Financial Statements and Related Announcement::Third Quarter Results

Issuer & Securities

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DEL MONTE PACIFIC LIMITED

8 March 2018

SGX-ST/PSE/MEDIA RELEASE: (unaudited results for the third quarter ending 31 January 2018)

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Del Monte Pacific's 3Q sales and market shares grew in US but profit impacted by new tax rates

3Q FY2018 Highlights

- Sales and market shares in the USA grew with innovation and brand building activities, offset by a decline in DMPL Group's exports of pineapple juice concentrate.
- One-off expenses, mainly the US$39.8m write-off of deferred tax assets in the USA due to new tax rates, led to a net loss of US$38.4m. Without the one-off expenses, the Group would have generated a net income of US$3.4m.
- DMPL Preference Shares second tranche offering raised US$100m, significantly reducing gearing.
- Planned Del Monte Philippines IPO will further improve the capital structure of the Group.

Singapore/Manila, 8 March 2018 – Singapore Mainboard and Philippine Stock Exchange dual listed Del Monte Pacific Limited ("DMPL" or the "Group"; Bloomberg: DELM SP, DMPL PM) reported today its third quarter FY2018 results ending January.

The Group achieved third quarter sales of US$599.8 million, 0.7% lower than prior year period. Higher sales in the United States and Philippines were offset mainly by lower, cyclical pineapple juice concentrate prices and decreased exports of processed pineapple.

The Group's US subsidiary, Del Monte Foods, Inc (DMFI), contributed US$451.5 million or 75% of Group sales. DMFI's sales grew a marginal 0.2% driven by higher volume of packaged fruit and broth. The *Del Monte Fruit & Chia* cups launched in the second quarter are performing well. These are adult fruit cups which combine fruit and chia seeds. DMFI followed this in the third quarter with the introduction of *Grab and Go Fruit Cups* which are single-serve cups with 'sporks', for convenient snacking on the go. These new products ride on current consumer trends of healthy living, snacking and convenience.

DMFI's market shares in canned vegetable and fruit, plastic fruit cup and broth categories increased during the quarter, driven by increased marketing investments, compelling innovations, and strong execution against fundamentals at retail.

Following the second quarter divestment of the underperforming Sager Creek vegetable business, DMFI booked an additional one-off expense of US$6.8 million in the third quarter. On a non-cash basis, DMFI also wrote off US$39.8 million of deferred tax assets due to the change in US Federal income tax rate from 35% to 21%. Other companies in the US with deferred tax assets have similar write-offs due to the reduction in income tax rates. However, this should be more than offset by the reduced tax rates in future years which will be substantial. The total one-off expenses for the third quarter amounted to US$41.8 million post-tax.

Sales in the Philippines were up in peso terms driven by expanded penetration and increased consumption of its beverage and culinary products into the peak season of Christmas. The Group's thrust on innovation continues with the launch of *100% Pineapple Juice* in Tetra Pak, offering more convenience to the consumers. The Group also made an initial foray into the 'juice with particulates' market with the introduction of *Del Monte Juice & Chews*, a snack-in-a-drink combining chewy bits of nata and pineapple with fruit juice blends. This is becoming increasingly more popular amongst teens. Foodservice sales in the Philippines remained strong, riding on the rapid expansion of quick service restaurants and convenience stores with partnerships and menu creation with major accounts.

Sales of the S&W business declined in the third quarter mainly due to lower packaged pineapple sales in North Asia. There was increased competition from cheaper-priced products from Thailand impacting the Group's business most notably in China.

DMPL's share in the FieldFresh joint venture in India for the third quarter was favourable at US$0.1 million profit from a US$0.5 million loss in the prior year period due to improvement in sales and margin.

The Group reported an EBITDA of US$35.2 million, versus prior year quarter's EBITDA of US$43.8 million. With the one-off expenses of US$11.2 million pre-tax and US$41.8 million post-tax, the Group incurred a net loss of US$38.4 million versus prior year period's net income of US$8.5 million. Excluding these one-off expenses, EBITDA would have been US$46.4 million and net income would have been US$3.4 million. As planned, the Group made strategic investments in trade spending and marketing to strengthen its core business in the USA, which is reflected in the higher volume achieved.

"Our innovation and marketing initiatives, to build relevance through product differentiation, address consumer trends and expand distribution in key growth areas, especially in the United States are beginning to pay off," said Joselito D Campos, Jr, Managing Director and CEO of DMPL. "We also are focused on reducing our debt and on streamlining operations to become more competitive. Such measures are geared to work in tandem with revenue-enhancing initiatives to ensure a profitable and sustainable business in the long run," he added.

For the first nine months of FY2018, the Group generated sales of US$1.7 billion, marginally lower versus the prior year period as higher sales in Asia were offset by lower sales in the US.

The Group's second largest subsidiary, Del Monte Philippines, Inc (DMPI), generated sales of US$420 million, up 8% in peso terms and 2% in US dollar terms versus the same period last year. DMPI's sales comprise Philippines sales and exports (under the S&W brand and private label).

The Philippine market sales for the first nine months were higher as the Group continued to invest in driving inclusion of Del Monte products in consumers' weekly menu behind 360-degree campaigns across brands. Foodservice sales in the Philippines also continued to expand, riding on the rapid expansion of quick service restaurants and convenience stores.

Sales of the S&W business, the fastest growing business of DMPI in Asia and the Middle East, grew in the nine-month period, mainly driven by robust sales of fresh pineapple, new product launches in new packaging formats in North Asia, and expansion into Turkey, a new market for packaged products.

The Group generated a net loss of US$40.4 million for the first nine months of FY2018, versus the prior period's net income of US$21.5 million due to the one-off expenses for DMFI's plant closures and the write-off of deferred tax assets. Excluding these one-off expenses, the Group would have generated a net income of US$14.9 million.

Barring unforeseen circumstances and excluding one-off expenses, the Group is expected to be profitable for FY2018.

The Company completed the offering and listing of its second tranche of Preference Shares in the Philippines in December 2017 generating approximately US$100 million in proceeds. This followed the US$200 million raised from the first tranche in April 2017. The Company used the proceeds to pay down a loan due in February 2019. This equity raising has significantly improved the Group's gearing to 2.7x from 5.3x in the prior year quarter.

DMPL has also announced earlier the planned IPO of its wholly-owned subsidiary, Del Monte Philippines, Inc on the Philippine Stock Exchange, by offering to the public 20% of its stake in DMPI. The proceeds of up to US$320 million, subject to book building and market conditions, will be used primarily for debt repayment and general corporate purposes. This will result in a further reduction of the leverage of the DMPL Group.

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.

About Del Monte Pacific Limited (www.delmontepacific.com)

Dual listed on the Mainboards of the Singapore Exchange Securities Trading Limited and the Philippine Stock Exchange, Inc, Del Monte Pacific Limited (Bloomberg: DELM SP/ DMPL PM), together with its subsidiaries (the "Group"), is a global branded food and beverage company that caters to today's consumer needs for premium quality healthy products. The Group innovates, produces, markets and distributes its products worldwide.

The Group is proud of its heritage brands - *Del Monte, S&W, Contadina* and *College Inn* – majority of which originated in the USA more than 100 years ago as premium quality packaged food products. The Group has exclusive rights to use the *Del Monte* trademarks for packaged products in the United States, South America, the Philippines, Indian subcontinent and Myanmar, while for *S&W*, it owns it globally except Australia and New Zealand. The Group owns the *Contadina* and *College Inn* trademarks in various countries.

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

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

The Group owns approximately 95% of a holding company that owns 50% of FieldFresh Foods Private Limited in India (www.fieldfreshfoods.in). FieldFresh markets *Del Monte*-branded packaged products in the domestic market and *FieldFresh*-branded fresh produce. The Group's partner in FieldFresh India is the well-respected Bharti Enterprises, which is one of the largest conglomerates in India.

DMPL's USA subsidiary operates 10 plants in the USA, two in Mexico and one in Venezuela, while its Philippines subsidiary operates the world's largest fully-integrated pineapple operation with its 25,000-hectare pineapple plantation in the Philippines and a factory with a port beside it.

Except the joint venture companies with Fresh Del Monte Produce Inc, DMPL and its subsidiaries are not affiliated with the other Del Monte companies in the world, including Fresh Del Monte Produce Inc, Del Monte Canada, Del Monte Asia Pte Ltd and these companies' affiliates.

DMPL is 67%-owned by NutriAsia Pacific Ltd and Bluebell Group Holdings Limited, which are beneficially-owned by the Campos family of the Philippines. The NutriAsia Group is the market leader in the liquid condiments, specialty sauces and cooking oil market in the Philippines.

To subscribe to our email alerts, please send a request to jluy@delmontepacific.com.

DEL MONTE PACIFIC LIMITED

Management Discussion and Analysis of Unaudited Financial Condition and Results of Operations for the Third Quarter and Nine Months Ended January 2018

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AUDIT

Third Quarter FY2018 results covering the period from 1 November 2017 to 31 January 2018 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 FY2017 annual consolidated financial statements, except for the adoption of the following amendments effective beginning 1 May 2017, which did not have significant impact to the Group:

- Amendment to IFRS 12, Clarification of the Scope of the Standard (Part of Annual Improvements to IFRSs 2014 - 2016 Cycle)
- Amendments to IAS 7, Statement of Cash Flows, Disclosure Initiative
- Amendments to IAS 12, Income Taxes, Recognition of Deferred Tax Assets for Unrealised Losses

The Group will adopt the following new standards when they become effective.

Applicable 1 May 2018

- Amendments to IFRS 2, Share-based Payment, Classification and Measurement of Share-based Payment Transactions
- Amendments to IFRS 4, Insurance Contracts, Applying IFRS 9, Financial Instruments, with IFRS 4
- Amendments to IAS 28, Measuring an Associate or Joint Venture at Fair Value (Part of Annual Improvements to IFRSs 2014 - 2016 Cycle)
- Amendments to IAS 40, Investment Property, Transfers of Investment Property
- IFRIC-22, Foreign Currency Transactions and Advance Consideration
- IFRS 9, Financial Instruments
- IFRS 15, Revenue from Contracts with Customers

Applicable 1 May 2019

- IFRS 16, Leases
- IFRIC 23, Uncertainty over Income Tax Treatments
- Amendments to IFRS 9, Prepayment Features with Negative Compensation
- Amendments to IAS 28, Long-term Interests in Associates and Joint Ventures

Applicable 1 May 2021

- IFRS 17, Insurance Contracts

Deferred by IASB

- Amendments to IFRS 10 and IAS 28, Sale on Contribution of Assets between an Investor and its Associate on Joint Venture

DISCLAIMER

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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

8 March 2018

NOTES ON THE 3Q FY2018 DMPL RESULTS

1. DMPL's effective stake in DMFI is 89.4%, hence the non controlling interest line (NCI) in the P&L. Net income is net of NCI.

2. FY would mean 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.

FINANCIAL HIGHLIGHTS – THIRD QUARTER AND NINE MONTHS ENDED 31 JANUARY 2018

	For the three months ended 31 January			For the nine months ended 31 January		
in US$'000 unless otherwise stated*	**Fiscal Year 2018**	**Fiscal Year 2017 (Restated)**	**% Change**	**Fiscal Year 2018**	**Fiscal Year 2017 (Restated)**	**% Change**
Turnover	**599,782**	604,225	(0.7)	**1,698,334**	1,707,590	(0.5)
Gross profit	**119,149**	125,697	(5.2)	**345,413**	367,819	(6.1)
Gross margin (%)	***19.9***	*20.8*	*(0.9)*	***20.3***	*21.5*	*(1.2)*
Operating profit**	**16,715**	28,671	(41.7)	**38,957**	91,262	(57.3)
Operating margin (%)	***2.8***	*4.7*	*(1.9)*	***2.3***	*5.3*	*(3.0)*
Net profit attributable to owners of the Company - with one-off items**	**(38,369)**	8,530	(549.8)	**(40,447)**	21,459	(288.5)
Net margin (%)	***(6.4)***	*1.4*	*(7.8)*	***(2.4)***	*1.3*	*(3.7)*
EPS (US cents)	**(2.20)**	0.44	(600.0)	**(2.65)**	1.10	(340.9)
Net profit attributable to owners of the Company – without one-off items**	**3,422**	11,640	(70.6)	**14,909**	28,255	(47.2)
Net debt	**1,605,091**	1,956,164	(17.9)	**1,605,091**	1,956,164	(17.9)
*Gearing*** (%)*	***266.9***	*528.4*	*(261.5)*	***266.9***	*528.4*	*(261.5)*
EBITDA**	**34,938**	43,753	(20.1)	**95,696**	140,481	(31.9)
Cash flow from operations	**218,082**	193,675	12.6	**139,956**	33,679	315.6
Capital expenditure	**32,166**	34,743	(7.4)	**67,497**	100,696	(33.0)
Inventory (days)	**151**	161	(10)	**183**	186	(3)
Receivables (days)	**30**	26	4	**24**	23	1
Account Payables (days)	**35**	40	(5)	**36**	37	(1)

**The Company's reporting currency is US dollars. For conversion to S$, the following exchange rates can be used: 1.36 in January 2018, 1.39 in January 2017. For conversion to Php, these exchange rates can be used: 50.67 in January 2018, 48.30 in January 2017.*

***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$599.8 million for the third quarter of FY2018, down 0.7% versus the prior year period mainly on decreased exports of processed pineapple products and unfavourable impact of lower pineapple juice concentrate pricing.

The Group's US subsidiary, Del Monte Foods, Inc (DMFI) contributed US$451.5 million or 75.3% of Group sales. DMFI's sales slightly increased from US$450.6 million last year driven by higher volume of packaged fruit and broth, and increased retail sales partially offset by higher trade promotion. Overall, volume was marginally higher driven by the strong performance of the packaged fruit category in the holiday season which was partly offset by distribution losses in packaged tomatoes.

The *Del Monte Fruit & Chia* cups launched in the second quarter are performing well. These are adult fruit cups which combine fruit and chia seeds. DMFI followed this in the third quarter with the introduction of *Grab and Go Fruit Cups* which are single-serve cups with sporks (spoon and fork in one), for convenient snacking on the go. These new products ride on current consumer trends of healthy living, snacking and convenience.

Investments in consumer advertising and insights are paying dividends as DMFI's market share in canned vegetables and fruit continue to grow driven by growth in Walmart. DMFI increased its market share during the quarter across key categories in retail, i.e. canned vegetable, canned fruit, broth and fruit in plastic cups driven by increased trade and consumer investment.

As part of the Group's strategy to improve operational excellence, DMFI divested its underperforming Sager Creek vegetable business in the second quarter. This involved shutting the production facility in Siloam Springs, Arkansas. DMFI also shut its Plymouth, Indiana tomato production facility in the third quarter to improve efficiency and streamline operations. These resulted in incremental one-off expenses amounting to US$11.2 million pre-tax or US$6.2 million post-tax in the third quarter.

DMFI also wrote off US$39.8 million (gross and net basis, ie no tax impact, and non-cash) of deferred tax assets due to the change in US Federal income tax rate from 35% to 21%. Other companies in the US with deferred tax assets have similar write-offs due to the reduction in income tax rates. However, this should be more than offset by the reduced tax rates in future years which will be substantial. The total one-off expenses for the third quarter amounted to US$41.8 million post-tax. Please refer to the last page of this MD&A for a schedule of the one-off expenses.

Excluding the one-off expenses, DMFI contributed an EBITDA of US$15.2 million and a net loss of US$13.0 million to the Group.

Sales of DMPL ex-DMFI were lower as compared to the same period last year. DMPL ex-DMFI generated sales of US$155.0 million (inclusive of the US$6.7 million sales by DMPL to DMFI which were netted out during consolidation).

It delivered lower gross margin of 30.9% from 33.6% in the prior year quarter mainly driven by unfavourable impact of lower pineapple juice concentrate pricing and sales mix. DMPL ex-DMFI generated an EBITDA of US$28.2 million which was lower by 22.7% and a net income of US$13.5 million, lower versus the US$21.3 million in the same period last year driven by lower export sales and margin.

The Philippine market sales were up 7.8% in peso terms and up 4.4% in US dollar terms. Sales growth was driven by expanded penetration and increased consumption of its beverage and culinary products into the peak season of Christmas. The Company's thrust on innovation continued with the launch of *100% Pineapple Juice* in Tetra Pak, offering more convenience to consumers. The Company also made an initial foray into the 'juice with particulates' market with the introduction of *Del Monte Juice & Chews* in December 2017, an innovative snack-in-a-drink combining chewy bits of nata and pineapple with fruit juice blends. This is becoming increasingly popular amongst teens. Foodservice sales in the Philippines remained strong, riding on the rapid expansion of quick service restaurants and convenience stores with partnerships and menu creation with major accounts.

Sales of the S&W branded business in Asia and the Middle East declined in the third quarter due to lower packaged pineapple sales in North Asia. There was increased competition from cheaper-priced products from Thailand impacting the Group's business most notably in China.

DMPL's share in the FieldFresh joint venture in India was favourable at US$0.1 million profit from a US$0.5 million loss in the prior year period due to improvement in sales and margin.

The Group's gross profit and operating profit were lower than prior year period due to lower export sales of processed pineapple products, unfavourable impact of lower, cyclical pineapple juice concentrate pricing, higher trade promotions and marketing spending. The incremental one-off expense from the sale of Sager Creek vegetable business, closure of the two plants mentioned above and other one-off expenses largely impacted the operating margin.

The Group's EBITDA of US$35.2 million was lower than prior year quarter's EBITDA of US$43.8 million. This quarter's EBITDA included the US$11.2 million of one-off expenses mentioned above. Without the one-off expenses, the Group recurring EBITDA was US$46.4 million. This was lower versus prior year quarter's recurring EBITDA of US$49.2 million due to planned increased investment in consumer and trade spending to reinvigorate the business in the USA in line with the Group's long range plan. The additional marketing and trade spend in the USA amounted to US$18.7 million.
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The Group incurred a net loss of US$38.4 million for the quarter, as compared to a net income of US$8.5 million in the prior year quarter. This quarter's net loss included US$41.8 million of one-off expenses (net of tax), while prior year period's included only US$3.1 million of one-off expenses. Without the one-off expenses, the Group reported a recurring net income of US$3.4 million, lower than last year's recurring net income of US$11.6 million reflecting the planned higher investment in consumer and trade spending mentioned above.

The Group's cash flow from operations in the third quarter was US$218.1 million, higher versus last year's US$193.7 million driven by better working capital management mainly on DMFI's reduced inventory.

In December 2017, the Company successfully completed the offering and listing of its second tranche of Preference Shares in the Philippines generating approximately US$100 million in proceeds (or a combined US$ 300 million approximately 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 BDO Uni bank, Inc loan due in February 2019. This has improved the Group leverage ratio to 267% from 528% last year.

DMPL has also announced earlier the planned IPO of its wholly-owned subsidiary, Del Monte Philippines, Inc on the Philippine Stock Exchange, by offering to the public 20% of its stake in DMPI. The proceeds of up to US$320 million, subject to book building and market conditions will be used primarily for debt repayment and general corporate purposes. This will result in a further reduction of the leverage of the DMPL Group.

Nine Months

For the nine months of FY2018, the Group generated sales of US$1.7 billion, down 0.5% versus prior year period. DMFI generated US$1.3 billion or 75.0% of Group sales, lower by 1.6% largely driven by distribution losses in the tomato category, unfavourable pricing in foodservice and USDA, and higher trade promotion spending. The key retail segments of canned vegetable, canned fruit, broth and plastic fruit cup all grew sales in the nine months despite some category declines. DMFI increased its market share during the nine months across key categories in retail, i.e. canned vegetable, canned fruit, broth and fruit in plastic cups driven by increased trade and consumer investment.

The Philippine market sales were up 5.7% in peso terms and 0.1% in US dollar terms due to peso depreciation. The Group continued to invest in driving inclusion of Del Monte products in consumers' weekly menu behind 360-degree campaigns across brands. Foodservice sales in the Philippines also continued to expand, riding on the rapid expansion of quick service restaurants and convenience stores.

Sales of the S&W business, the fastest growing business of DMPI in Asia and the Middle East, were up driven by double-digit sales growth of fresh pineapple and expansion into Turkey, a new market for packaged products.

DMFI's gross margin for the nine-month period declined to 15.5% from 16.8% in the same period last year mainly driven by higher trade spend and unfavourable USDA and foodservice pricing.

DMPL ex-DMFI's gross profit at US$140.9 million was lower than last year and its gross margin decreased to 30.8% from 32.7% due to unfavourable sales mix and lower pineapple concentrate pricing.

The Group's gross profit and operating profit were lower than prior year period due to higher trade promotions and unfavourable pricing in USDA, foodservice and pineapple juice concentrate. The one-off expenses related to the sale of Sager Creek vegetable business and closure of two plants in the USA amounted to US$35.7 million pre-tax or US$19.8 million post-tax in the nine months. Please refer to the last page of this MD&A for a schedule of the one-off expenses including the non-cash US$39.8 million write-off of deferred tax assets due to the change in US Federal income tax rate from 35% to 21%.

DMPL's share of loss in the FieldFresh joint venture in India at US$0.4 million was lower versus the US$1.2 million in the prior year, as FieldFresh continued to invest behind the business to grow the Del Monte packaged business in India.

DMPL's net income without DMFI was US$45.8 million, up versus prior year period's US$44.7 million mainly from lower operating expenses and increased sales despite unfavourable impact from lower pineapple juice concentrate pricing.

The DMPL Group generated a net loss of US$40.4 million for the nine months of FY2018, unfavourable versus prior year period's net income of US$21.5 million due to the one-off expenses of US$55.4 million mentioned above.

Excluding the one-off expenses, the Group's net income would have been US$14.9 million, lower versus the recurring net income in the same period last year of US$28.3 million mainly driven by increased investment in trade and consumer spending to reinvigorate the business in the USA in line with Group's long range plan. The additional marketing and trade spend in the USA amounted to US$42.1 million.

The Group posted an EBITDA of US$95.9 million of which DMFI accounted for US$3.1 million. Excluding one-off expenses, the Group's EBITDA would have been US$131.6 million, 13.6% lower versus the recurring EBITDA of US$152.3 million in the prior year period.

The Group's cash flow from operations in the nine months was US$140.0 million, better versus last year's cash flow of US$33.7 million driven by better working capital management particularly due to the reduction in DMFI's inventory.

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 due to shifts in consumer demographics, shifts in the way American consumers are eating and shopping, as well as shifts in consumer preferences. It will continue to build on its Del Monte brand heritage and will realign its business with those consumer trends over time. Its plan focuses on business segments which are on-trend and will rationalise non-profitable businesses, in particular the non-branded segment. It will continue to optimise its cost structure and investing in a multiyear restructuring project for its operations and supply chain footprint to more efficiently support its commercial strategy.

With the four new joint ventures with Fresh Del Monte Produce Inc, DMFI has the potential to greatly extend the reach of the Del Monte brand to the growing store perimeter while allowing both companies to optimise economies of scale. Business plans are being finalised for the joint ventures in prepared refrigerated fruit snacks, chilled juices, guacamole and avocado products, and retail food and beverage outlets.

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 sales and maintain its positive EBITDA.

The Nice Fruit frozen pineapple plant is in operation, with trial shipments to the USA, Japan and South Korea.

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

Barring unforeseen circumstances and excluding one-off expenses, the Group is expected to be profitable for FY2018.

As part of the Group's deleveraging plan subject to all regulatory approvals and market conditions, DMPL's wholly-owned Philippine subsidiary, Del Monte Philippines, Inc, (DMPI) has filed application documents for a proposed initial public offering of common shares comprising the sale of 20% of its issued capital, by way of a secondary offer, to be listed on the Philippine Stock Exchange. The Company will make further announcements as and when required and/or material developments arise in respect of the Offering.

REVIEW OF TURNOVER, GROSS PROFIT AND OPERATING PROFIT

AMERICAS

For the third quarter ended 31 January

In US$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2018	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**
Packaged fruit	**156,664**	149,403	4.9	**26,841**	24,431	9.9	**3,668**	2,450	49.7
Packaged vegetable	**203,830**	205,351	(0.7)	**29,940**	29,273	2.3	**(9,895)**	(3,863)	(156.1)
Beverage	**5,796**	7,098	(18.3)	**(1,446)**	2,400	(160.3)	**(2,571)**	1,479	(273.8)
Culinary	**84,443**	87,643	(3.7)	**16,222**	15,853	2.3	**1,051**	980	7.2
Others	**746**	315	136.8	**214**	70	205.7	**65**	(1,662)	(103.9)
Total	**451,479**	449,810	0.4	**71,771**	72,027	(0.4)	**(7,682)**	(616)	nm

For the nine months ended 31 January

In US$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2018	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**
Packaged fruit	**466,260**	459,068	1.6	**78,629**	79,868	(1.6)	**(858)**	10,309	(108.3)
Packaged vegetable	**571,742**	582,333	(1.8)	**92,345**	99,773	(7.4)	**(12,571)**	9,852	(227.6)
Beverage	**16,259**	22,971	(29.2)	**689**	6,526	(89.4)	**(3,434)**	3,009	(214.1)
Culinary	**213,192**	227,190	(6.2)	**36,948**	41,297	(10.5)	**(13,441)**	2,348	(672.4)
Others	**1,684**	812	107.4	**414**	180	130.0	**101**	121	(16.5)
Total	**1,269,137**	1,292,374	(1.8)	**209,025**	227,644	(8.2)	**(30,203)**	25,639	(217.8)

Reported under the Americas segment are sales and profit on sales in USA, Canada and Mexico. Majority of this segment's sales are principally sold under the Del Monte brand but also under the Contadina, S&W, College Inn and other brands. This segment also includes sales of private label food products. Sales in the Americas are distributed across the United States, in all channels serving retail markets, as well as to the US military, certain export markets, the foodservice industry and other food processors.

Sales in the Americas increased by 0.4% in the third quarter to US$451.1 million mainly driven by higher volume of packaged fruit and broth, and increased retail sales partially offset by higher trade promotion. Overall, volume was marginally higher driven by the strong performance of the packaged fruit category in the holiday season which was partly offset by distribution losses in packaged tomatoes. Investments in consumer advertising and insights are paying dividends as DMFI's market share in canned vegetables and fruit continue to grow driven by growth in Walmart. DMFI increased its market share during the quarter across key categories in retail, i.e. canned vegetable, canned fruit, broth and fruit in plastic cups driven by increased trade and consumer investment.

Gross profit was lower than prior year period due to lower food service pricing and higher trade promotions related to key retail initiatives.

Americas reported an operating loss for the quarter of US$30.2 million versus prior year quarter's operating income of US$25.6 million due to the sale of its underperforming Sager Creek vegetable business, closure of two plants and other one-off expenses which impacted operating margin. The total one-off expenses amounted to US$11.2 million pre-tax for the third quarter. Please refer to the last page of this MD&A for a schedule of the one-off expenses.

ASIA PACIFIC

For the third quarter ended 31 January

In US$'000	**Turnover**			**Gross Profit**			**Operating Income**		
	FY2018	**FY2017 (Restated)**	**% Chg**	**FY2018**	**FY2017 (Restated)**	**% Chg**	**FY2018**	**FY2017 (Restated)**	**% Chg**
Packaged fruit	**34,303**	42,350	(19.0)	**11,624**	14,084	(17.5)	**7,471**	7,986	(6.4)
Packaged vegetable	**309**	443	(30.2)	**97**	110	(11.8)	**58**	51	13.7
Beverage	**34,336**	30,855	11.3	**8,965**	8,904	0.7	**2,689**	2,693	(0.1)
Culinary	**37,416**	35,593	5.1	**14,588**	13,448	8.5	**7,698**	8,371	(8.0)
Others	**33,778**	31,801	6.2	**10,732**	10,969	(2.2)	**5,996**	5,485	9.3
Total	**140,142**	141,042	(0.6)	**46,006**	47,515	(3.2)	**23,912**	24,586	(2.7)

For the nine months ended 31 January

In US$'000	**Turnover**			**Gross Profit**			**Operating Income**		
	FY2018	**FY2017 (Restated)**	**% Chg**	**FY2018**	**FY2017 (Restated)**	**% Chg**	**FY2018**	**FY2017 (Restated)**	**% Chg**
Packaged fruit	**103,270**	101,808	1.4	**32,843**	31,619	3.9	**20,115**	16,513	21.8
Packaged vegetable	**1,005**	1,402	(28.3)	**315**	435	(27.6)	**215**	264	(18.6)
Beverage	**95,323**	98,241	(3.0)	**26,612**	31,096	(14.4)	**7,430**	11,047	(32.7)
Culinary	**100,989**	102,825	(1.8)	**40,080**	41,009	(2.3)	**22,174**	19,326	14.7
Others	**105,244**	89,722	17.3	**30,992**	27,027	14.7	**16,369**	11,996	36.5
Total	**405,831**	393,998	3.0	**130,842**	131,186	(0.3)	**66,303**	59,146	12.1

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 slightly decreased by 0.6% to US$140.1 million from US$141.0 million on lower packaged fruit, partially offset by higher beverage and culinary sales. The decrease in packaged fruit was mainly driven by lower sales in North Asia due to increased competition from lower-priced canned fruit from Thailand.

The Philippine market sales were up 7.8% in peso terms and up 4.4% in US dollar terms. Sales growth was driven by expanded penetration and increased consumption of its beverage and culinary products into the peak season of Christmas. The Company's thrust on innovation continuesd with the launch of *100% Pineapple Juice* in Tetra Pak, offering more convenience to consumers, and an initial foray into the 'juice with particulates market' with the introduction of *Del Monte Juice & Chews* in December 2017, an innovative snack-in-a-drink combining chewy bits of nata and pineapple with fruit juice blends. This is becoming increasingly popular amongst teens. Foodservice sales in the Philippines remained strong, riding on the rapid expansion of quick service restaurants and convenience stores with partnerships and menu creation with major accounts.

Sales of the S&W business declined in the third quarter due to lower packaged pineapple sales in North Asia. There was increased competition from cheaper-priced products from Thailand impacting the Group's business most notably in China.

Operating profit in the third quarter rose 9.3% to US$6.0 million mainly driven by higher sales, partially offset by higher product cost and higher selling and distribution expenses.

EUROPE

For the third quarter ended 31 January

In US$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2018	FY2017	% Chg	FY2018	FY2017	% Chg	FY2018	FY2017	% Chg
Packaged fruit	**6,510**	8,029	(18.9)	**2,057**	3,552	(42.1)	**1,297**	2,657	(51.2)
Packaged vegetable	**–**	–	–	**–**	–	–	**–**	–	–
Beverage	**1,651**	5,345	(69.1)	**(685)**	2,604	(126.3)	**(812)**	2,045	(139.7)
Culinary	**–**	–	–	**–**	–	–	**–**	–	–
Others	**–**	–	–	**–**	–	–	**–**	–	–
Total	**8,161**	13,374	(39.0)	**1,372**	6,156	(77.7)	**485**	4,702	(89.7)

For the nine months ended 31 January

In US$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2018	FY2017	% Chg	FY2018	FY2017	% Chg	FY2018	FY2017	% Chg
Packaged fruit	**17,755**	14,420	23.1	**6,550**	5,887	11.3	**4,537**	4,119	10.1
Packaged vegetable	**–**	–	–	**–**	–	–	**–**	–	–
Beverage	**5,611**	6,798	(17.5)	**(1,004)**	3,102	(132.4)	**(1,680)**	2,358	(171.2)
Culinary	**–**	–	–	**–**	–	–	**–**	–	–
Others	**–**	–	–	**–**	–	–	**–**	–	–
Total	**23,366**	21,218	10.1	**5,546**	8,989	(38.3)	**2,857**	6,477	(55.9)

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

For the third quarter, Europe's sales declined by 39.0% to US$8.2 million from US$13.4 million mainly on lower volume of pineapple juice concentrate and canned pineapple.

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		
	FY2018	FY2017	**Comments**	**FY2018**	FY2017	**Comments**
Cost of Goods Sold	**28.3**	28.0	Higher production and transportation costs	79.7	78.5	Same as 3Q
Distribution and Selling Expenses	**3.7**	3.3	Mainly due to timing of spending	10.1	9.1	Same as 3Q

G&A Expenses	**2.6**	2.4	Higher G&A cost due to plant closures	7.7	7.1	Same as 3Q
Other Operating Income	**(0.2)**	-	Higher miscellaneous income due to transfer of previously written off asset to other plant.	0.2	(0.1)	Higher miscellaneous expense due to the sale of Sager Creek business and plant closures

REVIEW OF OTHER MATERIAL CHANGES TO INCOME STATEMENTS

in US$'000	**For the three months ended 31 January**				**For the nine months ended 31 January**			
	FY2018	FY2017 (Restated)	**%**	**Comments**	**FY2018**	FY2017 (Restated)	**%**	**Comments**
Depreciation and amortisation	**(39,755)**	(34,852)	14.1	Mainly due to higher depreciation from higher asset base	**(112,025)**	(100,429)	11.5	Same as 3Q
Provision of asset impairment	**(410)**	-	100	Mainly on the impairment loss for Sager Creek PPE	**(22,301)**	–	100	Same as 3Q
Provision for inventory obsolescence	**(1,097)**	(4,255)	(74.2)	Due to timing of the provision	**(1,685)**	(5,159)	(67.3)	Same as 3Q
Reversal/(Provision) for doubtful debts	**33**	40	(17.5)	Due to timing of the reversal	**255**	(134)	(290.3)	Same as 3Q
Net gain/(loss) on disposal of fixed assets	**(321)**	(181)	77.3	Mainly on sale of Sager	**11,831**	(385)	nm	Same as 3Q
Foreign exchange gain/(loss)- net	**150**	(710)	(121.1)	Favourable impact of peso depreciation for the quarter	**3,603**	3,129	15.1	Same as 3Q
Interest income	**148**	98	51.0	Higher interest income from operating assets	**389**	349	11.5	Same as 3Q
Interest expense	**(25,642)**	(27,742)	(7.6)	Lower level of borrowings	**(77,866)**	(83,517)	(6.8)	Same as 3Q
Share of income/(loss) of JV, (attributable to the owners of the Company)	**(74)**	(429)	(82.8)	Due to FieldFresh higher income	**(1,197)**	(1,163)	2.9	Same as 3Q
Taxation	**(36,141)**	6,916	(622.6)	Due to DMFI write-off of non-cash deferred tax asset	**(15,311)**	8,490	(280.3)	Same as 3Q

REVIEW OF GROUP ASSETS AND LIABILITIES

Extract of Accounts with Significant Variances	**31 January 2018**	**31 January 2017 (Restated)**	**30 April 2017**	**Comments**
in US$'000				
Joint venture	**26,124**	25,161	22,820	Driven by additional capital call for Nice Fruit joint venture
Deferred tax assets	**80,896**	107,316	100,899	Due to write-off of non-cash deferred tax assets
Other assets	**47,952**	31,982	25,941	Due to receivable from sale of Sager Creek vegetable business
Biological assets	**44,784**	40,766	125,462	Mainly due to higher field mix
Inventories	**905,003**	1,004,767	845,233	Mainly due to reduced inventory driven by plant closure
Trade and other receivables	**213,344**	164,061	175,532	Due to timing of collection
Prepaid and other current assets	**29,221**	25,360	35,597	Due to increase in prepaid trade and advertising
Cash and cash equivalents	**41,782**	31,937	47,203	Due to better working capital management mainly on lower inventories
Financial liabilities – non-current	**1,165,680**	1,112,939	1,116,422	Reclassification of loans from current to non-current
Other non-current liabilities	**36,301**	46,677	62,586	Lower workers compensation
Employee benefits– non-current	**90,110**	88,386	97,118	Due to higher employee retirement plan
Financial liabilities – current	**481,193**	875,162	727,360	Due to payment of borrowings
Trade and other payables	**248,689**	283,066	281,043	Due to lower trade and accrued expenses
Current tax liabilities	**7,089**	4,113	3,827	Due to timing of tax payment

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 2018; (31 January 2017: 1,943,214,106). Share capital is at US$49.5 million as of 31 January 2018 (31 January 2017: US$19.5 million). Market price options and share awards were granted pursuant to the Company's Executive Stock Option Plan and Restricted Share Plan as set out in the table below.

Date of Grant	Options	Share Awards	Recipient(s)
7 March 2008	1,550,000	1,725,000	Key Executives
20 May 2008	–	1,611,000	CEO
12 May 2009	–	3,749,000	Key Executives
29 April 2011	–	2,643,000	CEO
21 November 2011	–	67,700	Non-Executive Director
30 April 2013	150,000	486,880	Key Executives
22 August 2013	–	688,000	Executive/Non-Executive Directors
1 July 2016	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 2018 (31 January 2017: 1,721,720). There was no sale, disposal and cancellation of treasury shares during the period and as at 31 January 2018.

The company does not have any subsidiary holdings as at 31 January 2018.

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

	As at 31 January		As at 30 April
Liquidity in US$'000	**2018**	2017	2017
Gross borrowings	**(1,646,873)**	(1,988,101)	(1,713,966)
Current	**(481,193)**	(875,162)	(449,698)
Secured	**(134,160)**	(290,680)	(169,114)
Unsecured	**(347,033)**	(584,482)	(280,584)
Non-current	**(1,165,680)**	(1,112,939)	(1,264,268)
Secured	**(923,830)**	(924,144)	(922,294)
Unsecured	**(241,850)**	(188,795)	(341,974)
Less: Cash and bank balances	**41,782**	31,937	37,571
Net debt	**(1,605,091)**	(1,956,164)	(1,676,395)

The Group's net debt (cash and bank balances less borrowings) amounted to US$1.6 billion as at 31 January 2018, lower than last year due to payment of borrowings. The Company raised approximately US$300 million from the two tranches of Preference Share Offering in the Philippines in April and December 2017 and used the proceeds to pay down the BDO loan due in February 2019.

DIVIDENDS

No dividends were declared for this quarter and corresponding prior year quarter.

INTERESTED PERSON TRANSACTIONS

The aggregate value of IPT conducted pursuant to shareholders' mandate obtained in accordance with Chapter 9 of the Singapore Exchange's Listing Manual was as follows:

In US$'000 **For the third quarter of the fiscal year**	**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)**	
	FY2018	FY2017	**FY2018**	FY2017
NutriAsia, Inc	**–**	–	**1,101**	1,054
DMPI Retirement Fund	**–**	–	**1,306**	1,229
NutriAsia, Inc Retirement Fund	**–**	–	**409**	409
Aggregate Value	**–**	–	**2,816**	2,692

DEL MONTE PACIFIC LIMITED
UNAUDITED CONSOLIDATED INCOME STATEMENT

Amounts in US$'000	**For the three months ended 31 January**			**For the nine months ended 31 January**		
	FY2018 (Unaudited)	FY2017 (Unaudited) (Restated)	**%**	**FY2018 (Unaudited)**	FY2017 (Unaudited) (Restated)	**%**
Turnover	**599,782**	604,225	(0.7)	**1,698,334**	1,707,590	(0.5)
Cost of sales	**(480,633)**	(478,528)	0.4	**(1,352,921)**	(1,339,771)	1.0
Gross profit	**119,149**	125,697	(5.2)	**345,413**	367,819	(6.1)
Distribution and selling expenses	**(62,424)**	(55,762)	11.9	**(171,234)**	(155,444)	10.2
General and administration expenses	**(44,002)**	(41,016)	7.3	**(131,591)**	(122,031)	7.8
Other operating income/(loss)	**3,992**	(248)	1,709.7	**(3,631)**	918	(495.5)
Profit from operations	**16,715**	28,671	(41.7)	**38,957**	91,262	(57.3)
Financial income*	**236**	526	(55.1)	**4,312**	5,411	(20.3)
Financial expense*	**(25,580)**	(28,880)	(11.4)	**(78,186)**	(85,450)	(8.5)
Net finance expense	**(25,344)**	(28,354)	(10.6)	**(73,874)**	(80,039)	(7.7)
Share in net loss of joint venture, net of tax	**(70)**	(454)	84.6	**(1,218)**	(1,230)	1.0
Profit /(loss) before taxation	**(8,699)**	(137)	nm	**(36,135)**	9,993	(461.6)
Taxation	**(36,141)**	6,916	(622.6)	**(15,311)**	8,490	(280.3)
Profit/(loss) after taxation	**(44,840)**	6,779	(761.5)	**(51,446)**	18,483	(378.3)
Profit(loss) attributable to:						
Owners of the Company	**(38,369)**	8,530	(549.8)	**(40,446)**	21,459	(288.5)
Non-controlling interest**	**(6,471)**	(1,751)	269.6	**(11,000)**	(2,976)	269.6
Profit/(loss) for the period	**(44,840)**	6,779	(761.5)	**(51,446)**	18,483	(378.3)
Notes:						
Depreciation and amortization	**(39,755)**	(34,852)	14.1	**(112,025)**	(100,429)	11.5
Provision of asset impairment	**(410)**	-	100.0	**(22,301)**	-	100.0
Provision for inventory obsolescence	**(1,097)**	(4,255)	(74.2)	**(1,685)**	(5,159)	(67.3)
Reversal (provision) for doubtful debts	**33**	40	(17.5)	**255**	(134)	(290.3)
Gain (loss) on disposal of fixed assets	**(321)**	(181)	77.3	**11,831**	(385)	nm
***Financial income comprise:**						
Interest income	**148**	98	51.0	**389**	349	11.5
Foreign exchange gain	**88**	428	(79.4)	**3,923**	5,062	(22.5)
	236	526	(55.1)	**4,312**	5,411	(20.3)
***Financial expense comprise:**						
Interest expense	**(25,580)**	(27,742)	(7.8)	**(77,866)**	(83,517)	(6.8)
Foreign exchange loss	**-**	(1,138)	(100.0)	**(320)**	(1,933)	(83.4)
	(25,580)	(28,880)	(11.4)	**(78,186)**	(85,450)	(8.5)

nm. – not meaningful

Earnings per ordinary share in US cents	**For the three months ended 31 January**		**For the nine months ended 31 January**	
	FY2018	FY2017	**FY2018**	FY2017
Earnings per ordinary share based on net profit attributable to shareholders:				
(i) Based on weighted average no. of ordinary shares	**(2.20)**	0.44	**(2.65)**	1.10
(ii) On a fully diluted basis	**(2.20)**	0.44	**(2.65)**	1.10

***Includes (US$10,978m) for DMFI and (US$20m) for FieldFresh in the Nine Months ended FY2018 and (US$2,909m) for DMFI and (US$67m) for FieldFresh in the Nine Months ended of FY2017.*
Includes (US$6,475m) for DMFI and US$5m for FieldFresh in the third quarter of FY2018 and (US$1,726m) for DMFI and (US$25m) for FieldFresh in the third quarter of FY2017.

DEL MONTE PACIFIC LIMITED
UNAUDITED STATEMENT OF COMPREHENSIVE INCOME

Amounts in US$'000	**For the nine months ended 31 January**		
	FY2018 (Unaudited)	**FY2017 (Restated)**	**%**
Profit /(Loss) for the period	**(51,446)**	18,483	(378.3)
Other comprehensive income (after reclassification adjustment):			
Items that will or may be reclassified subsequently to profit or loss			
Exchange differences on translating of foreign operations	**(10,772)**	(17,438)	(38.2)
Effective portion of changes in fair value of cash flow hedges	**6,939**	15,137	(54.2)
Income tax expense on cash flow hedge	**(3,512)**	(5,752)	(38.9)
	(7,345)	(8,053)	(8.8)
Items that will not be classified to profit or loss			
Remeasurement of retirement benefit	**3,827**	4,450	(14.0)
Income tax expense on retirement benefit	**(1,872)**	(66)	nm
	1,955	4,384	(55.4)
Other comprehensive loss for the period	**(5,390)**	(3,669)	46.9
Total comprehensive income/(loss) for the period	**(56,836)**	14,814	(483.7)
Attributable to:			
Owners of the Company	**(46,431)**	16,337	(384.2)
Non-controlling interests	**(10,405)**	(1,523)	583.2
Total comprehensive income /(loss)for the period	**(56,836)**	14,814	(483.7)

nm – not meaningful

DEL MOTE PACIFIC LIMITED
UNAUDITED STATEMENT OF FINANCIAL POSITION

Amounts in US$'000		**Group**			**Company**	
	31 Jan 2018 (Unaudited)	**31 Jan 2017 (Restated)**	**30 April 2017 (Audited)**	**31 Jan 2018 (Unaudited)**	**31 Jan 2017 (Restated)**	**30 April 2017 (Audited)**
Non-Current Assets						
Property, plant and equipment – net	**594,036**	653,469	657,185	–	–	–
Subsidiaries	–	–	–	**750,880**	807,671	831,888
Joint ventures	**26,124**	25,161	25,797	**2,665**	2,551	1,924
Intangible assets and goodwill	**716,318**	743,362	741,026	–	–	–
Other noncurrent assets	**47,952**	31,982	27,112	–	–	–
Deferred tax assets – net	**80,896**	107,316	92,786	8	–	2
Employee benefits	**4,610**	–	5,517	–	–	–
Biological assets	**1,547**	1,383	1,420	–	–	–
	1,471,483	1,562,673	1,550,843	**753,553**	810,222	833,814
Current Assets						
Inventories	**905,003**	1,004,767	916,892	–	–	–
Biological assets	**43,237**	39,414	44,347	–	–	–
Trade and other receivables	**213,344**	164,061	164,447	**105,038**	125,743	119,703
Prepaid and other current assets	**29,221**	25,360	43,046	**292**	305	328
Cash and cash equivalents	**41,782**	31,937	37,571	**8,987**	580	6,767
	1,232,587	1,265,539	1,206,303	**114,317**	126,628	126,798
Noncurrent assets held for sale	**–**	1,050	–	–	–	–
	1,232,587	1,266,589	1,206,303	**114,317**	126,628	126,798
Total Assets	**2,704,070**	2,829,262	2,757,146	**867,870**	936,850	960,612
Equity attributable to equity holders of the Company						
Share capital	**49,449**	19,449	39,449	**49,449**	19,449	39,449
Retained earnings	**100,216**	156,262	159,169	**100,216**	156,262	159,169
Reserves	**400,708**	133,917	318,460	**400,848**	134,056	318,599
Equity attributable to owners of the Company	**550,373**	309,628	517,078	**550,513**	309,767	517,217
Non-controlling interest	**51,072**	60,578	61,477	–	–	–
Total Equity	**601,445**	370,206	578,555	**550,513**	309,767	517,217
Non-Current Liabilities						
Loans and borrowings	**1,165,680**	1,112,939	1,264,268	**183,410**	128,494	281,854
Other noncurrent liabilities	**36,301**	46,677	44,018	–	–	–
Employee benefits	**90,110**	88,386	87,599	–	–	–
Environmental remediation liabilities	**4,346**	4,515	6,198	–	–	–
Deferred tax liabilities	**2,921**	3,019	3,913	–	–	–
	1,299,358	1,255,536	1,405,996	**183,410**	128,494	281,854

To be continued

DEL MONTE PACIFIC LIMITED
UNAUDITED STATEMENT OF FINANCIAL POSITION (CONTINUED)

Amounts in US$'000	**Group**			**Company**		
	31 Jan 2018 (Unaudited)	**31 Jan 2017 (Restated)**	**30 April 2017 (Audited)**	**31 Jan 2018 (Unaudited)**	**31 Jan 2017 (Restated)**	**30 April 2017 (Audited)**
Current Liabilities						
Trade and other payables	**275,972**	283,066	299,545	**98,439**	109,473	118,471
Loans and borrowings	**481,193**	875,162	449,698	**35,532**	389,138	43,070
Current tax liabilities	**7,089**	4,113	1,187	**(35)**	(22)	–
Employee benefits	**39,013**	41,179	22,165	**11**	–	–
	803,267	1,203,520	772,595	**133,947**	498,589	161,541
Total Liabilities	**2,102,625**	2,459,056	2,178,591	**317,357**	627,083	443,395
Total Equity and Liabilities	**2,704,070**	2,829,262	2,757,146	**867,870**	936,850	960,612
NAV per ordinary share (US cents)	**30.47**	19.06	29.77	**27.89**	15.94	26.35

DEL MONTE PACIFIC LIMITED
UNAUDITED STATEMENTS OF CHANGES IN EQUITY

	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasurement of retirement plan	Hedging Reserve	Share Option reserve	Revenue reserve	Reserve for own shares	Totals	Non-controlling interest	Total equity
	US$'000	US$'000	US$'000	US$'000	US$'000	US$'000	US$'000	US$'000	US$'000	US$'000	US$'000	US$'000
Group												
Fiscal Year 2017												
At 1 May 2016, restated	19,449	214,843	(59,813)	8,002	(10,833)	(17,502)	1,031	160,631	(802)	315,006	61,971	376,977
Total comprehensive income for the period												
Profit for the period	–	–	–	–	–	–	–	21,459	–	21,459	(2,976)	18,483
Other comprehensive income												
Currency translation differences recognised directly in equity	–	–	(17,437)	–	–	–	–	–	–	(17,437)	(1)	(17,438)
Gain on property revaluation	–	–	–	3,481	–	–	–	–	–	3,481	–	3,481
Remeasurement of retirement plan	–	–	–	–	3,921	–	–	–	–	3,921	463	4,384
Effective portion of changes in fair value of cash flow hedges	–	–	–	–	–	8,394	–	–	–	8,394	991	9,385
Total other comprehensive income	–	–	(17,437)	3,481	3,921	8,394	–	–	–	(1,641)	1,453	(188)
Total comprehensive (loss)/income for the period	–	–	(17,437)	3,481	3,921	8,394	–	21,459	–	19,818	(1,523)	18,295
Transactions with owners recorded directly in equity												
Contributions by and distributions to owners												
Value of employee services received for issue of share options	–	–	–	–	–	–	632	–	–	632	130	762
Payment of dividends	–	–	–	–	–	–	–	(25,828)	–	(25,828)	–	(25,828)
Total contributions by and distributions to owners	–	–	–	–	–	–	632	(25,828)	–	(25,196)	130	(25,066)
At 31 January 2017	**19,449**	**214,843**	**(77,250)**	**11,483**	**(6,912)**	**(9,108)**	**1,663**	**156,262**	**(802)**	**309,628**	**60,578**	**370,206**

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

	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasurement of retirement plan	Hedging Reserve	Share Option reserve	Revenue reserve	Reserve for own shares	Totals	Non-controlling interest	Total equity
	US$'000	**US$'000**	**US$'000**	**US$'000**	**US$'000**	**US$'000**	**US$'000**	**US$'000**	**US$'000**	**US$'000**	**US$'000**	**US$'000**
Group												
Fiscal Year 2018												
At 1 May 2017	39,449	390,320	(78,087)	10,885	1,808	(7,443)	1,779	159,169	(802)	517,078	61,477	578,555
Total comprehensive income for the period												
Loss for the period	–	–	–	–	–	–	–	(40,446)	–	(40,446)	(11,000)	(51,446)
Other comprehensive income												
Currency translation differences recognised directly in equity	–	–	(10,774)	–	–	–	–	–	–	(10,774)	2	(10,772)
Remeasurement of retirement plan	–	–	–	–	1,724	–	–	–	–	1,724	231	1,955
Effective portion of changes in fair value of cash flow hedges	–	–	–	–	–	3,065	–	–	–	3,065	362	3,427
Total other comprehensive income	–	–	(10,774)	–	1,724	3,065	–	–	–	(5,985)	595	(5,390)
Total comprehensive (loss)/income for the period	–	–	(10,774)	–	1,724	3,065	–	(40,446)	–	(46,431)	(10,405)	(56,836)
Transactions with owners recorded directly in equity												
Contributions by and distributions to owners												
Value of employee services received for issue of share options	–	–	–	–	–	–	318	–	–	318	–	318
Issuance of new ordinary/preference shares	10,000	90,000	–	–	–	–	–	–	–	100,000	–	100,000
Transaction cost from issue of preference shares	–	(2,085)	–	–	–	–	–	–	–	(2,085)	–	(2,085)
Release of share awards	–	(50)	–	–	–	–	(466)	–	516	–	–	–
Payment of Dividends	–	–	–	–	–	–	–	(18,507)	–	(18,507)	–	(18,507)
Total contributions by and distributions to owners	10,000	87,865	–	–	–	–	(148)	(18,507)	516	79,726	–	79,726
At 31 January 2018	**49,449**	**478,185**	**(88,861)**	**10,885**	**3,532**	**(4,378)**	**1,631**	**100,216**	**(286)**	**550,373**	**51,072**	**601,445**

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

Company	Share Capital US$'000	Share Premium US$'000	Translation Reserve US$'000	Revaluation reserve US$'000	Remeasure -ment retirement plan US$'000	Share option reserve US$'000	Hedging Reserve US$'000	Reserve for own shares US$'000	Retained earnings US$'000	Total Equity US$'000
Fiscal Year 2017										
At 1 May 2016, as restated	19,449	214,982	(59,813)	8,002	(10,833)	1,031	(17,502)	(802)	160,631	315,145
Total comprehensive income for the period										
Profit for the period	–	–	–	–	–	–	–	–	21,459	21,459
Other comprehensive income										
Currency translation differences	–	–	(17,437)	–	–	–	–	–	–	(17,437)
Gain on property revaluation, net of tax	–	–	–	3,481	–	–	–	–	–	3,481
Remeasurement of retirement plans, net of tax	–	–	–	–	3,921	–	–	–	–	3,921
Effective portion of changes in fair value of cash flow hedges, net of tax	–	–	–	–	–	–	8,394	–	–	8,394
Total other comprehensive income (loss)	–	–	(17,437)	3,481	3,921	–	8,394	–	–	(1,641)
Total comprehensive income (loss) for the period	–	–	(17,437)	3,481	3,921	–	8,394	–	21,459	19,818
Transactions with owners of the Company recognized directly in equity										
Contributions by and distributions to owners of the Company										
Value of employee services received for issue of share options	–	–	–	–	–	632	–	–	–	632
Payment of dividends	–	–	–	–	–	–	–	–	(25,828)	(25,828)
Total contributions by and distributions to owners	–	–	–	–	–	632	–	–	(25,828)	(25,196)
At 31 January 2017	**19,449**	**214,982**	**(77,250)**	**11,483**	**(6,912)**	**1,663**	**(9,108)**	**(802)**	**156,262**	**309,767**

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

Company	Share capital	Share premium	Translation Reserve	Revaluation Reserve	Remeasure-ment Retirement Plan	Share Option Reserve	Hedging Reserve	Reserve for own shares	Retained earnings	Total Equity
	US$'000	US$'000	US$'000	US$'000	US$'000	US$'000	US$'000	US$'000	US$'000	US$'000
Fiscal Year 2018										
At 1 May 2017	39,449	390,459	(78,087)	10,885	1,808	1,779	(7,443)	(802)	159,169	517,217
Total comprehensive loss for the period										
Loss for the period	–	–	–	–	–	–	–	–	(40,446)	(40,446)
Other comprehensive income										
Currency translation differences	–	–	(10,774)	–	–	–	–	–	–	(10,774)
Remeasurement of retirement plans, net of tax	–	–	–	–	1,724	–	–	–	–	1,724
Effective portion of changes in fair value of cash flow hedges, net of tax	–	–	–	–	–	–	3,065	–	–	3,065
Total other comprehensive income (loss)	–	–	(10,774)	–	1,724	–	3,065	–	–	(5,985)
Total comprehensive income (loss) for the period	–	–	(10,774)	–	1,724	–	3,065	–	(40,446)	(46,431)
Transactions with owners of the Company recognised directly in equity										
Contributions by and distributions to owners of the Company										
Value of employee services received for issue of share options	–	–	–	–	–	319	–	–	–	319
Issuance of preference shares	10,000	90,000	–	–	–	–	–	–	–	100,000
Transaction cost from issue of preference shares	–	(2,085)	–	–	–	–	–	–	–	(2,085)
Release of share awards granted	–	(50)	–	–	–	(466)	–	516	–	–
Payment of dividends	–	–	–	–	–	–	–	–	(18,507)	(18,507)
Total contributions by and distributions to owners	–	87,865	–	–	–	(147)	–	516	(18,507)	79,727
At 31 January 2018	**49,449**	**478,324**	**(88,861)**	**10,885**	**3,532**	**1,632**	**(4,378)**	**(286)**	**100,216**	**550,513**

DEL MONTE PACIFIC LIMITED
UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS

Amounts in US$'000	**For the three months ended 31 January**		**For the nine months ended 31 January**	
	FY2018 (Unaudited)	FY2017 (Restated, Unaudited)	**FY2018 (Unaudited)**	FY2017 (Restated, Unaudited)
Cash flows from operating activities				
Profit (loss) for the period	**(44,840)**	4,924	**(51,446)**	18,483
Adjustments for:				
Depreciation of property, plant and equipment	**38,088**	32,515	**105,908**	93,419
Amortisation of intangible assets	**1,667**	2,337	**6,117**	7,010
Impairment loss on property, plant and equipment	**410**	–	**22,301**	–
Gain/(loss) on disposal of property, plant and equipment	**321**	181	**(11,831)**	385
Equity-settled share-based payment transactions	**103**	225	**314**	763
Share in net loss of joint venture, net of tax	**70**	454	**1,218**	1,230
Finance income	**(236)**	(1,313)	**(4,312)**	(5,411)
Finance expense	**25,580**	29,929	**78,186**	85,450
Tax expense (benefit) – net	**36,141**	(6,920)	**15,311**	(8,490)
Net loss (gain) on derivative financial instrument	**(123)**	(217)	**528**	1,183
Operating profit before working capital changes	**57,181**	62,115	**162,294**	194,022
Changes in:				
Other assets	**3,440**	622	**21,940**	2,271
Inventories	**196,308**	150,155	**5,723**	(155,682)
Biological assets	**(8,343)**	(2,789)	**(23,971)**	(3,766)
Trade and other receivables	**60,978**	87,357	**(36,379)**	2,437
Prepaid and other current assets	**5,650**	7,458	**17,215**	8,452
Trade and other payables	**(100,793)**	(105,730)	**(17,379)**	(15,980)
Employee Benefit	**4,174**	(3,714)	**12,010**	3,749
Operating cash flow	**218,595**	195,474	**141,453**	35,503
Income taxes paid	**(513)**	(1,799)	**(1,497)**	(1,824)
Net cash flows from operating activities	**218,082**	193,675	**139,956**	33,679
Cash flows from investing activities				
Interest received	**145**	(11,495)	**378**	313
Proceeds from disposal of property, plant and equipment	**26**	356	**(12,432)**	1,839
Purchase of property, plant and equipment	**(32,166)**	(34,743)	**(67,497)**	(100,696)
Additional investment in joint venture	**(595)**	(700)	**(1,544)**	(3,570)
Net cash flows used in investing activities	**(32,590)**	(46,582)	**(81,095)**	(102,114)

To be continued

Amounts in US$'000	**For the three months ended 31 January**		**For the nine months ended 31 January**	
	FY2018 (Unaudited)	FY2017 (Restated, Unaudited)	**FY2018 (Unaudited)**	FY2017 (Restated, Unaudited)
Cash flows from financing activities				
Interest paid	**(23,811)**	(24,014)	**(72,170)**	(71,840)
Proceeds of borrowings	**60,872**	135,322	**582,039**	746,690
Repayment of borrowings	**(296,705)**	(249,544)	**(648,715)**	(593,844)
Dividends paid	**–**	–	**(18,507)**	(25,828)
Proceeds from issue of share capital	**100,000**	–	**100,000**	–
Transactions costs related to rights issue	**(2,086)**	**–**	**(2,086)**	(1)
Net cash flows from financing activities	**(161,730)**	(138,236)	**(59,439)**	55,177
Net increase/(decrease) in cash and cash equivalents	**23,762**	8,857	**(578)**	(13,258)
Cash and cash equivalents at 1 May	**23,030**	23,489	**37,571**	47,203
Effect of exchange rate fluctuations on cash held	**(5,010)**	(409)	**4,789**	(2,008)
Cash and cash equivalents at 31 January	**41,782**	31,937	**41,782**	31,937

<u>One-off expenses/(income)</u>

in US$ million	**For the three months ended 31 January**			**For the nine months ended 31 January**		
	FY2018 (Unaudited)	FY2017 (Unaudited)	% Change	**FY2018 (Unaudited)**	FY2017 (Unaudited)	% Change
Closure of North Carolina plant	**–**	0.9	nm	–	3.6	nm
Closure of Sager Creek Arkansas plant	**6.8**	**–**	nm	**13.3**	–	nm
Closure of Plymouth, Indiana plant	**(0.8)**	**–**	nm	**13.3**	–	nm
Severance	**2.5**	4.5	(44.4)	**3.8**	8.2	(53.7)
Others	**2.7**	**–**	nm	**5.3**	–	nm
Total (pre-tax basis)	**11.2**	5.4	107.4	**35.7**	11.8	202.5
Write off of deferred tax assets (non-cash)*	**39.8**	–	100.0	**39.8**	–	100.0
Tax impact for the other one-off items	**(4.3)**	(2.0)	115.0	**(13.6)**	(4.2)	223.8
Non-controlling interest	**(4.9)**	(0.4)	nm	**(6.5)**	(0.8)	712.5
Total (post-tax and post non-controlling interest)	**41.8**	3.1	nm	**55.4**	6.8	714.7

*The Group wrote off US$39.8 million of deferred tax assets at DMFI due to the change in Federal income tax rate from 35% to 21%. Other companies in the US with deferred tax assets have similar write-offs due to the reduction in income tax rates. However, this should be more than offset by the reduced tax rates in future years which will be substantial.

DEL MONTE PACIFIC
3Q FY2018 RESULTS

8 March 2018

NOURISHING FAMILIES.
ENRICHING LIVES.
EVERY DAY.

Disclaimer

This presentation 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.

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Contents

Notes to the 3Q FY2018 Results

1. Third quarter is 1 November 2017 to 31 January 2018.

2. DMPL's effective stake in DMFI is 89.4%, hence the non controlling interest line (NCI) in the P&L. Net income/(loss) is net of NCI.

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.

3Q Highlights

- Sales and market shares in the USA grew with innovation and brand building activities, offset by a decline in DMPL Group's exports of pineapple juice concentrate.

- One-off expenses, mainly the non-cash US$39.8m write-off of deferred tax assets in the USA due to new tax rates, led to a net loss of US$38.4m. Without the one-off expenses, the Group would have generated a net income of US$3.4m.

- DMPL Preference Shares second tranche offering raised US$100m, significantly reducing gearing.

- Planned Del Monte Philippines IPO will further improve the capital structure of the Group.

Outlook

- Barring unforeseen circumstances and excluding one-off expenses, the Group is expected to be profitable for FY2018
- Major emphasis on responding to consumer trends through:
  - Strengthening the core business
    - -- healthier options and new products
    - -- marketing and trade promotion
    - -- channel development
  - Focusing on businesses that are on-trend and rationalising non-profitable ones
  - Innovating -- process and packaging technology
    - -- agriculture and manufacturing technology
  - Executing digital strategy
- Improving financial performance through:
  - G&A cost optimisation and multiyear restructuring for operations and supply chain

DMPL 3Q FY2018 Group Results Summary

- Sales of US$599.8m, -0.7%

Sales	% Change
US	+0.2
Philippines	+4 (in peso terms +8)
S&W	-16
FieldFresh India (equity accounted)	+8 (in rupee terms +3)

All figures below without one-off items and vs prior year quarter:

- EBITDA of US$46.4m, down 6% from US$49.2m due to planned higher trade promotion and marketing in DMFI (incremental US$18.7m)
- Operating profit of US$27.9m, down 18% from US$34.1m
- Net profit of US$3.4m, down 71% from US$11.6m

One-off Items

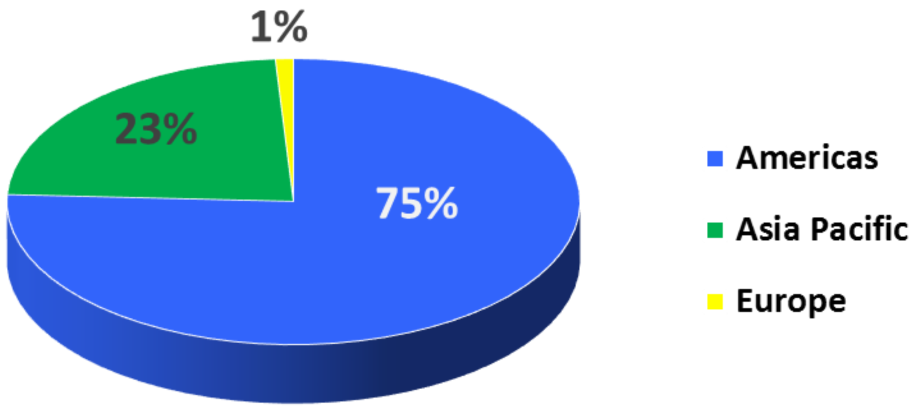
In US$ m	3Q FY17	3Q FY18	Booked under
Closure of North Carolina plant	0.9	-	CGS
Closure of Sager Creek Arkansas plant	-	6.8	G&A/Misc expense
Closure of Plymouth, Indiana plant	-	(0.8)	G&A/Misc expense
Severance	4.5	2.5	G&A expense
Others	-	2.7	G&A expense
Total one-offs (pre-tax basis)	**5.4**	**11.2**	
Write-off of deferred tax assets (non-cash)*	-	39.8	
Tax impact for the other one-off items	(2.0)	(4.3)	
Non-controlling interest	(0.4)	(4.9)	
Total one-offs (net of tax and NCI)	**3.1**	**41.8**	

*The Group wrote off US$39.8m of deferred tax assets at DMFI due to the change in Federal income tax rate from 35% to 21%. Other companies in the US with deferred tax assets have similar write-offs due to the reduction in income tax rates. However, this should be more than offset by the reduced tax rates in future years which will be substantial.

DMPL 3Q FY2018 Results – As Reported

In US$m	3Q FY2017 (Restated)	3Q FY2018	Chg (%)	Comments
Turnover	604.2	**599.8**	-0.7	Higher USA sales offset by lower PJC exports
Gross profit	125.7	**119.1**	-5.2	Lower sales and higher trade promotion spending
EBITDA	43.8	**34.9**	-20.1	Includes one-off expenses of US$11.2m (due to planned plant rationalisation) and marketing investments in USA
Operating profit	28.7	**16.7**	-41.7	Same as EBITDA comment
Net finance expense	(28.4)	**(25.3)**	-10.6	Lower level of borrowings
FieldFresh equity share	(0.5)	**0.1**	+120.0	Improved sales and margins
Tax	6.9	**(36.1)**	nm	Wrote off non-cash US$39.8 million of deferred tax assets (DTA) at DMFI due to the change in Federal income tax rate from 35% to 21%
Net profit/(loss)	8.5	**(38.4)**	nm	DTA write-off plus other one-offs in EBITDA comment
Net debt	1,956.2	**1,605.1**	-17.9	Payment of ~US$300m loans after the issuance of preference shares
Gearing (%)	528.4	**266.9**	-262ppts	Same as above

3Q FY2018 Turnover Analysis



Americas	+0.4%	▪ Higher volume of packaged fruit and broth, and increased retail sales partially offset by higher trade promotion and distribution losses in packaged tomatoes
Asia Pacific	-0.6%	▪ Philippines sales were up driven by expanded penetration and increased consumption of its beverage and culinary products into the peak season of Christmas ▪ Lower S&W sales due to lower packaged pineapple sales in North Asia from increased competition from cheaper-priced products from Thailand
Europe	-39.0%	▪ Reduced sales of pineapple juice concentrate and processed pineapple

DMPL 9M FY2018 Group Results Summary

- Sales of US$1.7 billion, -0.5% on lower USA sales

Sales	% Change
US	-1.6
Philippines	+0.1 (in peso terms +6)
S&W	+9
FieldFresh India (equity accounted)	+5 (in rupee terms +0.3)

All figures below without one-off items and vs prior year period:

- EBITDA of US$131.6m, down 14% from US$152.3m due to planned higher trade promotion and marketing in DMFI (incremental US$42.1m)
- Operating profit of US$74.7m, down 28% from US$103.1m
- Net profit of US$14.9m, down 47% from US$28.3m

One-off Items

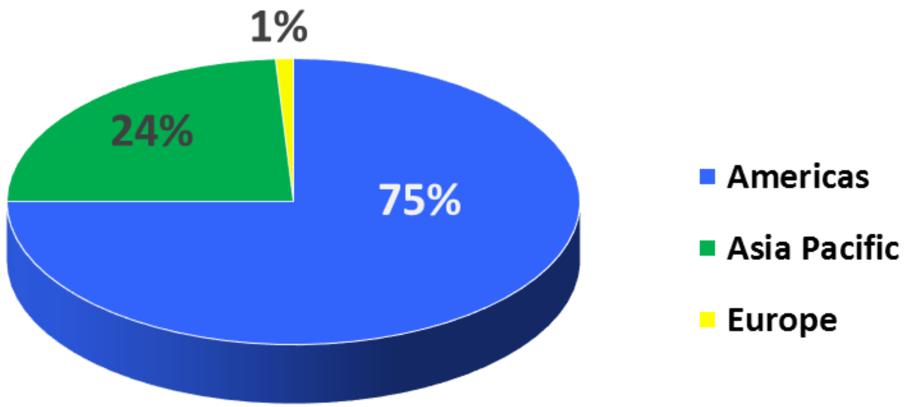
In US$ m	9M FY17	9M FY18	Booked under
Closure of North Carolina plant	3.6	-	CGS
Closure of Sager Creek Arkansas plant	-	13.3	G&A/Misc expense
Closure of Plymouth, Indiana plant	-	13.3	G&A/Misc expense
Severance	8.2	3.8	G&A expense
Others	-	5.3	G&A expense
Total one-offs (pre-tax basis)	**11.8**	**35.7**	
Write-off of deferred tax assets (non-cash)*	-	39.8	
Tax impact for the other one-off items	(4.2)	(13.6)	
Non-controlling interest	(0.8)	(6.5)	
Total one-offs (net of tax and NCI)	**6.8**	**55.4**	

*The Group wrote off US$39.8m of deferred tax assets at DMFI due to the change in Federal income tax rate from 35% to 21%. Other companies in the US with deferred tax assets have similar write-offs due to the reduction in income tax rates. However, this should be more than offset by the reduced tax rates in future years which will be substantial.

DMPL 9M FY2018 Results – As Reported

In US$m	9M FY2017 (Restated)	9M FY2018	Chg (%)	Comments
Turnover	1,707.6	**1,698.3**	-0.5	Higher Asia sales offset by lower USA sales
Gross profit	367.8	**345.4**	-6.1	Lower sales and higher trade promotion spending
EBITDA	140.5	**95.7**	-31.9	Includes one-off expenses of US$35.7m (due to planned plant rationalisation) and marketing investments in USA
Operating profit	91.3	**39.0**	-57.3	Same as EBITDA comment
Net finance expense	(80.0)	**(73.9)**	-7.7	Lower level of borrowings
FieldFresh equity share	(1.2)	**(0.4)**	-66.7	Improved sales and margins
Tax	8.5	**(15.3)**	nm	Wrote off non-cash US$39.8 million of deferred tax assets (DTA) at DMFI due to the change in Federal income tax rate from 35% to 21%
Net profit/(loss)	21.5	**(40.4)**	nm	DTA write-off plus other one-offs in EBITDA comment
Net debt	1,956.2	**1,605.1**	-17.9	Payment of ~US$300m loans after the issuance of preference shares
Gearing (%)	528.4	**266.9**	-262ppts	Same as above

9M FY2018 Turnover Analysis



Americas	-1.8%	▪ Distribution losses in the packaged tomato category, unfavourable pricing in foodservice and USDA, and higher trade promotion spending
Asia Pacific	+3.0%	▪ Philippines expanded penetration and increased consumption of its packaged pineapple product following improvement in supply, coupled with higher sales of culinary products ▪ Higher S&W fresh pineapple sales
Europe	+10.1%	▪ Higher packaged pineapple sales

Preference Share Offering (2nd Tranche)

- DMPL raised US$100m from the offer of Series A-2 Preference Shares in December 2017
- Coupon rate of 6.5% per annum payable semi-annually
- Listed on 15 December 2017 on the Philippine Stock Exchange (PSE)
- DMPL raised US$200 million from the first tranche offering of Preference Shares which were listed on the PSE on 7 April 2017. The first dividend for the first tranche was paid on 9 October 2017 at US$0.33125 per Share (semi-annual payment)
- Total proceeds of ~US$300m from the two tranches substantially paid down a loan bringing DMPL's gearing to 2.7x from 5.3x

DMPL Preference Share Offering (2nd Tranche) Roadshow

Del Monte Philippines IPO

- DMPL plans to sell its 20% stake in its wholly-owned subsidiary, DMPI, through an IPO on the PSE
- Up to US$320m of proceeds subject to book building and market conditions
- Consumer companies on the PSE are trading at an average 29x PE
- To further improve the Group's gearing

DMPI Institutional Investor Presentation

Market Updates for 3Q FY2018

Del Monte Foods Organisation

- Gregory Longstreet was appointed DMFI's CEO effective 5 September 2017, responsible for DMFI's strategy, business and overall organisation
- He has outlined a four-point growth strategy for the brand:
  - building relevance through product differentiation
  - driving innovation to address shifting consumer habits
  - expanding distribution into key growth areas -- perimeter of store and foodservice
  - and optimising the supply chain to make it more efficient and agile

- Greg appointed Bibie Wu as Chief Marketing Officer effective 28 February 2018. To facilitate more synergies with the Innovation team in bringing DMFI's products to market, R&D is now part of the overall Marketing organisation under the CMO, an important step to drive innovation and support the investment in future products
- Appointed Brian Pitzele effective 5 February 2018 as VP to lead and strengthen Foodservice
- Under new leadership, the company has become more market-driven, innovative and aligned with consumer preferences

United States of America

31%	37%	33%	9%
Market Share (#1) Canned Vegetable	**Market Share (#1)** Canned Fruit	**Market Share (#2)** Plastic Fruit Cup	**Market Share (#2)** Canned Tomato

- Remains a brand leader across core categories
- Grew share in 3 out of 4 core categories in 3Q (Canned Vegetable +1.5 pts, Canned Fruit +0.7 pts, Fruit Cups +3.9 pts)
- Vegetable and Fruit results driven by increased marketing investments, compelling innovations, and strong execution against fundamentals at retail

To drive growth in market, Del Monte will continue to invest in building its brands, bringing differentiated and innovative products to market, and expanding distribution channels.

Source for market shares: Nielsen Scantrack dollar share, Total US Grocery + Walmart, 3M ending 27 January 2018
Canned market shares are for branded only, ex-private labels; Canned tomato is a combined share for Del Monte, S&W and Contadina

Del Monte Foods USA

DMFI's 3Q sales up 0.2% to US$451.5m

- Higher volume of packaged fruit and broth
- The Del Monte Fruit & Chia cups launched in 2Q are performing well. These are adult fruit cups which combine fruit and chia seeds
- DMFI followed this launch in 3Q with the introduction of Grab and Go fruit cups which are single-serve cups with 'sporks', for convenient snacking on the go
- These new products ride on current consumer trends of healthy living, snacking and convenience
- DMFI's market shares in canned vegetable and fruit, plastic fruit cup and broth categories increased during the quarter, driven by increased marketing investments, compelling innovations, and strong execution against fundamentals at retail

Del Monte Foods USA

In 3Q, DMFI contributed an EBITDA of US$4.0m and a net loss of US$54.8m to the Group

- As part of the Group's strategy to improve operational excellence, DMFI divested its underperforming Sager Creek vegetable business last 2Q. This involved shutting the production facility in Siloam Springs, Arkansas
- DMFI also shut its Plymouth, Indiana tomato production facility in 3Q to streamline operations and improve efficiency
- These resulted in additional one-off expenses in 3Q amounting to US$11.2m pre-tax or US$6.2m post-tax
- Wrote off non-cash US$39.8m of deferred tax assets due to the change in Federal income tax rate from 35% to 21%. However, this should be more than offset by the reduced tax rates in future years which will be substantial
- Moreover, the additional marketing and trade spend in the USA amounted to US$18.7m for 3Q to strengthen the core business. This is reflected in the higher volume achieved

Del Monte Foods Strategy

NOURISHING FAMILIES. ENRICHING LIVES. EVERY DAY.

Build Relevance: Continually differentiate our brands and products in order to drive consumer preference

- Reinforce our points of difference (Del Monte's quality, College Inn's rich flavourful taste)
- Elevate our taste, health and convenience credentials (non-GMO, All Natural, sea salt)
- Exploit pockets of growth

Drive Innovation: Address evolving consumer needs, shifts in eating behaviours, and changing demographics

- Reach new consumer targets (Millennials)
- Extend into new usage occasions (in healthy snacking and dinner meals)
- Enter attractive adjacencies

Expand Distribution: Extend our reach into growing channels and aisles of the grocery store

- Establish leadership position in growing Foodservice and E-commerce
- Expand presence in store perimeter

Improve Efficiency: Increase focus and optimise cost base to support strategy and fuel investment in growth initiatives

- Realign our manufacturing and supply chain footprint
- Drive efficiencies in our sourcing model

Innovation Highlights

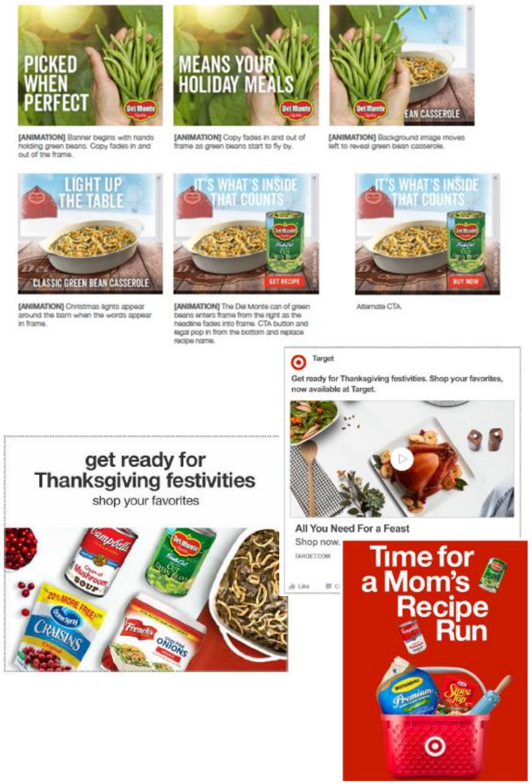
Introducing New Grab and Go Fruit Cups

- Unlocking the On-the-Go usage occasion with nearly 50% of US Food Consumption in Snacking

- Portable Grab and Go Fruit Cups with spork in the lid
  4 amazing flavours:
    - Grapefruit & Orange in Pomegranate Water
    - Mandarin Orange in Coconut Water
    - Peaches in Strawberry Dragon Fruit Chia
    - Pears in Blackberry Chia

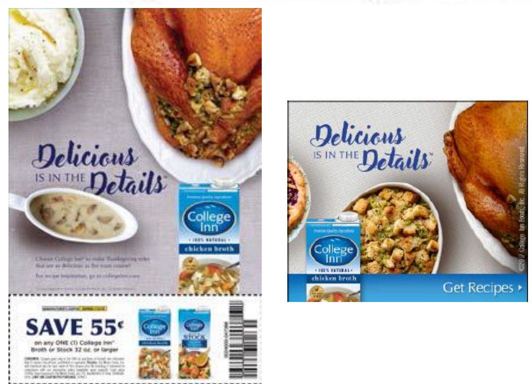
Marketing Highlights

Vegetable



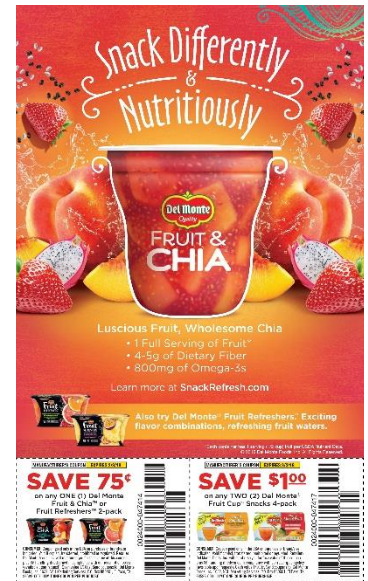
- Holiday campaign featuring green bean casserole across top 10 customers
- Ongoing media across TV, Online Video, Facebook, Pinterest and Search

College Inn



- Ongoing Campaign "Delicious in the Details"
- Holiday, ongoing media across TV, Print, Digital, and New item Free Standing Inserts (FSI)

Fruit



- Ongoing campaign with trial-generating tactics
- Ongoing media across Print, Social Platforms, Digital, and January FSI

Foodservice Highlights

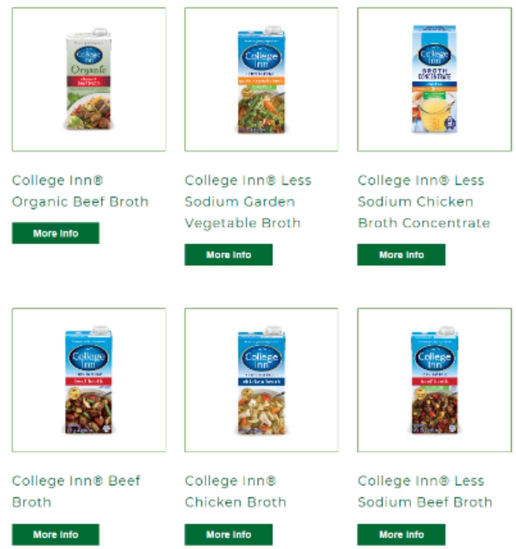
Non-Commercial National Accounts

Foodbuy

COMPASS GROUP

- Completed 3-year contract with Compass/Foodbuy which forces national distribution through Sysco
- Del Monte branded items will now be available to operators across the country
  - 10 Canned Fruit items
  - 5 Canned Vegetable items
  - Additional SKUs in limited distribution

College Inn



- Expanding the portfolio by making successful retail items available to Foodservice customers

Buy America Campaign

- Launched www.delmontefoodservice-k12.com
- Supporting with email campaign to school foodservice directors

Del Monte Philippines (DMPI)

- DMPI is the Group's 2nd largest subsidiary
- Comprises of Philippines sales and exports
- 3Q sales of US$144.2m, down 3% in peso terms due to lower exports of the industrial pineapple juice concentrate
- 9M sales of US$411.7m, up 7.5% in peso terms

Del Monte 100% Pineapple Juices now in 1-litre Tetra Pak carton

Philippines

85%
Market Share (#1)
Canned Pineapple

75%
Market Share (#1)
Canned Mixed Fruit

83%
Market Share (#1)
Canned and Tetra RTD Juices

85%
Market Share (#1)
Tomato Sauce

41%
Market Share (#1)
Spaghetti Sauce

- Del Monte is the market leader across several categories
- Modern trade and convenience stores are growing fast: Del Monte is strong in modern trade, generating 31% of sales
- Expanding foodservice sales, accounting for 17% of Philippine sales
- Competitive environment with Southeast Asian peer companies targeting the Philippines to innovate, diversify and premiumise
- E-commerce and digital are growing

To drive growth, continue to build new categories, channels and markets to ensure future competitiveness and growth

Source for market shares: Nielsen Retail Index as of 3 months to December 2017

Philippines

- Philippines is the largest market of subsidiary Del Monte Philippines, Inc (DMPI)
- 3Q sales were up 8% in peso terms but up 4% in US dollar terms due to peso depreciation
- Expanded penetration and increased consumption of beverage and culinary products into peak Christmas season
- Initial foray into the 'juice with particulates' market with the introduction of Del Monte Juice & Chews in December 2017, an innovative snack-in-a-drink combining chewy bits of nata and pineapple with fruit juice blends. This is becoming increasingly popular amongst teens
- Foodservice sales remained strong, riding on the rapid expansion of quick service restaurants and convenience stores with partnerships and menu creation with major accounts

Del Monte Juice & Chews, the new fun snack-in-a-drink is now available in 7-Eleven

Philippine Market Updates – Juice & Chews

Achieved high share of shelf

Merchandising such as outdoor banners, chiller stickers, chiller highlight and glorifiers were installed in January 2018

Del Monte Juice Drinks continued to excite consumers with seasonal flavours in single serve cans!

Shipments for its 1L Tetra (2ND wave) and 202 Can SKUs (1ST wave) commenced in January 2018

Made even more exciting via engaging digital shorts and supported in the trade via sampling in supermarkets

Sampling

Asia and the Middle East

- Consumers moving towards less processed and more natural food: S&W expanding sales of S&W Sweet 16 fresh pineapple

- E-commerce and digital are growing with North Asia having the largest share of E-commerce pie: S&W is actively exploring this channel

To drive growth, realise S&W's full potential in fresh pineapple and other products, channels, and build S&W's brand equity in key markets

S&W Asia and the Middle East

- Sales of the S&W business were 16% lower
- Lower packaged pineapple sales in North Asia
- Increased competition from cheaper-priced products from Thailand impacting the Group's business most notably in China
- Launched S&W Fruit & Chia cups in 3 variants in NTUC Fairprice Singapore

Facebook ad of the new S&W Fruit & Chia cups

Facebook Christmas ad

Launch of S&W Fruit & Chia Cups (Singapore)

Exclusively avialable at FairPrice. FairPrice

Launch of Fruit & Chia at NTUC Fairprice - New product launch at the leading retailer of Singapore. Supported by a series of outdoor and in-store roving sampling activations as well as introductory price.

Products in Metro and Foodservice (Turkey)

Advertised promotions and sampling of canned fruits and juices at the Metro Chain in Turkey

Canned juices on sale at chiller sections of foodservice restaurants

FieldFresh India

- FieldFresh broke even in 3Q on improved sales and margins
- DMPL's share of profit was US$0.1 million, a turnaround from the share of loss of US$0.5 million in the prior year period

Tomato Ketchup Re-branding

Del Monte is a key player in the tomato-based sauces space, with a 5% share in supermarkets (No.3 national brand in supermarkets); New look introduced to better reflect category codes and brand values

Old pack

New pack

New look range

New Product Launches

- Sandwich Spread 450g and Pizza Pasta sauce 400g in a stand up spout pack
  - Building on the success of the spout format on Mayo 900g and 500g
  - Growth in Pasta/Pizza sauce category after 4 months of launch of the spout

- Domestic pasta 200g at a per unit price of Rs.49
  - Act as a trial generator and recruitment pack
  - Riding on domestic pasta category's high growth

Del Monte @ World Food India

NOURISHING FAMILIES. ENRICHING LIVES. EVERY DAY.

- **World Food India**, a first of its kind event meant to highlight the potential of the Indian food processing industry, was organised by the ministry of food processing of India (MOFPI) from the 3rd to 5th November 2017 at the India Gate lawns in New Delhi.
- FieldFresh Foods Pvt. Ltd, was a key participant in the event and showcased the Del Monte range of products in India as well as products of DMPI, Del Monte USA and S&W. FieldFresh also used the opportunity to officially announce its tie up with KIKKOMAN to manufacture and market KIKKOMAN products in India with the aim of establishing a strong presence in the Oriental condiments space.
- The event was also graced by the presence of FieldFresh's board members, Mr. Rakesh Bharti Mittal, Mr. Rolando C. Gapud & Mr. Luis Alejandro who visited the Del Monte stall and interacted with the India team.

FieldFresh Foods Board members at the dinner hosted by the minister for Food Processing Industries, Smt. Harsimrat Kaur Badal

FieldFresh Foods Board members at the stall

Sustainability

- Improving Operational Excellence and Sustainability is one of the five strategic pillars of the Group
- Del Monte Philippines and the Cannery Employees Union signed a Memorandum of Agreement covering wage increases and improved benefits
- The JY Campos Centre where Manila office is located won the Don Emilio Abello Energy Efficiency Outstanding Award for achieving energy savings
- The Del Monte Foundation continues its community service programs through its Medical-Dental Missions, Technical Skills Training and Home Care Education

3Q Highlights

- Sales and market shares in the USA grew with innovation and brand building activities, offset by a decline in DMPL Group’s exports of pineapple juice concentrate.

- One-off expenses, mainly the non-cash US$39.8m write-off of deferred tax assets in the USA due to new tax rates, led to a net loss of US$38.4m. Without the one-off expenses, the Group would have generated a net income of US$3.4m.

- DMPL Preference Shares second tranche offering raised US$100m, significantly reducing gearing.

- Planned Del Monte Philippines IPO will further improve the capital structure of the Group.

Outlook

- Barring unforeseen circumstances and excluding one-off expenses, the Group is expected to be profitable for FY2018
- Major emphasis on responding to consumer trends through:
  - Strengthening the core business
    - -- healthier options and new products
    - -- marketing and trade promotion
    - -- channel development
  - Focusing on businesses that are on-trend and rationalising non-profitable ones
  - Innovating -- process and packaging technology
    - -- agriculture and manufacturing technology
  - Executing digital strategy
- Improving financial performance through:
  - G&A cost optimisation and multiyear restructuring for operations and supply chain