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### Total Amount of Borrowings

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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 January 31, 2020
2. Commission identification number. N/A
3. BIR Tax Identification No. N/A
4. Exact name of issuer as specified in its charter Del Monte Pacific Limited
5. British Virgin Islands  
Province, country or other jurisdiction of incorporation or organization
6. Industry Classification Code:  (SEC Use Only)
7. c/o Philippine Resident Agent,  
Craigmuir Chambers, PO Box 71 Road Town,  
Tortola, British Virgin Islands Postal Code
8. +65 6324 6822  
Issuer's telephone number, including area code
9. N/A  
Former name, former address and former fiscal year, if changed since last report
10. Securities registered pursuant to Sections 8 and 12 of the Code, or Sections 4 and 8 of the RSA



Title of each Class	Number of shares of common stock outstanding and amount of debt outstanding
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Common Shares	1,943,960,024
Preference Shares	30,000,000

11. Are any or all of the securities listed on a Stock Exchange?

Yes [ / ] No [ ]

If yes, state the name of such Stock Exchange and the class/es of securities listed therein:

Singapore Exchange Securities Trading Limited - Ordinary Shares  
Philippine Stock Exchange - 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 subject to such filing requirements for the past ninety (90) days.

Yes ☐ No ☐

## **PART I--FINANCIAL INFORMATION**

### **Item 1. Financial Statements.**

Please refer to the Financial Statements (FS) section of this report, FS to FS 45

### **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**

Signature and Title

A handwritten signature in blue ink, appearing to read 'PS CD', with a large loop at the end.

Parag Sachdeva  
Chief Financial Officer and Duly Authorized Officer

Date

March 3, 2020

**Del Monte Pacific Limited and its Subsidiaries**

Unaudited Interim Condensed Consolidated  
Financial Statements  
As of 31 January 2020  
and for the Periods Ended 31 January 2020 and 2019  
(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 31 January 2020 US\$'000 (Unaudited)	As at 30 April 2019 US\$'000 (Audited)
<b>Noncurrent assets</b>			
Property, plant and equipment – net	6	486,201	582,033
Right-of-use assets	24	201,902	–
Investments in joint ventures	8	23,983	24,212
Intangible assets and goodwill	7	703,010	707,997
Deferred tax assets – net		141,687	106,321
Biological assets	10	1,966	1,682
Pension assets		7,662	8,240
Other noncurrent assets	9	40,330	39,096
		<b>1,606,741</b>	<b>1,469,581</b>
<b>Current assets</b>			
Biological assets	10	62,056	52,320
Inventories	11	745,758	664,922
Trade and other receivables	12, 18	189,014	149,054
Prepaid expenses and other current assets	13	48,404	36,716
Cash and cash equivalents	14, 18	20,488	21,636
		<b>1,065,720</b>	<b>924,648</b>
Noncurrent assets held for sale		<b>23,187</b>	<b>4,465</b>
		<b>1,088,907</b>	<b>929,113</b>
<b>Total assets</b>		<b>2,695,648</b>	<b>2,398,694</b>
<b>Equity</b>			
Share capital	22	49,449	49,449
Share premium		478,339	478,339
Retained earnings		6,392	96,074
Reserves		(83,598)	(65,827)
Equity attributable to owners of the Company		<b>450,582</b>	<b>558,035</b>
Non-controlling interests		<b>30,865</b>	<b>43,106</b>
<b>Total equity</b>		<b>481,447</b>	<b>601,141</b>
<b>Noncurrent liabilities</b>			
Loans and borrowings	15, 18	813,194	985,915
Lease liabilities	24	169,829	–
Employee benefits		87,521	63,781
Environmental remediation liabilities		14,627	697
Deferred tax liabilities – net		8,005	6,404
Other noncurrent liabilities	16	20,200	30,015
		<b>1,113,376</b>	<b>1,086,812</b>
<b>Current liabilities</b>			
Loans and borrowings	15, 18	810,375	492,740
Lease liabilities	24	29,440	–
Employee benefits		29,351	27,640
Trade and other current liabilities	17, 18	227,992	188,669
Current tax liabilities		3,667	1,692
		<b>1,100,825</b>	<b>710,741</b>
<b>Total liabilities</b>		<b>2,214,201</b>	<b>1,797,553</b>
<b>Total equity and liabilities</b>		<b>2,695,648</b>	<b>2,398,694</b>

## Unaudited Interim Consolidated Statements of Income

	Note	Nine months ended 31 January	
		2020 US\$'000	2019 US\$'000
Revenue		<b>1,489,949</b>	1,522,230
Cost of sales		<b>(1,151,222)</b>	(1,208,869)
<b>Gross profit</b>		<b>338,727</b>	313,361
Distribution and selling expenses		<b>(158,079)</b>	(158,741)
General and administrative expenses	21	<b>(88,557)</b>	(100,259)
Other income (expense) – net		<b>(71,190)</b>	1,873
<b>Results from operating activities</b>		<b>20,901</b>	56,234
Finance income		<b>6,214</b>	19,128
Finance expense		<b>(78,638)</b>	(73,198)
Net finance expense		<b>(72,424)</b>	(54,070)
Share in net loss of joint ventures	4	<b>(1,759)</b>	(429)
<b>Profit (loss) before taxation</b>		<b>(53,282)</b>	1,735
Tax expense – current		<b>(51,079)</b>	(8,181)
Tax benefit – deferred		<b>25,661</b>	14,245
		<b>(25,418)</b>	6,064
<b>Profit (loss) for the period</b>		<b>(78,700)</b>	7,799
<b>Profit (loss) attributable to:</b>			
Non-controlling interest		<b>(9,750)</b>	(6,222)
Owners of the Company		<b>(68,950)</b>	14,021
<b>Earnings / (loss) per share</b>			
Basic loss per share (U.S. cents)	23	<b>(4.31)</b>	(0.04)
Diluted loss per share (U.S. cents)	23	<b>(4.31)</b>	(0.04)

**Unaudited Interim Consolidated Statements of Comprehensive Income**

	<b>Nine months ended</b>	
	<b>31 January</b>	
	<b>2020</b>	<b>2019</b>
	<b>US\$'000</b>	<b>US\$'000</b>
<b>Profit (loss) for the period</b>	<b>(78,700)</b>	<b>7,799</b>
<b>Other comprehensive income (loss)</b>		
<b>Items that will not be reclassified subsequently to profit or loss</b>		
Share in remeasurement of retirement plans	(28,357)	5,543
Tax impact on share in remeasurement of retirement plans	5,407	(1,289)
	<b>(22,950)</b>	<b>4,254</b>
<b>Items that may be reclassified subsequently to profit or loss</b>		
Share in currency translation differences	3,432	(2,343)
Share in effective portion of changes in fair value of cash flow hedges of a subsidiary	240	1,219
Tax impact on share in cash flow hedges	(984)	(299)
	<b>2,688</b>	<b>(1,423)</b>
<b>Other comprehensive income (loss) for the period, net of tax</b>	<b>(20,262)</b>	<b>2,831</b>
<b>Total comprehensive income (loss) for the period</b>	<b>(98,962)</b>	<b>10,630</b>
<b>Total comprehensive income (loss) attributable to:</b>		
Owners of the Company	(86,721)	16,287
Non-controlling interests	(12,241)	(5,657)
	<b>(98,962)</b>	<b>10,630</b>



**Unaudited Interim Consolidated Statements of Changes in Equity**  
**Year ended 31 January 2020 and 2019**

	<----- Attributable to owners of the Company ----->											
	Share capital US\$'000 (Note 22)	Share premium US\$'000 (Note 22)	Translation reserve US\$'000	Revalua- tion reserve US\$'000	Remeasure- ment of retirement plans US\$'000	Hedging reserve US\$'000	Share option reserve US\$'000	Reserve for own shares US\$'000	Retained earnings US\$'000	Total US\$'000	Non- controlling interests US\$'000	Total equity US\$'000
<b>Fiscal Year 2020</b>												
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 (Note 3)									(745)	(745)		(745)
At 1 May 2019, as restated	49,449	478,339	(93,375)	10,885	17,648	(2,452)	1,753	(286)	95,329	557,290	43,106	600,396
<b>Total comprehensive loss for the period</b>												
Loss for the period (Note 23)	—	—	—	—	—	—	—	—	(68,950)	(68,950)	(9,750)	(78,700)
<b>Other comprehensive income</b>												
Currency translation differences	—	—	3,414	—	—	—	—	—	—	3,414	18	3,432
Remeasurement of retirement plans	—	—	—	—	(20,520)	—	—	—	—	(20,520)	(2,430)	(22,950)
Effective portion of changes in fair value of cash flow hedges	—	—	—	—	—	(665)	—	—	—	(665)	(79)	(744)
<b>Total other comprehensive income (loss)</b>	—	—	3,414	—	(20,520)	(665)	—	—	—	(17,771)	(2,491)	(20,262)
<b>Total comprehensive income (loss) for the period</b>	—	—	3,414	—	(20,520)	(665)	—	—	(68,950)	(86,721)	(12,241)	(98,962)
<b>Transactions with owners of the Company recognised directly in equity</b>												
<b>Contributions by and distributions to owners of the Company</b>												
Value of employee services received for issue of share options	—	—	—	—	—	—	—	—	—	—	—	—
Payment of dividends	—	—	—	—	—	—	—	—	(19,987)	(19,987)	—	(19,987)
<b>Total contributions by and distributions to owners</b>	—	—	—	—	—	—	—	—	(19,987)	(19,987)	—	(19,987)
<b>At 31 January 2020</b>	49,449	478,339	(89,961)	10,885	(2,872)	(3,117)	1,753	(286)	6,392	450,582	30,865	481,447

*The accompanying notes form an integral part of these unaudited condensed consolidated  
interim financial statements.`*

**Unaudited Interim Consolidated Statements of Changes in Equity**  
**Year ended 31 January 2020 and 2019**

	<----- Attributable to owners of the Company ----->											
	Share capital US\$'000 (Note 22)	Share premium US\$'000 (Note 22)	Translation reserve US\$'000	Revaluation reserve US\$'000	Remeasure- ment of retirement plans US\$'000	Hedging reserve US\$'000	Share option reserve US\$'000	Reserve for own shares US\$'000	Retained earnings US\$'000	Total US\$'000	Non- controlling interests US\$'000	Total equity US\$'000
<b>Fiscal Year 2019</b>												
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
<b>Total comprehensive income for the period</b>												
Profit (loss) for the period (Note 23)	—	—	—	—	—	—	—	—	14,021	14,021	(6,222)	7,799
<b>Other comprehensive income</b>												
Currency translation differences	—	—	(2,364)	—	—	—	—	—	—	(2,364)	21	(2,343)
Remeasurement of retirement plans	—	—	—	—	3,807	—	—	—	—	3,807	447	4,254
Effective portion of changes in fair value of cash flow hedges	—	—	—	—	—	823	—	—	—	823	97	920
<b>Total other comprehensive income (loss)</b>	—	—	(2,364)	—	3,807	823	—	—	—	2,266	565	2,831
<b>Total comprehensive income (loss) for the period</b>	—	—	(2,364)	—	3,807	823	—	—	14,021	16,287	(5,657)	10,630
<b>Transactions with owners of the Company recognised directly in equity</b>												
<b>Contributions by and distributions to owners of the Company</b>												
Refund of transaction costs from issue of preference share in FY 2018	—	16	—	—	—	—	—	—	—	16	—	16
Value of employee services received for issue of share options	—	—	—	—	—	—	329	—	—	329	(120)	209
Dividends	—	—	—	—	—	—	—	—	(9,875)	(9,875)	—	(9,875)
<b>Total contributions by and distributions to owners</b>	—	16	—	—	—	—	329	—	(9,875)	(9,530)	(120)	(9,650)
<b>At 31 January 2019</b>	49,449	478,339	(93,879)	10,885	22,032	(1,941)	1,702	(286)	99,651	565,952	43,288	609,240

*The accompanying notes form an integral part of these unaudited condensed consolidated interim financial statements.*

## Unaudited Interim Consolidated Statements of Cash Flows

		Nine months ended 31 January	
	Note	2020 US\$'000	2019 US\$'000
<b>Cash flows from operating activities</b>			
Profit (loss) for the period		(78,700)	7,799
Adjustments for:			
Depreciation of property, plant and equipment	20	119,560	95,439
Amortisation of intangible assets	7, 20	4,987	4,991
Impairment loss on property, plant and equipment	6	40,762	1,425
Gain (loss) on disposal of property, plant and equipment		290	(2,507)
Equity-settled share-based payment transactions		—	209
Share in net loss of joint ventures	4	1,759	429
Net loss on derivative settlement		758	394
Finance income*		(6,214)	(19,128)
Finance expense*		78,638	73,198
Tax expense – current		51,079	8,181
Tax expense – deferred		(25,661)	(14,245)
		<b>187,258</b>	<b>156,185</b>
Changes in:			
Other noncurrent assets		(5,792)	395
Inventories		(88,211)	21,294
Biological assets		(8,700)	1,344
Trade and other receivables		(28,233)	(27,606)
Prepaid and other current assets		(8,404)	2,988
Trade and other payables		42,760	(114,010)
Employee benefits		12,505	11,819
<b>Operating cash flows</b>		<b>103,183</b>	<b>52,409</b>
Taxes paid		(45,928)	(2,666)
<b>Net cash flows generated from operating activities</b>		<b>57,255</b>	<b>49,743</b>
<b>Cash flows from investing activities</b>			
Purchase of property, plant and equipment	4	(85,348)	(94,071)
Proceeds from disposal of property, plant and equipment		10,614	9,304
Interest received		384	506
Additional investment in joint venture		(1,530)	—
<b>Net cash flows used in investing activities</b>		<b>(75,880)</b>	<b>(84,261)</b>

*(Continued on next page)*

\* Includes foreign exchange gains and losses

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

	Note	Nine months ended 31 January 2020 US\$'000	2019 US\$'000
<b>Cash flows from financing activities</b>			
Proceeds from borrowings		758,238	677,284
Repayment of borrowings		(623,452)	(531,942)
Interest paid		(74,181)	(65,315)
Payments of lease liability		(22,545)	—
Dividends paid		(19,987)	(9,875)
Refund of transactions costs related to issuance of preference shares		—	16
<b>Net cash flows provided by financing activities</b>		<b>18,073</b>	<b>70,168</b>
Net increase (decrease) in cash and cash equivalents		(552)	35,650
Cash and cash equivalents at beginning of period		21,636	24,246
Effect of exchange rate changes on balances held in foreign currency		(596)	5,276
<b>Cash and cash equivalents at end of period</b>	14	<b>20,488</b>	<b>65,172</b>

## **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 January 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 January 2020 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 January 2020 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 January 2020 and for the nine months ended 31 January 2020 and 2019 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 International Financial Reporting Standards (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 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.

Please refer to Note 24 for the discussion of the impact of change in accounting policy in accordance with IFRS 16.

- 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 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. 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 1 May 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 1 May 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 1 May 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 1 May 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 1 May 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		Asia Pacific		Europe		Total	
	Nine months ended 31 January		Nine months ended 31 January		Nine months ended 31 January		Nine months ended 31 January	
	2020	2019	2020	2019	2020	2019	2020	2019
	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000
<b>Revenue</b>								
Packaged fruit and vegetable	<b>845,387</b>	906,699	<b>95,023</b>	82,150	<b>15,882</b>	13,994	<b>956,292</b>	1,002,843
Beverage	<b>10,479</b>	11,815	<b>97,674</b>	90,253	<b>7,516</b>	7,810	<b>115,669</b>	109,878
Culinary	<b>173,600</b>	187,546	<b>104,573</b>	98,647	<b>41</b>	–	<b>278,214</b>	286,193
Others	<b>4,121</b>	2,945	<b>135,653</b>	120,371	<b>-</b>	–	<b>139,774</b>	123,316
<b>Total</b>	<b>1,033,587</b>	1,109,005	<b>432,923</b>	391,421	<b>23,439</b>	21,804	<b>1,489,949</b>	1,522,230
<b>Gross profit</b>								
Packaged fruit and vegetable	<b>171,510</b>	151,823	<b>26,561</b>	23,978	<b>511</b>	2,558	<b>198,582</b>	178,359
Beverage	<b>1,424</b>	537	<b>26,530</b>	20,438	<b>(798)</b>	(3,756)	<b>27,156</b>	17,219
Culinary	<b>27,782</b>	39,047	<b>38,366</b>	37,166	<b>12</b>	–	<b>66,160</b>	76,213
Others	<b>(296)</b>	749	<b>47,125</b>	40,821	<b>-</b>	–	<b>46,829</b>	41,570
<b>Total</b>	<b>200,420</b>	192,156	<b>138,582</b>	122,403	<b>(275)</b>	(1,198)	<b>338,727</b>	313,361

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	<b>Americas</b>		<b>Asia Pacific</b>		<b>Europe</b>		<b>Total</b>	
	<b>Nine months ended</b>		<b>Nine months ended</b>		<b>Nine months ended</b>		<b>Nine months ended</b>	
	<b>31 January</b>		<b>31 January</b>		<b>31 January</b>		<b>31 January</b>	
	<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>
	<b>US\$'000</b>	<b>US\$'000</b>	<b>US\$'000</b>	<b>US\$'000</b>	<b>US\$'000</b>	<b>US\$'000</b>	<b>US\$'000</b>	<b>US\$'000</b>
<b>Share in net loss of joint ventures</b>								
Packaged fruit and vegetable	–	–	(780)	52	–	–	(780)	52
Beverage	–	–	(100)	12	–	–	(100)	12
Culinary	–	–	(788)	100	–	–	(788)	100
Fresh fruit and others	–	–	(91)	(593)	–	–	(91)	(593)
<b>Total</b>	<b>–</b>	<b>–</b>	<b>(1,759)</b>	<b>(429)</b>	<b>–</b>	<b>–</b>	<b>(1,759)</b>	<b>(429)</b>
<b>Profit (loss) before taxation</b>								
Packaged fruit and vegetable	(20,184)	(42,502)	14,642	11,895	(778)	1,027	(6,320)	(29,580)
Beverage	(1,789)	(3,691)	10,331	1,373	(1,499)	(4,674)	7,043	(6,992)
Culinary	(11,693)	(4,945)	21,395	18,639	–	–	9,702	13,694
Others	(76,943)	(16)	13,236	24,629	–	–	(63,707)	24,613
<b>Total</b>	<b>(110,609)</b>	<b>(51,154)</b>	<b>59,604</b>	<b>56,536</b>	<b>(2,277)</b>	<b>(3,647)</b>	<b>(53,282)</b>	<b>1,735</b>
<b>Other information</b>								
Capital expenditure	9,540	13,677	75,808	80,394	–	–	85,348	94,071

**Major customer**

Revenues from a major customer of the Americas segment for the quarters ended 31 January 2020 and 2019 amounted to US\$363.3 million and US\$350.2 million, respectively representing 34.3% and 23.0% of the total Americas segment's net 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

	<----- At cost ----->				At appraised value	
	Buildings, land improvements and leasehold improvements US\$'000	Machineries and equipment US\$'000	Construction -in-progress US\$'000	Bearer Plants US\$'000	Freehold land US\$'000	Total US\$'000
<b>Group</b>						
<b>Cost/Valuation</b>						
At 1 May 2019	218,313	596,123	32,483	311,937	61,541	1,220,397
Additions	119	1,426	19,178	66,650	–	86,373
Disposals	(5,031)	(27,942)	–	–	(1,660)	(34,633)
Write off – closed fields	–	–	–	(17,800)	–	(17,800)
Reclassifications	(1,224)	(20,821)	(22,196)	–	(817)	(45,058)
Currency realignment	1,263	5,129	429	8,668	290	15,779
At 31 January 2020	213,440	553,915	29,894	369,455	59,354	1,226,058
At 1 May 2018	217,950	552,084	55,941	260,424	67,109	1,153,508
Additions	1,781	2,285	34,906	82,627	–	121,599
Disposals	(7,948)	(5,897)	–	–	(839)	(14,684)
Write off – closed fields	–	–	–	(29,234)	–	(29,234)
Reclassifications	6,848	48,978	(58,130)	–	(4,646)	(6,950)
Currency realignment	(318)	(1,327)	(234)	(1,880)	(83)	(3,842)
At 30 April 2019	218,313	596,123	32,483	311,937	61,541	1,220,397
<b>Accumulated depreciation and impairment losses</b>						
At 1 May 2019	77,408	343,540	–	213,119	4,297	638,364
Charge for the year	7,772	36,962	–	58,016	–	102,750
Impairment loss	15,674	20,849	–	–	4,239	40,762
Write off – closed fields	–	–	–	(17,800)	–	(17,800)
Disposals	(2,112)	(9,387)	–	–	–	(11,499)
Reclassification	(3,257)	(20,259)	–	5,935	–	(17,581)
Currency realignment	648	3,895	–	–	–	4,861
At 31 January 2020	96,133	375,600	–	259,588	8,536	739,857
At 1 May 2018	67,563	298,398	–	172,361	4,297	542,619
Charge for the year	10,647	50,036	–	71,369	–	132,052
Impairment loss	1,262	–	–	–	–	1,262
Write off – closed fields	–	–	–	(29,234)	–	(29,234)
Disposals	(935)	(4,036)	–	–	–	(4,971)
Reclassification	(1,068)	–	–	–	–	(1,068)
Currency realignment	(61)	(858)	–	(1,377)	–	(2,296)
At 30 April 2019	77,408	343,540	–	213,119	4,297	638,364
<b>Carrying amounts</b>						
At 31 January 2020	117,307	178,315	29,894	109,867	50,818	486,201
At 30 April 2019	140,905	252,583	32,483	98,818	57,244	582,033

During the period ended 31 January 2020, the Group acquired assets with cost of US\$86.4 million (year ended 30 April 2019: US\$121.6 million), which includes noncash acquisition. The cost of assets reclassified to noncurrent assets held for sale in 2020 amounted to US\$45.1 million with an accumulated depreciation of US\$23.5 million.

## 7. Intangible assets and goodwill

	<b>Goodwill</b> <b>US\$'000</b>	<b>Indefinite life</b> <b>trademarks</b> <b>US\$'000</b>	<b>Amortisable</b> <b>trademarks</b> <b>US\$'000</b>	<b>Customer</b> <b>relationship</b> <b>US\$'000</b>	<b>Total</b> <b>US\$'000</b>
<b>Cost</b>					
At 1 May 2019/ 31 January 2020	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
<b>Accumulated amortisation</b>					
At 1 May 2019	–	–	6,919	27,739	34,658
Amortisation	–	–	975	4,012	4,987
At 31 January 2020	–	–	7,894	31,751	39,645
At 1 May 2018	–	–	5,616	22,388	28,004
Amortisation	–	–	1,303	5,351	6,654
At 30 April 2019	–	–	6,919	27,739	34,658
<b>Carrying amounts</b>					
At 31 January 2020	<b>203,432</b>	<b>408,043</b>	<b>16,286</b>	<b>75,249</b>	<b>703,010</b>
At 30 April 2019	203,432	408,043	17,261	79,261	707,997

### *Goodwill*

Goodwill arising from the acquisition of Consumer Food Business 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, Del Monte Pacific Resources Limited (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, FieldFresh Foods Private Limited (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 January 2020	30 April 2019	31 January 2020	30 April 2019
	US\$'000	US\$'000		
America S&W trademark	812	963	4.1	4.8
America Contadina trademark	15,474	16,298	14.1	14.8
	<b>16,286</b>	<b>17,261</b>		

### **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.

	<b>31 January 2020</b>	<b>30 April 2019</b>
	<b>US\$'000</b>	<b>US\$'000</b>
Net carrying amount	<b>75,249</b>	79,261
Remaining amortisation period	<b>14.1</b>	14.8

Management has included the amortisable trademarks and 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**

Name of joint venture	Principal activities	Place of Incorporation and Business	Effective Equity Held by the Group	
			As at 31 Jan 2020 %	As at 30 Apr 2019 %
FieldFresh Foods Private Limited (FFPL)	Production and sale of fresh and processed fruits and vegetable food products	India	<b>47.56</b>	47.47
Nice Fruit Hong Kong Limited (NFHKL)	Production and sale of frozen fruits and vegetable food products	Hong Kong	<b>35.00</b>	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:

	<b>31 January 2020</b>	<b>30 April 2019</b>
	<b>US\$'000</b>	<b>US\$'000</b>
<b>Assets</b>		
Current assets	<b>27,794</b>	22,309
Noncurrent assets	<b>12,967</b>	13,475
Total assets	<b>40,761</b>	35,784
<b>Liabilities</b>		
Current liabilities	<b>(14,374)</b>	(13,910)
Noncurrent liabilities	<b>(21,832)</b>	(17,798)
Total liabilities	<b>(36,206)</b>	(31,708)
<b>Net assets</b>	<b>4,555</b>	4,076



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	<b>31 January 2020 US\$'000</b>	<b>31 January 2019 US\$'000</b>
<b>Results</b>		
Revenue	<b>61,545</b>	57,829
Profit/loss from continuing operations	<b>(2,392)</b>	340
Other comprehensive income	–	–
<b>Total comprehensive income (loss)</b>	<b>(2,392)</b>	340

	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
<b>Carrying amount of interest in FFPL at beginning of the period</b>	<b>23,446</b>	23,557
Capital injection during the period/year	<b>1,530</b>	–
Group's share of:		
- Loss from continuing operations	<b>(1,196)</b>	(111)
- other comprehensive income	–	–
total comprehensive income	<b>(1,196)</b>	(111)
<b>Carrying amount of interest at end of the period/year</b>	<b>23,780</b>	23,446

	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
<b>Carrying amount of interest in NFHKL at beginning of the period</b>	<b>766</b>	1,638
Group's share of:		
- loss from continuing operations	<b>(563)</b>	(872)
- other comprehensive income	–	–
total comprehensive income	<b>(563)</b>	(872)
<b>Carrying amount of interest at end of the period/year</b>	<b>203</b>	766

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

	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
<b>Group's interest in joint ventures</b>		
FFPL	<b>23,780</b>	23,446
NFHKL	<b>203</b>	766
<b>Carrying amount of investment in joint ventures</b>	<b>23,983</b>	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**

	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
Advances to growers and advance rentals and deposits	<b>17,400</b>	19,977
Land expansion (development costs of acquired leased areas)	<b>12,688</b>	8,230
Excess insurance	<b>5,328</b>	5,514
Down payments for capital expenditures	<b>2,137</b>	–
Note receivables	<b>1,324</b>	4,038
Prepayments	<b>389</b>	631
Others	<b>1,064</b>	706
	<b>40,330</b>	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).

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\$2.1 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

	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
<b>Livestock</b>		
At beginning of the period/year	1,682	1,629
Purchases of livestock	869	990
Sales of livestock	(633)	(927)
Currency realignment	48	(10)
At end of the period/year	<u>1,966</u>	<u>1,682</u>
	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
<b>Agricultural produce</b>		
At beginning of the period/year	26,421	23,473
Additions	9,576	11,755
Harvested	(7,130)	(8,674)
Currency realignment	642	(133)
At end of the period/year	<u>29,509</u>	<u>26,421</u>
Fair value gain on produce prior to harvest	<u>32,547</u>	<u>25,899</u>
At end of the period/year	<u><b>62,056</b></u>	<u><b>52,320</b></u>
	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
Current	62,056	52,320
Noncurrent	1,966	1,682
<b>Totals</b>	<u><b>64,022</b></u>	<u><b>54,002</b></u>

## 11. Inventories

	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
Finished goods		
- at cost	381,785	470,698
- at net realisable value	21,067	30,092
Semi-finished goods		
- at cost	233,717	981
- at net realisable value	8,562	15,623
Raw materials and packaging supplies		
- at net realisable value	<u>100,627</u>	<u>147,528</u>
	<u><b>745,758</b></u>	<u><b>664,922</b></u>

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

	Note	31 January 2020 US\$'000	30 April 2019 US\$'000
At beginning of the period/year		10,527	26,616
Allowance for the period/year	20	4,603	19,245
Release of NRV		(56)	(13,080)
Write-off against allowance		(3,908)	(22,775)
Currency realignment		1,685	521
At end of the period/year		<b>12,851</b>	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

	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
Trade receivables	152,650	132,934
Non trade receivables	45,958	25,893
Allowance for doubtful accounts – trade	(4,989)	(5,158)
Allowance for doubtful accounts – nontrade	(4,605)	(4,615)
Trade and other receivables	<u>189,014</u>	<u>149,054</u>

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

	<b>Gross Trade US\$'000</b>	<b>Non trade US\$'000</b>	<b>Impairment losses Trade US\$'000</b>	<b>Non trade US\$'000</b>
<b>At 31 January 2020</b>				
Not past due	101,571	30,835	(177)	14
Past due 0 - 60 days	28,535	6,790	–	–
Past due 61 - 90 days	4,088	511	–	–
Past due 91 - 120 days	1,912	833	–	–
More than 120 days	16,544	6,989	(4,812)	(4,591)
	<u>152,650</u>	<u>45,958</u>	<u>(4,989)</u>	<u>(4,605)</u>

  

	<b>Gross Trade US\$'000</b>	<b>Non trade US\$'000</b>	<b>Impairment losses Trade US\$'000</b>	<b>Non trade US\$'000</b>
<b>At 30 April 2019</b>				
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)
	<u>132,934</u>	<u>25,893</u>	<u>(5,158)</u>	<u>(4,615)</u>

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.

In fiscal year 2019, the Group adopted the new impairment loss model which is based on a provision matrix that tracks loss rates over a prior of three years and adjusted for forward-looking information.

### *Source of estimation uncertainty*

The Group maintains an allowance for impairment of accounts receivables at a level considered adequate to provide for potential uncollectible receivables based on the applicable expected credit losses (ECL) methodology. The level of this allowance is evaluated by the Group on the basis of factors that affect the collectability of the accounts. These factors include, but are not limited to, the length of the Group's relationship with debtors, their payment behaviour and known market factors. The Group reviews the age and status of receivables, and identifies accounts that are to be provided with allowance on a continuous basis. Additionally, allowance is also determined, through a provision matrix based on the Group's historical credit loss experience, adjusted for forward-looking factors specific to the debtors and economic

environment. The amount and timing of recorded expenses for any period would differ if the Group made difference judgement or utilised different estimates. An increase in the Group's allowance for impairment would increase the Group's recorded operating expenses and decrease the current assets.

### 13. Prepaid expenses and other current assets

	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
Prepaid expenses	35,794	30,046
Downpayment to contractors and suppliers	8,589	4,921
Derivative asset	–	64
Others	4,021	1,685
	<b>48,404</b>	<b>36,716</b>

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

### 14. Cash and cash equivalents

	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
Cash on hand	68	41
Cash in banks	18,122	17,231
Cash equivalents	2,298	4,364
Cash and cash equivalents	<b>20,488</b>	<b>21,636</b>

Certain cash in bank accounts earn interest at floating rates based on daily bank deposit rates ranging from 0.01% to 0.25% 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 1.19% to 4.44% (30 April 2019: 0.18% to 6.50%) per annum.

### 15. Loans and borrowings

	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
<b>Current liabilities</b>		
Unsecured bank loans	402,398	353,870
Secured bank loans	407,977	138,870
	<b>810,375</b>	<b>492,740</b>
<b>Non-current liabilities</b>		
Unsecured bank loans	132,241	111,241
Secured bank loans	680,953	874,674
	<b>813,194</b>	<b>985,915</b>
	<b>1,623,569</b>	<b>1,478,655</b>

### **Terms and debt repayment schedule**

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

	Currency	Nominal interest rate % p. a.	Year of maturity	31 January 2020		30 April 2019	
				Face value US\$'000	Carrying amount US\$'000	Face value US\$'000	Carrying amount US\$'000
<b>Group</b>							
Secured bank loans	PHP	4.50%	2020	58,991	58,991	57,584	57,584
Unsecured bank loans	PHP	4.40%-4.75%	2020	137,253	137,253	—	—
Unsecured bank loans	USD	2.00%-4.50%	2019-2021	111,241	111,241	465,111	465,111
Unsecured bank loans	USD	2.88%-3.75%	2020-2024	286,145	286,145	—	—
Secured bridging loan	USD	4.50%	2020	500	500	53,500	53,500
Secured bridging loan	USD	4.50%	2020	74,500	74,443	76,500	76,274
Secured bank loan under ABL Credit Agreement	USD	Tranche B – 5.09% - 7.25%	2019/2020	270,972	269,504	136,672	133,851
Secured First lien term loan	USD	Higher of Libor or 1% + 3.25% or total of 5.16%	2021	669,175	666,077	674,500	668,697
Secured Second lien term Loan	USD	Higher of Libor or 1% + 7.25% or total of 9.04%	2021	22,737	19,415	28,555	23,638
				<b>1,631,514</b>	<b>1,623,569</b>	<b>1,492,422</b>	<b>1,478,655</b>

The secured bridging loans of US\$0.5 million as at 31 January 2020 (31 April 2019: US\$53.5 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 22). In 2019, the Company settled an additional US\$53.5 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 DMPL of its shares in CARI; and 3) Pledge by CARI of its shares in DMPL.

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 DMPL surety ship. In 2019, the Company settled US\$53.5 million and US\$2.0 million in fiscal year 2019 and 2020, respectively, bringing the balance to US\$74.5 million.

In fiscal year 2020, the Company obtained a new loan from DBP amounting to US\$55 million to refinance the existing bridge loans.

## 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 January 2020 and 30 April 2019.

## Long Term Borrowings

Long-term Borrowings	Original Principal (In '000)	Outstanding Balance (In '000)	Interest Rate % p.a.	Year of Maturity	Payment Terms (e.g., annually, quarterly, etc.)	Interest paid 1 May 2019 to 31 January 2020 (In '000)
Senior secured variable rate first lien term loan	USD 710,000	USD 669,175	Higher of Libor or 1% + 3.25% or total of 5.16%	2021	0.25% quarterly principal payments from 30 April 2014 to 31 January 2021; Balance due in full at its maturity, 18 February 2021.	USD 29,435
Senior secured second lien variable rate term loan	USD 260,000	USD 22,737	Higher of Libor or 1% + 7.25% or total of 9.04%	2021	Due in full at its maturity, 18 August 2021.	USD 4,125
DBP Long-term Loan	USD 75,000	USD 75,000	LIBOR + 1.50%	2024	Quarterly interest payment and principal on maturity date.	USD 573
DBP Long-term Loan	USD 57,241	USD 57,241	LIBOR + 1.25%	2021	Quarterly interest payment and principal on maturity date	USD 1,632

The balance of unamortised debt issuance cost follows:

	Nine months ended 31 January 2020 US\$'000	Year ended 30 April 2019 US\$'000
Beginning of period/year	13,767	20,732
Additions	–	868
Amortisation	(5,822)	(7,833)
End of period/year	<u>7,945</u>	<u>13,767</u>



**16. Other noncurrent liabilities**

	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
Workers' compensation	18,748	19,304
Accrued vendors liabilities	302	802
Accrued lease liabilities	210	7,610
Derivative liabilities	64	1,759
Other payables	876	540
	<b>20,200</b>	<b>30,015</b>

**17. Trade and other current liabilities**

	<b>31 January 2020 US\$'000</b>	<b>30 April 2019 US\$'000</b>
Trade payables	122,896	113,202
Accrued operating expenses:		
Advertising	19,097	11,108
Freight and warehousing	10,708	7,121
Trade promotions	7,713	9,476
Taxes and insurance	6,536	6,246
Professional fees	6,494	6,292
Accrued interest	4,565	10,481
Salaries, bonuses and other employee benefits	2,686	2,579
Tinplate and consigned stocks	2,361	3,340
Miscellaneous	11,872	4,709
Deferred revenue	7,488	530
Derivative liabilities	5,310	2,201
Overdrafts	4,952	3,478
Accrued payroll expenses	4,017	3,617
Withheld from employees (taxes and social security cost)	2,731	2,259
Advances from customers	406	304
VAT payables	1,034	1,104
Other payables	3,931	622
	<b>227,992</b>	<b>188,669</b>

## 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	Financial assets at amortised cost US\$'000	Derivatives US\$'000	Other financial liabilities US\$'000	Total carrying amount US\$'000	Fair value US\$'000
<b>31 January 2020</b>						
Cash and cash equivalents	14	20,488	—	—	20,488	20,488
Trade and other receivables	12	189,014	—	—	189,014	189,014
Notes receivables	9	1,324	—	—	1,324	1,324
Refundable deposit		8,062	—	—	8,062	8,062
Derivative assets	13	—	—	—	—	—
		<u>218,888</u>	<u>—</u>	<u>—</u>	<u>218,888</u>	<u>218,888</u>
Loans and borrowings	15	—	—	1,623,569	1,623,569	1,615,429
Trade and other current liabilities*	17	—	—	211,930	211,930	211,930
Derivative liabilities	16, 17	—	5,374	—	5,374	5,374
		<u>—</u>	<u>5,374</u>	<u>1,835,499</u>	<u>1,840,873</u>	<u>1,832,733</u>

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

	Note	Financial assets at amortised cost US\$'000	Derivatives US\$'000	Other financial liabilities US\$'000	Total carrying amount US\$'000	Fair value US\$'000
<b>30 April 2019</b>						
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
		<u>176,589</u>	<u>64</u>	<u>—</u>	<u>176,653</u>	<u>176,653</u>
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
		<u>—</u>	<u>3,960</u>	<u>1,660,926</u>	<u>1,664,886</u>	<u>1,511,077</u>

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

## 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 January 2020			
	Note	Level 1	Level 2	Level 3	Totals
<b>Financial assets</b>					
Derivative assets	13	—	—	—	—
Notes receivable	9	—	1,324	—	1,324
<b>Non-financial assets</b>					
Fair value of agricultural produce harvested under inventories		—	—	4,270	4,270
Fair value of growing produce	10	—	—	62,056	62,056
Freehold land		—	—	50,818	50,818
Noncurrent assets held for sale		—	—	23,187	23,187
<b>Financial liabilities</b>					
Derivative liabilities	16, 17	—	5,374	—	5,374
Loans and borrowings	15	—	1,615,429	—	1,615,429

		30 April 2019			
	Note	Level 1	Level 2	Level 3	Totals
<b>Financial assets</b>					
Derivative assets	13	—	64	—	64
Notes receivable	9	—	4,038	—	4,038
<b>Non-financial assets</b>					
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
<b>Financial liabilities</b>					
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**

<b>Type</b>	<b>Valuation technique</b>
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**

<b>Type</b>	<b>Valuation technique</b>
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**

<b>Assets</b>	<b>Valuation technique</b>	<b>Significant unobservable inputs</b>
Freehold land	<p>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.</p> <p>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</p>	<p>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, and the time element involved.</p> <p>The market value per square meter ranges from US\$62.9 to US\$69.6.  The market value per acre ranges</p>

Assets	Valuation technique	Significant unobservable inputs
	involving comparison (Level 3).	from US\$2,300 to US\$80,582.
Livestock (cattle for slaughter and cut meat)	Sales Comparison Approach: the valuation model is based on selling price of livestock of similar age, weight, breed and genetic make-up (Level 3).	The unobservable inputs are age, 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	Nine months ended 31 January	
		2020	2019
		US\$'000	US\$'000
Provision for inventory obsolescence		4,603	11,161
Provision of allowance for doubtful receivables (trade)		17	65
Amortisation of intangible assets	7	4,987	4,991
Depreciation of property, plant and equipment		116,560	95,439

## 21. General and administrative expenses

This account consists of the following:

	<b>Nine months ended 31 January</b>	
	<b>2020</b>	<b>2019</b>
	<b>US\$'000</b>	<b>US\$'000</b>
Personnel costs	<b>32,652</b>	48,188
Professional and contracted services	<b>16,154</b>	19,364
Computer cost	<b>13,714</b>	11,115
Facilities expense	<b>13,034</b>	9,364
Postage and telephone	<b>2,464</b>	2,871
Employee-related expenses	<b>2,323</b>	1,433
Travelling and business meals	<b>2,146</b>	2,009
Machinery and equipment maintenance	<b>996</b>	564
Materials and supplies	<b>506</b>	367
Utilities	<b>487</b>	535
R&D projects	<b>390</b>	30
Auto operating and maintenance costs	<b>240</b>	436
Rental	<b>-</b>	1,661
Miscellaneous overhead	<b>3,451</b>	2,322
	<b>88,557</b>	100,259

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

		<b>31 January 2020</b>		<b>30 April 2019</b>	
		<b>No. of shares (‘000)</b>	<b>US\$'000</b>	<b>No. of shares (‘000)</b>	<b>US\$'000</b>
<b>Authorised:</b>					
Ordinary shares of	US\$0.01 each	<b>3,000,000</b>	<b>30,000</b>	3,000,000	30,000
Preference shares of	US\$1.00 each	<b>600,000</b>	<b>600,000</b>	600,000	600,000
		<b>3,600,000</b>	<b>630,000</b>	3,600,000	630,000
<b>Issued and fully paid:</b>					
Ordinary shares of	US\$0.01 each	<b>1,944,936</b>	<b>19,449</b>	1,944,936	19,449
Preference shares of	US\$1.00 each	<b>30,000</b>	<b>30,000</b>	30,000	30,000
		<b>1,974,936</b>	<b>49,449</b>	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.

In October 2019, the Company paid dividends to the holders of the Series A-1 Preference Shares at the fixed rate of 6.625% per annum, or equivalent to US\$0.33125 per Series A-1 Preference and Series A-2 Preference Shares at the fixed rate of 6.5% per annum, or equivalent to US\$0.20403 per series A-2 Preference Shares for the six-month period from April 2019 to October 2019. The cash dividends were paid on 8 October 2019.

The Group does not declare dividends based on first quarter, third quarter or nine months results. The last dividend declaration was in October 2019, for preferred shareholders, and paid on 8 October 2019.

### ***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.

	<b>Nine months ended 31 January</b>	
	<b>2020</b>	<b>2019</b>
Basic profit/loss per share is based on:		
Profit (loss) attributable to owners of the Company (US\$'000)	<b>(68,950)</b>	14,021
Cumulative preference share dividends (US\$'000)	<b>(14,813)</b>	(14,813)
	<b><u>(83,763)</u></b>	<b><u>(792)</u></b>
Basic weighted average number of ordinary shares ('000):		
Outstanding ordinary shares at 1 May	<b>1,943,960</b>	1,943,960
Effect of shares option held	—	—
Weighted average number of ordinary shares at end of period (basic)	<b><u>1,943,960</u></b>	<b><u>1,943,960</u></b>
Basic loss per share (in U.S. cents)	<b><u>(4.31)</u></b>	<b><u>(0.04)</u></b>

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.

	<b>Nine months ended 31 January</b>	
	<b>2020</b>	<b>2019</b>
Diluted profit per share is based on:		
Profit (loss) attributable to owners of the Company (US\$'000)	<b>(68,950)</b>	14,021
Cumulative preference share dividends (US\$'000)	<b>(14,813)</b>	(14,813)
	<b><u>(83,763)</u></b>	<b><u>(792)</u></b>
Diluted weighted average number of shares ('000):		
Weighted average number of ordinary shares (basic)	<b>1,943,960</b>	1,943,960
Effect of share options on issue	—	—
Weighted average number of ordinary issued and potential shares assuming full conversion	<b><u>1,943,960</u></b>	<b><u>1,943,960</u></b>
Diluted loss per share (in U.S. cents)	<b><u>(4.31)</u></b>	<b><u>(0.04)</u></b>



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. Leases

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 an amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments.

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 on consolidated statement of financial position as at 1 May 2019 is as follows

	<b>As at 1 May 2019 US\$'000</b>
<b>Assets</b>	
Prepaid expenses and other current assets <sup>1</sup>	(1,661)
Right-of-use assets-net	235,911
Deferred tax assets	2,486
Other noncurrent assets <sup>1</sup>	(23,941)
	<u>212,795</u>
<b>Liabilities and Equity</b>	
Lease liability - current portion	29,167
Lease liability - noncurrent portion	191,979
Other noncurrent liabilities <sup>1</sup>	(7,606)
	<u>213,540</u>
Retained earnings	(745)
	<u>212,795</u>

<sup>1</sup> 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\$ 1.7 million, US\$ 23.9 million, and US\$ 7.6 million, respectively, as at 1 May 2019.*

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

	<b>Nine months ended 31 January 2020 US\$'000</b>
Turnover	—
Cost of Sales	<b>(3,092)</b>
Gross Profit	<b>3,092</b>
Less: General and administration expense	<b>(683)</b>
Add: ROU Amortization	<b>19,175</b>
EBITDA	<b>22,950</b>
Less: ROU Amortization	<b>19,175</b>
Profit from operations	<b>3,775</b>
Finance expense	<b>6,553</b>
Profit/(loss) before taxation	<b>(2,778)</b>
Taxation	<b>(640)</b>
Profit/(loss) after taxation	<b>(2,138)</b>
Profit(loss) attributable to:	
Owners of the Company	<b>(1,816)</b>
Non-controlling interests	<b>(322)</b>
Profit/(loss) for the period	<b>2,138</b>

## **25. 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\$199.7 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\$760.5 million.

## 26. 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:

Category/ Transaction	Period	Amount of the transaction US\$'000	Outstanding balance – receivables/ (payables) US\$'000	Terms	Conditions
<b>Under Common Control</b>					
▪ Shared IT & JYCC Fit-out services	January 2020 April 2019	131 161	119 242	Due and demandable; non-interest bearing	Unsecured; no impairment
▪ Sale of Tomato Paste	January 2020 April 2019	– 31	– –	Due and demandable; non-interest bearing	Unsecured; no impairment
▪ Sale of apple juice conc/materials	January 2020 April 2019	5 –	– –	Due and demandable; non-interest bearing	Unsecured; no impairment
▪ Inventory count/ APC/FG damaged	January 2020 April 2019	2 –	– –	non-interest bearing	Unsecured; no impairment
▪ Purchases	January 2020 April 2019	78 115	– –	Due and demandable; non-interest bearing	Unsecured; no impairment
▪ Tollpack fees	January 2020 April 2019	145 556	– 90	Due and demandable; non-interest bearing	Unsecured no impairment
▪ Security Deposit	January 2020 April 2019	28 –	6,203 –	Due and demandable; non-interest bearing	Unsecured no impairment
<b>Other Related Party</b>					
▪ Management fees from DMPI Retirement fund	January 2020 April 2019	3 96	237 230	Due and demandable; non-interest bearing	Unsecured;
▪ Rental to DMPI Retirement	January 2020 April 2019	1,239 1,827	(319) (145)	Due and demandable; non-interest bearing	Unsecured
▪ Rental to NAI Retirement	January 2020 April 2019	438 536	(108) (50)	Due and demandable; non-interest bearing	Unsecured
▪ Security Deposit/Advances NAI	January 2020 April 2019	5,461 6,000	5,452 6,000	Short-term; non-interest bearing	Unsecured no impairment
	January 2020	7,530	11,584		
	April 2019	9,322	6,367		

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.

## **27. 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 cyclicity 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 January 2020. 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, 15 April 2019 and 27 November 2019, an additional US\$4.0 million, US\$95.1 million, US\$6.5 million and US\$5.8 million, respectively, of the Second Lien Term Loans were purchased. The pre-tax net gain from

the purchase of the loans in fiscal year 2020 amounting to US\$1.7 million (30 April 2019: US\$16.9 million), net of transaction costs amounting to US\$2.0 million in fiscal year 2019, none in 2020, 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 and US\$4.1 million in fiscal year 2020. As of 31 January 2020, such loans are subject to interest of 11.2%, subject to quarterly repricing, and will mature on 18 August 2021. The interest income earned by the Company on this loan amounted to US\$17.0 million in fiscal year 2020 (30 April 2019: US\$20.2 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-Jan-20	31-Jan-19	30-Apr-19	Benchmark
<b>Current Ratio</b>	<b>0.9892</b>	<b>1.2103</b>	<b>1.3072</b>	<b>Minimum of 1.20</b>

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

**B. Debt to Equity**

	31-Jan-20	31-Jan-19	30-Apr-19	Benchmark
<b>Debt to Equity</b>	<b>4.5991</b>	<b>3.2123</b>	<b>2.9902</b>	<b>Maximum of 2.50</b>

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-Jan-20	31-Jan-19	30-Apr-19	Benchmark
<b>Net Profit Margin attributable to owners of the company</b>	<b>-4.63%</b>	<b>0.92%</b>	<b>1.04%</b>	<b>Minimum of 3%</b>

Lower profit due to final taxes paid on intercompany dividends and one time losses incurred on plant closures of DMFI

**D. Return on Asset**

	31-Jan-20	31-Jan-19	30-Apr-19	Benchmark
<b>Return on Asset</b>	<b>-2.92%</b>	<b>0.30%</b>	<b>0.59%</b>	<b>Minimum of 1.21</b>

Lower profit due to final taxes paid on intercompany dividends and one time losses incurred on plant closures of DMFI

**E. Return on Equity**

	31-Jan-20	31-Jan-19	30-Apr-19	Benchmark
<b>Return on Equity</b>	<b>-16.35%</b>	<b>1.28%</b>	<b>2.37%</b>	<b>Minimum of 8%</b>

Lower profit due to final taxes paid on intercompany dividends and one-time losses incurred on plant closures of DMFI

### **Material Changes in Accounts**

**A. Cash and cash equivalents**

Decrease is due to purchase of property, plant and equipment.

**B. Inventories**

Increase is due to inventory build-up from seasonality of sales

**C. Prepaid expenses and other current assets**

Increase is mainly from additional down-payment to suppliers for purchases of raw materials

**D. Right-of-use assets**

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

**E. Trade and other current liabilities**

Increase is mainly due to higher purchases of raw materials

**F. 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 and US\$ 75.0 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 January 2020 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**

<b>Ratio</b>	<b>Formula</b>	<b>For the nine months ended</b>	
		<b>January 31, 2020</b>	<b>January 31, 2019</b>
(i) Liquidity Analysis Ratios:			
Current Ratio or Working Capital Ratio	Current Assets / Current Liabilities	1.0	1.2
Quick Ratio	(Current Assets - Inventory - Prepaid expense - Biological - Assets held for sale) / Current Liabilities	0.2	0.3
(ii) Solvency Ratio	Total Assets / Total Debt*	1.2	1.3
Financial Leverage Ratios:			
Debt Ratio	Total Debt*/Total Assets	0.8	0.8
Debt-to-Equity Ratio	Total Debt*/Total Stockholders' Equity	4.6	3.2
(iii) Asset to Equity Ratio	Total Assets / Total Stockholders' Equity	5.6	4.2
(iv) Interest Coverage	Earnings Before Interest and Taxes (EBIT)** / Interest Charges	0.3	0.8
(v) Profitability Ratios			
Gross Profit Margin	Sales - Cost of Goods Sold or Cost of Service / Sales	22.73%	20.59%
Net Profit Margin attributable to owners of the company	Net Profit attributable to owners / Sales	-4.63%	0.92%
Net Profit Margin	Net Profit / Sales	-5.28%	0.51%
Return on Assets	Net Income / Total Assets	-2.92%	0.30%
Return on Equity	Net Income / Total Stockholders' Equity	-16.35%	1.28%

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

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



**DEL MONTE PACIFIC LIMITED**

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## **Management Discussion and Analysis of Unaudited Financial Condition and Results of Operations for the Third Quarter and Nine Months Ended 31 January 2020**

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### **AUDIT**

Third Quarter FY2020 results covering the period from 1 November 2019 to 31 January 2020 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

11 March 2020

## NOTES ON THE 3Q 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 profit/(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 24 for a discussion of the impact of IFRS 16.

## FINANCIAL HIGHLIGHTS – THIRD QUARTER AND NINE MONTHS ENDED 31 JANUARY 2020

	For the three months ended 31 January			For the nine months ended 31 January		
	Fiscal Year 2020	Fiscal Year 2019	% Change	Fiscal Year 2020	Fiscal Year 2019	% Change
<i>in US\$'000 unless otherwise stated *</i>						
<b>With one-off items**</b>						
Turnover	555,344	528,723	5.0	1,489,949	1,522,230	(2.1)
Gross profit	113,444	116,626	(2.7)	338,727	313,361	8.1
Gross margin (%)	20.4	22.1	(1.7)	22.7	20.6	2.1
EBITDA	56,953	39,728	43.4	86,334	104,885	(17.7)
Operating profit	30,194	24,225	24.6	20,901	56,234	(62.8)
Operating margin (%)	5.4	4.6	0.8	1.4	3.7	(2.3)
Net profit attributable to owners of the Company	6,665	2,574	158.9	(68,950)	14,021	(591.8)
Net margin (%)	1.2	0.5	0.7	(4.6)	0.9	(5.5)
EPS (US cents)	0.09	(0.12)	175.0	(4.31)	(0.04)	nm
EPS before preference dividends (US cents)	0.34	0.13	161.5	(3.55)	0.72	(593.1)
<b>Without one-off items**</b>						
Gross profit	113,444	115,975	(2.2)	338,727	319,918	5.9
EBITDA	57,628	40,553	42.1	165,872	112,839	47.0
Operating profit	30,869	25,050	23.2	100,439	64,188	56.5
Net profit attributable to owners of the Company	7,359	3,038	142.2	27,433	6,608	315.1
Net debt	1,603,081	1,531,394	4.7	1,603,081	1,531,394	4.7
Gearing*** (%)	333.0	251.4	81.6	333.0	251.4	81.6
Cash flow from operations	193,881	220,316	(12.0)	57,253	49,743	15.1
Capital expenditure	29,969	38,176	(21.5)	85,348	94,071	(9.3)
Inventory (days)	135	141	(6)	165	169	(4)
Receivables (days)	28	33	(5)	26	28	(2)
Account Payables (days)	37	36	1	34	39	(5)

nm – not meaningful

\*The Company's reporting currency is US dollars. For conversion to S\$, the following exchange rates can be used: 1.37 in January 2020, 1.36 in January 2019. For conversion to Php, these exchange rates can be used: 51.44 in January 2020, 53.16 in January, 2019.

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

\*\*\*Gearing = Net Debt / Equity

## REVIEW OF OPERATING PERFORMANCE

### Third Quarter

The Group achieved sales of US\$555.3 million for the third quarter of FY2020, higher by 5.0% versus the prior year quarter driven by higher retail sales in the Philippines, higher export of packaged pineapple products, the strong performance of S&W brand in Asia as well as higher sales from the USA.

Stripping out Sager Creek's sales, the Group sales in the third quarter would have been higher by 5.8%.

The Group's US subsidiary, Del Monte Foods, Inc (DMFI) generated US\$391.8 million or 70.6% of Group sales. DMFI's sales increased by 1.5% from US\$386.2 million in the prior year quarter mainly driven by price increases from the last quarter of FY2019 as well as higher sales of private label ahead of the discontinuation of certain product lines.

DMFI has launched a number of new products in recent years. New products contributed 4.3% to DMFI's retail and foodservice sales in the third quarter.

Three of DMFI's new products won "Product of the Year" in the US: *Del Monte Veggieful Veggie Bowl* in the convenience meal category, *Contadina Pizzettas* in the frozen snack category, and *Del Monte Fruit Crunch Parfait* in the snack cup category. This win builds on DMFI's past Product of the Year recognition for *Del Monte Fruit & Oats* in 2019 and *Del Monte Fruit Refreshers* in 2017.

Product of the Year is the world's largest consumer-voted award for product innovation with this year seeing the largest number of participants to date. Winners are determined by the votes of about 40,000 consumers in a nationally representative survey conducted by research partner Kantar, a global leader in consumer research. This year marked the 12<sup>th</sup> year of the award in the U.S. and more than 30 years globally.

Ready-to-eat *Del Monte Veggieful Veggie Bowl* features one serving of vegetables with quinoa blended with whole grains and flavourful sauce, while *Contadina Pizzettas* offer a delicious and wholesome alternative to traditional pizza, with a crust made with cauliflower. *Del Monte Fruit Crunch Parfait* contains one full serving of fruit, non-dairy coconut crème, a crunchy granola topping and packed with 2 billion probiotics.

However, DMFI generated lower gross profit and margin of 15.8% from 17.9% in the prior year period. Lower gross margin was due to higher product cost mainly from metal packaging, lower yields primarily from fruits and vegetables, and higher trade spending mainly from retail and share stabilisation across most segments.

DMPL ex-DMFI generated sales of US\$170.2 million (inclusive of the US\$6.7 million sales by DMPL to DMFI which were netted out during consolidation) which were 13.3% higher than US\$150.2 million sales in prior year period. Higher sales were mainly driven by all major segments including Philippines, S&W across Asia and exports of packaged pineapple products.

DMPL ex-DMFI delivered marginally lower gross margin of 29.5% from 29.6% in the same period last year mainly from lower gross margin from S&W across Asia attributed to higher product costs due to commodity headwinds and unfavourable forex impact of the stronger peso on international sales.

In the third quarter, the Philippines domestic market sustained its strong performance growth, generating a 6.4% sales increase in peso terms and 10.8% in US dollar terms. Growth was driven by higher volume and sales,

buoyed by a stronger peso. Retail grew by 7.3% in peso sales value, while non-retail foodservice was flat. In retail, the General Trade segment, which accounts for about half of Philippines sales, delivered 9.5% growth behind continued improvements in distributor operations. Sales in the Modern Trade Key Accounts, about 35% of Philippines sales, grew by 4.8%. The quarter ended with positive market share improvements across canned and carton Juices and Packaged Fruit, driven by its continuing campaigns to drive category relevance, resulting in better performance for *100% Pineapple Juice*, and the affordable *Pineapple Tidbits* in pouch, as well as growth behind *Fiesta Fruit Cocktail* during the critical holiday season.

Sales of the S&W branded business in Asia and the Middle East rose 10.5% on higher sales from both packaged and fresh business. Packaged pineapple, mixed fruit and sales of other products increased significantly driven by South East Asia and Hong Kong while fresh pineapple sales grew in North Asia and the Middle East as a result of expanded distribution.

DMPL's share in the FieldFresh joint venture in India was a US\$0.4 million loss from a breakeven in the prior year quarter, due to lower than planned sales from increased competition, strategic marketing investment to drive growth in the "Italian" range of products coupled with higher supply and logistics costs for the fresh business and key commodities.

DMPL ex-DMFI generated an EBITDA of US\$29.8 million which was higher by 15.0% in the same period last year mainly from factors discussed above. DMPL ex-DMFI generated a net profit of US\$15.7 million which was 21.1% higher versus the US\$12.9 million in the same quarter last year driven by strong operating results across all segments.

The Group's EBITDA of US\$56.9 million was significantly higher than prior year quarter's EBITDA of US\$39.9 million. This quarter's EBITDA included US\$0.7 million of one-off expenses mainly related to plant closure cost and severance expenses in the US. Without the one-off expenses, the Group recurring EBITDA was US\$57.6 million, higher versus prior year quarter's recurring EBITDA of US\$40.7 million due to margin improvement from higher sales and price increase in the Philippines, higher sales in Asia and higher exports of fresh pineapples and packaged pineapple products. (Impact from change in accounting for leases under IFRS 16 is explained on page 24 of this report.)

Also, in view of the abovementioned one-off expenses, the Group reported a net profit of US\$6.7 million for the quarter versus a net profit of US\$2.6 million in the prior year quarter. Last year's net profit had also included a net one-off loss of US\$0.5 million post-tax.

Without the one-off items, the Group reported a recurring net profit of US\$7.4 million as compared to last year's recurring net profit of US\$3.0 million.

The Group's cash flow from operations in the third quarter was US\$193.9 million, lower than last year's US\$220.3 million mainly on trade and other receivables build-up due to selling season partially offset by increase in trade and other payables, and higher operating profit this quarter.

On 24 January 2020, it was announced that DMPL and its indirectly wholly-owned subsidiaries, Central American Resources, Inc (CARI) and Del Monte Philippines, Inc (DMPI) have entered into an agreement with SEA Diner Holdings Pte Ltd for the proposed sale of 363,651,600 existing ordinary shares of DMPI (representing 13% of the total number of issued and paid-up ordinary shares in DMPI), subject to certain closing conditions. The proceeds will be mainly used to settle loans with banks. For more details, please refer to the said announcement.

### **Nine Months**

For the nine months of FY2020, the Group generated sales of US\$1.5 billion, down 2.1% versus prior year period. DMFI generated US\$1.0 billion or 69.1% of Group sales, lower by 7.5% largely driven by the planned divestiture of the Sager Creek vegetable business in September 2017, and other deprioritised businesses including USDA and sundry, and fewer co-pack awards, in line with company strategy. Packaged fruit and vegetable volume declined due to the impact of pricing. The volume decline of 7.8% on branded business was offset by favourable pricing action of 6.8%.

In May, Del Monte introduced an innovative product, *Del Monte Fruit Crunch Parfait*, which features 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*.

In August, Del Monte introduced the ready-to-eat *Del Monte Veggieful Bowl* in four varieties which feature one serving of vegetables with quinoa blended with whole grain and flavourful sauce.

DMFI also introduced *College Inn Culinary Stock* with fine artisanal ingredients such as free-range chicken and grass-fed beef, and *College Inn Simple Starter*, convenient for one pot meals.

New products contributed 4.9% to DMFI's retail and foodservice sales in the first nine months of FY2020.

DMFI generated higher gross profit and margin of 18.9% from 16.5% in the prior year period. This increase was due primarily to higher pricing across multiple channels and improved product mix as a result of the de-prioritisation of lower margin sales. These improvements were partially offset by increase in metal packaging costs and higher delivered costs. FY2019 was also impacted by increased costs to liquidate Sager Creek products.

The Philippine market sales were up 4.8% and 8.3% in peso and US terms, respectively. Price increase and lower direct promotion spend contributed +2.8% to net sales growth, driven by a series of price increases across all categories mostly in 2019. Sales in the General Trade segment (about 50% of Philippines sales) grew by 6.5%, 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 35% of Philippines sales) increased by 6.1%.

Sales of the S&W branded business in Asia and the Middle East grew strongly by 12.1% in the nine months mainly driven by higher sales of fresh pineapple in North Asia.

DMPL ex-DMFI delivered higher gross margin of 28.7% from 28.3% in the same period last year mainly from higher sales of fresh pineapple and price increases in the Philippine market in line with inflation.

DMPL's share in the FieldFresh joint venture in India was unfavourable at US\$1.1 million loss from a US\$0.2 million profit in the prior year period due to higher cost of commodities, increased overheads and increased marketing investments to drive growth of the Italian range of products.

On 20 August 2019, DMFI announced the closure and sale of four facilities. On 1 November 2019, DMFI successfully sold and transitioned its Cambria, Wisconsin operations and related employees to Seneca Foods Inc. DMFI has also entered into an agreement to sell its production facilities in Sleepy Eye, Minnesota and Mendota, Illinois and expects the closure and sale of these facilities to be completed in the fourth quarter of FY2020. DMFI has also sold the equipment at its Crystal City, Texas facility and is considering additional proposals to sell the balance of the Crystal City assets. Production at rationalised facilities is being transitioned to other DMFI production facilities in the United States as well as to strategic co-packers. These divestitures will enable DMFI to significantly improve capacity utilisation at the remaining plants in its production network. While DMFI's Asset-Light Strategy has been a complex undertaking, it has been a critical step in repositioning DMFI for the future. These resulted in one-off expenses amounting to US\$77.4 million pre-tax, among others, in the first nine months of FY2020. Please refer to the last page of this MD&A for a schedule of the one-off items.

In view of the above, the Group posted an EBITDA of US\$86.3 million of which DMFI accounted for (US\$0.9) million. Excluding the one-off expenses, the Group's EBITDA would have been US\$165.9 million, 47.0% higher versus the recurring EBITDA of US\$112.8 million in the prior year period. (Impact from change in accounting for leases under IFRS 16 is explained on page 24 of this report.)

In preparation for its capital raising initiatives, in the first quarter of this fiscal year, 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. In view of this and the one-off expenses incurred by DMFI due to plant closures/sale, the Group reported a net loss of US\$69.0 million for the nine months of FY2020, unfavourable compared to the prior year period's net profit of US\$14.0 million. Last year's net profit had also included a one-off gain of US\$16.3 million pre-tax or US\$12.9 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 profit of US\$27.4 million, higher compared to last year's recurring net profit of US\$6.6 million.

The Group's gearing increased to 3.3x equity as of 31 January 2020, from 2.5x in prior year quarter, primarily due to higher loans during this period historically due to inventory buildup post pack season as well as reduction of retained earnings from net loss booked in the nine months of the year resulting from closure of facilities and tax on dividend declared by DMPL's Philippines subsidiary in the first quarter.

The Group's cash flow from operations in the nine months was US\$57.3 million, higher versus last year's cash outflow of US\$49.7 million mainly from higher operating profit and increase in trade and other payables.

## **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 on-trend, 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.

While DMFI's Asset-Light Strategy has been a complex undertaking, it has been a critical step in repositioning DMFI for the future. Execution of this strategy and other cost saving initiatives should improve the Group's EBITDA margin by an estimated 225–275 basis points (US\$50 to 60 million) over the next 24 months starting November 2019. In the third quarter of FY2020, the Group recognised cost savings of US\$5 to 6 million which favourably impacted profitability. DMFI is expected to achieve 95% capacity utilisation for vegetable in the next pack season this year, up from 50%.

A portion of these improved cost savings will be reinvested in the growth and expansion of DMFI's iconic brands. DMFI is capitalising on growing consumer desire for convenient, healthy and tasty plant-based foods. It is expanding its brands beyond center store grocery into higher growth categories such as frozen, produce and deli, and expanding its presence within the foodservice, convenience store and club store channels.



“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 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 to make Nice Fruit frozen pineapple available across more markets.

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

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

The Group is expected to refinance existing DMFI loan facilities of approximately US\$1.4 billion, comprising of: US\$442.5 million (Asset Based Loan facility), US\$670 million (First Lien Term Loan) and US\$260 million (Second Lien Term Loan), which will mature in November 2020, February 2021, and August 2021, respectively. The Group has continued to support the capital structure requirements and deleveraging efforts of DMFI, including the purchase, from March 2018 to November 2019, of approximately US\$237.3 million of DMFI's Second Lien Term Loan at a discount.

### **Impact of COVID-19**

The coronavirus (COVID-19) epidemic did not have any material impact on DMPL's results for the period ended 31 January 2020.

The Group will continue to monitor and mitigate any risks posed by COVID-19 on sales, particularly fresh pineapples in China. In February, the Group experienced softer demand and some logistics hurdles in China, but has the flexibility to allocate products to other markets and will continue to expand e-commerce sales. Sales in China account for approximately 3% of Group sales.

The Group is also monitoring its supply chain, primarily in China, so that it can minimise any potential impact on raw and packaging materials, and equipment sourcing. The Group will continue to take the necessary precautionary measures to ensure the health and safety of its employees.

## REVIEW OF TURNOVER, GROSS PROFIT AND OPERATING PROFIT

### AMERICAS

#### For the quarter ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg
Packaged vegetable	174,805	160,195	9.1	33,341	28,627	16.5	10,449	841	1,142.4
Packaged fruit	144,905	145,712	(0.6)	22,329	26,542	(15.9)	1,772	1,112	59.4
Beverage	2,877	2,629	9.4	485	114	325.4	(21)	(1,127)	98.1
Culinary	67,823	75,513	(10.2)	7,045	16,939	(58.4)	(4,533)	(285)	(1,490.5)
Others	3,584	923	288.3	455	231	97.0	(2,366)	53	nm
Total	393,994	384,972	2.3	63,655	72,453	(12.1)	5,301	594	792.4

#### For the nine months ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg
Packaged vegetable	416,317	449,073	(7.3)	97,608	77,368	26.2	31,009	(885)	nm
Packaged fruit	429,070	457,626	(6.2)	73,902	74,455	(0.7)	2,302	(2,963)	177.7
Beverage	10,479	11,815	(11.3)	1,424	537	165.2	(1,099)	(3,066)	64.2
Culinary	173,600	187,546	(7.4)	27,782	39,047	(28.8)	(634)	3,137	(120.2)
Others	4,121	2,945	39.9	(296)	749	(139.5)	(76,683)	108	nm
Total	1,033,587	1,109,005	(6.8)	200,420	192,156	4.3	(45,105)	(3,669)	(1,129.4)

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.

Despite the impact of Sager Creek divestiture, sales in the Americas increased by 2.3% to US\$394.0 million driven by higher private label sales ahead of discontinuation of certain product lines, as well as price increases during the last quarter of FY2019. Stripping out Sager Creek's sales, Americas sales would have been higher by 3.4%.

Gross profit was lower this quarter as a result of higher product cost particularly metal packaging and lower yields from vegetable and fruit production due to weather issues.

Americas reported an operating profit for the quarter of US\$5.3 million versus prior year quarter's operating profit of US\$0.6 million due to lower operating expenses particularly marketing and administrative cost.

## ASIA PACIFIC

### For the quarter ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg
Packaged vegetable	436	149	192.6	60	(12)	600.0	48	(25)	292.0
Packaged fruit	36,546	27,478	33.0	10,639	8,632	23.3	6,841	4,962	37.9
Beverage	36,224	32,054	13.0	10,094	7,128	41.6	4,685	1,591	194.5
Culinary	37,531	36,930	1.6	13,228	13,565	(2.5)	8,004	7,059	13.4
Others	41,342	41,802	(1.1)	15,464	15,739	(1.7)	5,653	11,526	(51.0)
Total	152,079	138,413	9.9	49,485	45,052	9.8	25,231	25,113	0.5

### For the nine months ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg
Packaged vegetable	1,305	1,030	26.7	216	231	(6.5)	191	166	15.1
Packaged fruit	93,718	81,120	15.5	26,345	23,747	10.9	16,672	12,986	28.4
Beverage	97,674	90,253	8.2	26,530	20,438	29.8	11,912	2,798	325.7
Culinary	104,573	98,647	6.0	38,366	37,166	3.2	23,769	20,110	18.2
Others	135,653	120,371	12.7	47,125	40,821	15.4	15,383	27,142	(43.3)
Total	432,923	391,421	10.6	138,582	122,403	13.2	67,927	63,202	7.5

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 third quarter increased by 9.9% to US\$152.1 million from US\$138.4 million mainly due to increase in exports of fresh pineapples as well as increase in sales from the Philippine market primarily from price increases, in line with inflation, and the continuous improvement in distribution channels that impacted sales in prior years.

Sales in the Philippines domestic market were up in both peso and US dollar terms by 6.4% and 10.8%, respectively, mainly due to higher volume, peso appreciation and price increases due to inflation.

## EUROPE

### For the quarter ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg
Packaged vegetable	-	-	-	-	-	-	-	-	-
Packaged fruit	6,391	3,470	84.2	458	296	54.7	43	(105)	141.0
Beverage	2,839	1,868	52.0	(166)	(1,175)	85.9	(387)	(1,377)	71.9
Culinary	41	-	-	12	-	-	6	-	-
Others	-	-	-	-	-	-	-	-	-
Total	9,271	5,338	73.7	304	(879)	134.6	(338)	(1,482)	77.2

### For the nine months ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg
Packaged vegetable	-	-	-	-	-	-	-	-	-
Packaged fruit	15,882	13,994	13.5	511	2,558	(80.0)	(542)	1,250	(143.4)
Beverage	7,516	7,810	(3.8)	(798)	(3,756)	78.8	(1,385)	(4,549)	69.6
Culinary	41	-	-	12	-	-	6	-	-
Others	-	-	-	-	-	-	-	-	-
Total	23,439	21,804	7.5	(275)	(1,198)	77.0	(1,921)	(3,299)	41.8

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

For the third quarter, Europe's sales increased by 73.7% to US\$9.3 million from US\$5.4 million. Gross profit increased by 134.6%, while operating loss narrowed, driven by better prices for pineapple juice.

## REVIEW OF COST OF GOODS SOLD AND OPERATING EXPENSES

% of Turnover	For the three months ended 31 January			For the nine months ended 31 January		
	FY2020	FY2019	Comments	FY2020	FY2019	Explanatory Notes
Cost of Goods Sold	79.6	77.9	Higher trade rate and production costs (mainly packaging for US) for the quarter	77.3	79.4	Overall, higher impact of increase in sales, than increase in cost of production, resulting to higher margin rate
Distribution and Selling Expenses	10.3	11.7	Due to timing of spend by DMFI	10.6	10.4	Driven by DMFI mainly on Fruits and Innovation
G&A Expenses	4.4	5.5	Driven by DMFI mainly from lower fringe and medical expenses	5.9	6.6	Same as 3Q
Other Operating Expenses (Income)	0.2	0.3	Mainly due to increase in sales (almost same absolute amount of other operating expense)	4.8	(0.1)	Losses incurred on DMFI plant closures

## REVIEW OF OTHER MATERIAL CHANGES TO INCOME STATEMENTS

<i>In US\$'000</i>	For the three months ended 31 January				For the nine months ended 31 January			
	FY2020	FY2019	%	Comments	FY2020	FY2019	%	Explanatory Notes
Depreciation and amortization	<b>(45,717)</b>	(35,244)	(29.7)	Amortisation of right-of-use assets (Adoption of IFRS 16)	<b>(124,548)</b>	(100,430)	(24.0)	Amortisation of right-of-use assets (Adoption of IFRS 16)
Reversal/ (Provision) of asset impairment	-	(166)	100.0	No asset impairment/reversal for the quarter	<b>(40,761)</b>	(1,425)	(2,760.4)	Impairment relating to closure of plant assets
Reversal/ (Provision) for inventory obsolescence	<b>1,276</b>	(1,797)	171.0	Higher provision last quarter, on processed pineapple and Contadina products. Net reversal this quarter.	<b>394</b>	(2,148)	118.3	Mostly on unrealised demand in prior year, resulting to higher obsolescence in prior year
Provision for doubtful debts	<b>54</b>	(4)	1,450.0	Higher provision last quarter on nontrade receivables. Net reversal this quarter.	<b>(17)</b>	(65)	74	Higher provision for non-trade receivables last year.
Net gain/(loss) on disposal of fixed assets	<b>1,146</b>	(598)	291.6	Higher gain this quarter recognised on sale of DMFI plant assets (Kenwood properties).	<b>(290)</b>	2,507	(111.6)	Loss recognised on sale of DMFI plant assets this year compared to net gain recognised last year.
Foreign exchange gain/(loss)- net	<b>659</b>	(1,175)	156.1	Appreciation of peso, affecting mainly US-denominated obligations	<b>3,661</b>	282	1,198.2	Same as 3Q
Interest income	<b>1,898</b>	618	207.1	Higher recognised gain on second lien buyout this quarter	<b>2,426</b>	18,439	(86.8)	Higher recognised gain on second lien buyout last year
Interest expense	<b>(26,441)</b>	(25,051)	(5.5)	Higher amount of borrowings this year compared to last year	<b>(78,511)</b>	(72,791)	(7.9)	Same as 3Q
Share in net loss of JV	<b>(544)</b>	32	(1,800.0)	Higher losses of the joint ventures	<b>(1,759)</b>	(429)	(310.0)	Same as 3Q
Taxation Benefit (Expense)	<b>(712)</b>	2,115	(133.7)	Higher tax loss carryforward last quarter.	<b>(25,418)</b>	6,064	(519.2)	Final taxes paid on intercompany dividends

## REVIEW OF GROUP ASSETS AND LIABILITIES

Balance Sheet	31 January 2020	31 January 2019	30 April 2019	First 9M Variance %	Explanatory Notes
<b>In US\$'000</b>					
<b>ASSETS</b>					
Property, plant and equipment - net	<b>486,201</b>	572,367	582,033	(16.5)	Attributable to DMFI's disposal of its machineries and equipment
Right-of-use assets	<b>201,902</b>	-	-	nm	Change in accounting policy (IFRS 16)
Investment in joint ventures	<b>23,984</b>	24,766	24,212	(0.9)	nm
Intangible assets and goodwill	<b>703,010</b>	709,660	707,997	(0.7)	nm
Other noncurrent assets	<b>40,329</b>	50,811	39,096	3.2	nm
Deferred tax assets - net	<b>141,687</b>	94,734	106,321	33.3	Higher tax loss carry forward from DMFI
Pension assets	<b>7,662</b>	11,348	8,240	(7.0)	No actual funding due to over payment of fund in prior years.
Biological assets	<b>64,022</b>	52,441	54,002	18.6	Net additions and higher fair value of agricultural growing produce
Inventories	<b>745,758</b>	750,415	664,922	12.2	Due to inventory build up from seasonality of sales
Trade and other receivables	<b>189,014</b>	191,217	149,054	26.8	Timing of collection of sales revenue
Prepaid expenses and other current assets	<b>48,404</b>	29,811	36,716	31.8	Additional downpayment to suppliers for purchases of raw materials
Cash and cash equivalents	<b>20,488</b>	65,172	21,636	(5.3)	Outflow from Investing activities, primarily additions to property, plant and equipment
Noncurrent assets held for sale	<b>23,187</b>	13,550	4,465	419.3	New held for sale assets from plant closures
<b>EQUITY</b>					
Share capital	<b>49,449</b>	49,449	49,449	-	nm
Share premium	<b>478,339</b>	478,339	478,339	-	nm
Retained earnings	<b>6,392</b>	99,651	96,074	(93.3)	Net loss during the period and dividend pay-out
Reserves	<b>(83,598)</b>	(61,487)	(65,827)	(27.0)	Change in discount rate on remeasurement of retirement plans
Non-controlling interest	<b>30,865</b>	43,288	43,106	(28.4)	Share in the loss of DMFI during the period
<b>LIABILITIES</b>					
Loans and borrowings	<b>1,623,569</b>	1,596,566	1,478,655	9.8	New loans were acquired during the period
Lease liabilities	<b>199,269</b>	-	-	nm	Change in accounting policy (IFRS 16)
Other noncurrent liabilities	<b>20,200</b>	30,795	30,015	(32.7)	Attributable to the decrease in derivative liability of DMFI. Also, lease liabilities are presented separately due to the adoption of IFRS 16
Employee benefits	<b>116,872</b>	103,149	91,421	27.8	Change in discount rate on remeasurement of retirement plans
Environmental remediation liabilities	<b>14,627</b>	689	697	1,998.6	Higher provisions relating to plant closures
Deferred tax liabilities - net	<b>8,005</b>	8,231	6,404	25.0	Recognition of deferred final tax on undistributed profits of DMPI for the period
Trade and other current liabilities	<b>227,992</b>	213,045	188,669	20.8	Mainly on higher purchases of raw materials
Current tax liabilities	<b>3,667</b>	4,577	1,692	116.7	Taxes on Non PEZA activities increased during the year.

## 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 January 2020 and 2019. Share capital is at US\$49.5 million as of 31 January 2020 and 2019. 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 January 2020 and 2019. There was no sale, disposal and cancellation of treasury shares during the quarter and as at 31 January 2020.

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

Liquidity in US\$'000	31 January 2020	31 January 2019	30 April 2019
<b>Gross borrowings</b>	<b>(1,623,569)</b>	(1,596,566)	(1,478,655)
<b>Current</b>	<b>(810,375)</b>	(660,663)	(492,740)
<b>Secured</b>	<b>(407,977)</b>	(225,440)	(138,870)
<b>Unsecured</b>	<b>(402,398)</b>	(435,223)	(353,870)
<b>Non-current</b>	<b>(813,194)</b>	(935,903)	(985,915)
<b>Secured</b>	<b>(680,953)</b>	(881,903)	(874,674)
<b>Unsecured</b>	<b>(132,241)</b>	(54,000)	(111,241)
<b>Less: Cash and bank balances</b>	<b>20,488</b>	65,172	21,636
<b>Net debt</b>	<b>(1,603,081)</b>	(1,531,394)	(1,457,019)

The Group's net debt (cash and bank balances less borrowings) amounted to US\$1.6 billion as at 31 January 2020, higher than last year due to additional borrowings made during the period 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 October 2019, for preferred shareholders, and paid on 8 October 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	Aggregate value of all IPTs (excluding transactions less than S\$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920)		Aggregate value of all IPTs conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than S\$100,000)	
	FY2020	FY2019	FY2020	FY2019
For the nine months ended 31 January				
NutriAsia, Inc	-	-	5,822	667
DMPI Retirement Fund	-	-	1,270	1,167
NutriAsia, Inc Retirement Fund	-	-	438	406
<b>Aggregate Value</b>	-	-	<b>7,530</b>	<b>2,239</b>



# **DEL MONTE PACIFIC LIMITED** **UNAUDITED CONSOLIDATED INCOME STATEMENT**

Amounts in US\$'000	For the three months ended			For the nine months ended		
	31 January			31 January		
	FY2020	FY2019		FY2020	FY2019	
	(Unaudited)	(Unaudited)	%	(Unaudited)	(Unaudited)	%
Turnover	555,344	528,723	5.0	1,489,949	1,522,230	(2.1)
Cost of sales	(441,900)	(412,097)	(7.2)	(1,151,222)	(1,208,869)	4.8
<b>Gross profit</b>	<b>113,444</b>	<b>116,626</b>	<b>(2.7)</b>	<b>338,727</b>	<b>313,361</b>	<b>8.1</b>
Distribution and selling expenses	(57,272)	(61,879)	7.4	(158,079)	(158,741)	0.4
General and administration expenses	(24,605)	(29,185)	15.7	(88,557)	(100,259)	11.7
Other operating income/(loss)	(1,373)	(1,337)	(2.7)	(71,190)	1,873	(3,900.9)
<b>Profit from operations</b>	<b>30,194</b>	<b>24,225</b>	<b>24.6</b>	<b>20,901</b>	<b>56,234</b>	<b>(62.8)</b>
Financial income*	2,369	(644)	467.9	6,214	19,128	(67.5)
Financial expense*	(26,253)	(24,964)	(5.2)	(78,638)	(73,198)	(7.4)
Share in net loss of joint venture	(544)	32	(1,800.0)	(1,759)	(429)	(310.0)
<b>Profit/(loss) before taxation</b>	<b>5,766</b>	<b>(1,351)</b>	<b>526.8</b>	<b>(53,282)</b>	<b>1,735</b>	<b>(3,171.0)</b>
Taxation	(712)	2,115	(133.7)	(25,418)	6,064	(519.2)
<b>Profit/(loss) after taxation</b>	<b>5,054</b>	<b>764</b>	<b>561.5</b>	<b>(78,700)</b>	<b>7,799</b>	<b>(1,109.1)</b>
<b>Profit/(loss) attributable to:</b>						
Owners of the Company	6,665	2,574	158.9	(68,950)	14,021	(591.8)
Non-controlling interest**	(1,611)	(1,810)	11.0	(9,750)	(6,222)	(56.7)
<b>Profit/(loss) for the period</b>	<b>5,054</b>	<b>764</b>	<b>561.5</b>	<b>(78,700)</b>	<b>7,799</b>	<b>(1,109.1)</b>
<b>Notes:</b>						
Depreciation and amortisation	(45,717)	(35,244)	(29.7)	(124,548)	(100,430)	(24.0)
Reversal (Provision) of asset impairment	0	(166)	100.0	(40,761)	(1,425)	(2,760.4)
Reversal of (provision for) inventory obsolescence	1,276	(1,797)	171.0	394	(2,148)	118.3
Provision for doubtful debts	54	(4)	1,450.0	(17)	(65)	73.8
Gain (loss) on disposal of fixed assets	1,146	(598)	291.6	(290)	2,507	(111.6)
<b>*Financial income comprise:</b>						
Interest income	1,898	618	207.1	2,426	18,439	(86.8)
Foreign exchange gain	471	(1,262)	137.3	3,788	689	449.8
	<b>2,369</b>	<b>(644)</b>	<b>467.9</b>	<b>6,214</b>	<b>19,128</b>	<b>(67.5)</b>
<b>*Financial expense comprise:</b>						
Interest expense	(26,441)	(25,051)	(5.5)	(78,511)	(72,791)	(7.9)
Foreign exchange loss	188	87	116.1	(127)	(407)	68.8
	<b>(26,253)</b>	<b>(24,964)</b>	<b>(5.2)</b>	<b>(78,638)</b>	<b>(73,198)</b>	<b>(7.4)</b>

nm – not meaningful

Earnings per ordinary share in US cents	For the three months ended		For the nine months ended	
	31 January		31 January	
	FY2020	FY2019	FY2020	FY2019
Earnings per ordinary share based on net profit attributable to shareholders:				
(i) Based on weighted average no. of ordinary shares	0.09	(0.12)	(4.31)	(0.04)
(ii) On a fully diluted basis	0.09	(0.12)	(4.31)	(0.04)

\*Includes (US\$9,689m) for DMFI and (US\$61m) for FieldFresh in the nine months ended FY2020 and (US\$6,230m) for DMFI and US\$9m for FieldFresh in the nine months ended FY2019.

\*\*Includes (US\$1,592) for DMFI and (US\$19) for FieldFresh in the third quarter of FY2020 and (US\$1,810m) for DMFI and US\$0.5m for FieldFresh in the third quarter of FY2019.

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

<b>Amounts in US\$'000</b>	<b>For the nine months ended 31 January</b>		
	<b>FY2020 (Unaudited)</b>	<b>FY2019 (Unaudited)</b>	<b>%</b>
<b>Profit /(Loss) for the period</b>	<b>(78,700)</b>	7,799	nm
<b>Other comprehensive income (after reclassification adjustment):</b>			
<b>Items that will or may be reclassified subsequently to profit or loss</b>			
Exchange differences on translating of foreign operations	3,432	(2,343)	246.5
Effective portion of changes in fair value of cash flow hedges	240	1,219	(80.3)
Income tax expense on cash flow hedge	(984)	(299)	(229.2)
	<b>2,688</b>	<b>(1,423)</b>	288.9
<b>Items that will not be classified to profit or loss</b>			
Remeasurement of retirement benefit	(28,357)	5,543	(611.6)
Income tax expense on retirement benefit	5,407	(1,289)	519.5
	<b>(22,950)</b>	<b>4,254</b>	(639.5)
<b>Other comprehensive loss for the period</b>	<b>(20,262)</b>	2,831	(815.7)
<b>Total comprehensive income/(loss) for the period</b>	<b>(98,962)</b>	10,630	(1,031.0)
<b>Attributable to:</b>			
Owners of the Company	(86,721)	16,287	(632.5)
Non-controlling interests	(12,241)	(5,657)	(116.4)
<b>Total comprehensive income /(loss)for the period</b>	<b>(98,962)</b>	<b>10,630</b>	(1,031.0)

nm – not meaningful

Please refer to page 3 for the Notes

## DEL MONTE PACIFIC LIMITED

### UNAUDITED STATEMENT OF FINANCIAL POSITION

<i>Amounts in US\$'000</i>	Group			Company		
	31 Jan 2020 (Unaudited)	31 Jan 2019 (Unaudited)	30 Apr 2019 (Audited)	31 Jan 2020 (Unaudited)	31 Jan 2019 (Unaudited)	30 Apr 2019 (Audited)
<b>Non-Current Assets</b>						
Property, plant and equipment - net	486,201	572,367	582,033	-	-	-
Right-of-use assets	201,902	-	-	-	-	-
Investment in subsidiaries	-	-	-	554,379	728,833	830,855
Investment in joint ventures	23,984	24,766	24,212	202	1,037	766
Intangible assets and goodwill	703,010	709,660	707,997	-	-	-
Other noncurrent assets	40,329	50,811	39,096	-	-	-
Deferred tax assets - net	141,687	94,734	106,321	11	15	27
Pension assets	7,662	11,348	8,240	-	-	-
Biological assets	1,966	1,674	1,682	-	-	-
Amount due from related company	-	-	-	223,595	175,421	202,471
	<b>1,606,741</b>	<b>1,465,360</b>	<b>1,469,581</b>	<b>778,187</b>	<b>905,306</b>	<b>1,034,119</b>
<b>Current Assets</b>						
Inventories	745,758	750,415	664,922	-	-	-
Biological assets	62,056	50,767	52,320	-	-	-
Trade and other receivables	189,014	191,217	149,054	95,263	177,755	3,187
Prepaid expenses and other current assets	48,404	29,811	36,716	253	205	192
Cash and cash equivalents	20,488	65,172	21,636	1,886	384	886
	<b>1,065,720</b>	<b>1,087,382</b>	<b>924,648</b>	<b>97,402</b>	<b>178,344</b>	<b>4,265</b>
Noncurrent assets held for sale	23,187	13,550	4,465	-	-	-
	<b>1,088,907</b>	<b>1,100,932</b>	<b>929,113</b>	<b>97,402</b>	<b>178,344</b>	<b>4,265</b>
<b>Total Assets</b>	<b>2,695,648</b>	<b>2,566,292</b>	<b>2,398,694</b>	<b>875,589</b>	<b>1,083,650</b>	<b>1,038,384</b>
<b>Equity attributable to equity holders of the Company</b>						
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	6,392	99,651	96,074	6,392	99,651	96,074
Reserves	(83,598)	(61,487)	(65,827)	(83,598)	(61,487)	(65,827)
Equity attributable to owners of the Company	450,582	565,952	558,035	450,721	566,091	558,174
Non-controlling interest	30,865	43,288	43,106	-	-	-
<b>Total Equity</b>	<b>481,447</b>	<b>609,240</b>	<b>601,141</b>	<b>450,721</b>	<b>566,091</b>	<b>558,174</b>
<b>Non-Current Liabilities</b>						
Loans and borrowings	813,194	935,903	985,915	132,241	183,729	241,015
Lease liabilities	169,829	-	-	-	-	-
Other noncurrent liabilities	20,200	30,795	30,015	201	-	148
Employee benefits	87,521	71,764	63,781	-	-	-
Derivative Liabilities	-	-	-	-	-	-
Environmental remediation liabilities	14,627	689	697	-	-	-
Deferred tax liabilities - net	8,005	8,231	6,404	-	-	-
	<b>1,113,376</b>	<b>1,047,382</b>	<b>1,086,812</b>	<b>132,442</b>	<b>183,729</b>	<b>241,163</b>
<b>Current Liabilities</b>						
Trade and other current liabilities	227,992	213,045	188,669	58,413	109,894	103,977
Loans and borrowings	810,375	660,663	492,740	234,013	223,936	135,070
Lease liabilities	29,440	-	-	-	-	-
Current tax liabilities	3,667	4,577	1,692	-	-	-
Employee benefits	29,351	31,385	27,640	-	-	-
Deferred revenue	-	-	-	-	-	-
	<b>1,100,825</b>	<b>909,670</b>	<b>710,741</b>	<b>292,426</b>	<b>333,830</b>	<b>239,047</b>
<b>Total Liabilities</b>	<b>2,214,201</b>	<b>1,957,052</b>	<b>1,797,553</b>	<b>424,868</b>	<b>517,559</b>	<b>480,210</b>
<b>Total Equity and Liabilities</b>	<b>2,695,648</b>	<b>2,566,292</b>	<b>2,398,694</b>	<b>875,589</b>	<b>1,083,650</b>	<b>1,038,384</b>
NAV per ordinary share (US cents)	23.22	29.80	29.38	21.64	27.58	27.17
NTAV per ordinary share (US cents)	(12.94)	(6.71)	(7.04)	21.64	27.58	27.17

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

<i>Amounts in US\$'000</i>	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasure- ment of retirement plan	Hedging Reserve	Share Option reserve	Reserve for own shares	Retained earnings	Totals	Non- controlling interest	Total equity
<b>Group</b>												
<b>Fiscal Year 2020</b>												
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	-	-	-	-	-	-	-	-	(745)	(745)	-	(745)
At 1 May 2019, as restated	49,449	478,339	(93,375)	10,885	17,648	(2,452)	1,753	(286)	95,329	557,290	43,106	600,396
<b>Total comprehensive income for the period</b>												
Loss for the year	-	-	-	-	-	-	-	-	(68,950)	(68,950)	(9,750)	(78,700)
<b>Other comprehensive income</b>												
Currency translation differences recognised directly in equity	-	-	3,414	-	-	-	-	-	-	3,414	18	3,432
Remeasurement of retirement plan, net of tax	-	-	-	-	(20,520)	-	-	-	-	(20,520)	(2,430)	(22,950)
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	(665)	-	-	-	(665)	(79)	(744)
<b>Total other comprehensive income</b>	-	-	3,414	-	(20,520)	(665)	-	-	-	(17,771)	(2,491)	(20,262)
<b>Total comprehensive (loss)/income for the period</b>	-	-	3,414	-	(20,520)	(665)	-	-	(68,950)	(86,721)	(12,241)	(98,962)
<b>Transactions with owners recorded directly in equity</b>												
<b>Contributions by and distributions to owners</b>												
Value of employee services received for issue of share options	-	-	-	-	-	-	-	-	-	-	-	-
Share options exercised	-	-	-	-	-	-	-	-	-	-	-	-
Issuance of new preference shares	-	-	-	-	-	-	-	-	-	-	-	-
Transaction cost from issue of preference shares	-	-	-	-	-	-	-	-	-	-	-	-
Release of share awards	-	-	-	-	-	-	-	-	-	-	-	-
Payment of Dividends	-	-	-	-	-	-	-	-	(19,987)	(19,987)	-	(19,987)
<b>Total contributions by and distributions to owners</b>	-	-	-	-	-	-	-	-	(19,987)	(19,987)	-	(19,987)
<b>At 31 January 2020</b>	<b>49,449</b>	<b>478,339</b>	<b>(89,961)</b>	<b>10,885</b>	<b>(2,872)</b>	<b>(3,117)</b>	<b>1,753</b>	<b>(286)</b>	<b>6,392</b>	<b>450,582</b>	<b>30,865</b>	<b>481,447</b>

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

<i>Amounts in US\$'000</i>	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasure- ment of retirement plan	Hedging Reserve	Share Option reserve	Reserve for own shares	Retained earnings	Totals	Non- controlling interest	Total equity
<b>Group</b>												
<b>Fiscal Year 2019</b>												
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
<b>Total comprehensive income for the period</b>												
Loss for the year	-	-	-	-	-	-	-	-	14,021	14,021	(6,222)	7,799
<b>Other comprehensive income</b>												
Currency translation differences recognised directly in equity	-	-	(2,364)	-	-	-	-	-	-	(2,364)	21	(2,343)
Remeasurement of retirement plan, net of tax	-	-	-	-	3,807	-	-	-	-	3,807	447	4,254
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	823	-	-	-	823	97	920
<b>Total other comprehensive income</b>	-	-	(2,364)	-	3,807	823	-	-	-	2,266	565	2,831
<b>Total comprehensive (loss)/income for the period</b>	-	-	(2,364)	-	3,807	823	-	-	14,021	16,287	(5,657)	10,630
<b>Transactions with owners recorded directly in equity</b>												
<b>Contributions by and distributions to owners</b>												
Value of employee services received for issue of share options	-	-	-	-	-	-	329	-	-	329	(120)	209
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	-	-	-	-	-	-	-	-	(9,875)	(9,875)	-	(9,875)
<b>Total contributions by and distributions to owners</b>	-	16	-	-	-	-	329	-	(9,875)	(9,530)	(120)	(9,650)
<b>At 31 January 2019</b>	<b>49,449</b>	<b>478,339</b>	<b>(93,879)</b>	<b>10,885</b>	<b>22,032</b>	<b>(1,941)</b>	<b>1,702</b>	<b>(286)</b>	<b>99,651</b>	<b>565,952</b>	<b>43,288</b>	<b>609,240</b>

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

<i>Amounts in US\$'000</i>					Remeasure- ment of		Share			
	Share capital	Share premium	Translation reserve	Revaluation reserve	retirement plan	Hedging Reserve	Option reserve	Reserve for own shares	Retained earnings	Total equity
<b>Company</b>										
<b>Fiscal Year 2020</b>										
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	-	-	-	-	-	-	-	-	(745)	(745)
At 1 May 2019, as restated	49,449	478,478	(93,375)	10,885	17,648	(2,452)	1,753	(286)	95,329	557,429
<b>Total comprehensive income for the period</b>										
Loss for the year	-	-	-	-	-	-	-	-	(68,950)	(68,950)
<b>Other comprehensive income</b>										
Currency translation differences recognised directly in equity	-	-	3,414	-	-	-	-	-	-	3,414
Remeasurement of retirement plan, net of tax	-	-	-	-	(20,520)	-	-	-	-	(20,520)
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	(665)	-	-	-	(665)
<b>Total other comprehensive income</b>	-	-	3,414	-	(20,520)	(665)	-	-	-	(17,771)
<b>Total comprehensive (loss)/income for the period</b>	-	-	3,414	-	(20,520)	(665)	-	-	(68,950)	(86,721)
<b>Transactions with owners recorded directly in equity</b>										
<b>Contributions by and distributions to owners</b>										
Value of employee services received for issue of share options	-	-	-	-	-	-	-	-	-	-
Share options exercised	-	-	-	-	-	-	-	-	-	-
Issuance of new preference shares	-	-	-	-	-	-	-	-	-	-
Transaction cost from issue of preference shares	-	-	-	-	-	-	-	-	-	-
Release of share awards	-	-	-	-	-	-	-	-	-	-
Payment of Dividends	-	-	-	-	-	-	-	-	(19,987)	(19,987)
<b>Total contributions by and distributions to owners</b>	-	-	-	-	-	-	-	-	(19,987)	(19,987)
<b>At 31 January 2020</b>	<b>49,449</b>	<b>478,478</b>	<b>(89,961)</b>	<b>10,885</b>	<b>(2,872)</b>	<b>(3,117)</b>	<b>1,753</b>	<b>(286)</b>	<b>6,392</b>	<b>450,721</b>

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

<i>Amounts in US\$'000</i>	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasurement of retirement plan	Hedging Reserve	Share Option reserve	Reserve for own shares	Retained earnings	Total equity
<b>Company</b>										
<b>Fiscal Year 2019</b>										
At 1 May 2018	49,449	478,462	(91,515)	10,885	18,225	(2,764)	1,373	(286)	95,505	559,334
<b>Total comprehensive income for the period</b>										
Loss for the year	-	-	-	-	-	-	-	-	14,021	14,021
<b>Other comprehensive income</b>										
Currency translation differences recognised directly in equity	-	-	(2,364)	-	-	-	-	-	-	(2,364)
Remeasurement of retirement plan, net of tax	-	-	-	-	3,807	-	-	-	-	3,807
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	823	-	-	-	823
<b>Total other comprehensive income</b>	-	-	(2,364)	-	3,807	823	-	-	-	2,266
<b>Total comprehensive (loss)/income for the period</b>	-	-	(2,364)	-	3,807	823	-	-	14,021	16,287
<b>Transactions with owners recorded directly in equity</b>										
<b>Contributions by and distributions to owners</b>										
Value of employee services received for issue of share options	-	-	-	-	-	-	329	-	-	329
Share options exercised	-	-	-	-	-	-	-	-	-	-
Issuance of new preference shares	-	-	-	-	-	-	-	-	-	-
Transaction cost from issue of preference shares	-	16	-	-	-	-	-	-	-	16
Release of share awards	-	-	-	-	-	-	-	-	-	-
Payment of Dividends	-	-	-	-	-	-	-	-	(9,875)	(9,875)
<b>Total contributions by and distributions to owners</b>	-	16	-	-	-	-	329	-	(9,875)	(9,530)
<b>At 31 January 2019</b>	<b>49,449</b>	<b>478,478</b>	<b>(93,879)</b>	<b>10,885</b>	<b>22,032</b>	<b>(1,941)</b>	<b>1,702</b>	<b>(286)</b>	<b>99,651</b>	<b>566,091</b>

# **DEL MONTE PACIFIC LIMITED** **UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS**

<i>Amounts in US\$'000</i>	For the three months ended		For the nine months ended	
	31 January		31 January	
	FY2020	FY2019	FY2020	FY2019
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
<b>Cash flows from operating activities</b>				
Profit (loss) for the period	5,054	764	(78,700)	7,799
Adjustments for:				
Depreciation of property, plant and equipment	44,054	33,582	119,560	95,439
Amortisation of intangible assets	1,663	1,662	4,988	4,991
Impairment loss on property, plant and equipment	-	166	40,761	1,425
Gain/(loss) on disposal of property, plant and equipment	(1,146)	598	290	(2,507)
Equity-settled share-based payment transactions	-	57	-	209
Share in net loss of joint venture	544	120	1,759	429
Finance income	(2,369)	644	(6,214)	(19,128)
Finance expense	26,253	24,964	78,638	73,198
Tax expense - current	4,113	5,501	51,079	8,181
Tax credit - deferred	(3,401)	(7,616)	(25,661)	(14,245)
Net loss (gain) on derivative financial instrument	125	(248)	758	394
Operating profit before working capital changes	74,890	60,194	187,258	156,185
Changes in:				
Other assets	3,557	(5,108)	(5,792)	395
Inventories	182,442	164,879	(88,211)	21,294
Biological assets	(8,382)	4,813	(8,700)	1,344
Trade and other receivables	26,382	56,570	(28,233)	(27,606)
Prepaid and other current assets	(5,328)	511	(8,404)	2,988
Trade and other payables	(80,662)	(65,061)	42,760	(114,010)
Employee Benefit	10,463	4,416	12,505	11,819
Operating cash flow	203,362	221,214	103,183	52,409
Income taxes paid	(9,479)	(898)	(45,928)	(2,666)
<b>Net cash flows from operating activities</b>	193,883	220,316	57,255	49,743
<b>Cash flows from investing activities</b>				
Interest received	73	261	384	506
Proceeds from disposal of property, plant and equipment	10,074	59	10,614	9,304
Purchase of property, plant and equipment	(29,969)	(38,176)	(85,348)	(94,071)
Additional investment in joint venture	(1,530)	-	(1,530)	-
<b>Net cash flows used in investing activities</b>	(21,352)	(37,856)	(75,880)	(84,261)
<b>Cash flows from financing activities</b>				
Interest paid	(26,183)	(23,627)	(74,181)	(65,315)
Proceeds of borrowings	251,258	109,485	758,238	677,284
Repayment of borrowings	(401,286)	(231,979)	(623,452)	(531,942)
Payments of lease liability	(8,172)	-	(22,545)	-
Dividends paid	-	-	(19,987)	(9,875)
Refund of transactions costs related to issuance of preference shares	-	-	-	16
<b>Net cash flows from financing activities</b>	(184,383)	(146,121)	18,073	70,168
<b>Net decrease in cash and cash equivalents</b>	(11,852)	36,339	(552)	35,650
<b>Cash and cash equivalents, beginning</b>	35,221	33,863	21,636	24,246
<b>Effect of exchange rate fluctuations on cash held in foreign currency</b>	(2,881)	(5,030)	(596)	5,276
<b>Cash and cash equivalents at 31 October</b>	20,488	65,172	20,488	65,172



## **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 recognised 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 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 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**

<i>Amounts in US\$'000</i>	<b>1 May 2019</b>
<b>ASSETS</b>	
Prepaid expenses and other current assets <sup>1</sup>	(1,661)
Right-of-use assets-net	235,911
Deferred tax assets	2,486
Other noncurrent assets <sup>1</sup>	(23,941)
	<b>212,795</b>
<b>LIABILITIES AND EQUITY</b>	
Lease liability - current portion	29,167
Lease liability - noncurrent portion	191,979
Other noncurrent liabilities <sup>1</sup>	(7,606)
Total Liabilities	<b>213,540</b>
Retained earnings	(745)
Total Equity	<b>(745)</b>
	<b>212,795</b>

\* Adjusted as of January 2020 from the earlier numbers presented as at October 2019 mainly from future land rental recalculation as well as impact of transition adjustments on deferred taxes.

<sup>1</sup> 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\$ 1.7 million, US\$ 23.9 million, and US\$ 7.6 million, respectively, as at 1 May 2019.

Impact of adoption of IFRS 16 in the statement of financial performance of the Group for the nine months ended 31 January 2020:

### Consolidated Statement of Financial Performance

<i>Amounts in US\$'000</i>	<b>Nine Months Ended 31 January 2020</b>
Turnover	-
Cost of Sales	(3,092)
<b>Gross profit</b>	<b>3,092</b>
Less: General and administration expenses	(683)
Add: ROU Amortization	19,175
<b>EBITDA</b>	<b>22,950</b>
Less: ROU Amortization	19,175
<b>Profit from operations</b>	<b>3,775</b>
Finance expense	6,553
<b>Profit /(loss) before taxation</b>	<b>(2,778)</b>
Taxation	(640)
<b>Profit/(loss) after taxation</b>	<b>(2,138)</b>
<b>Profit(loss) attributable to:</b>	
Owners of the Company	(1,816)
Non-controlling interest	(322)
<b>Profit/(loss) for the period</b>	<b>(2,138)</b>

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

<b>Amounts in US\$ million</b>	<b>For the three months ended 31 January</b>			<b>For the nine months ended 31 January</b>		
	<b>FY2020 (Unaudited)</b>	<b>FY2019 (Unaudited)</b>	<b>%</b>	<b>FY2020 (Unaudited)</b>	<b>FY2019 (Unaudited)</b>	<b>%</b>
<b>DMFI one-off expenses:</b>						
Plant closures	<b>0.2</b>	0.1	(161.0)	<b>77.4</b>	6.5	(1,094.5)
Seed operation	-	-	nm	-	(1.1)	(100.0)
Severance	<b>0.4</b>	1.4	68.7	<b>2.0</b>	3.2	37.1
Others	<b>0.0</b>	(0.7)	(100.0)	<b>0.1</b>	(0.7)	(112.2)
Total (pre-tax basis)	<b>0.7</b>	0.8	18.1	<b>79.5</b>	8.0	(899.9)
Tax impact	<b>(0.2)</b>	(0.2)	(18.2)	<b>(19.4)</b>	(1.9)	939.5
Non-controlling interest	<b>(0.1)</b>	(0.1)	(18.1)	<b>(6.4)</b>	(0.6)	887.8
<b>Total DMFI one-off expenses (post tax, post NCI basis)</b>	<b>0.5</b>	0.6	18.1	<b>53.8</b>	5.4	(887.8)
<b>Second Lien Loan Purchase:</b>						
Gain due to the purchase of DMFI's second lien loan at a discount	<b>(1.7)</b>	(0.1)	1,278.5	<b>(1.5)</b>	(16.3)	(90.5)
Tax impact for the other one-off items	<b>0.4</b>	0.0	(1,331.3)	<b>0.4</b>	3.5	89.1
<b>Total one-off gain on second lien loan purchase (post tax basis)</b>	<b>(1.3)</b>	(0.1)	1,262.3	<b>(1.2)</b>	(12.9)	(90.9)
<b>Intercompany Dividends Tax:</b>						
Final tax paid on intercompany dividends	-	-	nm	<b>39.6</b>	-	nm
Deferred tax on undistributed share in profits	<b>1.5</b>	-	nm	<b>4.1</b>	-	nm
<b>Total one-off final taxes on intercompany dividends</b>	<b>1.5</b>	-	nm	<b>43.8</b>	-	nm
<b>Total (post-tax and post non-controlling interest)</b>	<b>0.7</b>	0.5	(48.9)	<b>96.4</b>	(7.4)	(1,400.5)