

109212018003330



### SECURITIES AND EXCHANGE COMMISSION

SECBuilding, EDSA, Greenhills, Mandaluyong City, Metro Manila, Philippines Tel: (632) 726-0931 to 39 Fax: (632) 725-5293 Email: mis@sec.gov.ph

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Receipt Date and Time: September 21, 2018 03:43:00 PM

Company Information

SEC Registration No.

Company Name

DEL MONTE PACIFIC LIMITED

Filer Name

ANTONIO E.S. UNGSON

Contact No

+63 2 8562556

### **Document Information**

Document ID

109212018003330

Document Type

17-C (FORM 11-C:CURRENT DISCL/RPT)

Period Covered

09/19/2018

### **Deficiencies Found**

- SEC Reg Number is not found
- COMPANY PROFILE NOT FOUND IN DATABASE

### **COVER SHEET** S.E.C. Registration Number DEL M O N T E P|A|C|II C L I M I T E D (Company's Full Name) $\mathbf{C}$ a m p o S e n t r e Th e n u e c o r e r t h n B|O|n c $G \mid 1$ o b 0 t | y t | y g (Business Address: No. Street Company / Town / Province) Antonio E.S. Ungson +63 2 856 2556 Contact Person Company Telephone Number SEC FORM 7 | - | C Month Day FORM TYPE Month Day Annual Meeting Secondary License Type. If Applicable Dept. Requiring this Doc. Amended Articles Number/Section **Total Amount of Borrowings** Total No. of Stockholders Domestic Foreign To be accomplished by SEC Personnel concerned LCU File Number Cashier Document I.D. STAMPS

Remarks = pls. use black ink for scanning purposes.

### **SECURITIES AND EXCHANGE COMMISSION**

### SEC FORM 17-C

### CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.2(c) THEREUNDER

1.	19 September 2018			
	Date of Report (Date of earliest event reported)			
2.	SEC Identification Number N/A			
3.	BIR Tax Identification NumberN/A			
4	Del Monte Pacific Limited			
	Exact name of issuer as specified in its charter			
5.	British Virgin Islands	6.	•	C Use Only)
	Province, country or other jurisdiction of incorporation		Industry Classificat	ion Code:
7	·	•4 . •		
1.	<u>Craigmuir Chambers, PO Box 71 Road Town, 1</u> Address of principal office	οποι	ia, British Virgin Islai	Postal Code
8.	+65 6324 6822			
Ţ.	Issuer's telephone number, including area code	-		
9.	N/A			
	Former name or former address, if changed since	last re	report	
10.	Securities registered pursuant to Sections 8 and 1	2 of th	he SRC or Sections 4	and 8 of the RSA
	Title of Each Class	Num	mber of Shares of Com	nmon Stock
	Ou	tstand	ding and Amount of De	ebt Outstanding
	Ordinary Shares		1,943,960,024	
	Series A-1 Preference Shares		20,000,000	
	Series A-2 Preference Shares		10,000,000	
11.	Indicate the item numbers reported herein:			
	Item 9 (Other Events)			
	nom o (omer Events)			

### Item 9. Other Events

### 1. Declaration of Cash Dividends

On 19 September 2018, Del Monte Pacific Limited (the "Company") announced that its share transfer books will be closed on 4 October 2018 to determine the shareholders entitled to the following dividends:

- a. 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 Share for the six-month period from 7 April 2018 to 7 October 2018; and
- b. The Series A-2 Preference Shares at the fixed rate of 6.5% per annum, or equivalent to US\$0.325 per Series A-2 Preference Share for the six-month period from 7 April 2018 to 7 October 2018.

The said dividends will be paid on 8 October 2018.

Please refer to the files attached herein as Annexes "A-1" and "A-2", as submitted to The Philippine Stock Exchange, Inc. (the "PSE").

### 2. Minutes of General Meetings

On 20 September 2018, the Company released the Minutes of its Annual General Meeting and General Meeting held on 17 August 2018.

Please refer to the file attached herein as Annex "B", as submitted to the PSE.

### **SIGNATURE**

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 hereunto duly authorized.

Del Monte Pacific Limited	21 September 2018		
Issuer	Date		
Antorio Eugenio S. Ungson Chief Compliance Officer			

C06256-2018

Ex-Date : Oct 01, 2018 Annex "A-1"

# SECURITIES AND EXCHANGE COMMISSION SEC FORM 17-C

### CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.2(c) THEREUNDER

- Date of Report (Date of earliest event reported)
   Sep 19, 2018
- 2. SEC Identification Number
- 3. BIR Tax Identification No.
- Exact name of issuer as specified in its charter
   Del Monte Pacific Limited
- 5. Province, country or other jurisdiction of incorporation British Virgin Islands
- 6. Industry Classification Code(SEC Use Only)
- 7. Address of principal office

Craigmuir Chambers, PO Box 71 Road Town, Tortola, British Virgin Islands Postal Code

- 8. Issuer's telephone number, including area code
  - +65 6324 6822
- 9. Former name or former address, if changed since last report
- 10. Securities registered pursuant to Sections 8 and 12 of the SRC or Sections 4 and 8 of the RSA

Title of Each Class	Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding				
Ordinary Shares	 	1,943,960,024			
Series A-1 Preference Shares	 	20,000,000			
Series A-2 Preference Shares	 	10,000,000			

11. Indicate the item numbers reported herein

Item 9 (Other Events)

The Exchange does not warrant and holds no responsibility for the veracity of the facts and representations contained in all corporate disclosures, including financial reports. All data contained herein are prepared and submitted by the disclosing party to the Exchange, and are disseminated solely for purposes of information. Any questions on the data contained herein should be addressed directly to the Corporate Information Officer of the disclosing party.

# Del Monte Pacific Limited DELM

PSE Disclosure Form 6-1 - Declaration of Cash Dividends References: SRC Rule 17 (SEC Form 17-C) and Sections 6 and 4.4 of the Revised Disclosure Rules

The A. C. Takini and A.	to the second se					
Subject of the Disclosu	ire					
Declaration of Cash Dividends for Series A-1 Preference Shares of Del Monte Pacific Limited						
Background/Description	on of the Disclosure					
Declaration of Cash D	ividends for Series A-1 Preference Shares of Del Monte Pacific Limited					
Type of Securities						
Common	to the control of the					
	PA1					
Others N/A						
Cash Dividend						
Date of Approval by Board of Directors	Sep 19, 2018					
Other Relevant Regulatory Agency, if applicable	N/A					
Date of Approval by Relevant Regulatory Agency, if applicable	N/A					
Type (Regular or Special)	Regular					
Amount of Cash Dividend Per Share	US\$ 0.33125 per Series A-1 Preference Share					
Record Date	Oct 4, 2018					
Payment Date	Oct 8, 2018					

Source of Dividend Payment	
From the Company's surplus as	s of September 19, 2018
Other Relevant Information	
Please see attached file for deta	ails.
Administration of the second s	
Filed on behalf b	
Filed on behalf by:	Antonio Eugenio Ungson

### **DEL MONTE PACIFIC LIMITED**

(Incorporated in the British Virgin Islands)

### NOTICE OF BOOKS CLOSURE AND DIVIDEND PAYMENT DATES FOR SERIES A-1 AND SERIES A-2 PREFERENCE SHARES

**NOTICE IS HEREBY GIVEN** that the Share Transfer Books and Register of Members of Del Monte Pacific Limited (the "Company") will be closed on 4 October 2018 (the "Books Closure Date") for the purpose of determining the entitlements of the preference shareholders of the Company (the "Preference Shareholders") of the following dividends:

- 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 Share for the six-month period from 7 April 2018 to 7 October 2018 (the "Series A-1 Dividend"); and
- The Series A-2 Preference Shares at the fixed rate of 6.5% per annum, or equivalent to US\$ 0.325 per Series A-2 Preference Share for the six-month period from 7 April 2018 to 7 October 2018 (the "Series A-2 Dividend").

The Series A-1 Dividend and Series A-2 Dividend will be paid on 8 October 20181.

### For Philippine<sup>2</sup> Preference Shareholders

Duly completed registrable transfers received by the Company's Share Transfer Agent in the Philippines, BDO Unibank Inc. at the Securities Services and Corporate Agencies Department, 15<sup>th</sup> Floor, South Tower, BDO Corporate Center, 7899 Makati Avenue, Makati City 0726 Philippines, up to 5.00 p.m. on the Books Closure Date will be registered to determine the Preference Shareholders' entitlements to the Series A-1 Dividend and Series A-2 Dividend. Members whose Securities Accounts with the Philippine Dealing System Holding Corp. are credited with preference shares of the Company as at the Books Closure Date will be entitled to the Series A-1 Dividend and Series A-2 Dividend.

BY ORDER OF THE BOARD

Antonio E. S. Ungson Company Secretary

19 September 2018

<sup>&</sup>lt;sup>1</sup> Since the dividend payment date (i.e., 7 October 2018) falls on a Sunday, the dividends shall be paid to the Preference Shareholders on the following Business Day, 8 October 2018.

<sup>2</sup> There are no Preference Shareholders registered in Singapore.

C06257-2018

Ex-Date : Oct 01, 2018 Annex "A-2"

### SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-C

### CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.2(c) THEREUNDER

- Date of Report (Date of earliest event reported)
   Sep 19, 2018
- 2. SEC Identification Number
- 3. BIR Tax Identification No.
- Exact name of issuer as specified in its charter
   Del Monte Pacific Limited
- 5. Province, country or other jurisdiction of incorporation British Virgin Islands
- 6. Industry Classification Code(SEC Use Only)
- 7. Address of principal office

Craigmuir Chambers, PO Box 71 Road Town, Tortola, British Virgin Islands Postal Code

- 8. Issuer's telephone number, including area code +65 6324 6822
- 9. Former name or former address, if changed since last report
- 10. Securities registered pursuant to Sections 8 and 12 of the SRC or Sections 4 and 8 of the RSA

Title of Each Class	Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding		
Ordinary Shares		1,943,960,024	
Series A-1 Preference Shares		20,000,000	
Series A-2 Preference Shares		10,000,000	

11. Indicate the item numbers reported herein Item 9 (Other Events)

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# Del Monte Pacific Limited DELM

PSE Disclosure Form 6-1 - Declaration of Cash Dividends References: SRC Rule 17 (SEC Form 17-C) and Sections 6 and 4.4 of the Revised Disclosure Rules

Subject of the Disclosu	ire
Declaration of Cash Di	ividends for Series A-2 Preference Shares of Del Monte Pacific Limited
Background/Descriptio	on of the Disclosure
	The second secon
Declaration of Cash Di	ividends for Series A-2 Preference Shares of Del Monte Pacific Limited
	A CONTRACTOR OF THE CONTRACTOR
Type of Securities	
Common	
Preferred DMF	PA2
Others N/A	
Odicio 1071	
Cash Dividend	
Date of Approval by	
Board of Directors	Sep 19, 2018
Other Relevant Regulatory Agency, if	N/A
applicable	
Date of Approval by Relevant Regulatory	N/A
Agency, if applicable	· · · · · · · · · · · · · · · · · · ·
Type (Regular or Special)	Regular
Amount of Cash Dividend Per Share	US\$ 0.325 per Series A-2 Preference Share
Record Date	Oct 4, 2018
Payment Date	Oct 8, 2018

Source of Dividend Payment	
From the Company's surplus	as of September 19, 2018
Other Relevant Information	
Please refer to the attached f	ile for details.
Filed on behalf by:	
Name	Antonio Eugenio Ungson

### **DEL MONTE PACIFIC LIMITED**

(Incorporated in the British Virgin Islands)

### NOTICE OF BOOKS CLOSURE AND DIVIDEND PAYMENT DATES FOR SERIES A-1 AND SERIES A-2 PREFERENCE SHARES

**NOTICE IS HEREBY GIVEN** that the Share Transfer Books and Register of Members of Del Monte Pacific Limited (the "Company") will be closed on 4 October 2018 (the "Books Closure Date") for the purpose of determining the entitlements of the preference shareholders of the Company (the "Preference Shareholders") of the following dividends:

- 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 Share for the six-month period from 7 April 2018 to 7 October 2018 (the "Series A-1 Dividend"); and
- The Series A-2 Preference Shares at the fixed rate of 6.5% per annum, or equivalent to US\$ 0.325 per Series A-2 Preference Share for the six-month period from 7 April 2018 to 7 October 2018 (the "Series A-2 Dividend").

The Series A-1 Dividend and Series A-2 Dividend will be paid on 8 October 20181.

### For Philippine<sup>2</sup> Preference Shareholders

Duly completed registrable transfers received by the Company's Share Transfer Agent in the Philippines, BDO Unibank Inc. at the Securities Services and Corporate Agencies Department, 15<sup>th</sup> Floor, South Tower, BDO Corporate Center, 7899 Makati Avenue, Makati City 0726 Philippines, up to 5.00 p.m. on the Books Closure Date will be registered to determine the Preference Shareholders' entitlements to the Series A-1 Dividend and Series A-2 Dividend. Members whose Securities Accounts with the Philippine Dealing System Holding Corp. are credited with preference shares of the Company as at the Books Closure Date will be entitled to the Series A-1 Dividend and Series A-2 Dividend.

BY ORDER OF THE BOARD

Antonio E. S. Ungson Company Secretary

19 September 2018

<sup>&</sup>lt;sup>1</sup> Since the dividend payment date (i.e., 7 October 2018) falls on a Sunday, the dividends shall be paid to the Preference Shareholders on the following Business Day, 8 October 2018.

<sup>&</sup>lt;sup>2</sup> There are no Preference Shareholders registered in Singapore.

C06289-2018

Annex "B"

# SECURITIES AND EXCHANGE COMMISSION SEC FORM 17-C

### CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.2(c) THEREUNDER

- Date of Report (Date of earliest event reported)
   Sep 20, 2018
- 2. SEC Identification Number
- 3. BIR Tax Identification No.
- Exact name of issuer as specified in its charter
   Del Monte Pacific Limited
- 5. Province, country or other jurisdiction of incorporation British Virgin Islands
- 6. Industry Classification Code(SEC Use Only)
- Address of principal office
   Craigmuir Chambers, PO Box 71 Road Town, Tortola, British Virgin Islands Postal Code
- 8. Issuer's telephone number, including area code +65 6324 6822
- 9. Former name or former address, if changed since last report
- 10. Securities registered pursuant to Sections 8 and 12 of the SRC or Sections 4 and 8 of the RSA

Title of Each Class	Number of Shares of Common Stock O Outstandi	•
Ordinary Shares		1,943,960,024
Series A-1 Preference Shares		20,000,000
Series A-2 Preference Shares		10,000,000

Indicate the item numbers reported herein
 Item 9 (Other Events)

The Exchange does not warrant and holds no responsibility for the veracity of the facts and representations contained in all corporate disclosures, including financial reports. All data contained herein are prepared and submitted by the disclosing party to the Exchange, and are disseminated solely for purposes of information. Any questions on the data contained herein should be addressed directly to the Corporate Information Officer of the disclosing party.

# Del Monte Pacific Limited DELM

PSE Disclosure Form 4-30 - Material Information/Transactions References: SRC Rule 17 (SEC Form 17-C) and Sections 4.1 and 4.4 of the Revised Disclosure Rules

Subject of the Disclosure	
Minutes of the Annual General Meeting and	General Meeting of Del Monte Pacific Limited Held on 17 August 2018
Background/Description of the Disclosure	
Minutes of the Annual General Meeting and	General Meeting of Del Monte Pacific Limited Held on 17 August 2018
Other Relevant Information	
Please refer to the attached files.	
Filed on behalf by:	
Name	Antonio Eugenio Ungson
- Designation	Chief Legal Counsel and Chief Compliance Officer

### **DEL MONTE PACIFIC LIMITED**

(Incorporated in the British Virgin Islands) (the "Company" or "DMPL.")

### MINUTES OF ANNUAL GENERAL MEETING

PLACE : Banquet Suite, Level 10 of M Hotel, 81 Anson Road, Singapore 079908

DATE : Friday, 17 August 2018

TIME : 10.05 a.m.

PRESENT : Please see Attendance List attached hereto.

IN ATTENDANCE : Please see Attendance List attached hereto.

**EXECUTIVE CHAIRMAN**: Mr Rolando C Gapud

### QUORUM

As a quorum was present, the Chairman declared the Annual General Meeting ("AGM") open at 10.05 a.m..

### INTRODUCTION

The Chairman introduced the Directors and Management present at the AGM.

### NOTICE

With the consent of the shareholders present, the Notice convening the AGM was taken as read.

The meeting was informed that the Chairman had been appointed as proxy by some shareholders and would be voting in accordance with their instructions.

### **VOTING BY WAY OF A POLL**

Shareholders were informed that in accordance with the requirements of the Singapore Exchange Securities Trading Limited's ("SGX-ST") Listing Manual, all motions tabled at the AGM would be voted on by way of a poll.

The poll was conducted electronically for shareholders voting in Singapore. The poll in the Philippines was conducted through the completion of poll sheets.

### **DECLARATION OF POLL RESULTS**

Shareholders were informed that the declaration of the results of the poll voting would be announced after all votes cast in Singapore and the Philippines had been aggregated and tabulated.

## PRESENTATION ON THE COMPANY'S FINANCIAL PERFORMANCE AND BUSINESSES FOR THE FINANCIAL YEAR ENDED 30 APRIL 2018 ("FY2018")

The Chief Financial Officer, Mr Parag Sachdeva, shared a short presentation on the Company's FY2018 Results, including:

- (i) FY2018 Full year highlights;
- (ii) FY2018 results summary;
- (iii) FY2018 reported results; and
- (iv) Balance sheet and cash flow.

The Chief Operating Officer, Mr Luis F Alejandro, also shared a short presentation on the Group's market updates and outlook in respect of:

- (i) The Group's performance in the United States of America, Asia and the Middle East;
- (ii) Del Monte Foods, Inc's performance for FY2018;
- (iii) Del Monte Philippines, Inc's performance for FY2018; and
- (iv) Strategies for growth and expanded distribution.

### **ORDINARY BUSINESS**

## DIRECTORS' STATEMENT AND AUDITED FINANCIAL STATEMENTS - ORDINARY RESOLUTION 1

Resolution 1 as set out in the Notice of AGM was proposed by the Chairman and seconded by Teh Swee Khoi.

After dealing with questions from shareholders as set out in Appendix of these minutes, the motion was put to vote.

## RE-ELECTION OF MR GODFREY E SCOTCHBROOK AS A DIRECTOR - ORDINARY RESOLUTION 2

The meeting noted that Mr Godfrey E Scotchbrook would upon re-election as a Director of the Company, remain as Chairman of the Remuneration and Share Option Committee, and as a member of the Audit and Risk Committee and the Nominating and Governance Committee, and will be considered independent under the SGX-ST's Listing Manual.

The meeting noted that Mr Godfrey had voluntarily abstained from voting on his own re-election as a Director of the Company.

Resolution 2 as set out in the Notice of AGM was proposed by the Chairman and seconded by Teh Swee Khoi.

There being no questions, the motion was put to vote.

### RE-ELECTION OF MR EDGARDO M CRUZ, JR AS A DIRECTOR - ORDINARY RESOLUTION 3

The meeting noted that Mr Edgardo M Cruz, Jr would upon re-election as a Director of the Company, remain as Executive Director of the Company, and as a member of the Nominating and Governance Committee, and will be considered non-independent.

The meeting noted that Mr Cruz had voluntarily abstained from voting on his own re-election as a Director of the Company.

Resolution 3 as set out in the Notice of AGM was proposed by the Chairman and seconded by Tan Lee Hua.

There being no questions, the motion was put to vote.

### **SPECIAL BUSINESS**

### **DIRECTORS' FEES - ORDINARY RESOLUTION 4**

The Board had recommended the payment of a sum of up to US\$496,800/- as Directors' fees for the financial year ending 30 April 2019 to be paid quarterly in arrears.

Resolution 4 as set out in the Notice of AGM was proposed by the Chairman and seconded by Tan Lee Hua.

After dealing with questions from a shareholder as set out in Appendix of these minutes, the motion was put to vote.

### **EMOLUMENTS OF DIRECTORS - ORDINARY RESOLUTION 5**

The meeting was informed that the Company may from time to time require the specialist services of its Directors and approval of this authority would provide the flexibility for Management to engage these services of Directors, as appropriate.

Resolution 5 as set out in the Notice of AGM was proposed by the Chairman and seconded by Tan Poh.

Shareholders noted the clarification provided by the Board that this motion relates to the payment of emoluments for Dr Javier, for his services rendered to the Company at the plantation and for chairing the Group's Plantation Oversight Committee and the amount to be paid to Dr Javier does not exceed US\$100,000/-.

After dealing with questions from a shareholder as set out in Appendix 1 of these minutes, the motion was put to vote.

### RE-APPOINTMENT OF ERNST & YOUNG LLP AS AUDITORS - ORDINARY RESOLUTION 6

The meeting was informed that the retiring Auditors, Ernst & Young LLP, had expressed their willingness to continue in office.

Resolution 6 as set out in the Notice of AGM was proposed by the Chairman and seconded by Tan Poh.

There being no questions, the motion was put to vote.

### RE-APPOINTMENT OF SYCIP GORRES VELAYO & CO. (ERNST & YOUNG PHILIPPINES) AS PHILIPPINE AUDITORS - ORDINARY RESOLUTION 7

The meeting was informed that the retiring Philippine Auditors, Sycip Gorres Velayo & Co. (Ernst & Young Philippines), had expressed their willingness to continue in office.

Resolution 7 as set out in the Notice of AGM was proposed by the Chairman and seconded by Teh Swee Khoi.

There being no questions, the motion was put to vote.

### **AUTHORITY TO ISSUE SHARES - ORDINARY RESOLUTION 8**

The meeting noted that the approval of the share issue mandate pursuant to Article 15(2) of the Company's Articles of Association and Rule 806 of the Listing Manual of the SGX-ST would authorise the Company's Directors, if required, to issue new shares in the Company in the set thresholds of:

- (i) not exceeding 50% of its total issued share capital (excluding treasury shares and subsidiary holdings in each class) on a pro-rata basis; and
- (ii) not exceeding 15% of its total issued share capital (excluding treasury shares and subsidiary holdings in each class) on a non pro-rata basis.

Resolution 8 as set out in the Notice of AGM was proposed by the Chairman and seconded by Lee Kum Ming.

There being no questions, the motion was put to vote.

## AUTHORITY TO ALLOT AND ISSUE SHARES UNDER THE DEL MONTE PACIFIC EXECUTIVE SHARE OPTION PLAN 2016 - ORDINARY RESOLUTION 9

The meeting noted that the approval of the share issue mandate under Resolution 9 was to authorise the Company's Directors to allot and issue shares in accordance with the Del Monte Pacific Executive Share Option Plan 2016, if required.

Resolution 9 as set out in the Notice of AGM was proposed by the Chairman and seconded by Tan Poh.

There being no questions, the motion was put to vote.

### RENEWAL OF SHAREHOLDERS' MANDATE FOR INTERESTED PERSON TRANSACTIONS - ORDINARY RESOLUTION 10

The meeting noted that NutriAsia Group and its associates, including Bluebell Group Holdings Limited and Mr Joselito D Campos, Jr, would abstain from voting on the renewal of the Shareholders' Mandate for Interested Person Transactions.

Resolution 10 as set out in the Notice of AGM was proposed by the Chairman and seconded by Tan Poh.

There being no questions, the motion was put to vote.

The AGM adjourned at 12.10 p.m. for the convening of the General Meeting and the tabulation of the poll voting results.

The AGM re-convened at 12.25 p.m. for the declaration of the results of the poll.

### **DECLARATION OF POLL RESULTS**

### Directors' Statement and Audited Financial Statements - Ordinary Resolution 1:

The results of Resolution 1 taken on a poll were as follows:

FOR		AGAINST		Total No. of Shares	
No. of Shares	Percentage (%)	No. of Shares	Percentage (%)	Represented by Votes For and Against	
1,242,422,201	99.90	1,185,300	0.10	1,243,607,501	

Based on the results of the poll, the motion was declared carried by the Chairman and it was RESOLVED:-

"That the Directors' Statement and the Audited Financial Statements of the Company, together with the Auditors' Report thereon, for the financial year ended 30 April 2018 be received and adopted."

### Re-election of Mr Godfrey E Scotchbrook as a Director – Ordinary Resolution 2:

The results of Resolution 2<sup>1</sup> taken on a poll were as follows:

FOR		AGAINST		Total No. of Shares	
No. of Shares	Percentage (%)	No. of Shares	Percentage (%)	Represented by Votes For and Against	
1,241,869,429	99.87	1,572,100	0.13	1,243,441,529	

<sup>&</sup>lt;sup>1</sup> Mr Godfrey E Scotchbrook holding 117,092 ordinary shares in the Company had voluntarily abstained from the voting of Resolution 2.

Based on the results of the poll, the motion was declared carried by the Chairman and it was RESOLVED:-

"That Mr Godfrey E Scotchbrook be re-elected as a Director of the Company."

### Re-election of Mr Edgardo M Cruz, Jr as a Director - Ordinary Resolution 3:

The results of Resolution 3<sup>2</sup> taken on a poll were as follows:

FOR		AGAI	NST	Total No. of Shares
No. of Shares	Percentage (%)	No. of Shares	Percentage (%)	Represented by Votes For and Against
1,234,590,156	99.32	8,439,648	0.68	1,243,029,804

Based on the results of the poll, the motion was declared carried by the Chairman and it was RESOLVED:-

"That Mr Edgardo M Cruz, Jr be re-elected as a Director of the Company."

### **Directors' Fees - Ordinary Resolution 4:**

The results of Resolution 4 taken on a poll were as follows:

FOR		AGAI	INST		Total No. of Shares
No. of Shares	Percentage (%)	No. of Shares	Percentage (%)		Represented by Votes For and Against
1,241,884,846	99.92	1,011,700	0.08		1,242,896,546

Based on the results of the poll, the motion was declared carried by the Chairman and it was RESOLVED:-

"That the payment of Directors' fees of up to US\$496,800/- as Directors' fees for the financial year ending 30 April 2019 to be paid quarterly in arrears, computed based on the fee structure set out below, be approved for payment:

- Board Chairman: US\$79,200 per annum
- Directors: US\$43,200 per annum
- Audit and Risk Committee Chairman: US\$19,800 per annum
- Remuneration and Share Option Committee Chairman: US\$9,900 per annum
- Nominating and Governance Committee Chairman: US\$9,900 per annum
- Audit and Risk Committee Members: US\$10,800 per annum
- Remuneration and Share Option Committee Members: US\$5,400 per annum
- Nominating and Governance Committee Members: US\$5,400 per annum"

<sup>&</sup>lt;sup>2</sup> Mr Edgardo M Cruz, Jr holding 2,984,632 ordinary shares in the Company had voluntarily abstained from the voting of Resolution 3.

### **Emoluments of Directors – Ordinary Resolution 5:**

The results of Resolution 5 taken on a poll were as follows:

FOR		AGAI	NST	Total No. of Shares
No. of Shares	Percentage (%)	No. of Shares	Percentage (%)	Represented by Votes For and Against
1,241,570,436	99.93	844,520	0.07	1,242,414,956

Based on the results of the poll, the motion was declared carried by the Chairman and it was RESOLVED:-

"That the Directors of the Company be, and are hereby, authorised to fix, increase or vary the emoluments of Directors with respect to services to be rendered in any capacity to the Company."

### Re-appointment of Ernst & Young LLP as Auditors - Ordinary Resolution 6:

The results of Resolution 6 taken on a poll were as follows:

FOF	FOR		NST	Total No. of Shares
No. of Shares	Percentage (%)	No. of Shares	Percentage (%)	Represented by Votes For and Against
1,241,786,636	99.99	87,200	0.01	1,241,873,836

Based on the results of the poll, the motion was declared carried by the Chairman and it was RESOLVED:-

"That Ernst & Young LLP, Public Accountants and Chartered Accountants, be reappointed as the Auditors of the Group at a remuneration to be determined by the Directors of the Company."

### Re-appointment of Sycip Gorres Velayo & Co. (Ernst & Young Philippines) as Philippine Auditors – Ordinary Resolution 7:

The results of Resolution 7 taken on a poll were as follows:

FOF	FOR		NST	Total No. of Shares
No. of Shares	Percentage (%)	No. of Shares	Percentage (%)	Represented by Votes For and Against
1,241,493,036	99.99	117,200	0.01	1,241,610,236

Based on the results of the poll, the motion was declared carried by the Chairman and it was RESOLVED:-

"That Sycip Gorres Velayo & Co. (Ernst & Young Philippines), Certified Public Accountants, be re-appointed as the Philippine Auditors of the Group at a remuneration to be determined by the Directors of the Company."

### Authority to Issue Shares - Ordinary Resolution 8:

The results of Resolution 8 taken on a poll were as follows:

FOR		AGAI	NST	Total No. of Shares
No. of Shares	Percentage (%)	No. of Shares	Percentage (%)	Represented by Votes For and Against
1,234,109,163	99.38	7,736,628	0.62	1,241,845,791

Based on the results of the poll, the motion was declared carried by the Chairman and it was RESOLVED:-

"That pursuant to Article 15(2) of the Company's Articles of Association and Rule 806 of the Listing Manual of the SGX-ST, the Directors of the Company be authorised and empowered to:

- (a) (i) issue shares in the Company ("Shares") whether by way of rights, bonus or otherwise; and/or
  - (ii) make or grant offers, agreements or options (collectively, "Instruments") that might or would require Shares to be issued, including, but not limited to, the creation and issue of (as well as adjustments to) options, warrants, debentures or other instruments convertible into Shares,

at any time and upon such terms and conditions, and for such purposes and to such persons as the Directors of the Company may in their absolute discretion deem fit; and

(b) (notwithstanding the authority conferred by this Resolution may have ceased to be in force) issue Shares in pursuance of any Instruments made or granted by the Directors of the Company while this Resolution was in force,

### provided that:

(1) the aggregate number of Shares (including Shares to be issued in pursuance of the Instruments, made or granted pursuant to this Resolution) to be issued pursuant to this Resolution shall not exceed 50% of the total number of issued Shares (excluding treasury shares and subsidiary holdings in each class) in the capital of the Company (as calculated in accordance with sub-paragraph (2) below), of which the aggregate number of Shares to be issued other than on a pro rata basis to Shareholders of the Company shall not exceed 15% of the total number of issued Shares (excluding treasury shares and subsidiary holdings in each class) in the capital of the Company (as calculated in accordance with sub-paragraph (2) below);

- Page 9 of 10
- (2) (subject to such manner of calculation as may be prescribed by the SGX-ST) for the purpose of determining the aggregate number of Shares that may be issued under sub-paragraph (1) above, the total number of issued Shares (excluding treasury shares and subsidiary holdings in each class) shall be based on the total number of issued Shares (excluding treasury shares and subsidiary holdings in each class) in the capital of the Company at the time of the passing of this Resolution, after adjusting for:
  - (a) new Shares arising from the conversion or exercise of any convertible securities;
  - (b) new Shares arising from the exercise of share options which are outstanding or subsisting at the time of the passing of this Resolution; and
  - (c) any subsequent bonus issue, consolidation or subdivision of Shares;
- (3) in exercising the authority conferred by this Resolution, the Company shall comply with the provisions of the Listing Manual of the SGX-ST for the time being in force (unless such compliance has been waived by the SGX-ST) and the Articles of Association of the Company; and
- (4) unless revoked or varied by the Company in a general meeting, such authority shall continue in force until the conclusion of the next AGM of the Company or the date by which the next AGM of the Company is required by law to be held, whichever is earlier."

### Authority to Allot and Issue Shares under the Del Monte Pacific Executive Share Option Plan 2016 – Ordinary Resolution 9:

The results of Resolution 9 taken on a poll were as follows:

FOF	₹ .	AGAI	NST	Total No. of Shares
No. of Shares	Percentage (%)	No. of Shares	Percentage (%)	Represented by Votes For and Against
1,233,548,763	99.33	8,301,128	0.67	1,241,849,891

Based on the results of the poll, the motion was declared carried by the Chairman and it was RESOLVED:-

"That approval be and is hereby granted to the Directors of the Company, acting through its Remuneration and Share Option Committee, to allot and issue from time to time such Shares as may be allotted and issued pursuant to the exercise of the Del Monte Pacific Executive Share Option Plan 2016 ("ESOP"), provided always that the aggregate number of Shares to be allotted and issued pursuant to the ESOP shall not exceed ten percent (10%) of the total number of issued Shares (excluding treasury shares and subsidiary holdings in each class) in the capital of the Company from time to time and that such authority shall, unless revoked or varied by the Company in a general meeting, continue in force until the conclusion of the next AGM of the Company or the date by which the next AGM of the Company is required by law to be held, whichever is earlier."

### Renewal of Shareholders' Mandate for Interested Person Transactions – Ordinary Resolution 10:

The results of Resolution 10<sup>3</sup> taken on a poll were as follows:

FOR		AGAI	NST	Total No. of Shares
No. of Shares	Percentage (%)	No. of Shares	Percentage (%)	Represented by Votes For and Against
37,228,967	98.93	404,200	1.07	37,633,167

Based on the results of the poll, the motion was declared carried by the Chairman and it was RESOLVED:-

"That for the purposes of Chapter 9 of the Listing Manual of the SGX-ST:

- (a) approval be given for the renewal of the mandate for the Company, its subsidiaries and target associated companies or any of them to enter into any of the transactions falling within the types of Interested Person Transactions as set out on page 6 of the Company's information memorandum ("Information Memorandum") with any party who is of the class of Interested Persons described in the Information Memorandum, provided that such transactions are carried out in the normal course of business, at arm's length and on commercial terms, and in accordance with the guidelines of the Company for Interested Person Transactions, as set out in the Information Memorandum (the "IPT Mandate");
- (b) the IPT Mandate shall, unless revoked or varied by the Company at a general meeting, continue in force until the conclusion of the next AGM of the Company; and
- (c) authority be given to the Directors to complete and do all such acts and things (including executing all such documents as may be required)."

### CONCLUSION

There being no other business, the Chairman declared the AGM of the Company closed at 12.30 p.m. and thanked everyone for their attendance.

Confirmed as True Record of Proceedings Held

[signed]

Rolando C Gapud Executive Chairman

<sup>&</sup>lt;sup>3</sup> The following shareholders, being interested in Resolution 10 had abstained from the voting of the same (i) NutriAsia Pacific Limited, a controlling shareholder of the Company holding 1,196,539,958 ordinary shares; (ii) Mr Joselito D Campos, Jr, a shareholder of the Company holding 7,621,466 ordinary shares; and (iii) Bluebell Group Holdings Limited, a shareholder of the Company holding 189,736,540 ordinary shares.

### **DEL MONTE PACIFIC LIMITED ("DMPL")**

Minutes of Annual General Meeting - 17 August 2018 Summary of Questions & Answers

### Directors' Statement and Audited Financial Statements - Ordinary Resolution 1

Question 1

: Reference is made to page 111 of the Annual Report. The Profit and Loss had indicated expenses incurred under distribution and selling expenses, general and administrative expenses, other income expenses and finance expense.

Further, on page 205 of the Annual Report, Note 25, the Profit (Loss) Before Taxation had indicated expenses incurred for allowance for inventories, loss on disposal of property, plant and equipment of US\$11.3 million. However, the one-off items are not found here.

The CFO's presentation however mentioned that there is a one-off expense of US\$62.0 million incurred for FY2018. Shouldn't the Company show these one-off items more clearly in its financial statements?

Answer

The one-off items had been included in "administrative expenses" and "miscellaneous income & expenses", so that we can see the classification of the assets clearly. These were not reflected in the gross margin and the residual values of the US plants have been broken down.

Question 2

The recurring expense vs one-off expense should be reflected separately.

Answer

We have provided an explicit schedule of the one-off (non-recurring) expenses on page 45 of the Annual Report.

Question 3

Is there a breakdown on operating segments? I cannot find it under Note 29 of the financial statements.

Answer

The presentation uploaded onto our website would show a breakdown of the operating segments.

Question 4

Reference is made to page 211 of the Annual Report, the 3-year comparatives provided indicates (i) slight decline in revenue levels; and (ii) gross profit levels to be generally declining.

On page 212 of the Annual Report, DMPL had recorded:

>> Profit of US\$4.5 million in FY2016 >> Loss of US\$64.6 million in FY2017 >> Loss of US\$115.4 million in FY2018

It seems to show that profitability is down in all segments (i.e. packaged/processed fruit and vegetable, beverage, culinary and fresh fruit and others). This is a worrying trend, how much of these are one-

offs and how much of these are recurring?

### **DEL MONTE PACIFIC LIMITED ("DMPL")**

Minutes of Annual General Meeting – 17 August 2018 Summary of Questions & Answers

Answer

The total impact of the one-off expense is US\$63.0 million in the US. The expenses incurred also relate to trade and marketing spend of more than US\$34.9 million. This is in line with our Long Range Plan, to set up for future businesses, accelerating market shares in the retail and setting up our platform for innovation.

Question 5

Noted this but this seems like a motherhood statement. The shareholders had expressed their reservations on the acquisition of DMFI. Three years had passed since the acquisition and DMPL is still talking about increasing market shares. If this was a good acquisition, shareholders should be seeing improvement in share price and dividends. However, this is not the case now.

We would like to know what the real problems are in the US. Management team had been changed as well as products. Are the problems due to DMFI's products becoming redundant as a result of consumers becoming more health conscious and rejecting canned products?

Would it not be easier to establish DMPL's presence in the US by selling its own products there i.e. expanding geographically and replicating what DMPL has done in Asia, rather than buying expensive assets that are dragging the Company down and not making money.

Please give us some insights on the US business and the negatives.

**Question 6** 

Reference is made to page 6 of the Annual Report, 5-year Summary – it appears that all the trends are showing declining profits. I think the main problem lies with the acquisition of DMFI. For EPS, a majority of the monies are paid to the preference shareholders; even if the Group is profitable, all monies would be used to pay the preference shareholders and nothing would be left for the ordinary shareholders. The Group's gearing level is also very high.

Please comment on the above.

Answer

DMFI is not the only company facing headwinds in the US. All major food companies in the US are facing similar headwinds. The top 10 main food companies in the US are also incurring losses in the billions of dollars, as reported in recent news articles.

To tackle this, we have developed a medium-range plan to return the US operations to profitability. This plan was formulated with the help of an international strategic consulting firm. We presented this plan to DMFI's lenders and the good news is that the lenders had accepted our plan. We believe that we have a good plan and this demonstrates the lenders' confidence in DMFI.

During the road show last month for Del Monte Philippines, Inc's ("DMPI") initial public offering ("IPO") we have received reports indicating that institutional investors had a favourable view of the Group plan as well. The indication from investors was that the plan is viable, implementable and achievable. We are aware that execution of the plan is key and would determine whether or not we can turnaround the situation. Our goal is for DMFI to achieve profitability in 2 to 3 years.

### **DEL MONTE PACIFIC LIMITED ("DMPL")**

Minutes of Annual General Meeting – 17 August 2018 Summary of Questions & Answers

Answer

We understand the shareholders' concerns and we have already taken actions to achieve profitability for DMFI. For example:

- (i) Reducing our operational costs through our supply chain. The increase in costs faced by DMFI in the past few years had not been passed on to consumers. For the first time in a long time now, DMFI had increased pricing of our products so as to pass on some of these costs to our consumers;
- (ii) Cut out trade investments from our P&L to achieve cost efficiency, improve margins as well as profitability; and
- (iii) Removing non-profitable sales by changing DMFI's focus from private label sales and USDA (United States Department of Agriculture) sales to branded Del Monte sales instead. This will be our focus for FY2019 in the US.

We are seeing good results from customers on Del Monte branded sales. Doing this had increased profitability for our branded business in the  $4^{\rm th}$  quarter. This plan will continue, with innovation, branding, and reduction of costs. We are expecting to achieve success and profitability in 2 to 3 years.

Question 7

My concern is if the US economy is growing at 3.5% to 4%, with high consumer spending and yet DMFI is not making profits, what will happen if there is another financial crisis?

Answer

As mentioned, DMFI is undergoing a restructuring of its operations to achieve profitability. Unfortunately, restructuring cannot be achieved overnight. We will need to optimise our operation lines, improve the distribution network, dramatically change the product line-up to face changes in the market e.g. e-commerce needs, change in consumer taste and preference and cater to the millennials, as well as the ever changing environment in the US. We will require time to build our foundation and rationalise operations. Prior to 2005, DMFI had been doing well in the US market due to its brand equity at that time. Unfortunately, the market had changed dramatically since then. We are confident that given time, we will grow the US operations and return DMFI to profitability. We seek shareholders' patience and understanding.

**Question 8** 

Would it be correct then to say that DMPL is tightening its belt at this point in time? I refer to page 86 of the Annual Report on the disclosure of remuneration for Directors for FY2018. Disclosures stop at bands of \$\$500,000. There is no indication on remuneration exceeding \$\$500,000 for Executive Directors. Can you let shareholders have an indicative range of how much the top 3 Executive Directors are being remunerated?

I would like to flag that DMPL has not declared dividends for a few years. Can you throw more light on remuneration for Executive Directors? Are there some heavy cuts taken by Management and commitment shown by the people at the top to ride through the tough period?

### **DEL MONTE PACIFIC LIMITED ("DMPL")**

Minutes of Annual General Meeting – 17 August 2018 Summary of Questions & Answers

Answer : Our remuneration structure for DMPL is always benchmarked against the

market and currently stands at the median range. We have engaged an independent remuneration consultant to perform the benchmarking for us. The remuneration paid to the Directors and Management are at appropriate levels, adequate to retain talent in the Group. The variable income / bonus portion was decided by our Remuneration and Share Option Committee ("RSOC"). The RSOC independently reviews, discusses and decides on remuneration packages. I would like to invite our RSOC Chairman, Mr

Godfrey Scotchbrook to comment on this point.

Answer : Our objective is to align executive compensation with the Company's plans.

The performance review is performed annually and based on the review, the RSOC takes into account what had been achieved and what had not been achieved during the year. The ratings achieved by each Key Management Personnel ("KMP") are reviewed against their respective key performance indicators. A major component of remuneration is the variable bonus and I can assure you that we are both fair and ruthless, when deciding variable bonuses. Only those who had achieved the "meets" or "exceeds" ratings will

be recognised and be given a variable bonus.

Question 9 Directors who are also directors of the Group's subsidiary (i.e. a

director of DMPL who is also a director of DMPI), will they get remunerated there as well? Is there a substantial cut in the overall remuneration package? Can you please provide us the absolute

percentage?

Answer : The bonus component had been reduced by approximately 30% to 40%. For

KMP's, no additional remuneration is given if they are also on the Board of a Group subsidiary. Additional remuneration are for Non-Executive Directors

only.

Answer : KMP's who have roles and oversight over the US operations and the

Philippines, do not get additional remuneration for any added responsibilities assumed, myself included. We are very strict on our performance evaluation exercise. KMP's who are rated "needs improvement" do not receive any salary increase as a result of their unsatisfactory performance. Our average

salary increase this year had been reduced by 1/3.

Question 10 : Can the Board confirm that there would be no further write-offs as a

result of the ongoing restructuring?

Answer : We will have a bit more to write-off. We are in the midst of optimising our

distribution systems in the US as a result of closing down factories. However, we assure shareholders that we will not close down any factory unless we are very certain on its performance and profitability. There will be write-offs but

the write-offs will be worth it.

Question 11 : Will this be a residual write-off or is it another major write-off?

Answer : We do not expect any major write-offs for now and not of the magnitude as

seen for FY2018.

### **DEL MONTE PACIFIC LIMITED ("DMPL")**

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Question 12

I would like to suggest that the Board consider replacing the current Board members with more "businesslike" directors, for example, people who have expertise and experience in the US market or a director who is able to help run the business of DMFI.

Answer

We will take note of your suggestion. It is for the shareholders to decide; if you think that we are not serving the Company well or that we are not qualified to be on this Board, shareholders can register their votes and vote accordingly.

**Question 13** 

I have heard earlier that FY2019 will be profitable. Is this going to be due to some "write-backs" or will it be real "profitability"?

Answer

We expect the operating profit for FY2019 to improve. As mentioned by the CFO earlier, we do not expect any additional major write-offs. The major write-off this year was mainly due to the change in tax regulations in the US. Hopefully, there will be no more changes to the income tax regulations in the US.

**Question 14** 

Regarding Sager Creek, this investment was bought at US\$75.0 million and sold for US\$55.0 million incurring a loss of US\$42.4 million. Can you reconcile these numbers?

Answer

The Sager Creek business was sold by DMFI at US\$55.0 million (in cash) and this consideration was only in respect of intangible assets and certain fixed assets (excluding inventories). Inventories of Sager Creek had been excluded from the sale, hence the discrepancy. It is not a bad exit.

There was quite a number of inefficiencies that we had to incur and write down the business, thereby incurring incremental losses of US\$42.4 million.

More than half of the US\$42.4 million loss is non-cash and pertain to write offs of inventory and fixed assets, while US\$20 million are cash costs which include legal fees, severance and plant closure costs, amongst others, that are of a nonrecurring nature.

Question 15

How much did DMPL lose in this divestment?

Answer

Approximately US\$5.0-10.0 million loss was incurred per year. The total loss is approximately US\$25.0 million over a period of 3 years. This includes the closing down of factory and write-offs.

**Question 16** 

Was the investment of Sager Creek independently carried out by DMFI or was the decision being overseen by the DMPL Board?

Answer

The decision was made by the Board of DMFI and DMPL oversaw the decisions made by DMFI. It was unfortunate that the results did not turn out as expected.

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### **DEL MONTE PACIFIC LIMITED ("DMPL")**

Minutes of Annual General Meeting – 17 August 2018 Summary of Questions & Answers

Question 17 : At the point of acquisition of Sager Creek, DMFI was already in debt

with a lot of borrowings and given that situation, they had decided to

proceed with the acquisition. Please comment on this.

Answer : At the point of acquisition, this was an attractive deal. It was presented as a

US\$75 million acquisition, with an EBITDA contribution of US\$35.0 million a year. The plan presented appeared attractive at that time. However, as mentioned earlier, it was unfortunate that the results did not turn out as we

had expected.

Question 18 Do you have a summary or tabulation of all the one-off expense items

so that we can see if they are indeed one-off's or whether these could be recurring items? Since the acquisition of DMFI, every year, DMPL would always have one-off items to be written-off and I cannot

understand what these are.

Answer : I also have the same complaints to Management on these one-off items.

However, if you look at the character of these items they are indeed one-off items e.g. due to the change of tax rates in the US recently, the closure of facilities and factories due to restructuring efforts, paying off staff for severance etc. The Auditors would agree that these items are indeed one-off

items.

Answer : I would also like to confirm that more than half of the costs were either non-

cash items where no additional cash was spent or are non-recurring items. They consisted of items such as the write-down of the book value of plants that had been closed or non-recurring items such as legal fees and severance payments to employees of distribution centres we closed down.

Question 19 : So, we should have less one-off items in this financial year?

Answer : Yes, we should have less one-off items and it will be specific one-off items.

Question 20 : The success of the Group is very dependent on US sales. However, it

was mentioned that traditional products such as tomatoes are on a downtrend. What are the new products that are well received? Please

support your statement with some statistics?

Answer : The canned business is being consolidated at the plant. Customers are

rationalising, we have decided to take the leading brands and private labels, as well as merchandise and support and retail resources to Walmart, Target etc. It helps us to stabilise our business and extract more profit from our

canned businesses.

We have launched products in the fruit cup packaging and these are well-received. These include Fruit & Chia, a combination of fruit and chia seeds. And last June, we followed with the launch of Fruit & Oats, which is a combination of fruit and oats, entering a new segment — the breakfast

segment.

### **DEL MONTE PACIFIC LIMITED ("DMPL")**

Minutes of Annual General Meeting – 17 August 2018 Summary of Questions & Answers

Question 21 : Please provide an indication of Management's expectations in terms of

DMFI growth? Perhaps you can share these data with the shareholders

in future.

Answer : We expect growth of approximately US\$200 million on sales this year (growth

will be outside of canned sales and via plastic cups, cartons), things that we are doing to innovate our products are generating gross margin. For example, many customers are buying our new product, "Fruit & Chia". In addition, we are entering the frozen category for the first time. Over time, we

will accelerate our sales outside the canned business.

Question 22 I would like to commend the Company - this is one of the best Annual

Reports I have seen from Del Monte. Can you elaborate on the

headwinds you mentioned in the US?

Answer : The headwinds we are facing in the US relate to increasing transportation

costs, higher tariffs for tin plates (for cans); higher labour costs (as minimum labour wages increased) as well as higher inventory costs. To tackle these issues, we have carried out price increases and reduced overall costs in our

operations.

Question 23 : In general, DMFI is making losses, are there any other food companies

in the US that's actually making profit?

Answer : Companies that are successful right now would be companies that are highly

innovative; certain beverage companies for example are doing well. They are good operators with low debt and run tight operations. Example: My previous company, Hormel Foods is doing well right now. We want to be like

these companies, to be innovative and smart.

Question 24 I am not quite sure how President Trump's change of the US tax rates

had affected the Company or how this resulted in the one-off tax write-

offs. Could you elaborate?

Answer : DMFI had been incurring net operating losses for the past few years so we

were able to take a deferred tax credit on the same over the years. The prevailing tax rate was 35% then. However, since the tax rate was reduced (from 35% to 21%) our deferred tax credit from net operating losses had to be

adjusted accordingly, resulting in a write-off.

Question 25 : Last year I've also raised these 2 main issues which are plaguing DMPL

(i) the debts; and (ii) the acquisition of DMFI, which is a big mistake. Over the years, the debts had been increasing and Board members had mentioned that it would take 2 to 3 years to turn around the situation. Perhaps the Board could consider divesting part of DMFI which would

result in a reduction of DMPL's debt levels.

Answer : We are currently reducing and changing the character of our US operations.

We are also trying to go outside of the US to tap the South American market. This is part of the plan we had formulated with our international strategic

consultant.

Answer

### **DEL MONTE PACIFIC LIMITED ("DMPL")**

Minutes of Annual General Meeting – 17 August 2018 Summary of Questions & Answers

Question 26 Since we couldn't list DMPI in the Philippines, are there any other plans

to reduce the debts?

Answer : Yes, there are other plans. We have purchased the Second Lien Term Loans

of DMFI at below par. The said purchase was at a 30% discount to par value. We are also talking to our bankers and advisors on how to address this issue.

This is very much in our plans and will be addressed in the near future.

Question 27 You have to bear in mind that interest rates are rising, in particular, for

the US operations. We can't wait for 3 years for it to turn around.

: We are addressing the debt issue now and we are not waiting another 2-3

years to reduce debt. The 2 to 3 years which I mentioned earlier is the time

required for DMFI's operations to turn around.

Question 28 Reference is made to page 110 of the Annual Report, regarding current

loans and borrowings of US\$481.0 million. I assume that DMPL has sufficient cash to finance these loans? It seems that those that are due for renewal had very low interest rates. Will renewing these loans incur

higher interest costs?

Answer : We don't expect any increase in our margin spread when we renew these

banking lines. These are very procedural and ongoing for our business and we do not expect any issues with these loans. To an extent, yes, we will

incur higher interest costs.

Question 29 : A majority of shareholders here have bought DMPL shares mainly

because of DMPI. Now that DMPL intends to list DMPI may I propose that DMPL distribute DMPI shares to existing shareholders and list DMPI in Singapore. That way, the existing shareholders of DMPL can

get something back.

Answer : You are still a shareholder of DMPI, through your shareholding in DMPL.

Before we planned DMPI's IPO, we had considered whether we should list

DMPI in Singapore or in the Philippines.

The advice from our bankers was that we would get better pricing and reception if DMPI is listed in the Philippines (instead of Singapore) mainly due to DMPI being well established and well accepted as a premier company in the Philippines. In Singapore, DMPI is considered a small fish in a big pond

but in the Philippines we are seen as a big fish.

Question 30 : What I'm saying is to give us back DMPI by distributing DMPI shares

back to us, the shareholders. DMPI is profitable and its share price is different. By distributing DMPI shares to us, as appropriate, then we

can move forward instead of coming back every year.

Answer : Thank you, we will take your suggestion for consideration.

### **DEL MONTE PACIFIC LIMITED ("DMPL")**

Minutes of Annual General Meeting – 17 August 2018 Summary of Questions & Answers

Question 31 : I want to thank the Board for its patience and for answering all the

questions from shareholders. I would like to give a suggestion on the remuneration packages to the Directors and KMP's. The Board should consider giving scrip shares to Directors and KMP's instead of remunerating them in cash. By doing so, you are aligning their

interests with those of the shareholders. Please consider this.

Answer : You will agree that realistically, we also need to have talented and competent

executives to manage the Company, especially during this time when we have to turn-around the business. To retain good people and to ensure that they will manage the company well, we need to at least meet industry standards and provide adequate remuneration packages (not extravagant packages). With this, the executives can also see that when our position improves, the Company will compensate them better. That is our position and

we are trying our best to retain these executives

### **DEL MONTE PACIFIC LIMITED ("DMPL")**

Minutes of Annual General Meeting – 17 August 2018 Summary of Questions & Answers

### Directors' Fees - Ordinary Resolution 4

Question 32 : I am not disputing these sums (Directors' fees), I think this is not a big

amount considering the efforts the Directors have put into the Company. Of these amounts, how much is paid in cash and how much

is paid in shares?

Answer : The Directors' fees are fully paid in cash. We have not granted any share

awards or options in recent years due to our depressed share price

Question 33 : The Directors may want to change this. I would like to suggest again,

that the fees be paid in shares instead of cash, so as to align the interest of the Directors with those of the shareholders. I hope the

Board will consider this seriously.

Answer : Personally, I appreciate your suggestion. As mentioned, Directors' fees paid

to the Directors is not a large amount but have to be of an amount and form that duly recognise and appreciate the efforts, advice and time spent by our Directors. In particular, the Independent Directors spend a lot of time travelling and attending our meetings in the US and the Philippines. We have to be fair to them and compensate them accordingly. We will bring this

suggestion to the RSOC for discussion and review.

The Directors do own shares in the Company as they were previously granted share options and share awards. Our share options were however not exercised due to the exercise price being higher than the market price.

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### **DEL MONTE PACIFIC LIMITED ("DMPL")**

Minutes of Annual General Meeting – 17 August 2018 Summary of Questions & Answers

### **Emoluments Of Directors - Ordinary Resolution 5**

Question 34

I am not comfortable with this motion. Since the Company already has an Interested Person Transactions ("IPT") Mandate why do you still need this resolution. Should this not be transacted under the IPT mandate? We also have a RSOC to decide on the Directors' fees. This seems like a blanket resolution that would allow the Board to pay Directors any amount, without any cap being imposed. I think it is not appropriate to have this motion and I hope that you will withdraw this motion.

Answer

This resolution had been approved in previous years as well.

The principal reason for having this resolution is for Dr Emil Javier, who is an expert in the field of agriculture and horticulture. He possess a PhD in Plant Breeding from Cornell University. Dr Javier had been assisting us in our projects in India and in our cattle raising project.

Dr Javier currently chairs the Group's Plantation Oversight Committee. The contribution of Dr Javier is invaluable to us and his specialised services cannot be provided by anyone else. Dr Javier spends at least a week in each month at the plantation to supervise and oversee all our plantation improvement processes. His expert advice to us is invaluable. For example, as a result of Dr Javier's efforts and his expertise in agriculture and horticulture, our MD2 pineapple project is very successful and these pineapples are being sold under our S&W brand. We therefore need to compensate Dr Javier for this additional work. This resolution is intended solely for the compensation to Dr Javier for the additional services.

**Question 35** 

Then you should re-word the resolution. Can we amend the resolution since it is stated "with or without modifications" in the resolution. I propose this be modified to specifically state that this is for the compensation for Dr Javier's services. We leave you to decide the amount.

Answer

For this AGM, shareholders hold proxies for only the resolutions proposed in this Notice of AGM which does not include any modifications.

**Question 36** 

I think this is unnecessary, this should be under the IPT mandate. If you want to put this motion in you should specifically state that this is for Dr Javier.

Answer

Going forward we will consider drafting this motion to specifically state that it relates to fees for additional services provided by Dr Javier.

For this AGM we will not amend the motion but will note in the minutes that this contemplates additional fees such as those for oversight services rendered by Dr Javier and that amount paid will be capped at US\$100,000/-.

Comment

I am ok with the above suggestion to clarify this in the AGM minutes for this year.

Dana 44 af 40

### **DEL MONTE PACIFIC LIMITED ("DMPL")**

Minutes of Annual General Meeting – 17 August 2018 Summary of Questions & Answers

Question 37 : Will the amount paid to the Director trigger an IPT?

Answer : The amount paid to the Director will not trigger an IPT.

The resolution as drafted will enable the Board to increase or vary the amount of fees paid to our Directors who may be required, from time to time, to

provide specialist services to the Company, such as Dr Javier.

We are happy to note in the minutes the cap of US\$100,000

Comment : I am ok with this.

### **DEL MONTE PACIFIC LIMITED**

(Incorporated in the British Virgin Islands)

### ANNUAL GENERAL MEETING ATTENDANCE LIST - DIRECTORS AND MANAGEMENT

PLACE : Banquet Suite, Level 10 of M Hotel, 81 Anson Road, Singapore

079908

DATE : Friday, 17 August 2018

**TIME** : 10.00 a.m.

	Names Sec.	Position		
1.	Rolando Gapud	Executive Board Chairman		
2.	Joselito Campos, Jr	Managing Director and Chief Executive Officer		
3.	Edgardo Cruz, Jr	Executive Director		
4.	Benedict Kwek Gim Song	Chairman of Audit and Risk Committee, Lead Independent Director		
5.	Godfrey Scotchbrook	Chairman of Remuneration and Share Option Committee, Independent Director		
6.	Emil Javier	Independent Director		
7.	Yvonne Goh	Chairperson of Nominating and Governance Committee, Independent Director		
8.	Luis Alejandro	Chief Operating Officer		
9.	Ignacio Sison	Chief Corporate Officer		
10.	Parag Sachdeva	Chief Financial Officer		
11.	Antonio Ungson	Chief Legal Counsel, Chief Compliance Officer and Company Secretary		
12.	Gregory Longstreet	Chief Executive Officer, Del Monte Foods, Inc		
13.	Gene Allen	Chief Financial Officer, Del Monte Foods, Inc		
14.	Jeanette Naughton	VP – Strategic Planning, Del Monte Foods, Inc		
15.	Jennifer Luy	Investor Relations Manager		
16.	Alvin Phua	Ernst & Young LLP		
17.	Noel Chen	Ernst & Young LLP		
18.	Catherine Lopez	Sycip Gorres Velayo & Co (Ernst & Young Philippines)		

### **DEL MONTE PACIFIC LIMITED**

(Incorporated in the British Virgin Islands) (the "Company" or "DMPL")

### MINUTES OF GENERAL MEETING

PLACE : Banquet Suite, Level 10 of M Hotel, 81 Anson Road, Singapore 079908

DATE : Friday, 17 August 2018

**TIME** : 12.10 p.m.

PRESENT : Please see Attendance List attached hereto.

IN ATTENDANCE : Please see Attendance List attached hereto.

**EXECUTIVE CHAIRMAN**: Mr Rolando C Gapud

#### QUORUM

As a quorum was present, the Chairman declared the General Meeting ("GM") open at 12.10 p.m..

### NOTICE

With the consent of the shareholders present, the Notice convening the GM was taken as read.

The meeting was informed that the Chairman had been appointed as proxy by some shareholders and would be voting in accordance with their instructions.

### **VOTING BY WAY OF A POLL**

Shareholders were informed that in accordance with the requirements of the Singapore Exchange Securities Trading Limited's ("SGX-ST") Listing Manual, all motions tabled at the GM would be voted on by way of a poll.

The poll was conducted electronically for shareholders voting in Singapore. The poll in the Philippines was conducted through the completion of poll sheets.

### **DECLARATION OF POLL RESULTS**

Shareholders were informed that the declaration of the results of the poll voting would be announced after all votes cast in Singapore and the Philippines had been aggregated and tabulated.

### **ORDINARY BUSINESS**

### THE PROPOSED ADOPTION OF THE SHARE PURCHASE MANDATE

The motion as set out in the Notice of GM was proposed by the Chairman and seconded by Tan Lee Hua.

After dealing with questions from a shareholder as set out in Appendix 1 of these minutes, the Chairman proceeded to put the motion to vote.

The GM adjourned at 12.20 p.m. for the convening of the Annual General Meeting and the tabulation of the poll voting results.

As the aggregation and consolidation of votes in Singapore and the Philippines was in progress the Chairman addressed further questions from Shareholders, as set out in Appendix 1 of these minutes.

The GM re-convened at 12.30 p.m. for the declaration of the results of the poll.

### **POLL RESULTS**

### THE PROPOSED ADOPTION OF THE SHARE PURCHASE MANDATE

The results of the Resolution taken on a poll were as follows:

FOR		AGAII	NST	Total No. of Shares
No. of Shares	Percentage (%)	No. of Shares	Percentage (%)	Represented by Votes For and Against
1,233,774,763	99.36	7,916,128	0.64	1,241,690,891

Based on the results of the poll, the motion was declared carried by the Chairman and it was RESOLVED:-

"That:

- (a) for the purposes of the Business Companies Act 2004 of the British Virgin Islands (the "Act") and otherwise in accordance with the rules and regulations of the Singapore Exchange Securities Trading Limited ("SGX-ST"), the exercise by the Board of all the powers of the Company to purchase or otherwise acquire issued ordinary shares in the capital of the Company (the "Shares") not exceeding in aggregate the Prescribed Limit (as hereafter defined), at such price or prices as may be determined by the Board from time to time, up to the Maximum Purchase Price (as hereafter defined), whether by way of:
  - (i) on-market purchases (each a "Market Purchase"), transacted on the SGX-ST (or any other stock exchange on which the Shares may be listed or quoted), through one or more duly licensed stockbrokers/dealers appointed by the Company for the purpose; and/or

(ii) off-market purchases (each an "Off-Market Purchase") (if effected otherwise than on the SGX-ST or, as the case may be, any other stock exchange on which the Shares may for the time being be listed or quoted) in accordance with any equal access schemes as may be determined or formulated by the Board as they consider fit, which schemes shall satisfy all the conditions prescribed by the Act.

and otherwise in accordance with all other laws, regulations and rules of the SGX-ST or, as the case may be, any other stock exchange on which the Shares may for the time being be listed or quoted, as may for the time being be applicable, be and is hereby authorised and approved generally and unconditionally (the "Share Purchase Mandate"):

- (b) unless varied or revoked by the Company in a general meeting, the authority conferred on the Board pursuant to the Share Purchase Mandate, may be exercised by the Board at any time and from time to time during the period commencing from the passing of this Resolution and expiring on the earliest of:
  - (i) the date on which the next AGM of the Company is held;
  - (ii) the date by which the next AGM of the Company is required by law to be held; or
  - (iii) the date on which purchases and acquisitions of Shares pursuant to the Share Purchase Mandate are carried out to the full extent mandated;
- (c) in this Resolution:

"Prescribed Limit" means that number of Shares representing 5% of the issued Shares as at the date of the passing of this Resolution (excluding any Shares which are held as treasury shares and subsidiary holdings in each class);

"Maximum Purchase Price" in relation to a Share to be purchased, means the purchase price (excluding brokerage, stamp duties, applicable goods and services tax and other related expenses) not exceeding:

- (i) in the case of a Market Purchase, 105 per cent. (105%) of the Average Closing Price (as defined hereafter); and
- (ii) in the case of an Off-Market Purchase of a Share, 130 per cent. (130%) of the Average Closing Price (as defined hereafter).

### where:

"Average Closing Price" is the average of the closing market prices of a Share over the last five (5) market days on which the Shares were transacted on the SGX-ST or, as the case may be, any other stock exchange on which the Shares may for the time being be listed or quoted, preceding the day of the Market Purchase or, as the case may be, the day of the making of the offer pursuant to an Off-Market Purchase, as deemed to be adjusted for any corporate action that occurs after the relevant five (5) market day period;

"day of the making of the offer" means the day on which the Company makes an offer for the purchase or acquisition of Shares from Shareholders, stating the purchase price (which shall not be more than the Maximum Price calculated on the foregoing basis) for each Share and the relevant terms of the equal access scheme for effecting the Off-Market Purchase; and

"market day" means a day on which the SGX-ST is open for securities trading; and

(d) the Directors of the Company be and are hereby authorised to complete and do all such acts and things (including executing such documents as may be required) as they may consider expedient or necessary to give effect to the transactions contemplated by this Resolution.

### CONCLUSION

There being no other business, the Chairman declared the GM of the Company closed at 12.35 p.m. and thanked everyone for their attendance.

Confirmed as True Record of Proceedings Held

[ signed ]

Rolando C Gapud Executive Chairman

### **DEL MONTE PACIFIC LIMITED ("DMPL")**

Minutes of General Meeting – 17 August 2018 Summary of Questions & Answers

### The Proposed Adoption of the Share Purchase Mandate

Question 1 : How many treasury shares are the Company currently holding and what

is the purchase price?

Answer : The Company is currently holding 975,802 treasury shares. These treasury

shares were acquired based on the market's price during the purchase.

**Additional Questions from Shareholders** 

Question 2 : I wish to clarify on my comments earlier on the Directors' fees paid to

the Directors. In my opinion, the Company needs to attract Directors who have an interest in the Company and as such, you should issue

shares to the Directors instead of paying them in cash.

Answer : Yes, we will consider your suggestions. We also need to ensure that the

Directors are properly compensated.

Question 3 : Does the Del Monte Foods, Inc's ("DMFI") non-recourse loans?

Answer : Yes, the non-recourse loan still exists but it does not affect the Group's

performance.

Question 4 : In the Group's account, how much is the non-recourse loan? What is

the breakdown?

Answer : The entire loan in DMFI is non-recourse, some of the loans are directly made

to DMPL.

Answer : Total loan amount is US\$1.4 billion, approximately US\$800.0 million is

attributed to the non-recourse loan in DMFI.

Question 5 : Assuming that we are listing Del Monte Philippines, Inc's shares, when

you receive the proceeds, will this be used to repay the recourse-loans

or non-recourse loans?

Answer : The proceeds will be used for DMPL.

### **DEL MONTE PACIFIC LIMITED**

(Incorporated in the British Virgin Islands)

## GENERAL MEETING ATTENDANCE LIST - DIRECTORS AND MANAGEMENT

PLACE : Banquet Suite, Level 10 of M Hotel, 81 Anson Road, Singapore

079908

DATE : Friday, 17 August 2018

**TIME** : 12.10 p.m.

Griege.	Names :	Position			
1.	Rolando Gapud	Executive Board Chairman			
2.	Joselito Campos, Jr	Managing Director and Chief Executive Officer			
3.	Edgardo Cruz, Jr	Executive Director			
4.	Benedict Kwek	Chairman of Audit and Risk Committee, Lead Independent Director			
5.	Godfrey Scotchbrook	Chairman of Remuneration and Share Option Committee, Independent Director			
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