by incremental one-off expenses of US\$8.4 million from the sale of Sager Creek residual inventory and closure of Plymouth plant. Please refer to the last page of this MD&A for a schedule of the one-off expenses.

Americas reported a higher operating income for the quarter of US\$2.4 million versus prior year quarter's operating loss of US\$14.1 million due to factors mentioned above as well as lower brokerage cost and variable selling expenses.

DMFI's first quarter is seasonally its weakest quarter accounting for only 19-21% of full year sales. As such, the first quarter is generally the least profitable quarter for DMFI.

#### **ASIA PACIFIC**

For the three months ended 31 July

| In US\$'000        | Turnover |         |        | Gross Profit |        |        | Operating Income/(Loss) |        |        |
|--------------------|----------|---------|--------|--------------|--------|--------|-------------------------|--------|--------|
|                    | FY2020   | FY2019  | % Chg  | FY2020       | FY2019 | % Chg  | FY2020                  | FY2019 | % Chg  |
| Packaged vegetable | 449      | 609     | (26.3) | 94           | 171    | (45.0) | 87                      | 116    | (25.0) |
| Packaged fruit     | 22,388   | 21,294  | 5.1    | 5,782        | 5,794  | (0.2)  | 3,433                   | 2,613  | 31.4   |
| Beverage           | 32,328   | 31,245  | 3.5    | 9,360        | 7,843  | 19.3   | 5,595                   | 1,877  | 198.1  |
| Culinary           | 26,200   | 24,816  | 5.6    | 10,109       | 9,788  | 3.3    | 6,843                   | 5,756  | 18.9   |
| Others             | 48,245   | 42,612  | 13.2   | 15,436       | 12,969 | 19.0   | 3,649                   | 7,434  | (50.9) |
| Total              | 129,610  | 120,576 | 7.5    | 40,781       | 36,565 | 11.5   | 19,607                  | 17,796 | 10.2   |

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 and the Middle East 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's sales in the fourth quarter increased by 7.5% to US\$129.6 million from US\$120.6 million mainly due to increase in exports of fresh pineapples as well as increase in sales from the Philippine market as the Group continued to fix the distribution transition issues in General Trade.

Sales in the Philippines domestic market were up in both peso and US dollar terms by 2.2% and 4.1%, respectively, mainly due to peso appreciation, price increases and lower direct promotion spending.

#### **EUROPE**

For the three months ended 31 July

| In US\$'000        | Turnover |        |        | Gross Profit |         |         | Operating Income/(Loss) |         |         |
|--------------------|----------|--------|--------|--------------|---------|---------|-------------------------|---------|---------|
|                    | FY2020   | FY2019 | % Chg  | FY2020       | FY2019  | % Chg   | FY2020                  | FY2019  | % Chg   |
| Packaged vegetable | -        | _      | -      | -            | _       | -       | -                       | _       | _       |
| Packaged fruit     | 3,789    | 6,294  | (39.8) | (396)        | 1,252   | (131.6) | (842)                   | 671     | (225.5) |
| Beverage           | 2,266    | 4,060  | (44.2) | (646)        | (2,106) | 69.3    | (870)                   | (2,378) | 63.4    |
| Culinary           | -        | -      | -      | -            | -       | -       | -                       | -       | -       |
| Others             | -        | -      | -      | -            | -       | -       | -                       | -       | -       |
| Total              | 6,055    | 10,354 | (41.5) | (1,042)      | (854)   | (22.0)  | (1,712)                 | (1,707) | (0.3)   |

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

For the first quarter, Europe's sales declined by 41.5% to US\$6.1 million from US\$10.4 million mainly on lower sales from all categories. Gross profit and operating profit decreased by 22.0% and 0.30%, respectively, driven by significantly lower PJC pricing.

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

| % of Turnover                     | For the three months ended 31 July |                       |  |  |  |  |
|-----------------------------------|------------------------------------|-----------------------|--|--|--|--|
| Cost of Goods Sold                | FY2020<br>75.7                     | <b>FY2019</b><br>82.2 | Explanatory Notes  Due to low er delivered cost per unit primarily from divestiture of low margin businesses as well as low er overall variable cost and fixed manufacturing cost versus last year |  |  |  |
| Distribution and Selling Expenses | 10.4                               | 9.7                   | Mainly due to higher freight cost from increased line haul rates as well as higher warehousing cost  |  |  |  |
| G&A Expenses                      | 8.0                                | 8.2                   | Mainly due to low er personnel and medical costs   |  |  |  |
| Other Operating Expenses (Income) | 0.4                                | (0.5)                 | Mainly due to loss on properties disposed of from plant closures   |  |  |  |

| In US\$'000 For the three months ended 31 July   |          |          |           |  |  |  |  |  |  |  |
|--|----------|----------|-----------|--|--|--|--|--|--|--|
| 00,000   | FY2020   | FY2019   | %         | Explanatory Notes  |  |  |  |  |  |  |
| Depreciation and amortisation                    | (35,082) | (31,824) | (10.2)    | Mainly from adoption of new standards (IFRS 16)  |  |  |  |  |  |  |
| Reversal/ (Provision) of asset impairment        | 16       | 25       | (36.0)    | This is mainly from write off of closed fields for replanting which was lower this quarter |  |  |  |  |  |  |
| Reversal/ (Provision) for inventory obsolescence | (586)    | 159      | (468.6)   | Due to unrealised demand resulting to higher obsolescence for the quarter                  |  |  |  |  |  |  |
| Provision for doubtful debts                     | (55)     | (12)     | (358)     | Higher debt reversal last quarter which offset provision for debts                         |  |  |  |  |  |  |
| Net gain/(loss) on disposal of fixed assets      | (1,588)  | (1,886)  | 15.8      | Driven by low er losses on assets sold in relation to plant closures                       |  |  |  |  |  |  |
| Foreign exchange gain/(loss)- net                | 3,463    | 1,763    | 96.4      | Mainly from appreciation of the Philippine peso  |  |  |  |  |  |  |
| Interest income                                  | 259      | 16,110   | (98.4)    | Recognised gain on second lien loan buyout last year, none this year                       |  |  |  |  |  |  |
| Interest expense                                 | (25,020) | (23,026) | (8.7)     | Maiinly from additional loans obtained during the quarter                                  |  |  |  |  |  |  |
| Share in net loss of JV                          | (383)    | (83)     | (361.4)   | Due to higher losses of JV companies during the quarter                                    |  |  |  |  |  |  |
| Taxation   | (38,717) | 2,851    | (1,458.0) | Payment of final taxes on intercompany dividends   |  |  |  |  |  |  |

## **REVIEW OF GROUP ASSETS AND LIABILITIES**

| Balance Sheet                             | 31 July<br>2019 | 30 April<br>2019 | 1Q<br>Variance<br>% | Explanatory Notes  |
|---|-----------------|------------------|---------------------|--|
| In US\$'000                               |                 |                  |                     |  |
| ASSETS                                    |                 |                  |                     |  |
| Property, plant and equipment - net       | 573,003         | 582,033          | (1.6)               | nm   |
| Right-of-use assets                       | 256,233         | -                | nm                  | Change in accounting policy (IFRS 16)  |
| Investment in joint ventures              | 23,829          | 24,212           | (1.6)               | nm   |
| Intangible assets and goodwill            | 706,335         | 707,997          | (0.2)               | nm   |
| Other noncurrent assets                   | 29,391          | 39,096           | (24.8)              | Reposition of deferred rent as part of Right of Use<br>Asset due to IFRS 16 change                                     |
| Deferred tax assets - net                 | 113,937         | 106,321          | 7.2                 | nm   |
| Pension assets                            | 8,042           | 8,240            | (2.4)               | nm   |
| Biological assets                         | 1,795           | 1,682            | 6.7                 | nm   |
| Inventories                               | 782,549         | 664,922          | 17.7                | Inventories starting to build up due to pack season in the US in preparation for the peak in 2Q                        |
| Biological assets                         | 53,466          | 52,320           | 2.2                 | nm   |
| Trade and other receivables               | 140,548         | 149,054          | (5.7)               | nm   |
| Prepaid expenses and other current assets | 56,829          | 36,716           | 54.8                | Mainly from higher prepaid trade deals, parts and supplies from DMFI as well as short-term warehouse rentals from DMPI |
| Cash and cash equivalents                 | 27,198          | 21,636           | 25.7                | Increase in borrowings during the quarter  |
| Noncurrent assets held for sale           | 4,750           | 4,465            | 6.4                 | nm   |
| EQUITY                                    |                 |                  |                     |  |
| Share capital                             | 49,449          | 49,449           | -                   | nm   |
| Share premium                             | 478,339         | 478,339          | -                   | nm   |
| Retained earnings                         | 63,457          | 96,074           | (33.9)              | First quarter loss and dividend payment  |
| Reserves                                  | (67,275)        | (65,827)         | 2.2                 | nm   |
| Non-controlling interest                  | 40,626          | 43,106           | (5.8)               | Share in DMFI losses   |
| LIABILITIES Loans and borrowings          | 1,585,903       | 1,478,655        | 7.3                 | nm   |
| Lease liabilities                         | 224,294         | -                | nm                  | Change in accounting policy (IFRS 16)  |
| Other noncurrent liabilities              | 22,442          | 30,015           | (25.2)              | Lease liabilities are presented separately due to adoption of IFRS 16  |
| Employee benefits                         | 98,024          | 91,421           | 7.2                 | nm   |
| Environmental remediation liabilities     | 705             | 697              | 1.1                 | nm   |
| Deferred tax liabilities - net            | 8,463           | 6,404            | 32.2                | Mainly from deferred tax set up for undistributed 1Q earnings  |
| Trade and other current liabilities       | 267,626         | 188,669          | 41.8                | Mainly due to increase in trade payables and overdrafts to build up inventories in time for the pack season            |
| Current tax liabilities                   | 5,852           | 1,692            | 245.9               | This is mainly from timing difference, unpaid taxes for FY2019   |

#### SHARE CAPITAL

Total shares outstanding were at 1,973,960,024 (common shares 1,943,960,024 and preference shares 30,000,000) as of 31 July 2019 and 2018. Share capital is at US\$49.5 million as of 31 July 2019 and 2018. 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 975,802 shares held by the Company as treasury shares as at 31 July 2019 and 2018. There was no sale, disposal and cancellation of treasury shares during the quarter and as at 31 July 2019.

In April 2019, the parent Company converted its advances to wholly owned subsidiaries Del Monte Pacific Resources Limited (DMPRL) and DMPL India, Pte Ltd (DMPLI) in the amounts of US\$167.6 million and US\$70.1 million, respectively into additional paid in capital. The conversion was approved by the Board of directors on 30 April 2019.

In April 2017, the Company successfully completed the offering and listing of 20 million Series A-1 Preference Shares at an offer price of US\$10 per share in the Philippines generating US\$200 million in proceeds. In December 2017, the Company raised and listed another US\$100 million of Preference Shares (10 million Series A-2 shares).

The Company used the net proceeds to substantially refinance the US\$350 million BDO Unibank, Inc loan due in February 2019.

#### **BORROWINGS AND NET DEBT**

| Linniditain US\$1000         | 31 July     | 31 July     | 30 April    |  |
|------------------------------|-------------|-------------|-------------|--|
| Liquidity in US\$'000        | 2019        | 2018        | 2019        |  |
| Gross borrowings             | (1,585,903) | (1,531,381) | (1,478,655) |  |
| Current                      | (598,444)   | (644,212)   | (492,740)   |  |
| Secured                      | (146,378)   | (149,558)   | (138,870)   |  |
| Unsecured                    | (452,066)   | (494,654)   | (353,870)   |  |
| Non-current                  | (987,459)   | (887,169)   | (985,915)   |  |
| Secured                      | (876,218)   | (887, 169)  | (874,674)   |  |
| Unsecured                    | (111,241)   | 0           | (111,241)   |  |
| Less: Cash and bank balances | 27,198      | 33,296      | 21,636      |  |
| Net debt                     | (1,558,705) | (1,498,085) | (1,457,019) |  |

The Group's net debt (cash and bank balances less borrowings) amounted to US\$1.6 billion as at 31 July 2019, higher than last year due to additional borrowings made during the quarter for payment of dividend taxes as well as for general use purposes.

## **DIVIDENDS**

No dividends were declared for this quarter and the prior year quarter. The Group does not declare dividends based on first quarter, third quarter or nine months results. The last dividend declaration was in June 2019, based on FY2019 results, and paid on 19 July 2019.

## 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  For the first quarter of the fiscal year | Aggregate value of all IF<br>transactions less than S<br>transactions co<br>shareholders' manda | \$\$100,000 and nducted under | Aggregate value of all IPTs conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than S\$100,000) |        |  |  |
|---|---|-------------------------------|--|--------|--|--|
|   | FY2020  | FY2019                        | FY2020   | FY2019 |  |  |
| NutriAsia, Inc  | •   | -                             | 169  | 272    |  |  |
| DMPI Retirement Fund                                  | -   | -                             | 468  | 396    |  |  |
| NutriAsia, Inc Retirement Fund                        | -   | -                             | 246  | 167    |  |  |
| Aggregate Value                                       | -   | -                             | 883  | 835    |  |  |

## DEL MONTE PACIFIC LIMITED UNAUDITED CONSOLIDATED INCOME STATEMENT

| Amounts in US\$'000                                | For the three months ended |             |         |  |  |  |  |
|--|----------------------------|-------------|---------|--|--|--|--|
| Amounts in Cop Coc                                 | 3                          | 31 July     |         |  |  |  |  |
|  | FY2020                     | FY2019      | %       |  |  |  |  |
|  | (Unaudited)                | (Unaudited) | 70      |  |  |  |  |
| Turnover   | 375,858                    | 437,229     | (14.0)  |  |  |  |  |
| Cost of sales                                      | (284,710)                  | (359,203)   | 20.7    |  |  |  |  |
| Gross profit                                       | 91,148                     | 78,026      | 16.8    |  |  |  |  |
| Distribution and selling expenses                  | (39,068)                   | (42,548)    | 8.2     |  |  |  |  |
| General and administration expenses                | (30,212)                   | (35,644)    | 15.2    |  |  |  |  |
| Other operating income/(loss)                      | (1,601)                    | 2,189       | (173.1) |  |  |  |  |
| Profit from operations                             | 20,267                     | 2,023       | 901.8   |  |  |  |  |
| Financial income*                                  | 3,937                      | 17,910      | (78.0)  |  |  |  |  |
| Financial expense*                                 | (25,235)                   | (23,063)    | (9.4)   |  |  |  |  |
| Share in net loss of joint venture                 | (383)                      | (83)        | (361.4) |  |  |  |  |
| Profit /(loss) before taxation                     | (1,414)                    | (3,213)     | 56.0    |  |  |  |  |
| Taxation   | (38,717)                   | 2,851       | nm      |  |  |  |  |
| Profit/(loss) after taxation                       | (40,131)                   | (362)       | nm      |  |  |  |  |
| Profit(loss) attributable to:                      |                            |             |         |  |  |  |  |
| Owners of the Company                              | (38,261)                   | 3,022       | nm      |  |  |  |  |
| Non-controlling interest*                          | (1,870)                    | (3,384)     | 44.7    |  |  |  |  |
| Profit/(loss) for the period                       | (40,131)                   | (362)       | nm      |  |  |  |  |
| Notes:   |                            |             |         |  |  |  |  |
| Depreciation and amortisation                      | (35,082)                   | (31,824)    | (10.2)  |  |  |  |  |
| Reversal (Provision) of asset impairment           | 16                         | 25          | nm      |  |  |  |  |
| Reversal of (provision for) inventory obsolescence | (586)                      | 159         | (468.6) |  |  |  |  |
| Provision for doubtful debts                       | (55)                       | (12)        | (358.3) |  |  |  |  |
| Gain (loss) on disposal of fixed assets            | (1,588)                    | (1,886)     | 15.8    |  |  |  |  |
| *Financial income comprise:                        |                            |             |         |  |  |  |  |
| Interest income                                    | 259                        | 16,110      | (98.4)  |  |  |  |  |
| Foreign exchange gain                              | 3,678                      | 1,800       | 104.3   |  |  |  |  |
| _  | 3,937                      | 17,910      | (78.0)  |  |  |  |  |
| *Financial expense comprise:                       | •                          | ·           | ,       |  |  |  |  |
| Interest expense                                   | (25,020)                   | (23,026)    | (8.7)   |  |  |  |  |
| Foreign exchange loss                              | (215)                      | (37)        | (481.1) |  |  |  |  |
| _  | (25,235)                   | (23,063)    | (9.4)   |  |  |  |  |

nm – not meaningful

| Earnings per ordinary share in US cents                                 | For the three mor 31 July |        |
|---|---------------------------|--------|
|   | FY2020                    | FY2019 |
| Earnings per ordinary share based on net profit attributable to shareho | lders:                    |        |
| (i) Based on weighted average no. of ordinary shares                    | (2.22)                    | (0.10) |
| (ii) On a fully diluted basis   | (2.22)                    | (0.10) |

<sup>&</sup>quot;Includes (US\$1,857) for DMFI and (US\$13) for FieldFresh in the first quarter ended 31 July of FY2020 and (US\$3,390) for DMFI and US\$7 for FieldFresh in the first quarter of FY2019.

## DEL MONTE PACIFIC LIMITED UNAUDITED STATEMENT OF COMPREHENSIVE INCOME

| Amounts in US\$'000   | For the three         | e months ende         | ed 30 July |
|---|-----------------------|-----------------------|------------|
|   | FY2020<br>(Unaudited) | FY2019<br>(Unaudited) | %          |
| Profit /(Loss) for the period   | (40,131)              | (362)                 | (10,985.9) |
| Other comprehensive income (after reclassification adjustment):       |                       |                       |            |
| Items that will or may be reclassified subsequently to profit or loss |                       |                       |            |
| Exchange differences on translating of foreign operations             | 1,613                 | (10,258)              | 115.7      |
| Effective portion of changes in fair value of cash flow hedges        | (1,355)               | 1,249                 | (208.5)    |
| Income tax expense on cash flow hedge                                 | 332                   | (306)                 | 208.5      |
|   | 590                   | (9,315)               | 106.3      |
| Items that will not be classified to profit or loss                   |                       |                       |            |
| Remeasurement of retirement benefit                                   | (6,565)               | 2,989                 | (319.6)    |
| Income tax expense on retirement benefit                              | 3,917                 | (516)                 | 859.1      |
|   | (2,648)               | 2,473                 | (207.1)    |
| Other comprehensive loss for the period                               | (2,058)               | (6,842)               | 69.9       |
| Total comprehensive income/(loss) for the period                      | (42,189)              | (7,204)               | (485.6)    |
| Attributable to:  |                       |                       |            |
| Owners of the Company   | (39,709)              | (4,068)               | (876.1)    |
| Non-controlling interests   | (2,480)               | (3,136)               | 20.9       |
| Total comprehensive income /(loss)for the period                      | (42,189)              | (7,204)               | (485.6)    |

nm – not meaningful

Please refer to page 3 for the Notes

# DEL MONTE PACIFIC LIMITED UNAUDITED STATEMENT OF FINANCIAL POSITION

|  |                   | Group       |           |             | Company     |           |
|--|-------------------|-------------|-----------|-------------|-------------|-----------|
| Amounts in US\$'000                          | 31 July           | 31 July     | 30 April  | 31 July     | 31 July     | 30 April  |
| Amounts in 03¢ 000                           | 2019              | 2018        | 2019      | 2019        | 2018        | 2019      |
|  | (Unaudited)       | (Unaudited) | (Audited) | (Unaudited) | (Unaudited) | (Audited) |
| Non-Current Assets                           |                   |             |           |             |             |           |
| Property, plant and equipment - net          | 573,003           | 597,855     | 582,033   | -           | -           | -         |
| Right-of-use assets                          | 256,233           | -           | -         | -           | -           | -         |
| Investment in subsidiaries                   | ,<br>-            | -           | _         | 630,182     | 705,799     | 830,855   |
| Investment in joint ventures                 | 23,829            | 25,112      | 24,212    | 635         | 1,407       | 766       |
| Intangible assets and goodwill               | 706,335           | 712,985     | 707,997   | -           | -           | -         |
| Other noncurrent assets                      | 29,391            | 41,761      | 39,096    | -           | -           | -         |
| Deferred tax assets - net                    | 113,937           | 85,222      | 106,321   | 33          | 6           | 27        |
| Pension assets                               | 8,042             | 10,682      | 8,240     | -           | -           | -         |
| Biological assets                            | 1,795             | 1,582       | 1,682     | -           | -           | -         |
| Amount due from related company              | ,<br>-            | •           | ·<br>-    | 208,312     | 177,140     | 202,471   |
| ,  | 1,712,565         | 1,475,199   | 1,469,581 | 839,162     | 884,352     | 1,034,119 |
| Current Assets                               | 700 540           | 705 000     | 004.000   |             |             |           |
| Inventories                                  | 782,549<br>53,466 | 795,228     | 664,922   | -           | -           | -         |
| Biological assets                            | •                 | 43,424      | 52,320    | 400.050     | -           | -         |
| Trade and other receivables                  | 140,548           | 168,124     | 149,054   | 100,656     | 168,250     | 3,187     |
| Prepaid expenses and other current assets    | 56,829            | 36,074      | 36,716    | 187         | 146         | 192       |
| Cash and cash equivalents                    | 27,198            | 33,296      | 21,636    | 1,231       | 906         | 886       |
| Noncurrent accete hold for cale              | 1,060,590         | 1,076,146   | 924,648   | 102,074     | 169,302     | 4,265     |
| Noncurrent assets held for sale              | 4,750             | 3,958       | 4,465     | 102,074     | 169,302     | 4 265     |
| Total Acceta                                 | 1,065,340         | 1,080,104   | 929,113   |             |             | 4,265     |
| Total Assets                                 | 2,777,905         | 2,555,303   | 2,398,694 | 941,236     | 1,053,654   | 1,038,384 |
| Equity attributable to equity holders of the |                   |             |           |             |             |           |
| Company                                      |                   |             |           |             |             |           |
| Share capital                                | 49,449            | 49,449      | 49,449    | 49,449      | 49,449      | 49,449    |
| Share premium                                | 478,339           | 478,339     | 478,339   | 478,478     | 478,478     | 478,478   |
| Retained earnings                            | 63,457            | 98,527      | 96,074    | 63,457      | 98,527      | 96,074    |
| Reserves                                     | (67,275)          | (71,084)    | (65,827)  | (67,275)    | (72,128)    | (65,827)  |
| Equity attributable to owners of the Company | 523,970           | 555,231     | 558,035   | 524,109     | 554,326     | 558,174   |
| Non-controlling interest                     | 40,626            | 46,117      | 43,106    | _           | -           | -         |
| Total Equity                                 | 564,596           | 601,348     | 601,141   | 524,109     | 554,326     | 558,174   |
| Non-Current Liabilities                      |                   |             |           |             |             |           |
| Loans and borrowings                         | 987,459           | 887,169     | 985,915   | 241,060     | 129,639     | 241,015   |
| Lease liabilities                            | 188,483           | -           | -         | -           | -           | -         |
| Other noncurrent liabilities                 | 22,442            | 33,262      | 30,015    | -           | -           | 148       |
| Employee benefits                            | 70,359            | 71,741      | 63,781    | 167         | -           | -         |
| Environmental remediation liabilities        | 705               | 152         | 697       | -           | -           | -         |
| Deferred tax liabilities - net               | 8,463             | 8,539       | 6,404     |             | -           | -         |
|  | 1,277,911         | 1,000,863   | 1,086,812 | 241,227     | 129,639     | 241,163   |
| Current Liabilities                          |                   |             |           |             |             |           |
| Trade and other current liabilities          | 267,626           | 267,215     | 188,669   | 40,830      | 141,319     | 103,977   |
| Loans and borrowings                         | 598,444           | 644,212     | 492,740   | 135,070     | 228,368     | 135,070   |
| Lease liabilities                            | 35,811            | -           | -         | -           | -           | -         |
| Current tax liabilities                      | 5,852             | 2,729       | 1,692     | -           | -           | -         |
| Employee benefits                            | 27,665            | 38,936      | 27,640    |             | 2           | -         |
|  | 935,398           | 953,092     | 710,741   | 175,900     | 369,689     | 239,047   |
| Total Liabilities                            | 2,213,309         | 1,953,955   | 1,797,553 | 417,127     | 499,328     | 480,210   |
| Total Equity and Liabilities                 | 2,777,905         | 2,555,303   | 2,398,694 | 941,236     | 1,053,654   | 1,038,384 |
| NAV per ordinary share (US cents)            | 27.50             | 29.39       | 29.38     | 25.42       | 26.97       | 27.17     |
| NTAV per ordinary share (US cents)           | (8.83)            | (7.29)      | (7.04)    | 25.42       | 26.97       | 27.17     |
| paramany andre (ac conta)                    |                   |             |           |             |             |           |

# DEL MONTE PACIFIC LIMITED UNAUDITED STATEMENTS OF CHANGES IN EQUITY

|   |                  |               |                     |                     | Remeasure-         |                    |       |                           |                      |          |                         |                 |
|---|------------------|---------------|---------------------|---------------------|--------------------|--------------------|-------|---------------------------|----------------------|----------|-------------------------|-----------------|
| Amounts in US\$'000                                       |                  |               |                     |                     | ment of            |                    | Share |                           |                      |          | Non-                    |                 |
|   | Share<br>capital | Share premium | Translation reserve | Revaluation reserve | retirement<br>plan | Hedging<br>Reserve | •     | Reserve for<br>own shares | Retained<br>earnings | Totals   | controlling<br>interest | Total<br>equity |
| Group   |                  |               |                     |                     |                    |                    |       |                           |                      |          |                         |                 |
| Fiscal Year 2020  |                  |               |                     |                     |                    |                    |       |                           |                      |          |                         |                 |
| At 1 May 2019   | 49,449           | 478,339       | (93,375)            | 10,885              | 17,648             | (2,452)            | 1,753 | (286)                     | 96,074               | 558,035  | 43,106                  | 601,141         |
| Change in accounting policy                               | -                | -             | -                   | -                   | -                  | -                  | -     | -                         | 15,756               | 15,756   | -                       | 15,756          |
| At 1 May 2019, as restated                                | 49,449           | 478,339       | (93,375)            | 10,885              | 17,648             | (2,452)            | 1,753 | (286)                     | 111,830              | 573,791  | 43,106                  | 616,897         |
| Total comprehensive income for the per                    | iod              |               |                     |                     |                    |                    |       |                           |                      |          |                         |                 |
| Loss for the year   | -                | -             | -                   | -                   | -                  | -                  | -     | -                         | (38,261)             | (38,261) | (1,870)                 | (40,131)        |
| Other comprehensive income                                |                  |               |                     |                     |                    |                    |       |                           |                      |          |                         |                 |
| Currency translation differences                          |                  |               |                     |                     |                    |                    |       |                           |                      |          |                         |                 |
| recognised directly in equity                             | -                | -             | 1,611               | -                   | -                  | -                  | -     | -                         | -                    | 1,611    | 2                       | 1,613           |
| Remeasurement of retirement plan, net of tax              | _                | _             | _                   | _                   | (2,144)            | _                  | _     | _                         | _                    | (2,144)  | (504)                   | (2,648)         |
| Effective portion of changes in fair value                |                  |               |                     |                     | (2,144)            |                    |       |                           |                      | (2,177)  | (504)                   | (2,040)         |
| of cash flow hedges, net of tax                           | -                | -             | -                   | -                   | -                  | (915)              | -     | -                         | -                    | (915)    | (108)                   | (1,023)         |
| Total other comprehensive income                          | -                | -             | 1,611               | -                   | (2,144)            | (915)              | -     | -                         | -                    | (1,448)  | (610)                   | (2,058)         |
| Total comprehensive (loss)/income for                     |                  |               |                     |                     |                    |                    |       |                           |                      |          | (2.422)                 |                 |
| the period  | -                | -             | 1,611               |                     | (2,144)            | (915)              | -     | -                         | (38,261)             | (39,709) | (2,480)                 | (42,189)        |
| Transactions with owners recorded dire                    | ctly in equity   |               |                     |                     |                    |                    |       |                           |                      |          |                         |                 |
| Contributions by and distributions to own                 | ners             |               |                     |                     |                    |                    |       |                           |                      |          |                         |                 |
| Value of employee services received for                   |                  |               |                     |                     |                    |                    |       |                           |                      |          |                         |                 |
| issue of share options                                    | -                | -             | -                   | -                   | -                  | -                  | -     | -                         | -                    | -        | -                       | -               |
| Share options exercised Issuance of new preference shares | -                | -             | -                   | -                   | -                  | -                  | -     | -                         | -                    | -        | -                       | -               |
| Transaction cost from issue of                            | -                | -             | -                   | -                   | -                  | -                  | -     | -                         | -                    | -        | -                       | -               |
| preference shares   | _                | -             | -                   | -                   | -                  | -                  | -     | _                         | -                    | -        | -                       | -               |
| Release of share awards                                   | _                | -             | -                   | -                   | -                  | _                  | -     |                           | -                    | -        | -                       | -               |
| Payment of Dividends                                      | -                | -             | -                   | -                   | -                  | -                  | -     | -                         | (10,112)             | (10,112) | -                       | (10,112)        |
| Total contributions by and                                |                  |               |                     |                     |                    |                    |       |                           |                      |          |                         |                 |
| distributions to owners                                   | -                | -             | -                   | -                   | -                  | -                  | -     | -                         | (10,112)             | (10,112) | -                       | (10,112)        |
| At 31 July 2019   | 49,449           | 478,339       | (91,764)            | 10,885              | 15,504             | (3,367)            | 1,753 | (286)                     | 63,457               | 523,970  | 40,626                  | 564,596         |

# DEL MONTE PACIFIC LIMITED UNAUDITED STATEMENTS OF CHANGES IN EQUITY (CONTINUED)

| Amounts in US\$'000  | Share<br>capital | Share<br>premium | Translation reserve |        | Remeasure-<br>ment of<br>retirement<br>plan | Hedging<br>Reserve | Share<br>Option Rores | eserve for<br>wn shares | Retained earnings | Totals   | Non-<br>controlling<br>interest | Total<br>equity |
|--|------------------|------------------|---------------------|--------|---|--------------------|-----------------------|-------------------------|-------------------|----------|---------------------------------|-----------------|
| Group  |                  |                  |                     |        |   |                    |                       |                         |                   |          |                                 |                 |
| Fiscal Year 2019   |                  |                  |                     |        |   |                    |                       |                         |                   |          |                                 |                 |
| At 1 May 2018  | 49,449           | 478,323          | (91,515)            | 10,885 | 18,225                                      | (2,764)            | 1,373                 | (286)                   | 95,505            | 559,195  | 49,065                          | 608,260         |
| Total comprehensive income for the period  | od               |                  |                     |        |   |                    |                       |                         |                   |          |                                 |                 |
| Loss for the year  | -                | -                | -                   | -      | -   | -                  | -                     | -                       | 3,022             | 3,022    | (3,384)                         | (362)           |
| Other comprehensive income   |                  |                  |                     |        |   |                    |                       |                         |                   |          |                                 |                 |
| Currency translation differences recognised directly in equity Remeasurement of retirement plan, net | -                | -                | (10,238)            | -      | -   | -                  | -                     | -                       | -                 | (10,238) | (20)                            | (10,258)        |
| of tax   | -                | -                | -                   | -      | 2,305                                       | -                  | _                     | -                       | -                 | 2,305    | 168                             | 2,473           |
| Effective portion of changes in fair value of cash flow hedges, net of tax                           | -                | -                | -                   | -      | -   | 843                | -                     | -                       | -                 | 843      | 100                             | 943             |
| Total other comprehensive income   | -                | -                | (10,238)            | -      | 2,305                                       | 843                | -                     | -                       | -                 | (7,090)  | 248                             | (6,842)         |
| Total comprehensive (loss)/income for the period   | -                | -                | (10,238)            | -      | 2,305                                       | 843                | -                     | -                       | 3,022             | (4,068)  | (3,136)                         | (7,204)         |
| Transactions with owners recorded direc  | tly in equity    |                  |                     |        |   |                    |                       |                         |                   |          |                                 |                 |
| Contributions by and distributions to owner  | ers              |                  |                     |        |   |                    |                       |                         |                   |          |                                 |                 |
| Value of employee services received for issue of share options                                       | -                | -                | -                   | -      | -   | -                  | 88                    | -                       | -                 | 88       | 188                             | 276             |
| Share options exercised  | -                | -                | -                   | -      | -   | -                  | -                     | -                       | -                 | -        | -                               | -               |
| Issuance of new preference shares  | -                | -                | -                   | -      | -   | -                  | -                     | -                       | -                 | -        | -                               | -               |
| Transaction cost from issue of preference shares   | -                | 16               | -                   | -      | -   | -                  | -                     | -                       | -                 | 16       | -                               | 16              |
| Release of share awards  | -                | -                | -                   | -      | -   | -                  | -                     | -                       | -                 | -        | -                               | -               |
| Payment of Dividends   | -                | -                | -                   | -      | -   | -                  | -                     | -                       | -                 | -        | -                               | -               |
| Total contributions by and distributions to owners   | -                | 16               | -                   | -      | -   | -                  | 88                    | _                       | _                 | 104      | 188                             | 292             |
| At 31 July 2018  | 49,449           | 478,339          | (101,753)           | 10,885 | 20,530                                      | (1,921)            | 1,461                 | (286)                   | 98,527            | 555,231  | 46,117                          | 601,348         |

# DEL MONTE PACIFIC LIMITED UNAUDITED STATEMENTS OF CHANGES IN EQUITY (CONTINUED)

| Amounts in US\$'000   | Share<br>capital | Share<br>premium | Translation reserve | Revaluation reserve | Remeasure-<br>ment of<br>retirement<br>plan | Hedging<br>Reserve | •     | Reserve for own shares | Retained earnings | Total<br>equity |
|---|------------------|------------------|---------------------|---------------------|---|--------------------|-------|------------------------|-------------------|-----------------|
| Company   |                  |                  |                     |                     |   |                    |       |                        |                   |                 |
| Fiscal Year 2020  |                  |                  |                     |                     |   |                    |       |                        |                   |                 |
| At 1 May 2019   | 49,449           | 478,478          | (93,375)            | 10,885              | 17,648                                      | (2,452)            | 1,753 | (286)                  | 96,074            | 558,174         |
| Change in accounting policy   | -                | -                | -                   | -                   | -   | -                  | -     | -                      | 15,756            | 15,756          |
| At 1 May 2019, as restated  | 49,449           | 478,478          | (93,375)            | 10,885              | 17,648                                      | (2,452)            | 1,753 | (286)                  | 111,830           | 573,930         |
| Total comprehensive income for the period   | od               |                  |                     |                     |   |                    |       |                        |                   |                 |
| Loss for the year   | -                | -                | -                   | -                   | -   | -                  | -     | _                      | (38,261)          | (38,261)        |
| Other comprehensive income  |                  |                  |                     |                     |   |                    |       |                        | , , ,             | , ,             |
| Currency translation differences recognised directly in equity                          | -                | -                | 1,611               | -                   | -   | -                  | -     | -                      | -                 | 1,611           |
| Remeasurement of retirement plan, net of tax Effective portion of changes in fair value | -                | -                | -                   | -                   | (2,144)                                     | -                  | -     | -                      | -                 | (2,144)         |
| of cash flow hedges, net of tax   | -                | -                | -                   | -                   | -   | (915)              | -     | -                      | -                 | (915)           |
| Total other comprehensive income  | -                | -                | 1,611               | -                   | (2,144)                                     | (915)              | -     | -                      | -                 | (1,448)         |
| Total comprehensive (loss)/income for the period  | -                | -                | 1,611               | -                   | (2,144)                                     | (915)              | -     | -                      | (38,261)          | (39,709)        |
| Transactions with owners recorded direct  | tly in equity    |                  |                     |                     |   |                    |       |                        |                   |                 |
| Contributions by and distributions to owner   | ers              |                  |                     |                     |   |                    |       |                        |                   |                 |
| Value of employee services received for issue of share options                          | -                | -                | -                   | -                   | -   | -                  | -     | -                      | -                 | -               |
| Share options exercised   | -                | -                | -                   | -                   | -   | -                  | -     | -                      | -                 | -               |
| Issuance of new preference shares   | -                | -                | -                   | -                   | -   | -                  | -     | -                      | -                 | -               |
| Transaction cost from issue of preference shares  | -                | -                | -                   | -                   | -   | -                  | -     | -                      | -                 | -               |
| Release of share awards   | -                | -                | -                   | -                   | -   | -                  | -     | -                      | -                 | -               |
| Payment of Dividends  | -                | -                | -                   |                     |   | -                  | _     | -                      | (10,112)          | (10,112)        |
| Total contributions by and distributions to owners                                      | -                | -                | -                   | -                   | -   | -                  | -     | -                      | (10,112)          | (10,112)        |
| At 31 July 2019   | 49,449           | 478,478          | (91,764)            | 10,885              | 15,504                                      | (3,367)            | 1,753 | (286)                  | 63,457            | 524,109         |

# DEL MONTE PACIFIC LIMITED UNAUDITED STATEMENTS OF CHANGES IN EQUITY (CONTINUED)

| Amounts in US\$'000  | Share<br>capital | Share<br>premium | Translation reserve | Revaluation reserve | Remeasure-<br>ment of<br>retirement<br>plan | Hedging<br>Reserve | •     | Reserve for own shares | Retained<br>earnings | Total<br>equity |
|--|------------------|------------------|---------------------|---------------------|---|--------------------|-------|------------------------|----------------------|-----------------|
| Company  |                  |                  |                     |                     |   |                    |       |                        |                      |                 |
| Fiscal Year 2019   |                  |                  |                     |                     |   |                    |       |                        |                      |                 |
| At 1 May 2018  | 49,449           | 478,462          | (91,515)            | 10,885              | 18,225                                      | (2,764)            | 1,373 | (286)                  | 95,505               | 559,334         |
| Total comprehensive income for the period                                  |                  |                  |                     |                     |   |                    |       |                        |                      |                 |
| Loss for the year  | -                | -                | -                   | -                   | -   | -                  | -     | -                      | 3,022                | 3,022           |
| Other comprehensive income   |                  |                  |                     |                     |   |                    |       |                        |                      |                 |
| Currency translation differences   |                  |                  |                     |                     |   |                    |       |                        |                      |                 |
| recognised directly in equity  | -                | -                | (10,346)            | -                   | -   | -                  | -     | -                      | -                    | (10,346)        |
| Remeasurement of retirement plan, net                                      |                  |                  |                     |                     | 4 200                                       |                    |       |                        |                      | 4 200           |
| of tax   | -                | -                | -                   | -                   | 1,369                                       | -                  | -     | -                      | -                    | 1,369           |
| Effective portion of changes in fair value of cash flow hedges, net of tax | _                | _                | _                   | _                   | _   | 843                | _     | _                      | _                    | 843             |
| Total other comprehensive income   | _                | _                | (10,346)            | _                   | 1,369                                       | 843                | _     | _                      | _                    | (8,134)         |
| Total comprehensive (loss)/income for                                      |                  |                  | ( , )               |                     | -,,,,,                                      |                    |       |                        |                      | (-,:-:)         |
| the period   | -                | -                | (10,346)            | -                   | 1,369                                       | 843                | -     | -                      | 3,022                | (5,112)         |
| Transactions with owners recorded directly                                 | y in equity      |                  |                     |                     |   |                    |       |                        |                      |                 |
| Contributions by and distributions to owner                                | s                |                  |                     |                     |   |                    |       |                        |                      |                 |
| Value of employee services received for                                    |                  |                  |                     |                     |   |                    |       |                        |                      |                 |
| issue of share options   | -                | -                | -                   | -                   | -   | -                  | 88    | -                      | -                    | 88              |
| Share options exercised  | -                | -                | -                   | -                   | -   | -                  | -     | -                      | -                    | -               |
| Issuance of new preference shares  | -                | -                | -                   | -                   | -   | -                  | -     | -                      | -                    | -               |
| Transaction cost from issue of   |                  |                  |                     |                     |   |                    |       |                        |                      |                 |
| preference shares  | -                | 16               | -                   | -                   | -   | -                  | -     | -                      | -                    | 16              |
| Release of share awards  | -                | -                | -                   | -                   | -   | -                  | -     | -                      | -                    | -               |
| Payment of Dividends   | -                | -                | -                   | -                   | -   | -                  | -     | -                      | -                    | -               |
| Total contributions by and distributions to owners                         | -                | 16               | -                   | -                   | -   | _                  | 88    | -                      | -                    | 104             |
| At 31 July 2018  | 49,449           | 478,478          | (101,861)           | 10,885              | 19,594                                      | (1,921)            | 1,461 | (286)                  | 98,527               | 554,326         |

# DEL MONTE PACIFIC LIMITED UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS

| Amounts in US\$'000  | For the three m |             |
|--|-----------------|-------------|
|  | FY2020          | FY2019      |
|  | (Unaudited)     | (Unaudited) |
| Cash flows from operating activities                         | ,               | ,           |
| Profit (loss) for the period                                 | (40,131)        | (362)       |
| Adjustments for:   | , , ,           | ,           |
| Depreciation of property, plant and equipment                | 33,419          | 30,158      |
| Amortisation of intangible assets                            | 1,663           | 1,666       |
| Impairment loss on property, plant and equipment             | (16)            | (25)        |
| Gain/(loss) on disposal of property, plant and equipment     | 1,588           | 1,886       |
| Equity-settled share-based payment transactions              | ·<br>-          | 276         |
| Share in net loss of joint venture                           | 383             | 83          |
| Finance income   | (3,937)         | (17,910)    |
| Finance expense  | 25,235          | 23,063      |
| Tax expense - current  | 43,313          | (4,532)     |
| Tax credit - deferred  | (4,596)         | 1,681       |
| Net loss (gain) on derivative financial instrument           | 421             | (9,261)     |
| Operating profit before working capital changes              | 57,342          | 26,723      |
| Changes in:  | •               | ·           |
| Other assets   | (14,370)        | (3,513)     |
| Inventories  | (113,458)       | (33,469)    |
| Biological assets  | 50              | (2,586)     |
| Trade and other receivables                                  | 28,244          | (910)       |
| Prepaid and other current assets                             | (18,680)        | (4,946)     |
| Trade and other payables                                     | 58,021          | (19,040)    |
| Employee Benefit   | 3,819           | 3,636       |
| Operating cash flow  | 968             | (34,105)    |
| Income taxes paid  | (39,771)        | -           |
| Net cash flows from operating activities                     | (38,803)        | (34,105)    |
| Cash flows from investing activities                         | •               |             |
| Interest received  | 153             | 138         |
| Proceeds from disposal of property, plant and equipment      | 301             | 2,337       |
| Purchase of property, plant and equipment                    | (24,321)        | (28,337)    |
| Net cash flows used in investing activities                  | (23,867)        | (25,862)    |
| Cash flows from financing activities                         |                 |             |
| Interest paid  | (21,268)        | (21,788)    |
| Proceeds of borrowings                                       | 118,242         | 282,411     |
| Repayment of borrowings                                      | (18,898)        | (201,011)   |
| Dividends paid   | (10,112)        | -           |
| Transactions costs related to issuance of preference shares  | -               | 16          |
| Net cash flows from financing activities                     | 67,964          | 59,628      |
| Net decrease in cash and cash equivalents                    | 5,294           | (339)       |
| Cash and cash equivalents at 1 May                           | 21,636          | 24,249      |
| Effect of exchange rate fluctuations on cash held in foreign |                 |             |
| currency   | 268             | 9,386       |
| Cash and cash equivalents at 30 April                        | 27,198          | 33,296      |
| r r  |                 |             |

## **IMPACT OF CHANGE IN ACCOUNTING POLICY**

The Group has applied IFRS 16 using the modified retrospective approach, under which the cumulative effect of initial application is recognized in retained earnings as at 1 May 2019 (see Statement of Changes in Stockholder's Equity). Accordingly, the comparative information presented for fiscal year 2019 has not been restated. In relation to those leases under IFRS 16, the Group recognized depreciation and interest costs, instead of operating lease expense.

As a lessee, the Group previously classified leases as operating or finance leases based on its assessment of whether the lease transferred substantially all of the risk and rewards of ownership. Under IFRS 16, the Group recognizes right-of-use assets and lease liabilities for most leases, except for some short-term and low-value assets.

At transition, for leases classified as operating leases under IAS 17, lease liabilities were measured at the present value of the remaining lease payments, discounted at the Group's incremental borrowing rate as at 1 May 2019. Right-of-use assets are measured at either:

- their carrying amount as if IFRS 16 had been applied since the commencement date, discounted using the lessee's incremental borrowing rate at the date of initial application (the Group applied this approach for leases under DMPI); or
- an amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments (the Group applied this approach for leases under DMFI).

For leases classified as finance leases under IAS 17, the carrying amount of the right-of-use asset and the lease liability at 1 May 2019 were determined at the carrying amount of lease asset and lease liability under IAS 17 immediately before that date. The Group has no finance leases under IAS 17.

Right-of-use assets and lease liabilities are presented separately in the consolidated statement of financial position.

The impact of adoption of IFRS 16 as at 1 May 2019 is as follows:

#### **Consolidated Statement of Financial Position**

| Amounts in US\$'000                         | 1 May 2019 |
|---|------------|
| ASSETS                                      |            |
| Prepaid expenses and other current assets 1 | (1,829)    |
| Right-of-use assets-net                     | 266,554    |
| Deferred tax assets                         | (303)      |
| Other noncurrent assets <sup>1</sup>        | (23,896)   |
|   | 240,526    |
| LIABILITIES AND EQUITY                      |            |
| Lease liability - current portion           | 30,173     |
| Lease liability - noncurrent portion        | 200,817    |
| Other noncurrent liabilities <sup>1</sup>   | (6,220)    |
| Total Liabilities                           | 224,770    |
| Retained earnings                           | 15,756     |
| Total Equity                                | 15,756     |
|   | 240,526    |

The associated right-of-use assets for property leases were measured on a retrospective basis as if the new rules had always been applied (DMPI). Other right-of use assets were measured at the amount equal to the lease liability (DMFI). The

right-of-use assets were adjusted by the amount of any prepaid rent expense (previously classified under "Prepaid expenses and other current assets"), deferred rent (previously classified under "Other noncurrent assets"), and accrued rent expense (previously classified under "Other noncurrent liabilities") relating to the lease recognised in the balance sheet as at 30 April 2019 resulting to the respective reduction amounting to US\$ 1.8 million, US\$ 23.9 million, and US\$ 6.2 million, respectively, as at 1 May 2019.

## **ONE-OFF EXPENSES/(INCOME)**

|   | For the three months ended 31 July |                       |         |
|---|------------------------------------|-----------------------|---------|
|   | FY2020<br>(Unaudited)              | FY2019<br>(Unaudited) | %       |
| DMFI one-off expenses:  |                                    |                       |         |
| Closure of Sager Creek Arkansas plant                             | -                                  | 7.4                   | nm      |
| Partial disposal of Crystal City, Texas assets                    | 1.7                                | -                     | nm      |
| Closure of Plymouth plant   | -                                  | 0.9                   | nm      |
| Severance   | 0.4                                | 0.2                   | (100.0) |
| Total (pre-tax basis)   | 2.1                                | 8.5                   | 75.3    |
| Taximpact   | (0.5)                              | (2.0)                 | (75.0)  |
| Non-controlling interest  | (0.2)                              | (0.7)                 | (71.4)  |
| Total DMFI one-off expenses (post tax, post NCI basis)            | 1.4                                | 5.8                   | 75.9    |
| Second Lien Loan Purchase:  |                                    |                       |         |
| Gain due to the purchase of DMFI's second lien loan at a discount | 0.1                                | (15.9)                | (100.6) |
| Tax impact for the other one-off items                            | -                                  | 3.3                   | nm      |
| Total one-off gain on second lien loan purchase (post tax basis)  | 0.1                                | (12.6)                | (100.8) |
| Intercompany Dividends Tax:                                       |                                    |                       |         |
| Final tax paid on intercompany dividends                          | 39.6                               | -                     | nm      |
| Deferred tax on undistributed share in profits                    | 1.3                                | -                     | nm      |
| Total one-off final taxes on intercompany dividends               | 40.9                               | -                     | nm      |
| Total (post-tax and post non-controlling interest)                | 42.4                               | (6.8)                 | nm      |