Financial Statements and Related Announcement::Full Yearly Results

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Announcement Details

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Description (Please provide a detailed description of the event in the box below - Refer to the Online help for the format)	Please see attached the following: (1) SGX-ST / PSE / Media Release (2) Management Discussion and Analysis of Unaudited Financial Condition and Results of Operations for the Fourth Quarter and Full Year Ended 30 April 2018 (3) Del Monte Pacific 4Q and Full Year FY2018 Results Presentation (4) Del Monte Foods, Inc Presentation

Additional Details

For Financial Period Ended	30/04/2018

Attachments	DMPL_4QFY18_PressRelease_FINAL.pdf DMPL_4Q_FY2018_Feb-Apr_MDA_FINAL.pdf DMPL_4QFY2018_presentation_FINAL.pdf DMFI_presentation_FINAL.pdf Total size =10002K

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DEL MONTE PACIFIC LIMITED

29 June 2018

SGX-ST/PSE/MEDIA RELEASE: (unaudited results for the fourth quarter ending 30 April 2018)

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Del Monte Pacific Financial Results Announcement for FY2018 ended 30 April 2018

FY2018 Highlights

- Del Monte Pacific Limited (DMPL or Group) posted a net loss of US$28m due to one-off expenses amounting to US$74m for two plant closures in the USA as part of a planned programme to achieve operational efficiency and reduce cost in its US subsidiary, Del Monte Foods Inc (DMFI), plus the write-off of deferred tax assets due to a change in US tax rates

- Excluding one-off items, the Group would have generated a net income of US$12m in FY2018

- The Group continued to implement its commitment to reduce debt, lessen interest expenses and improve cash flow

- US$300m was raised from the sale of Preference Shares to repay loans, and interest savings and one-off gain of US$34m were achieved from the purchase of US$125m of DMFI loans at a discount

- The Group doubled its operating cash flow to US$358m in FY2018, primarily on lower inventory in its US operations

- Gearing was reduced to 2.3x equity as of 30 April 2018, from 2.9x in 2017

Singapore/Manila, 29 June 2018 – Singapore Mainboard and Philippine Stock Exchange dual listed Del Monte Pacific Limited (“DMPL” or the “Group”; Bloomberg: DELM SP, DELM PM) reported today its fourth quarter and full year FY2018 results ending April.

Fourth Quarter Results

The Group generated fourth quarter sales of US$499.0 million, 8.5% lower than prior year period. While sales were higher in the Philippines, these were offset mainly by lower, cyclical pineapple juice concentrate (PJC) prices in international markets, decreased exports of processed pineapple, and lower sales in the USA. The Group has been shifting to more branded consumer beverage given the volatile nature of industrial and commodity PJC.

DMFI contributed US$380.6 million or 76% of Group sales. DMFI sales ex-Sager Creek declined by 3.2% due to lower volume of canned vegetable and tomato products, as well as lower pricing in foodservice and USDA. It plans to introduce more value-added, less commoditised foodservice products, rationalise its non-branded USDA business, and innovate outside of the can.

The Group is on track with its strategy of innovation. The *Del Monte Fruit & Chia* cups launched in the second quarter are performing well. These are adult fruit cup snacks which combine fruit and chia seeds. DMFI followed this in the third quarter with the introduction of grab-and-go fruit cup snacks which are single-serve cups with 'sporks', for convenient snacking on the go. Another variant *Del Monte Fruit & Oats* was launched in early FY2019. These new products were launched to address consumer trends of healthy living, snacking and convenience.

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

DMFI divested its underperforming Sager Creek vegetable business in September 2017 as part of its strategy to improve operational efficiency and profitability. DMFI booked an additional one-off expense of US$28.6 million in the fourth quarter as part of its balance sheet cleanup primarily through inventory write-off.

Sales in the Philippines grew by 11% in peso terms in the fourth quarter on strong culinary and beverage sales, as well as foodservice gains. DMPI made its initial foray into the 'juice with particulates' market with the introduction of *Del Monte Juice & Chews*, a snack-in-a-drink combining nata and pineapple with fruit juice blends, a drink popular amongst teens. Foodservice in the Philippines was the fastest growing channel. DMPI supplies Jollibee, the largest local fast food chain, with their pineapple juice requirements nationwide, and supplies Pizza Hut with all their pineapple tidbits requirements. Moreover, Del Monte Philippines' 100% Pineapple Juice is available in all of Cebu Pacific's domestic flights.

Sales of the S&W business marginally declined in the fourth quarter mainly due to lower packaged pineapple sales in North Asia. There was increased competition from cheaper-priced products from Thailand and Indonesia impacting the Group's business. The Group introduced its tomato and pasta sauces from the Philippines and juice drinks in new aluminum cans into certain markets in the Middle East. S&W's fresh pineapple segment generated higher sales. The S&W business delivered double-digit growth in operating profit and a 4.5% increase in operating margin due to better pricing and lower costs.

DMPL's share in the FieldFresh joint venture in India for the fourth quarter was favourable at US$0.1 million profit, from a US$0.4 million loss in the prior year period due to higher Del Monte product sales and better margins.

The Group reported an EBITDA of US$6.4 million, versus prior year quarter's EBITDA of US$53.5 million. Without the one-off expenses of US$28.6 million cited earlier, the Group's EBITDA would have been US$34.9 million.

The Group reported a net income of US$12.3 million, significantly higher than US$2.9 million in the prior year quarter as a result of the one-off gain from the purchase of DMFI loans at a discount in the secondary market. Excluding one-off items of US$14.3 million, the Group would have incurred a net loss of US$2.1 million versus a profit of US$17.2 million last year due to lower export sales, significantly reduced PJC prices, and strategic investments in trade spending and marketing to strengthen its core business in the US.

Full Year Results

For the full year of FY2018, the Group generated sales of US$2.2 billion, 2.5% lower versus the prior year as higher sales in Asia were offset by lower sales in the US.

The Group will continue to focus on growing its branded business and reduce its non-strategic, non-branded business segments. In line with this strategy, since September 2017 the Group strengthened its leadership team in the US with the appointment of a new CEO, Chief Marketing Officer, Heads of Operations and Foodservice.

The Group's second largest subsidiary, Del Monte Philippines Inc (DMPI), generated sales of US$540.5 million (P27.6 billion) and net income of US$50.4 million (P2.6 billion). About two-thirds of DMPI's sales comprise Philippines sales, and the balance in exports under the S&W brand and private label.

Sales in the Philippines expanded by 6.7% in peso terms as DMPI continued to invest in driving inclusion of Del Monte products in consumers' weekly menu behind marketing campaigns. All major categories of packaged fruit, beverage and culinary delivered higher sales. The thrust on innovation was led by the launch of *Del Monte 100% Pineapple Juice* in Tetra Pak, the fastest growing beverage segment in the Philippines in FY2018. In addition, foodservice sales grew by a robust 15%, riding on the rapid expansion of quick service restaurants and convenience stores, as well as Del Monte Philippines' growth of its juice dispensers, meal partnerships and customised products.

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

DMPL Group generated a net loss of US$28.2 million in FY2018, versus the prior year's net income of US$24.4 million, due to the one-off expenses incurred in DMFI's two plant closures, and the write-off of deferred tax assets due to a change in US tax rates. Excluding these one-off expenses of US$73.8 million, the Group would have generated a net income of US$12.0 million in FY2018.

Strengthening Balance Sheet

The Group continued to strengthen its balance sheet, and reduce leverage and interest expense in FY2018. It raised about US$300 million from two Preference Share tranches in April and December 2017, which were applied to debt repayment.

Moreover, DMPL purchased US$124.9 million out of the total US$260 million second lien loans of DMFI at a discount in the secondary market. This loan purchase resulted in a one-off gain of US$33.6

million. This is the highest interest-bearing loan of the Group, and will save DMPL US$8-10 million of interest payments in FY2019.

At the end of the financial year, the Group reduced its gearing to 2.3x equity as of 30 April 2018, from 2.9x in 2017.

As part of the Group's deleveraging plan subject to market conditions, DMPL plans to sell approximately 20% of its stake in wholly-owned subsidiary, Del Monte Philippines, through a public offering on the Philippine Stock Exchange. The IPO was deferred in June due to volatile market conditions. The Company will announce when it relaunches this as the equity markets improve.

The Group significantly improved its operating cash flow to US$357.5 million in FY2018 from US$187.1 million in FY2017 primarily by reducing its inventory in the USA.

DMFI successfully extended the maturity of its working capital Asset Backed Loan (ABL) facility, from February 2019 to November 2020 for a total amount of US$442.5 million.

Prospects

With the divestiture of Sager Creek and closure of plants in USA, this will lead to improvement in margins starting FY2019 as well as stronger cash flow through lower inventories. The Group continues to review its manufacturing and distribution footprint in the US to improve operational efficiency and further reduce costs.

The increased investment in market and trade promotion spend will strengthen its core business in the US.

Barring unforeseen circumstances, the DMPL Group is expected to be profitable in FY2019.

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/ DELM PM), together with its subsidiaries (the "Group"), is a global branded food and beverage company that caters to today's consumer needs for premium quality healthy products. The Group innovates, produces, markets and distributes its products worldwide.

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

DMPL's USA subsidiary, Del Monte Foods, Inc (DMFI) (www.delmontefoods.com) owns other trademarks such as *Fruit Naturals, Orchard Select, SunFresh* and *Fruit Refreshers,* while DMPL's Philippines subsidiary, Del Monte Philippines, Inc (www.delmontephil.com), has the trademark rights to *Del Monte*, *Today's*, *Fiesta*, *202*, *Fit 'n Right*, *Heart Smart, Bone Smart* and *Quick 'N Easy* 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 and two in Mexico, 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 that is about an hour's drive away. It also operates a beverage PET plant and a frozen fruit processing facility in the Philippines.

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

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

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.

DEL MONTE PACIFIC LIMITED

Management Discussion and Analysis of Unaudited Financial Condition and Results of Operations for the Fourth Quarter and Full Year Ended 30 April 2018

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AUDIT

Fourth Quarter FY2018 results covering the period from 1 February to 30 April 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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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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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.

NOTES ON THE 4Q 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 – FOURTH QUARTER AND FULL YEAR ENDED 30 APRIL 2018

	For the three months ended 30 April			For the twelve months ended 30 April		
in US$'000 unless otherwise stated*	**Fiscal Year 2018**	**Fiscal Year 2017**	**% Change**	**Fiscal Year 2018**	**Fiscal Year 2017**	**% Change**
With one-off items**						
Turnover	**498,975**	545,193	(8.5)	**2,197,309**	2,252,783	(2.5)
Gross profit	**87,061**	127,073	(31.5)	**432,474**	494,892	(12.6)
Gross margin (%)	***17.4***	*23.3*	*(5.9)*	***19.7***	*22.0*	*(2.3)*
EBITDA	**6,354**	53,498	(88.1)	**102,289**	193,980	(47.3)
Operating profit	**(9,456)**	36,349	(126.0)	**29,501**	127,610	(76.9)
Operating margin (%)	***(1.9)***	*6.7*	*(8.6)*	***1.3***	*5.7*	*(4.4)*
Net profit attributable to owners of the Company	**12,261**	2,909	321.5	**(28,187)**	24,366	(215.7)
Net margin (%)	***2.5***	*0.5*	*2.0*	***(1.3)***	*1.1*	*(2.4)*
EPS (US cents)	**0.38**	0.11	245.5	**(2.27)**	1.21	(287.6)
Without one-off items**						
EBITDA	**34,918**	59,535	(41.3)	**165,042**	211,859	(22.1)
Operating profit	**19,108**	42,770	(55.3)	**92,255**	145,727	(36.7)
Net profit attributable to owners of the Company	**(2,070)**	17,178	(112.1)	**11,998**	45,452	(73.6)
Net debt	**1,440,977**	1,676,395	(14.0)	**1,440,977**	1,676,395	(14.0)
*Gearing*** (%)*	***233.7***	*289.8*	*(56.1)*	***233.7***	*289.8*	*(56.1)*
Cash flow from operations	**217,548**	153,390	41.8	**357,502**	187,069	91.1
Capital expenditure	**42,589**	43,427	(1.9)	**110,086**	144,123	(23.6)
Inventory (days)	**150**	159	(9)	**172**	181	(9)
Receivables (days)	**27**	24	3	**24**	24	–
Account Payables (days)	**40**	41	(1)	**38**	39	(1)

**The Company's reporting currency is US dollars. For conversion to S$, the following exchange rates can be used: 1.35 in April 2018, 1.39 in April 2017. For conversion to Php, these exchange rates can be used: 51.01 in April 2018, 48.70 in April 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

Fourth Quarter

The Group generated sales of US$499.0 million for the fourth quarter of FY2018, down 8.5% versus the prior year quarter mainly on lower sales of canned tomato and Sager Creek products in the US, as well as decreased exports of processed pineapple products and lower pineapple juice concentrate (PJC) pricing across all geographies. The Sager Creek vegetable business was divested in September 2017. Stripping out Sager Creek's sales, the Group sales in the fourth quarter would have been lower by 7.2%.

The Group's US subsidiary, Del Monte Foods, Inc (DMFI) contributed US$380.6 million or 76.3% of Group sales. DMFI's sales decreased by 5.3% from US$401.7 million driven by lower volume of canned vegetable, canned tomato and Sager Creek products. The decline was also driven by the unfavourable impact of lower pricing in foodservice and USDA for processed fruit and PJC. Stripping out Sager Creek, DMFI's sales would have been lower by 3.2%.

The *Del Monte Fruit & Chia* cups launched in the second quarter are performing well. These are adult fruit cup snacks which combine fruit and chia seeds. DMFI followed this in the third quarter with the introduction of grab-and-go fruit cup snacks which are single-serve cups with sporks (spoon and fork in one), for convenient snacking on the go. Another variant *Del Monte Fruit & Oats* was launched in early FY2019. 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. 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 innovation and brand building activities.

As part of the Group's strategy to improve operational excellence and profitability, 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$28.6 million pre-tax or US$19.3 million post-tax in the fourth quarter as part of its balance sheet cleanup. The one-off expenses included a writedown of Sager Creek's inventory which the Group planned to dispose of in FY2019. Please refer to the last page of this MD&A for a schedule of the one-off items.

Excluding the one-off items, DMFI contributed an EBITDA of US$16.4 million and a net loss of US$11.1 million to the Group.

DMPL ex-DMFI generated sales of US$131.5 million (inclusive of the US$9.7 million sales by DMPL to DMFI which were netted out during consolidation). Sales were lower mainly due to decreased exports of processed pineapple products, and significantly lower PJC pricing in the international markets as a result of the oversupply situation in Thailand, the main exporter of PJC. The Group has been shifting to more branded consumer beverage given the volatile nature of this industrial and commodity PJC.

DMPL ex-DMFI delivered lower gross margin of 28.7% from 32.0% in the prior year quarter mainly driven by lower PJC pricing, sales mix and lower benefit from revaluation of biological assets. DMPL ex-DMFI generated an EBITDA of US$19.7 million which was lower by 22.7% and a net income of US$9.1 million, lower versus the US$14.2 million in the same period last year driven by lower export sales and margin.

The Philippine market sales were up 11.0% in peso terms and up 7.1% in US dollar terms on strong culinary and beverage sales, as well as major wins in the foodservice segment. Prices were raised at below inflation rate across a range of products to mitigate the impact of sugar tax that has been imposed on beverages that contain sugar or artificial sweeteners. Del Monte Philippines (DMPI) made an initial foray into the 'juice with particulates' market with the introduction of *Del Monte Juice & Chews*, a snack-in-a-drink combining nata and pineapple with fruit juice blends, a drink 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. DMPI now supplies Jollibee, the largest local fast food chain, with their pineapple juice requirements nationwide and now supplies Pizza Hut with all their pineapple tidbits requirements. Moreover, Del Monte Philippines' *100% Pineapple Juice* is now available in all of Cebu Pacific's domestic flights.

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

The Group introduced its tomato and pasta sauces from the Philippines and juice drinks in new aluminum cans into certain markets in the Middle East. The S&W fresh pineapple segment generated higher sales. The S&W business delivered double-digit growth in operating profit and a 4.5% increase in operating margin due to better pricing and lower costs.

DMPL's share in the FieldFresh joint venture in India was favourable at US$0.1 million profit, from a US$0.4 million loss in the prior year period due to improved Del Monte sales and margins.

The Group's gross profit and operating profit were lower than prior year period due to lower exports of processed pineapple products, unfavourable impact of lower, cyclical PJC pricing, unfavourable sales mix, higher marketing spending, and significantly higher benefit from the revaluation of biological assets in prior year period, amongst others. The incremental one-off expense from the sale of Sager Creek, closure of the two plants mentioned above and other one-off expenses largely impacted the operating margin.

The Group's EBITDA of US$6.4 million was significantly lower than prior year quarter's EBITDA of US$53.5 million. This quarter's EBITDA included the US$28.6 million of one-off expenses mentioned above. Without the one-off expenses, the Group recurring EBITDA was US$34.9 million. This was lower versus prior year quarter's recurring EBITDA of US$59.5 million due to the factors mentioned above and 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 strategic marketing and trade spend in the USA amounted to US$10.5 million.

The Group reported a net income of US$12.3 million for the quarter, higher compared to the net income of US$2.9 million in the prior year quarter. This quarter's one-off expenses from DMFI's plant closures and sale of Sager Creek were more than offset by the one-off gain worth US$33.6 million from the purchase of US$124.9 million of DMFI's second lien loan at a 30% discount in the secondary market, resulting in a one-off net gain (post tax) of US$14.3 million, versus last year's one-off expenses of US$14.3 million. This is the highest interest-bearing loan of the Group, and will save DMPL US$8-10 million of interest payments in FY2019.

Without the one-off items, the Group reported a recurring net loss of US$2.1 million as compared to last year's recurring net income of US$17.2 million.

The Group's cash flow from operations in the fourth quarter was US$217.5 million, higher than last year's US$153.4 million on better working capital management mainly on DMFI's significantly reduced inventory.

DMPL has deferred the IPO of its wholly-owned subsidiary, Del Monte Philippines, Inc on the Philippine Stock Exchange due to volatile market conditions. The IPO would have entailed the sale of DMPL's approximately 20% stake in DMPI to the public. The Group will update the market as and when it plans to relaunch this.

Meanwhile, DMFI has successfully extended its working capital lines with creditors from February 2019 to November 2020.

Full Year Ended 30 April 2018

For the full year of FY2018, the Group generated sales of US$2.2 billion, down 2.5% versus prior year. DMFI generated US$1.7 billion or 75.3% of Group sales, lower by 2.5% largely driven by lower canned tomato sales, and unfavourable pricing in foodservice and USDA. The key retail segments of canned vegetable, canned fruit, broth and plastic fruit cup snacks all grew sales for the full year despite some category declines in the canned segment. DMFI increased its market share for the full year across key categories in retail, i.e. canned vegetable, canned fruit, broth and fruit in plastic cups driven by innovation and marketing investment.

The Philippine market sales were up 7.0% in peso terms and 1.4% in US dollar terms due to peso depreciation. Del Monte Philippines continued to invest in driving inclusion of Del Monte products in consumers' weekly menu behind marketing campaigns across brands. All major categories of packaged fruit, beverage and culinary delivered higher sales. The company's thrust on innovation continued as non-canned beverages were the biggest contributor of growth with the launch of *100% Pineapple Juice* in Tetra Pak and isotonic drink *Fit 'n Right Active*.

Foodservice sales in the Philippines continued to expand growing by 15%, riding on the rapid expansion of quick service restaurants and convenience stores, as well as Del Monte Philippines' growth of its juice dispensers, meal partnerships and customised products.

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 S&W's fresh pineapple, new product launches in new packaging formats in North Asia and the Middle East, and expansion into Turkey, a new market for packaged products.

DMFI's gross margin for the full year declined to 15.0% from 17.2% last year mainly driven by unfavourable USDA and foodservice pricing and unfavourable sales mix, amongst others.

DMPL ex-DMFI's gross profit at US$178.6 million was lower than last year and its gross margin decreased to 30.4% from 32.5% due to unfavourable sales mix, lower PJC pricing, and the unfavourable impact from revaluation of biological assets.

The Group's gross profit and operating profit were lower than last year due to higher marketing spend and unfavourable pricing in USDA, foodservice and PJC. The one-off expenses related to the sale of Sager Creek vegetable business and closure of two plants in the USA amounted to US$62.7 million pre-tax or US$38.2 million post-tax for the full year. Please refer to the last page of this MD&A for a schedule of the one-off items 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%, and one-off gain of US$33.6 million related to the purchase at a 30% discount of DMFI's second lien loan in the secondary market.

DMPL's share in net loss of FieldFresh joint venture in India at US$0.3 million was lower versus the US$1.6 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$54.8 million, down versus prior year period's US$58.9 million mainly from unfavourable sales mix, reduced export sales and much lower PJC pricing, and unfavourable impact from revaluation of biological assets, amongst others.

The DMPL Group generated a net loss of US$28.2 million for the full year of FY2018, unfavourable versus prior year's net income of US$24.4 million mainly due to the one-off expenses of US$40.2 million mentioned above.

Excluding the one-off expenses, the Group's net income would have been US$12.0 million, lower versus the recurring net income last year of US$45.5 million mainly due to higher marketing investment in the USA to reinvigorate the business there in line with the Group's long range plan, and lower export sales and significantly reduced PJC pricing. The additional strategic marketing and trade spend in the USA was more than US$35.0 million.

The Group posted an EBITDA of US$102.3 million of which DMFI accounted for US$9.0 million loss. Excluding one-off expenses, the Group's EBITDA would have been US$165.0 million, 22.1% lower versus the recurring EBITDA of US$211.9 million last year.

The Group's cash flow from operations was US$357.5 million, significantly higher versus last year's cash flow of US$187.1 million due to better working capital management, in particular the reduction in DMFI's inventory. Improvement in cash flow from operations contributed significantly to the Group's total debt being reduced to US$1,465.2 million as of 30 April 2018 from US$1,714.0 million last year.

In December 2017, the Company also 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 Unibank, Inc loan due in February 2019. This has also helped improve the Group leverage ratio to 234% from 290% last year.

VARIANCE FROM PROSPECT STATEMENT

The results for the full year period showed a net loss for the Group. However, on a recurring basis (without one-off items), it achieved a net profit for the full year, in line with previous 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 invest 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 chilled juices, guacamole and avocado products, and retail food and beverage outlets, while business plans are being executed for prepared refrigerated fruit snacks.

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, the Group is expected to be profitable for FY2019.

As part of the Group's deleveraging plan subject to market conditions, DMPL plans to sell approximately 20% of its stake in wholly-owned subsidiary, Del Monte Philippines, Inc, (DMPI) through a public offering on the Philippine Stock Exchange. The IPO was deferred due to volatile market conditions. The Company will announce as and when it relaunches this.

REVIEW OF TURNOVER, GROSS PROFIT AND OPERATING PROFIT

AMERICAS

For the fourth quarter ended 30 April

In US$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2018	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**
Packaged fruit	**161,716**	156,666	3.2	**28,124**	34,293	(18.0)	**4,597**	7,410	(38.0)
Packaged vegetable	**149,790**	164,951	(9.2)	**15,516**	25,276	(38.6)	**(24,128)**	793	(3,142.6)
Beverage	**3,263**	5,888	(44.6)	**(964)**	3,494	(127.6)	**(1,526)**	(167)	813.8
Culinary	**61,016**	71,264	(14.4)	**7,278**	13,652	(46.7)	**(4,446)**	2,869	(255.0)
Others	**533**	296	80.1	**85**	70	21.4	**(73)**	2,737	(102.7)
Total		399,065			76,785			13,642	(287.5)

	376,318		(5.7)	**50,039**		(34.8)	**(25,576)**		

For the full year ended 30 April

In US$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2018	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**
Packaged fruit	**627,976**	615,731	2.0	**106,753**	114,160	(6.5)	**3,739**	17,859	(79.1)
Packaged vegetable	**721,532**	747,284	(3.4)	**107,861**	125,048	(13.7)	**(36,699)**	10,644	(444.8)
Beverage	**19,522**	28,859	(32.4)	**(275)**	10,018	(102.7)	**(4,960)**	2,944	(268.5)
Culinary	**274,208**	298,454	(8.1)	**44,226**	54,949	(19.5)	**(17,887)**	5,222	(442.5)
Others	**2,217**	1,108	100.1	**499**	250	99.6	**28**	2,858	(99.0)
Total	**1,645,455**	1,691,436	(2.7)	**259,064**	304,425	(14.9)	**(55,779)**	39,527	(241.1)

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 decreased by 5.7% in the fourth quarter to US$376.3 million mainly due to lower volume of canned vegetable and tomato, and lower pricing to USDA for processed fruit and pineapple juice concentrate. Sager Creek vegetable business was divested in September 2017. Stripping out Sager Creek's sales, Americas sales would have been lower by 3.8%.

Investments in consumer advertising and insights are paying dividends as DMFI's market share in canned vegetable 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 innovation and marketing investment.

Gross profit was lower than prior year period due to lower foodservice and USDA pricing.

Americas reported an operating loss for the quarter of US$25.6 million versus prior year quarter's operating income of US$13.6 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 one-off expenses amounted to US$28.6 million pre-tax for the fourth quarter. Please refer to the last page of this MD&A for a schedule of the one-off expenses.

ASIA PACIFIC

For the fourth quarter ended 30 April

In US$'000	Turnover			Gross Profit			Operating Income		
	FY2018	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**
Packaged fruit	**18,707**	23,469	(20.3)	**4,514**	6,530	(30.9)	**1,156**	894	29.3
Packaged vegetable	**154**	413	(62.7)	**32**	121	(73.6)	**18**	42	(57.1)
Beverage	**36,089**	33,016	9.3	**10,402**	10,127	2.7	**3,346**	2,447	36.7
Culinary	**22,631**	18,032	25.5	**8,502**	5,271	61.3	**3,807**	(812)	(568.8)
Others	**34,950**	49,418	(29.3)	**13,115**	19,119	(31.4)	**8,443**	13,616	(38.0)
Total	**112,531**	124,348	(9.5)	**36,565**	41,168	(11.2)	**16,770**	16,187	3.6

For the full year ended 30 April

In US$'000	Turnover			Gross Profit			Operating Income		
	FY2018	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**
Packaged fruit	**121,977**	125,277	(2.6)	**37,357**	38,138	(2.0)	**21,271**	18,039	17.9
Packaged vegetable	**1,159**	1,815	(36.1)	**347**	556	(37.6)	**233**	315	(26.0)
Beverage	**131,412**	131,258	0.1	**37,014**	41,212	(10.2)	**10,776**	14,103	(23.6)
Culinary	**123,620**	120,857	2.3	**48,582**	46,268	5.0	**25,981**	19,152	35.7
Others	**140,194**	139,141	0.8	**44,107**	46,184	(4.5)	**24,812**	23,345	6.3
Total	**518,362**	518,348	0.0	**167,407**	172,358	(2.9)	**83,073**	74,954	10.8

Reported under this segment are sales and profit on sales in the Philippines, comprising primarily of Del Monte branded packaged products, including Del Monte traded goods; S&W products in Asia and the Middle East both fresh and packaged; and Del Monte packaged products from the Philippines into Indian subcontinent as well as unbranded Fresh and packaged goods.

Asia Pacific's sales in the fourth quarter decreased by 9.5% to US$112.5 million from US$124.3 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 and Indonesia.

The Philippine market sales were up 11.0% in peso terms and up 7.1% in US dollar terms on strong culinary and beverage sales, as well as major wins in the foodservice segment. Prices were raised at below inflation rate across a range of products to mitigate the impact of sugar tax that has been imposed on beverages that contain sugar or artificial sweeteners. The Company 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 nata and pineapple with fruit juice blends, a drink 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. The Company now supplies Jollibee, the largest local fast food chain, with their pineapple juice requirements nationwide and now supplies Pizza Hut with all their pineapple tidbits requirements. Moreover, Del Monte Philippines' *100% Pineapple Juice* is now available in all of Cebu Pacific's domestic flights.

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

The Group introduced its tomato and pasta sauces from the Philippines and juice drinks in new aluminum cans into certain markets in the Middle East, while the S&W fresh pineapple segment generated higher sales. The S&W business delivered double-digit growth in operating profit and a 4.5% increase in operating margin due to better pricing and lower costs.

Operating profit for Asia Pacific in the fourth quarter rose 3.6% to US$16.8 million mainly driven by higher sales, higher pricing, and lower direct promotion, partially offset by higher product cost and higher advertising expenses.

EUROPE

For the fourth quarter ended 30 April

In US$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2018	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**
Packaged fruit	**6,604**	13,833	(52.3)	**2,037**	5,819	(65.0)	**1,280**	4,111	(68.9)
Packaged vegetable	**–**	–	–	**–**	–	–	**–**	–	–
Beverage	**3,522**	7,947	(55.7)	**(1,581)**	3,301	(147.9)	**(1,930)**	2,409	(180.1)
Culinary	**–**	–	–	**–**	–	–	**–**	–	–
Others	**–**	–	–	**–**	–	–	**–**	–	–
Total	**10,126**	21,780	(53.5)	**456**	9,120	(95.0)	**(650)**	6,520	(110.0)

For the full year ended 30 April

In US$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2018	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**	**FY2018**	**FY2017**	**% Chg**
Packaged fruit	**24,359**	28,254	(13.8)	**8,587**	11,706	(26.6)	**5,817**	8,319	(30.1)
Packaged vegetable	**–**	–	–	**–**	–	–	**–**	–	–
Beverage	**9,133**	14,745	(38.1)	**(2,585)**	6,403	(140.4)	**(3,610)**	4,810	(175.1)
Culinary	**–**	–	–	**–**	–	–	**–**	–	–
Others	**–**	–	–	**–**	–	–	**–**	–	–
Total	**33,492**	42,999	(22.1)	**6,002**	18,109	(66.9)	**2,207**	13,129	(83.2)

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

For the fourth quarter, Europe's sales declined by 53.5% to US$10.1 million from US$21.8 million mainly on lower volume of pineapple juice concentrate and canned pineapple, and significanlty lower price of PJC.

REVIEW OF COST OF GOODS SOLD AND OPERATING EXPENSES

% of Turnover	**For the three months ended 30 April**			**For the full year ended 30 April**		
	FY2018	FY2017	**Comments**	**FY2018**	FY2017	**Comments**
Cost of Goods Sold	**82.6**	76.7	Higher fixed absorption due to lower volume; higher warehousing	80.3	78.0	Higher fixed absorption due to lower volume; higher warehousing
Distribution and Selling Expenses	**10.1**	8.8	Higher marketing spend related to DMFI's key retail initiatives	10.1	9.0	Higher marketing spend related to DMFI's key retail initiatives
G&A Expenses	**6.4**	7.9	Lower IT fees from Accenture transition; lower depreciation	7.4	7.3	Lower benefits/claims and streamlining savings; lower staff cost
Other Operating Expenses	**2.9**	–	Higher miscellaneous expense due to assets written off on closed plants	0.8	–	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 30 April				For the full year ended 30 April			
	FY2018	FY2017	%	**Comments**	**FY2018**	FY2017	%	**Comments**
Depreciation and amortization	**(36,159)**	(47,913)	(24.5)	Mainly due to lower depreciation from lower asset base	**(148,184)**	(148,342)	(0.1)	Same as 4Q
Reversal/(Provision) of asset impairment	**(154)**	329	(146.8)	Mainly on the impairment loss for Sager Creek PPE	**(22,456)**	330	nm	Same as 4Q
Reversal/(Provision) for inventory obsolescence	**698**	5,187	(86.5)	Due to timing of the provision	**(986)**	1,686	(158.5)	Same as 4Q
Provision for doubtful debts	**(358)**	(638)	(43.9)	Due to timing of the provision	**(103)**	(774)	(86.7)	Same as 4Q
Net gain/(loss) on disposal of fixed assets	**(535)**	(2,830)	(81.1)	Mainly on sale of Sager	**11,296**	(729)	nm	Same as 4Q
Foreign exchange gain/(loss)- net	**(224)**	232	(196.6)	Unfavourable impact of peso appreciation for the quarter	**3,379**	3,361	0.5	Same as 4Q
Interest income	**36,973**	142	nm	Due to one-off gain on second lien loan purchased at a discount in the secondary market.	**37,362**	491	nm	Same as 4Q
Interest expense	**(27,056)**	(25,593)	5.7	Mainly due to higher interest rate	**(104,922)**	(109,111)	(3.8)	Lower level of borrowings
Share in net loss of JV, (attributable to the owners of the Company)	**(339)**	(660)	(48.6)	Due to FieldFresh lower net loss	**(1,536)**	(1,823)	(15.7)	Same as 4Q
Taxation	**8,773**	(9,040)	(197.0)	Mainly due to DMFI's higher net operating loss for the period	**(6,539)**	(551)	nm	Write off of non-cash deferred tax assets of US$39.8m at DMFI, partially offset by DMFI's higher net operating loss

REVIEW OF GROUP ASSETS AND LIABILITIES

Extract of Accounts with Significant Variances	30 April 2018	30 April 2017	30 April 2016 (Restated)	Comments
in US$'000				
Deferred tax assets	88,259	92,786	99,284	Due to write-off of non-cash deferred tax assets
Other assets	41,223	27,112	25,941	Due to receivable from sale of Sager Creek vegetable business
Biological assets	43,592	45,767	41,224	Mainly due to lower field mix
Inventories	760,981	916,892	845,233	Mainly due to reduced inventory driven by plant closures
Trade and other receivables	161,627	164,447	175,532	Due to timing of collection
Prepaid and other current assets	30,782	43,046	35,597	Due to decrease in prepaid taxes, prepaid advertising and business advances
Cash and cash equivalents	24,246	37,571	47,203	Due to repayments of borrowings and payment of dividends, partially offset by better working capital management mainly on lower inventories
Financial liabilities – non-current	983,603	1,264,268	1,116,422	Reclassification of loans from current to non-current; purchase of DMFI second lien loans
Other non-current liabilities	35,195	44,018	62,586	Lower workers compensation and deferred operating lease liabilities from business combination
Employee benefits– non-current	76,902	87,599	97,118	Due to lower employee retirement plan
Financial liabilities – current	481,620	449,698	727,360	Due to loan extensions and repricing
Trade and other payables	276,618	299,545	281,043	Due to lower trade and accrued expenses
Current tax liabilities	2,008	1,187	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 30 April 2018; (30 April 2017: 1,963,214,106). Share capital is at US$49.5 million as of 30 April 2018 (30 April 2017: US$39.5 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 30 April 2018 (30 April 2017: 1,721,720). There was no sale, disposal and cancellation of treasury shares during the period and as at 30 April 2018.

The company does not have any subsidiary holdings as at 30 April 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 30 April		
Liquidity in US$'000	**2018**	2017	2016
Gross borrowings	**(1,465,223)**	(1,713,966)	(1,843,782)
Current	**(481,620)**	(449,698)	(727,360)
Secured	**(10,416)**	(169,114)	(225,879)
Unsecured	**(471,204)**	(280,584)	(501,481)
Non-current	**(983,603)**	(1,264,268)	(1,116,422)
Secured	**(796,019)**	(922,294)	(923,198)
Unsecured	**(187,584)**	(341,974)	(193,224)
Less: Cash and bank balances	**24,246**	37,571	47,203
Net debt	**(1,440,977)**	(1,676,395)	(1,796,579)

The Group's net debt (cash and bank balances less borrowings) amounted to US$1.4 billion as at 30 April 2018, lower than last year due to payment of borrowings, including the extinguishment of DMFI's second lien loans amounting to US$124.9 million purchased from the secondary market at a 30% discount.

Moreover, 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

In April 2018, the Company paid dividends to holders of the following:

- 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 8 October 2017 to 7 April 2018; and
- The Series A-2 Preference Shares at the fixed rate of 6.5% per annum, or equivalent to US$0.20403 per Series A-2 Preference Share for the 113-day period from 15 December 2017 to 7 April 2018.

The cash dividends were paid on 10 April 2018 as 7 April 2018, the dividend payment date, fell on a Saturday.

Except for the above, no other dividends have been declared for this quarter and for the 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 fourth 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	**–**	–	**1,388**	1,309
DMPI Retirement Fund	**–**	–	**1,862**	1,623
NutriAsia, Inc Retirement Fund	**–**	–	**543**	541
Aggregate Value	**–**	–	**3,793**	3,473

Rule 704(13)

Person occupying a managerial position in the issuer or any of its principal subsidiaries who is a relative of a Director or Chief Executive Officer or substantial shareholder of the issuer:

Ms Jeanette Beatrice Campos Naughton was appointed Vice President, Strategic Planning of the Company's USA subsidiary, Del Monte Foods, Inc ("DMFI") on 1 March 2015. She is the daughter of Mr Joselito D Campos, Jr, Del Monte Pacific Ltd's Managing Director and CEO, and DMFI's Vice Chairman and Director. Ms Naughton is responsible for spearheading DMFI's strategic planning function, with principal involvement in DMFI's mid-to-long term corporate vision, financial goals and key measures, business strategies and resources requirements. Ms Naughton formerly held management positions at Google in their Mountain View, California headquarters. She has an MBA from the Sloan School of the Massachusetts Institute of Technology.

DEL MONTE PACIFIC LIMITED
UNAUDITED CONSOLIDATED INCOME STATEMENT

Amounts in US$'000	For the three months ended 30 April			For the full year ended 30 April		
	FY2018 (Unaudited)	FY2017 (Unaudited)	%	**FY2018 (Unaudited)**	FY2017 (Audited)	%
Turnover	**498,975**	545,193	(8.5)	**2,197,309**	2,252,783	(2.5)
Cost of sales	**(411,914)**	(418,120)	(1.5)	**(1,764,835)**	(1,757,891)	0.4
Gross profit	**87,061**	127,073	(31.5)	**432,474**	494,892	(12.6)
Distribution and selling expenses	**(50,199)**	(47,723)	5.2	**(221,433)**	(203,168)	9.0
General and administration expenses	**(31,787)**	(43,043)	(26.2)	**(163,378)**	(165,074)	(1.0)
Other operating income/(loss)	**(14,531)**	42	nm	**(18,162)**	960	nm
Profit from operations	**(9,456)**	36,349	(126.0)	**29,501**	127,610	(76.9)
Financial income*	**37,160**	374	nm	**41,472**	5,809	613.9
Financial expense*	**(27,467)**	(25,593)	7.3	**(105,653)**	(111,068)	(4.9)
Net finance/(income) expense	**9,693**	(25,219)	138.4	**(64,181)**	(105,259)	(39.0)
Share in net loss of joint venture	**(334)**	(680)	(50.9)	**(1,552)**	(1,909)	(18.7)
Profit /(loss) before taxation	**(97)**	10,450	(100.9)	**(36,232)**	20,442	(277.2)
Taxation	**8,773**	(9,040)	197.0	**(6,539)**	(551)	nm
Profit/(loss) after taxation	**8,676**	1,410	515.3	**(42,771)**	19,891	(315.0)
Profit(loss) attributable to:						
Owners of the Company	**12,261**	2,909	321.5	**(28,187)**	24,366	(215.7)
Non-controlling interest**	**(3,585)**	(1,499)	139.2	**(14,584)**	(4,475)	225.9
Profit/(loss) for the period	**8,676**	1,410	515.3	**(42,771)**	19,891	(315.0)
Notes:						
Depreciation and amortisation	**(36,159)**	(47,913)	(24.5)	**(148,184)**	(148,342)	(0.1)
Provision of asset impairment	**(154)**	329	(146.8)	**(22,456)**	330	nm
Reversal of (provision for) inventory obsolescence	**698**	5,187	(86.5)	**(986)**	1,686	(158.5)
Provision for doubtful debts	**(358)**	(638)	(43.9)	**(103)**	(774)	(86.7)
Gain (loss) on disposal of fixed assets	**(535)**	(344)	55.5	**11,296**	(729)	nm
***Financial income comprise:**						
Interest income	**36,973**	142	nm	**37,362**	491	nm
Foreign exchange gain	**187**	232	(19.4)	**4,110**	5,318	(22.7)
	37,160	374	nm	**41,472**	5,809	613.9
***Financial expense comprise:**						
Interest expense	**(27,056)**	(25,593)	5.7	**(104,922)**	(109,111)	(3.8)
Foreign exchange loss	**(411)**	–	–	**(731)**	(1,957)	(62.6)
	(27,467)	(25,593)	7.3	**(105,653)**	(111,068)	(4.9)

nm. – not meaningful

Earnings per ordinary share in US cents	For the three months ended 30 April		For the full year ended 30 April	
	FY2018	FY2017	**FY2018**	FY2017
Earnings per ordinary share based on net profit attributable to shareholders:				
(i) Based on weighted average no. of ordinary shares	**0.38**	0.11	**(2.27)**	1.21
(ii) On a fully diluted basis	**0.38**	0.11	**(2.27)**	1.21

***Includes (US$14,562m) for DMFI and (US$16m) for FieldFresh in the Twelve Months ended FY2018 and (US$4,387m) for DMFI and (US$87m) for FieldFresh in the Twelve Months ended of FY2017.*
Includes (US$3,585m) for DMFI and US$5m for FieldFresh in the fourth quarter of FY2018 and (US$1,478m) for DMFI and (US$20m) for FieldFresh in the fourth quarter of FY2017.

DEL MONTE PACIFIC LIMITED
UNAUDITED STATEMENT OF COMPREHENSIVE INCOME

Amounts in US$'000	**For the full year ended 30 April**		
	FY2018 (Unaudited)	**FY2017 (Audited)**	**%**
Profit /(Loss) for the period	**(42,771)**	19,891	(315.0)
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	**(13,428)**	(18,276)	(26.5)
Effective portion of changes in fair value of cash flow hedges	**9,330**	18,140	(48.6)
Income tax expense on cash flow hedge	**(4,098)**	(6,893)	(40.5)
	(8,196)	(7,029)	16.6
Items that will not be classified to profit or loss			
Gain on property revaluation	**–**	4,119	(100.0)
Income tax effect on revaluation increment in land	**–**	(1,236)	(100.0)
Remeasurement of retirement benefit	**23,326**	20,337	14.7
Income tax expense on retirement benefit	**(5,469)**	(6,360)	(14.0)
	17,857	16,860	5.9
Other comprehensive loss for the period	**9,661**	9,831	(1.7)
Total comprehensive income/(loss) for the period	**(33,110)**	29,722	(211.4)
Attributable to:			
Owners of the Company	**(20,519)**	31,675	(164.8)
Non-controlling interests	**(12,591)**	(1,953)	544.7
Total comprehensive income /(loss)for the period	**(33,110)**	29,722	(211.4)

nm – not meaningful

DEL MOTE PACIFIC LIMITED
UNAUDITED STATEMENT OF FINANCIAL POSITION

Amounts in US$'000	Group			Company		
	30 April 2018 (Unaudited)	30 April 2017 (Audited)	30 April 2016 (Audited)	30 April 2018 (Unaudited)	30 April 2017 (Audited)	30 April 2016 (Audited)
Non-Current Assets						
Property, plant and equipment – net	**610,889**	657,185	661,233	–	–	–
Investment in subsidiaries	**–**	–	–	**714,272**	831,888	760,898
Investment in joint ventures	**25,195**	25,797	22,820	**1,636**	1,924	2,551
Intangible assets and goodwill	**714,651**	741,026	750,373	–	–	–
Other noncurrent assets	**41,223**	27,112	25,941	–	–	–
Deferred tax assets – net	**88,259**	92,786	99,284	9	2	–
Employee benefits	**10,607**	5,517	–	–	–	–
Biological assets	**1,629**	1,420	1,448	–	–	–
Amount due from related company	–	–	–	91,782	–	–
	1,492,453	1,550,843	1,561,099	**807,699**	833,814	763,449
Current Assets						
Inventories	**760,981**	916,892	845,233	–	–	–
Biological assets	**41,963**	44,347	39,776	–	–	–
Trade and other receivables	**161,627**	164,447	175,532	**166,392**	119,703	145,240
Prepaid and other current assets	**30,782**	43,046	35,597	**179**	328	257
Cash and cash equivalents	**24,246**	37,571	47,203	**2,709**	6,767	361
	1,019,599	1,206,303	1,143,341	**169,280**	126,798	145,858
Noncurrent assets held for sale	**5,504**	–	1,950	–	–	–
	1,025,103	1,206,303	1,145,291	**169,280**	126,798	145,858
Total Assets	**2,517,556**	2,757,146	2,706,390	**976,979**	960,612	909,307
Equity attributable to equity holders of the Company						
Share capital	**49,450**	39,449	19,449	**49,449**	39,449	19,449
Retained earnings	**103,935**	159,169	160,631	**103,941**	159,169	160,631
Reserves	**414,246**	318,460	134,926	**413,498**	318,599	135,065
Equity attributable to owners of the Company	**567,631**	517,078	315,006	**566,888**	517,217	315,145
Non-controlling interest	**49,060**	61,477	61,971	–	–	–
Total Equity	**616,691**	578,555	376,977	**566,888**	517,217	315,145
Non-Current Liabilities						
Loans and borrowings	**983,603**	1,264,268	1,116,422	**129,594**	281,854	129,234
Other noncurrent liabilities	**35,195**	44,018	62,586	–	–	–
Employee benefits	**76,902**	87,599	97,118	–	–	–
Environmental remediation liabilities	**144**	6,198	6,313	–	–	–
Deferred tax liabilities - net	**7,128**	3,913	1,092	–	–	–
	1,102,972	1,405,996	1,283,531	**129,594**	281,854	129,234

To be continued

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

Amounts in US$'000	**Group**			**Company**		
	30 April 2018 (Unaudited)	**30 April 2017 (Audited)**	**30 April 2016 (Audited)**	**30 April 2018 (Unaudited)**	**30 April 2017 (Audited)**	**30 April 2016 (Audited)**
Current Liabilities						
Trade and other payables	**276,618**	299,545	281,043	**74,493**	118,471	116,298
Loans and borrowings	**481,620**	449,698	727,360	**206,034**	43,070	348,630
Current tax liabilities	**2,008**	1,187	3,827	**(33)**	–	–
Employee benefits	**37,647**	22,165	33,652	**3**	–	–
	797,893	772,595	1,045,882	**280,497**	161,541	464,928
Total Liabilities	**1,900,865**	2,178,591	2,329,413	**410,091**	443,395	594,162
Total Equity and Liabilities	**2,517,556**	2,757,146	2,706,390	**976,979**	960,612	909,4307
NAV per ordinary share (US cents)	**31.24**	29.78	19.40	**28.72**	26.35	16.21

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	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 (loss) for the year	–	–	–	–	–	–	–	24,366	–	24,366	(4,475)	19,891
Other comprehensive income												
Currency translation differences recognised directly in equity	–	–	(18,274)	–	–	–	–	–	–	(18,274)	(2)	(18,276)
Revaluation increment in land, net of tax	–	–	–	2,883	–	–	–	–	–	2,883	–	2,883
Remeasurement of retirement plan, net of tax	–	–	–	–	12,641	–	–	–	–	12,641	1,336	13,977
Effective portion of changes in fair value of cash flow hedges, net of tax	–	–	–	–	–	10,059	–	–	–	10,059	1,188	11,247
Total other comprehensive income	–	–	(18,274)	2,883	12,641	10,059	–	–	–	7,309	2,522	9,831
Total comprehensive (loss)/income for the period	–	–	(18,274)	2,883	12,641	10,059	–	24,366	–	31,675	(1,953)	29,722
Transactions with owners recorded directly in equity												
Contributions by and distributions to owners												
Value of employee services received for issue of share options	–	–	–	–	–	–	748	–	–	748	142	890
Issuance of preference shares	20,000	180,000	–	–	–	–	–	–	–	200,000	–	200,000
Transaction cost from issue of preference shares	–	(4,523)	–	–	–	–	–	–	–	(4,523)	–	(4,523)
Reclassification of non-controlling interest contribution	–	–	–	–	–	–	–	–	–	–	1,317	1,317
Payment of dividends	–	–	–	–	–	–	–	(25,828)	–	(25,828)	–	(25,828)
Total contributions by and distributions to owners	20,000	175,477	–	–	–	–	748	(25,828)	–	170,397	1,459	171,856
At 30 April 2017	**39,449**	**390,320**	**(78,087)**	**10,885**	**1,808**	**(7,443)**	**1,779**	**159,169**	**(802)**	**517,078**	**61,477**	**578,555**

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

	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasure-ment 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, restated	39,449	390,320	(78,087)	10,885	1,808	(7,443)	1,779	159,294	(802)	517,204	61,477	578,681
Total comprehensive income for the period												
Loss for the year	–	–	–	–	–	–	–	(28,187)	–	(28,187)	(14,584)	(42,771)
Other comprehensive income												
Currency translation differences recognised directly in equity	–	–	(13,428)	–	–	–	–	–	–	(13,428)		(13,428)
Remeasurement of retirement plan, net of tax	–	–	–	–	16,417	–	–	–	–	16,417	1,440	17,857
Effective portion of changes in fair value of cash flow hedges, net of tax	–	–	–	–	–	4,679	–	–	–	4,679	553	5,232
Total other comprehensive income	–	–	(13,428)	–	16,417	4,679	–	–	–	7,668	1,993	9,661
Total comprehensive (loss)/income for the period	–	–	(13,428)	–	16,417	4,679	–	(28,181)	–	(20,519)	(12,591)	(33,110)
Transactions with owners recorded directly in equity												
Contributions by and distributions to owners												
Value of employee services received for issue of share options	–	–	–	–	–	–	202	–	–	202	174	376
Share options exercised	–	138	–	–	–	–	(138)	–	–	–	–	
Issuance of new preference shares	10,001	90,000	–	–	–	–	–	–	–	100,001	–	100,001
Transaction cost from issue of preference shares	–	(2,085)	–	–	–	–	–	–	–	(2,085)	–	(2,085)
Release of share awards	–	(50)	–	–	–	–	(466)	–	516	–	–	–
Payment of Dividends	–	–	–	–	–	–	–	(27,172)	–	(27,172)	–	(27,172)
Total contributions by and distributions to owners	10,000	88,003	–	–	–	–	(402)	(27,172)	516	70,946	174	71,120
At 30 April 2018	**49,450**	**478,323**	**(91,515)**	**10,885**	**18,225**	**(2,764)**	**1,377**	**103,935**	**(286)**	**567,631**	**49,060**	**616,691**

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

Company	Share Capital US$'000	Share Premium US$'000	Share in translation reserve of subsidiaries US$'000	Share in revaluation reserve of subsidiaries US$'000	Share in remeasure-ment of retirement plans of subsidiaries US$'000	Share option reserve US$'000	Share in hedging reserve of a subsidiary US$'000	Reserve for own shares US$'000	Retained earnings US$'000	Total Equity US$'000
Fiscal Year 2017										
At 1 May 2016	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 year	–	–	–	–	–	–	–	–	24,366	24,366
Other comprehensive income										
Currency translation differences	–	–	(18,274)	–	–	–	–	–	–	(18,274)
Gain on property revaluation, net of tax	–	–	–	2,883	–	–	–	–	–	2,883
Remeasurement of retirement plans, net of tax	–	–	–	–	12,641	–	–	–	–	12,641
Effective portion of changes in fair value of cash flow hedges, net of tax	–	–	–	–	–	–	10,059	–	–	10,059
Total other comprehensive income (loss)	–	–	(18,274)	2,883	12,641	–	10,059	–	–	7,309
Total comprehensive income (loss) for the period	–	–	(18,274)	2,883	12,641	–	10,059	–	24,366	31,675
Transactions with owners of the Company recognized directly in equity										
Contributions by and distributions to owners of the Company										
Issuance of share capital	20,000	180,000	–	–	–	–	–	–	–	200,000
Transaction cost from issue of preference shares	–	(4,523)	–	–	–	–	–	–	–	(4,523)
Value of employee services received for issue of share options	–	–	–	–	–	748	–	–	–	748
Payment of dividends	–	–	–	–	–	–	–	–	(25,828)	(25,828)
Total contributions by and distributions to owners	20,000	175,477	–	–	–	748	–	–	(25,828)	170,397
At 30 April 2017	**39,449**	**390,459**	**(78,087)**	**10,885**	**1,808**	**1,779**	**(7,443)**	**(802)**	**159,169**	**517,217**

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

Company	**Share Capital**	**Share Premium**	**Share in translation reserve of subsidiaries**	**Share in revaluation reserve of subsidiaries**	**Share in remeasure-ment of retirement plans of subsidiaries**	**Share option reserve**	**Share in hedging reserve of a subsidiary**	**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	390,320	(78,087)	10,885	1,808	1,779	(7,443)	(802)	159,294	517,342
Total comprehensive loss for the period										
Loss for the year	–	–	–	–	–	–	–	–	(28,181)	(28,181)
Other comprehensive income										
Currency translation differences	–	–	(14,078)	–	–	–	–	–	–	(14,078)
Remeasurement of retirement plans, net of tax	–	–	–	–	16,185	–	–	–	–	16,185
Effective portion of changes in fair value of cash flow hedges, net of tax	–	–	–	–	–	–	4,679	–	–	4,679
Total other comprehensive income (loss)	–	–	(14,078)	–	16,185	–	4,679	–	–	6,786
Total comprehensive income (loss) for the period	–	–	(14,078)	–	16,185	–	4,679	–	(28,181)	(21,395)
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	–	–	–	–	–	198	–	–	–	198
Issuance of preference shares	10,000	90,000	–	–	–	–	–	–	–	100,000
Transaction cost from issue of preference shares	–	(2,085)	–	–	–	–	–	–	–	(2,085)
Share options exercised	–	138	–	–	–	(138)	–	–	–	–
Release of share awards	–	(50)	–	–	–	(466)	–	516	–	–
Payment of dividends	–	–	–	–	–	–	–	–	(27,172)	(27,172)
Total contributions by and distributions to owners	–	88,003	–	–	–	(406)	–	516	(27,172)	70,941
At 30 April 2018	**49,449**	**478,462**	**(92,165)**	**10,885**	**17,993**	**1,373**	**(2,764)**	**(286)**	**103,941**	**566,888**

DEL MONTE PACIFIC LIMITED
UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS

Amounts in US$'000	For the three months ended 30 April		For the full year ended 30 April	
	FY2018 (Unaudited)	FY2017 (Unaudited)	**FY2018 (Unaudited)**	FY2017 (Audited)
Cash flows from operating activities				
Profit (loss) for the period	**8,676**	1,410	**(42,771)**	19,891
Adjustments for:				
Depreciation of property, plant and equipment	**34,492**	45,576	**140,400**	138,995
Amortisation of intangible assets	**1,667**	2,337	**7,784**	9,347
Impairment loss on property, plant and equipment	**154**	(330)	**22,456**	(330)
Gain/(loss) on disposal of property, plant and equipment	**535**	344	**(11,296)**	729
Equity-settled share-based payment transactions	**63**	127	**377**	890
Share in net loss of joint venture	**334**	679	**1,552**	1,909
Finance income	**(37,160)**	(400)	**(41,472)**	(5,809)
Finance expense	**27,467**	25,618	**105,653**	111,068
Tax expense – current	**(521)**	(1,070)	**10,971**	6,730
Tax credit – deferred	**(8,252)**	10,111	**(4,432)**	(6,179)
Net loss (gain) on derivative financial instrument	**318**	(2,253)	**847**	(1,070)
Operating profit before working capital changes	**27,773**	82,149	**190,069**	276,171
Changes in:				
Other assets	**11,531**	(485)	**33,470**	1,786
Inventories	**143,320**	90,824	**149,275**	(64,858)
Biological assets	**(10,604)**	(8,784)	**(34,575)**	(12,550)
Trade and other receivables	**49,095**	(2,768)	**12,716**	(331)
Prepaid and other current assets	**(6,615)**	(17,054)	**10,600**	(8,602)
Trade and other payables	**1,837**	8,725	**(15,777)**	(7,255)
Employee Benefit	**4,288**	1,303	**16,298**	5,052
Operating cash flow	**220,625**	153,910	**362,076**	189,413
Income taxes paid	**(3,077)**	(520)	**(4,574)**	(2,344)
Net cash flows from operating activities	**217,548**	153,390	**357,502**	187,069
Cash flows from investing activities				
Interest received	**171**	163	**550**	476
Proceeds from disposal of property, plant and equipment	**19,120**	352	**6,688**	2,191
Purchase of property, plant and equipment	**(42,589)**	(43,427)	**(110,086)**	(144,123)
Additional investment in joint venture	**595**	–	**(949)**	(3,570)
Net cash flows used in investing activities	**(22,703)**	(42,912)	**(103,797)**	(145,026)

To be continued

Amounts in US$'000	**For the three months ended 30 April**		**For the full year ended 30 April**	
	FY2018 (Unaudited)	FY2017 (Unaudited)	**FY2018 (Unaudited)**	FY2017 (Audited)
Cash flows from financing activities				
Interest paid	**(22,791)**	(31,257)	**(94,961)**	(103,098)
Proceeds of borrowings	**216,682**	184,211	**798,722**	930,901
Repayment of borrowings	**(395,228)**	(462,436)	**(1,043,943)**	(1,056,280)
Dividends paid	**(8,665)**	–	**(27,172)**	(25,828)
Proceeds from issuance of preference shares	–	200,000	**100,000**	200,000
Transactions costs related to issuance of preference shares	–	(4,522)	**(2,085)**	(4,523)
Payments of debt related costs	**(4,515)**	–	**(4,515)**	–
Net cash flows from financing activities	**(214,517)**	(114,005)	**(273,954)**	(58,828)
Net decrease in cash and cash equivalents	**(19,672)**	(3,527)	**(20,249)**	(16,785)
Cash and cash equivalents at 1 May	**41,784**	31,937	**37,571**	47,203
Effect of exchange rate fluctuations on cash held	**2,134**	9,161	**6,924**	7,153
Cash and cash equivalents at 30 April	**24,246**	37,571	**24,246**	37,571

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

in US$ million	**For the three months ended 30 April**			**For the twelve months ended 30 April**		
	FY2018 (Unaudited)	FY2017 (Unaudited)	% Change	**FY2018 (Unaudited)**	FY2017 (Unaudited)	% Change
Closure of North Carolina plant	**–**	0.1	(100.0)	–	3.7	(100.0)
Closure of Sager Creek Arkansas plant	**29.1**	–	nm	**42.4**	–	nm
Closure of Plymouth, Indiana plant	**(0.6)**	–	nm	**12.7**	–	nm
Gain due to the purchase of DMFI's second lien loan at a 30% discount	**(33.6)**	–	nm	**(33.6)**	–	nm
Severance	**0.8**	2.0	(59.9)	**4.6**	10.2	(54.5)
Others	**(0.7)**	4.0	(118.3)	**3.0**	4.0	(24.3)
Total (pre-tax basis)	**(5.1)**	6.0	(183.8)	**29.1**	17.9	(63.0)
Write off of deferred tax assets (non-cash)	**–**	11.5	(100.0)	**39.8***	11.5	(245.8)
Tax impact for the other one-off items	**(7.0)**	(1.8)	284.7	**(20.0)**	(6.0)	231.3
Non-controlling interest	**(2.3)**	(1.4)	57.2	**(8.7)**	(2.3)	286.7
Total (post-tax and post non-controlling interest)	**(14.3)**	14.3	(200.4)	**40.2**	21.1	90.6

*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
4Q FY2018 RESULTS

29 June 2018

Del Monte Quality

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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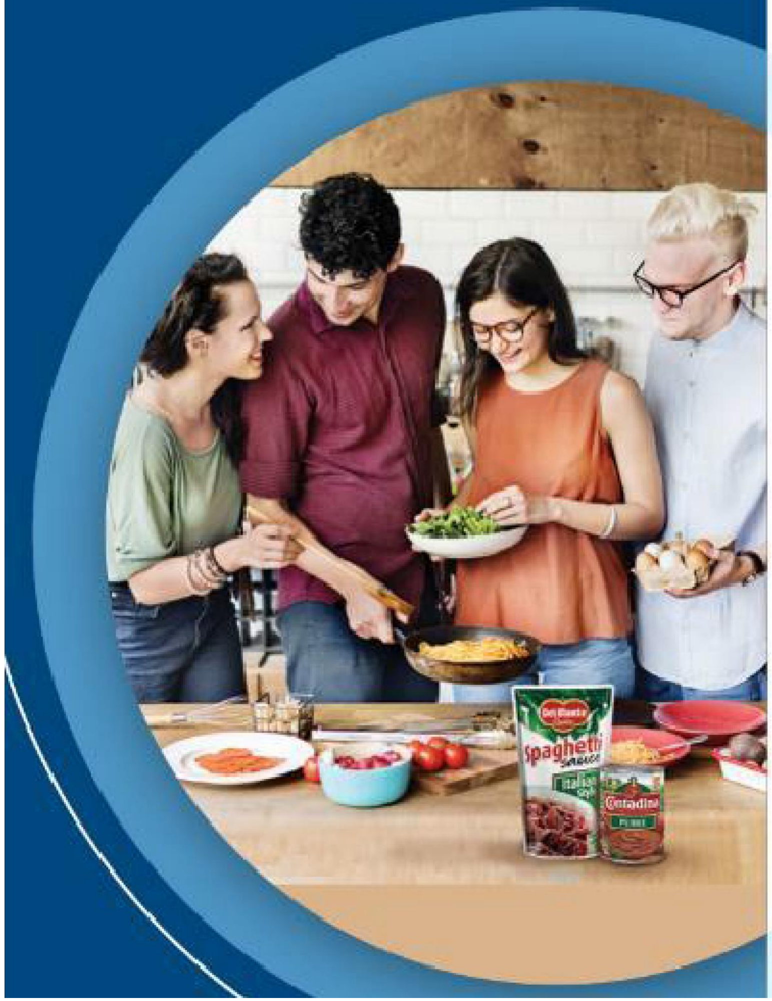


Contents

- Summary
- 4Q and FY2018 Results
- Market Updates with Del Monte Philippines
- Sustainability
- Improved Balance Sheet and Cash Flow
- Outlook
- Del Monte Foods USA Presentation (see separate file)

Notes to the 4Q FY2018 Results

1. Fourth quarter is 1 February to 30 April 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.

Full Year FY2018 Highlights

- Net loss of US$28m due to one-off expenses amounting to US$74m for two plant closures in the USA as part of a planned programme to achieve operational efficiency and reduce cost in US subsidiary, Del Monte Foods Inc (DMFI), plus the write-off of deferred tax assets due to a change in US tax rates

- Excluding one-off items, DMPL would have generated a net income of US$12m

- Continued to implement our commitment to reduce debt, lessen interest expenses and improve cash flow

- US$300m was raised from the sale of Preference Shares to repay loans, and interest savings and one-off gain of US$34m were achieved from the purchase of US$125m of DMFI loans at a 30% discount to par value

- The Group doubled its operating cash flow to US$358m, primarily on lower inventory in the US operations

- Gearing was reduced to 2.3x equity as of 30 April 2018, from 2.9x in 2017

Outlook

- Barring unforeseen circumstances, the Group is expected to be profitable in FY2019
- Major emphasis on responding to consumer trends through:
  - Strengthening the core business and innovating

    -- healthier options and new products (innovate outside the can)

    -- strategic investments in trade spending and marketing in USA
  - Focusing on growing our branded business and reducing non-strategic, non-branded businesses segments

    -- Shifting to more branded consumer beverage in place of

    industrial PJC

    -- Introducing more value-added, less commoditised foodservice products and rationalising non-branded USDA business
- Improving financial performance through:
  - Review of manufacturing and distribution footprint in the USA to improve operational efficiency, further reduce costs and increase margins
  - Increasing cash flow, strengthening balance sheet, and reducing leverage and interest expense

DMPL 4Q FY2018 Group Results Summary

- Sales of US$499.0m, -8.5%

Sales	% Change
US	-5
Philippines	+7 (in peso terms +11)
S&W	-2
FieldFresh India (equity accounted)	+1 (in rupee terms -1)

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

- EBITDA of US$34.9m, down 41% from US$59.5m due to lower US EBITDA, significantly reduced pineapple juice concentrate (PJC) prices in international markets and decreased exports of processed pineapple
- Operating profit of US$19.1m, down 55% from US$42.8m
- Net loss of US$(2.1m), from net profit of US$17.2m

One-off Expense/(Income)

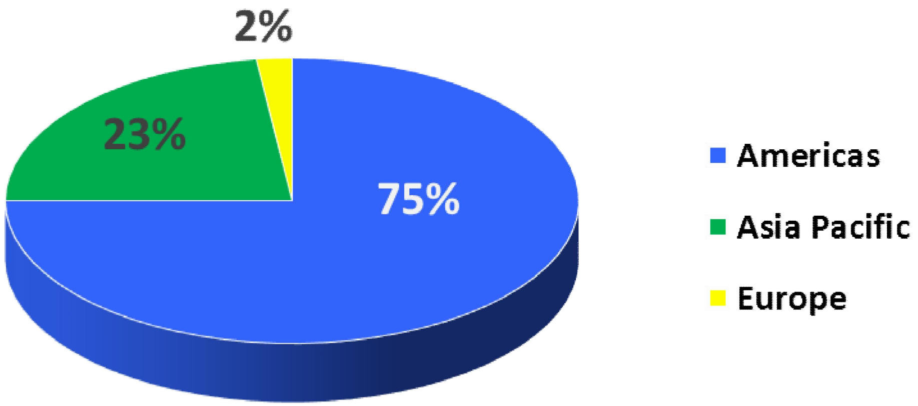
NOURISHING FAMILIES. ENRICHING LIVES. EVERY DAY.

In US$ m	4Q FY17	4Q FY18	Booked under
Closure of North Carolina plant	0.1	-	CGS
Closure of Sager Creek Arkansas plant	-	29.1	CGS/G&A/Misc expense
Closure of Plymouth, Indiana plant	-	(0.6)	G&A/Misc expense
Severance	2.0	0.8	G&A expense
Gain due to the purchase of DMFI's 2nd lien loan at a 30% discount to par value	-	(33.6)	Interest Income
Others	4.0	(0.7)	G&A expense
Total one-off expense/(income) (pre-tax basis)	**6.0**	**(5.1)**	
Write-off of deferred tax assets (non-cash)	11.5	-	
Tax impact for the other one-off items	(1.8)	(7.0)	
Non-controlling interest	(1.4)	(2.3)	
Total one-offs (net of tax and NCI)	**14.3**	**(14.3)**	

DMPL 4Q FY2018 Results – As Reported

In US$m	4Q FY2017 (Restated)	4Q FY2018	Chg (%)	Comments
Turnover	545.2	**499.0**	-8.5	Higher Philippine sales offset by lower exports and USA sales
Gross profit	127.1	**87.1**	-31.5	Lower sales, much reduced PJC pricing, unfavourable sales mix, higher marketing spending
EBITDA	53.5	**6.4**	-88.1	Includes one-off expenses of US$28.6m due to planned plant rationalisation in USA
Operating profit	36.4	**(9.5)**	-126.0	Same as EBITDA comment
Net finance income/(expense)	(25.2)	**9.7**	+138.4	Lower level of borrowings and includes one-off gain of US$33.6m from purchase of US$124.9m of loans in USA at a discount
FieldFresh equity share	(0.4)	**0.1**	+125.0	Improved Del Monte sales and margins
Tax benefit/(expense)	(9.0)	**8.8**	+197.1	Mainly due to DMFI's higher net operating loss
Net profit/(loss)	2.9	**12.3**	+321.4	Includes net one-off gain of US$14.3m
Net debt	1,676.4	**1,441.0**	-14.0	Improved operating cash flow and payment of loans after the issuance of preference shares
Gearing (%)	289.8	**233.7**	-56.1ppts	Same as above

4Q FY2018 Turnover Analysis



Americas	-5.7%	▪ Lower volume of canned vegetable and tomato, and lower pricing to USDA for processed fruit and PJC. Sager Creek vegetable business was divested in September 2017. Stripping out Sager Creek's sales, Americas sales would have been lower by 3.8%.
Asia Pacific	-9.5%	▪ Philippines sales were up 11% in peso terms on strong culinary and beverage sales, as well as major wins in the foodservice segment. ▪ Lower S&W sales due to lower packaged pineapple sales in North Asia from increased competition from cheaper-priced products from Thailand and Indonesia
Europe	-53.5%	▪ Reduced sales of PJC and processed pineapple; significantly lower PJC pricing

DMPL FY2018 Group Results Summary

- Sales of US$2.2 billion, -2.5% on lower USA and exports sales

Sales	% Change
US	-2.5
Philippines	+1.4 (in peso terms +7)
S&W	+6
FieldFresh India (equity accounted)	+5 (in rupee terms +1)

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

- EBITDA of US$165.0m, down 22% from US$211.9m due to lower US EBITDA, and significantly reduced PJC prices and export sales
- Operating profit of US$92.3m, down 37% from US$145.7m
- Net profit of US$12.0m, down 74% from US$45.5m

One-off Expense/(Income)

NOURISHING FAMILIES. ENRICHING LIVES. EVERY DAY.

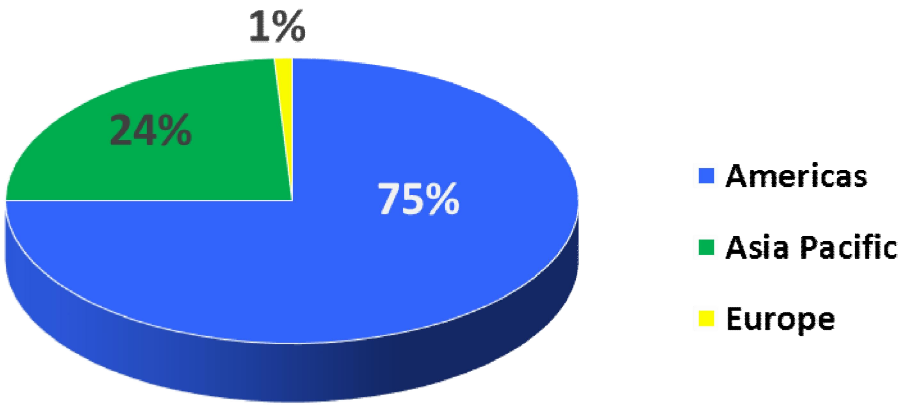
In US$ m	FY2017	FY2018	Booked under
Closure of North Carolina plant	3.7	-	CGS
Closure of Sager Creek Arkansas plant	-	42.4	CGS/G&A/Misc expense
Closure of Plymouth, Indiana plant	-	12.7	G&A/Misc expense
Severance	10.2	4.6	G&A expense
Gain due to the purchase of DMFI's 2nd lien loan at a 30% discount to par value	-	(33.6)	Interest Income
Others	4.0	3.0	G&A expense
Total one-off expense (pre-tax basis)	**17.9**	**29.1**	
Write-off of deferred tax assets (non-cash)	11.5	39.8*	
Tax impact for the other one-off items	(6.0)	(20.0)	
Non-controlling interest	(2.3)	(8.7)	
Total one-offs (net of tax and NCI)	**21.1**	**40.2**	

*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 FY2018 Results – As Reported

In US$m	FY2017 (Restated)	FY2018	Chg (%)	Comments
Turnover	2,252.8	**2,197.3**	-2.5	Higher Asia sales offset by lower USA and exports sales
Gross profit	494.9	**432.5**	-12.6	Lower sales, much reduced PJC pricing, unfavourable sales mix, higher marketing spending
EBITDA	194.0	**102.3**	-47.3	Includes one-off expenses of US$62.8m due to planned plant rationalisation in USA
Operating profit	127.6	**29.5**	-76.9	Same as EBITDA comment
Net finance expense	(105.3)	**(64.2)**	-39.0	Lower level of borrowings and includes one-off gain of US$33.6m from purchase of US$124.9m of loans in USA at a discount
FieldFresh equity share	(1.6)	**(0.3)**	-118.8	Improved Del Monte sales and margins
Tax	(0.6)	**(6.5)**	nm	Write off of non-cash deferred tax assets of US$39.8m at DMFI, partially offset by DMFI's higher net operating loss
Net profit/(loss)	24.4	**(28.2)**	nm	Includes net one-off loss of US$40.2m
Net debt	1,676.4	**1,441.0**	-14.0	Improved operating cash flow and payment of loans after the issuance of preference shares
Gearing (%)	289.8	**233.7**	-56.1ppts	Same as above

FY2018 Turnover Analysis



Americas	-2.7%	▪ Lower canned tomato sales, and unfavourable pricing in foodservice and USDA
Asia Pacific	Flat	▪ In the Philippines, all major categories of packaged fruit, beverage and culinary delivered higher sales. The foodservice channel continued to expand growing by 15% ▪ Lower S&W packaged pineapple sales in North Asia due to increased competition from cheaper-priced products from Thailand and Indonesia
Europe	-22.1%	▪ Lower PJC pricing

Market Updates for 4Q 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

29%	37%	33%	9%
Market Share (#1) Canned Vegetable	**Market Share (#1)** Canned Fruit	**Market Share (#2)** Plastic Fruit Cup	**Market Share (#2)** Canned Tomato

- A brand leader across core categories
- Grew share in 3 out of 4 core categories in 4Q (Canned Vegetable +2.2 pts, Canned Fruit +1.8 pts, Fruit Cups +2.7 pts)
- Vegetable and Fruit results driven by compelling innovations, strong execution against fundamentals at retail, and sustained marketing investment to support our brands

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 28 April 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 4Q sales down 5.3% to US$380.6m

- Lower volume of canned vegetable, canned tomato and Sager Creek products
- Lower pricing in foodservice and USDA for processed fruit and PJC
- Stripping out Sager Creek which was divested in September 2017, DMFI's sales would have been lower by 3.2%

New Product Launches

- The *Del Monte Fruit & Chia* cups launched in 2Q are performing well. These are adult fruit cup snacks which combine fruit and chia seeds
- DMFI followed this launch in 3Q with the introduction of grab-and-go fruit cup snacks which are single-serve cups with 'sporks', for convenient snacking on the go
- Another variant *Del Monte Fruit & Oats* was launched in early FY2019
- These new products were launched to address consumer trends of healthy living, snacking and convenience
- Plans to introduce more value-added, less commoditised foodservice products, rationalise our non-branded USDA business, and innovate outside of the can

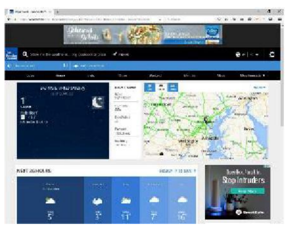
4Q Marketing Highlights

Building consumer engagement through digital content

Vegetable

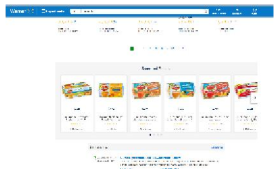
- Partner with Business Insider to educate consumers about our farming and production process
- Influencer campaign that delivered over 12m impressions through high-quality and more trendy food content

College Inn



- Deliver timely, relevant inspiration to consumers on Facebook & Pinterest
- Combined relevant messaging with coupon offer via weather targeting

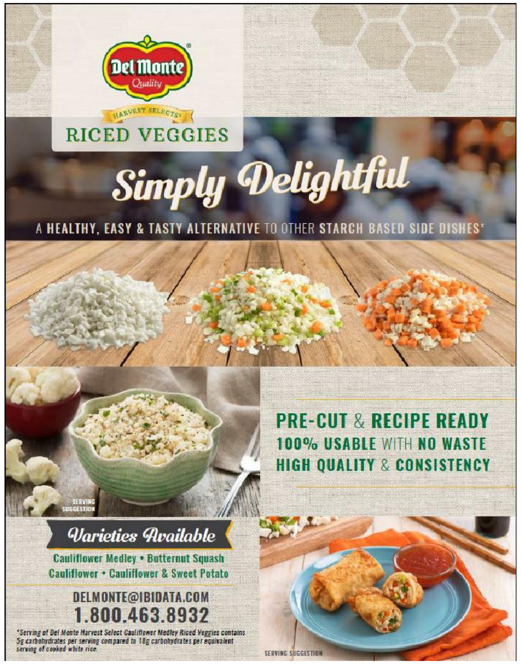
Fruit



- Partnered with influencers to drive awareness and trial of *Fruit & Chia* during new year and return to school
- Reached shoppers on retailer properties via search and partnership programmes

4Q Foodservice Highlights

Frozen Riced Veggies



- Introduced new line of *Riced Cauliflower* and other vegetables for shipment starting late June 2018
- Del Monte is the first national player in this rapidly-growing new category

Nice Fruit Frozen Pineapple

- Trained nationwide broker sales team on Philippine frozen pineapple products
- Intensified sales efforts across all foodservice customers

Premium Fruit Cups

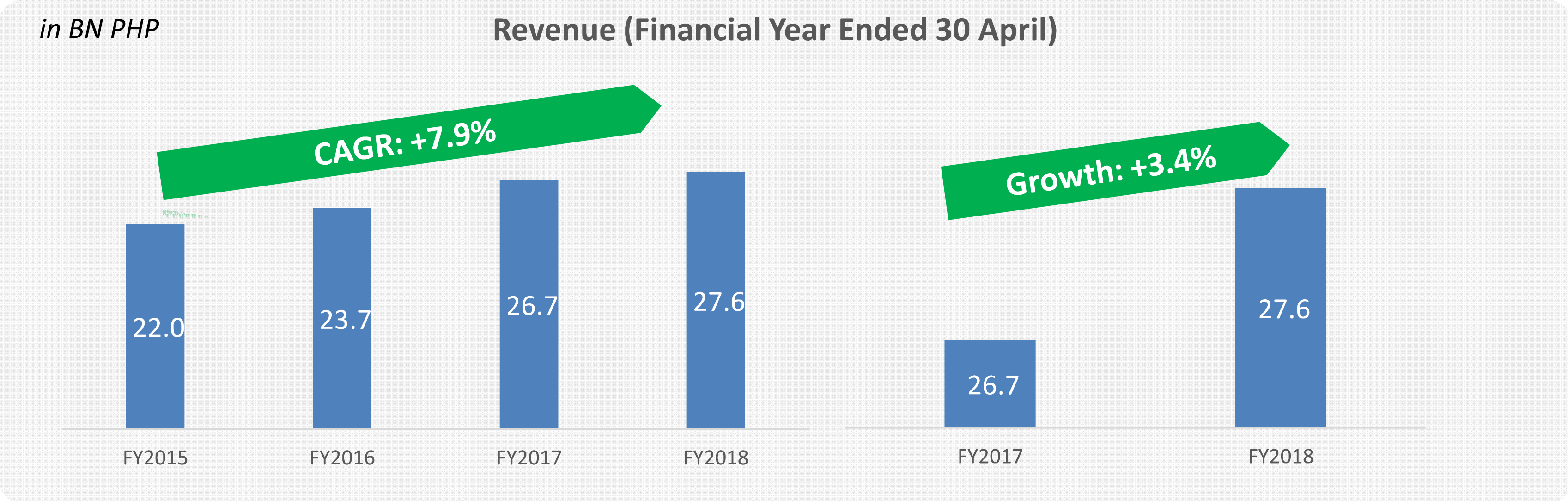
- Introduced grab-and-go singles for foodservice and vending operators
- Trained nationwide broker sales team, and identified target customers for summer sales

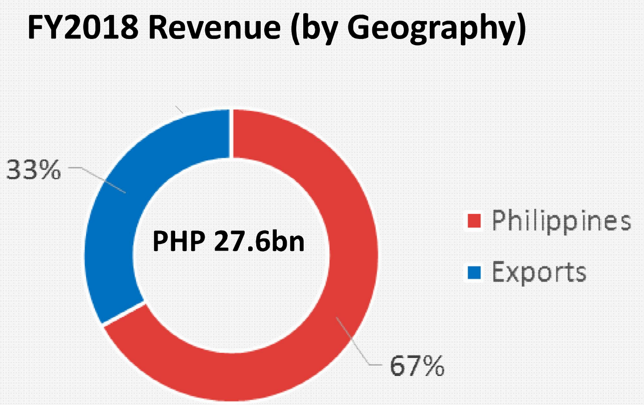
Del Monte Philippines (DMPI)

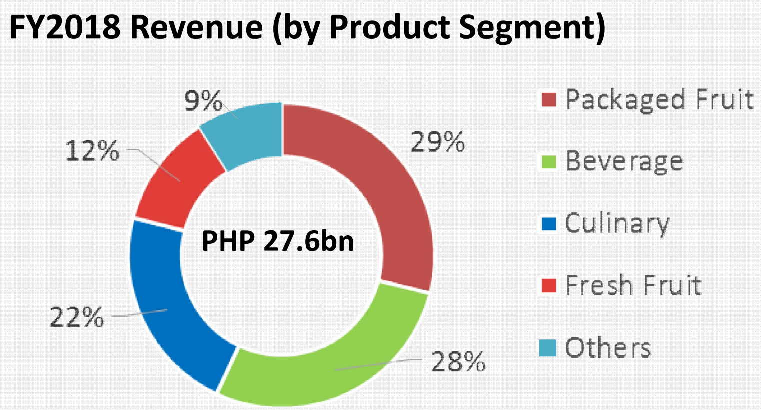
- DMPI is the Group's 2nd largest subsidiary
- Comprises of 2/3 Philippines sales and 1/3 exports (gives natural hedge vs US$)
- FY2018 sales of US$540.5m (P27.6bn), up 3% in peso terms
  - Sales in the Philippines grew by 7% to P16.9bn, offsetting the marginal 2% decline in export sales to P10.6bn
- In FY2018, DMPI's net income declined slightly to US$50.4m (P2.6bn) due to higher interest expense by P0.1bn
- With better collection of its receivables, which already started towards the end of FY2018 and continued into the start of FY2019, DMPI is well positioned to lower its borrowings and interest expense this coming year

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

DMPI – Historical Sales Growth







DMPI P&L FY2015-2018

- Sales of US$540.5m (P27.6bn) and net income of US$50.4m (P2.6bn) in FY2018
- Strong 3-year CAGR of 31% for net income

Del Monte Philippines, Inc					% Chg	CAGR
in PHP billion	FY2015	FY2016	FY2017	FY2018	FY18 vs FY17	FY15 vs FY18
Net sales	**22.0**	**23.7**	**26.7**	**27.6**	**3%**	**7.9%**
Sales growth (%)	*0.0*	*7.8*	*12.8*	*3.2*		
Gross profit	**5.2**	**5.3**	**6.5**	**6.6**	**1%**	**8.2%**
Gross margin (%)	*23.6*	*22.5*	*24.5*	*23.9*	*-0.6 pp*	
Operating income	**1.7**	**2.5**	**3.2**	**3.3**	**2%**	**23.9%**
Operating margin (%)	*7.8*	*10.6*	*12.0*	*11.8*	*-0.2 pp*	
Net Income before Tax	**1.6**	**2.2**	**3.2**	**3.1**	**-3%**	**25.4%**
Net Inc Before Tax (%)	*7.1*	*9.3*	*11.8*	*11.2*	*-0.7 pp*	
Net income	**1.1**	**1.8**	**2.7**	**2.6**	**-6%**	**31.0%**
Net margin (%)	*5.2*	*7.5*	*10.0*	*9.3*	*-0.7 pp*	

Philippines

87%
Market Share (#1)
Canned Pineapple

72%
Market Share (#1)
Canned Mixed Fruit

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

84%
Market Share (#1)
Tomato Sauce

42%
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 30% of sales
- Expanding foodservice sales, accounting for 18% 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 April 2018

Del Monte Juice & Chews, the new fun snack-in-a-drink

Philippines

- Philippines is the largest market of subsidiary Del Monte Philippines, Inc
- 4Q sales were up 11% in peso terms but up 7% in US dollar terms due to peso depreciation
- Strong culinary and beverage sales
- Initial foray into the 'juice with particulates' market with the introduction of *Del Monte Juice & Chews*, an innovative snack-in-a-drink combining nata and pineapple with fruit juice blends, a drink popular amongst teens
- Foodservice was the fastest growing channel
  - Supplies Jollibee, the largest local fast food chain, with their pineapple juice requirements nationwide
  - Supplies Pizza Hut with all their pineapple tidbits requirements
  - Supplies Cebu Pacific with 100% Pineapple Juice for all their domestic flights

Del Monte 100% Pineapple Juice now available in Cebu Pacific's domestic flights

Philippine Market Updates – Beverage

Beverage optimised opportunities behind continuous builds on base business and innovation

- Del Monte 100% Pineapple Juice advertising
- New Tetra Format

- New Seasonal Variants

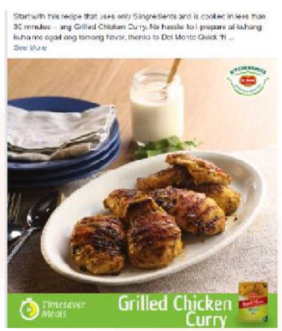
- Event Activations

Philippine Market Updates – Culinary

- Upgraded label designs
- Recipes at back

- Sustained A&P support
  - ✓ Tomato Sauce
  - ✓ Quick 'n Easy
  - ✓ Spaghetti Sauce

- Recipe education through Del Monte Kitchenomics
  - ✓ 3m on Facebook
  - ✓ 49K on YouTube
  - ✓ Highest rating branded content / cooking show



Philippine Market Updates – Fruits

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- Del Monte Pineapple for cooking
  - ✓ Visual Appeal
  - ✓ Nutrition
  - ✓ Taste

Philippine Market Updates – Foodservice

- Meal pairing for Del Monte Dispenser Juices in major QSRs
- Del Monte Pineapple as key ingredient

S&W Asia and the Middle East

NOURISHING FAMILIES. ENRICHING LIVES. EVERY DAY.

- 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 2% lower
- Lower packaged pineapple sales in North Asia due to increased competition from cheaper-priced products from Thailand and Indonesia
- Introduced tomato and pasta sauces from the Philippines and juice drinks in new aluminum cans into certain markets in the Middle East; S&W's fresh pineapple segment generated higher sales
- Delivered double-digit growth in operating profit and a 4.5% increase in operating margin due to better pricing and lower costs

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

S&W's booth in Food & Hotel Asia 2018 in Singapore drew international and local business enquirers

S&W in Turkey and Pakistan

TURKEY - Branding and promotion of S&W pineapple Juices through exciting vehicle branding

TURKEY - Active sampling activities in Izmir

PAKISTAN - Massive brand presence of S&W tropical products in Sundry/Provision chain

FieldFresh India

NOURISHING FAMILIES. ENRICHING LIVES. EVERY DAY.

- FieldFresh broke even in 4Q on higher Del Monte product sales and better margins
- DMPL’s share of profit in 4Q was US$0.1 million, a turnaround from the share of loss of US$0.4 million in the prior year period
- For the full year, sales of Del Monte products rose 5% in Rupee terms
- New products include Sandwich Spread 450g and Pizza Pasta sauce 400g in a stand up spout pack, Pasta in 200g pack and Juices in Tetra

Launch of Juices in Tetra - 150,000+ cups sampled across key Walmart stores in North India, resulting in a market share as high as 5% in some stores

LIVE SAMPLING @ THE BRAND KIOSK

SULA FEST 2018 @ NASIK EXPERIENTIAL MARKETING ACTIVATION FOR OLIVES FEB 2018

- Del Monte joined the Sula Fest '18 as an Associate Sponsor
- Apart from media presence across OOH, magazines and digital platforms, we did an extensive on-ground activation
- The main intent of the kiosk was to promote the brand in terms of getting visibility, as well as sample recipes made from our olives range
- Trained chefs and promoters were at the task from 12 noon to 8 in the evening, sampling close to 3,000 people each day, for 2 days of the fest

Del Monte stall

Aahar is the biggest foodservice exhibition in India, where Del Monte has regularly been a key participant. This year's edition saw more than 200,000 visitors across various pavilions

Del Monte stall

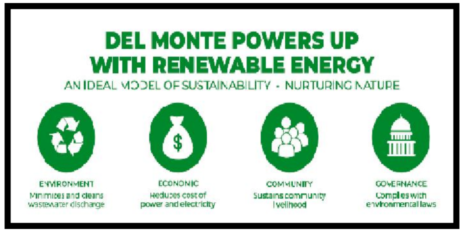
Goodies being sampled

Del Monte stall

Lots of consumer and business interactions

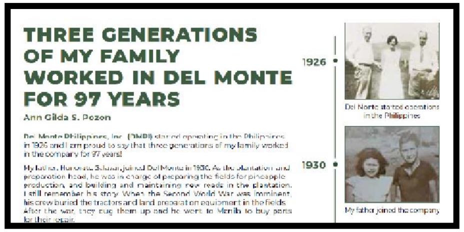
Sustainability

- DMPI published a series of articles to showcase Del Monte's rich history and sustainability initiatives:
  - Renewable energy
  - Del Monte Foundation's community programmes
  - Plantation drone and GPS application
  - Three generations of employees



- DMFI was recognised by Walmart for Project Gigaton, a program for suppliers to help reduce greenhouse gas emissions in the supply chain

- DMFI is finalising the Crop Trak data of vegetable growers that monitor tonnage, acreage, pesticide and fertilizer application, and good farming practices for the growers' dashboard



Improved Balance Sheet and Cash Flow

- Committed to reduce debt, lessen interest expenses and improve cash flow
- Raised US$300m from two Preference Share tranches in April and December 2017 to repay loans
- DMPL purchased US$125m out of the total US$260m second lien loans of DMFI at a 30% discount in the secondary market. This is the highest interest-bearing loan of the Group at 9.75% p.a., and will save DMPL US$8-10m of interest payments in FY2019
- Gearing was reduced to 2.3x equity as of 30 April 2018, from 2.9x in 2017
- DMFI successfully extended the maturity of its working capital facility, from February 2019 to November 2020 for a total amount of US$442.5m
- DMPL plans to sell ~20% of its stake in Del Monte Philippines, through a public offering on the Philippine Stock Exchange. The IPO was deferred in June due to volatile market conditions. We will announce when we relaunch this as the equity markets improve
- The Group doubled its operating cash flow to US$358m in FY2018, primarily on lower inventory in the US operations

Outlook

- Barring unforeseen circumstances, the Group is expected to be profitable in FY2019
- Major emphasis on responding to consumer trends through:
  - Strengthening the core business and innovating

    -- healthier options and new products (innovate outside the can)

    -- strategic investments in trade spending and marketing in USA
  - Focusing on growing our branded business and reducing non-strategic, non-branded businesses segments

    -- Shifting to more branded consumer beverage in place of industrial PJC

    -- Introducing more value-added, less commoditised foodservice products and rationalising non-branded USDA business
- Improving financial performance through:
  - Review of manufacturing and distribution footprint in the USA to improve operational efficiency, further reduce costs and increase margins
  - Increasing cash flow, strengthening balance sheet, and reducing leverage and interest expense


06.29.18
Del Monte
Quality

Greg Longstreet, CEO

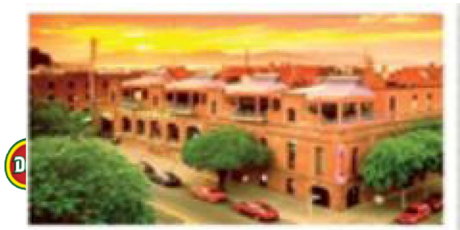
1880 1890 1900 1910 1920 1930 1940 1950 1960 1970 1980 1990 2000 2010 2018

First used on a premium coffee prepared for the Hotel Del Monte on the Monterey peninsula.

Del Monte puts quality at the center of its brand promise. Early ads assure customers that the brand's seal is "not just a label—but a guarantee."

Del Monte
BRAND
QUALITY

One of San Francisco's treasured landmarks, and by 1909 the largest fruit and vegetable cannery in the world



The sanitary three piece can replaces hand-soldered containers to better preserve product integrity

April 21, 1917, the Saturday Evening Post carried a full page ad boosting brand recognition nationwide.

Del Monte becomes the first major US food producer to voluntarily adopt food nutritional labeling

Recognized in Authentic Brands study as among the top 100 brands that people trust most across the world, ranking ahead of other admired brands Starbucks, Facebook, and Pepsi.

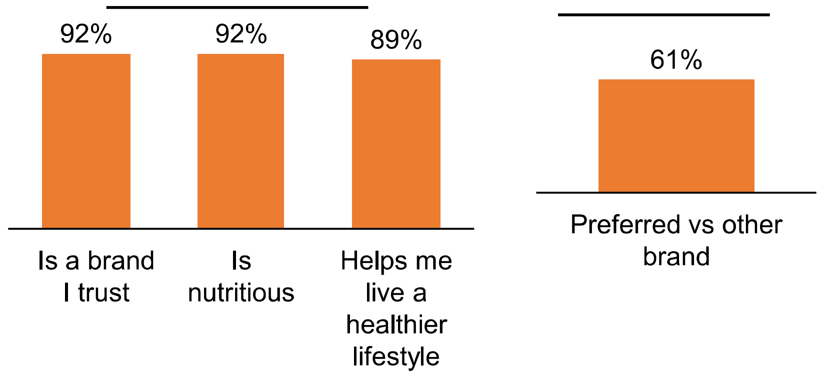
Del Monte renews its quality promise for a new generation of consumers, committing to remove BPA and GMOs in its products

Del Monte's Solid Foundation with US Consumers

- National footprint
- +98% Brand awareness

- Products in 6 of 10 Households
- Broad appeal across consumers
- Grounded in quality and health

- Good for you categories
- High nutrition



Recognized as one of the world's most authentic brands

- #80 globally, ahead of brands including Crayola, Starbucks, and Facebook

- #23 in the US, ahead of brands including The Home Depot, Kellogg's, and Rolls Royce

Sources: ACNielsen, DMFI Brand Equity Tracking, 2017

DMFI Brand Equity Tracking. Among Adults Aware of Brand, 2017

Cohn & Wolfe global brand study, 2017

- Growing share positions across our core businesses

Avocado & Guacamole products	Juice, fruit or vegetable-based beverage products	Whole or Cut Fruit products with extended shelf life	Del Monte branded QSR concept in the USA

Strategic Imperatives

Avocado & Guacamole products

- Develop range of value-added prepared avocado products
- Extend into deli and new channels

Juice, fruit or vegetable-based beverage products

- Relaunch Del Monte Pure Earth line of pineapple-based SKUs, phasing geographically
- Extend with more value-added/on-trend offering

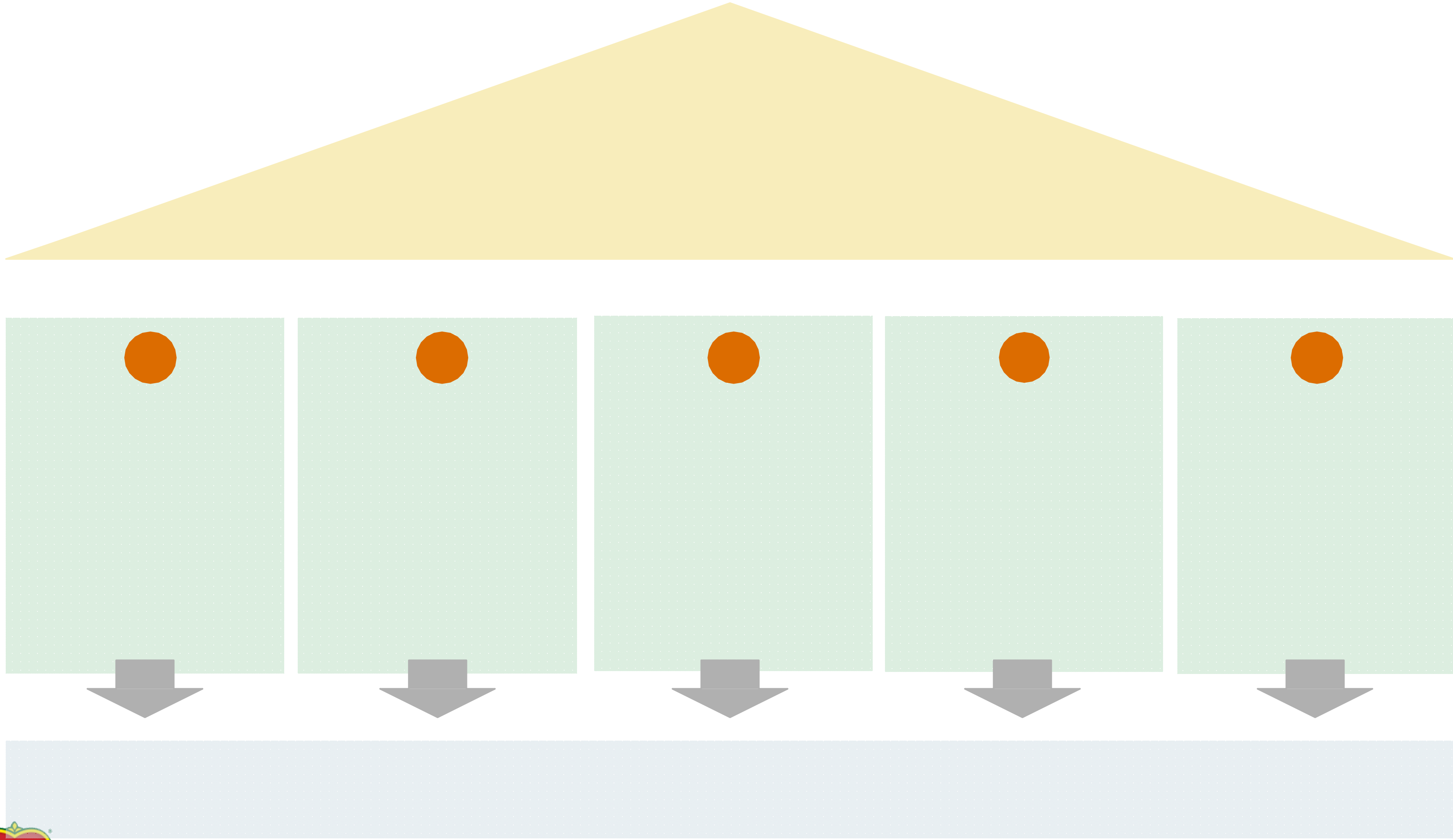
Whole or Cut Fruit products with extended shelf life

- Close gaps in our line
- Launch new value-added cups and snacks
- Extend into new channels

Del Monte branded QSR concept in the USA

- Evaluating business models/opportunities that will best fit the Del Monte brand

- Sager Creek Mistake
- Supply Chain Imbalance
- Total Company Focus on Center Store
- Fill Canned Capacity “At All Costs” Mentality
- Exorbitant Trade Spending and Reliance on Price
- High Fixed Expenses and duplication of tasks
- Strong capabilities within our commercial teams and R&D resources
- A bright and talented team needing new leadership and clear direction



Strategic pillars/tactics

Enablers

Focused on declining center of the store categories and mature retail channels

Limited innovation and investment to contemporize brands (past decade)

Pricing and margin erosion driven by increased trade promotion and non-strategic business

Significant decline in profits led by increased COGS and lower volumes (past decade)

Bloated supply chain and manufacturing base that exceeds demand

Lack of internal alignment, communication and culture of continuous improvement

A Canned Food Company

Portfolio extended into high growth and high margin categories sold across diverse channels

Revitalized and strengthened brands supported by category-leading innovation and marketing

Best in class revenue management focused on strategically relevant categories

A disciplined cost containment approach and a commitment to pass through net inflation

Streamlined supply chain (internal and co-pack) supporting base demand and growth platforms

A dynamic culture, cross functionally aligned on growth, innovation, execution, and continuous improvement

A Consumer-Driven Packaged Food Innovator

Product Improvements

Plastic Fruit Cup Product Improvement
(100% Juice, Natural NSA)

Canned Broth Product Improvement (100% Natural)

S&W Product Improvement
(Spicy Tomato)

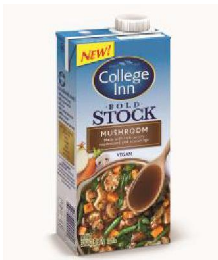
Contadina Product Improvement
(100% Fresh Tomatoes)

Line Extensions

Fruit Refreshers

Produce (Reintroduction)

Premium Vegetable



Stock (Mushroom)

New Platforms

Fruit & Oats Platform

Updated Grab & Go Line

Vegetable & Beans Platform

Bone Broth Platform

Innovate & Expand into New Aisles

Perimeter

New Joint Ventures creating opportunity to accelerate innovation and expand distribution…

Frozen

Pursuing new capabilities and supply partnerships, creating opportunity to innovate and extend brands into Frozen…

Extend Reach into Growing Channels

Building new capabilities and selling relationships across…

Convenience & Club

E-commerce

RICED VEGGIES

®

✓

✓

✓

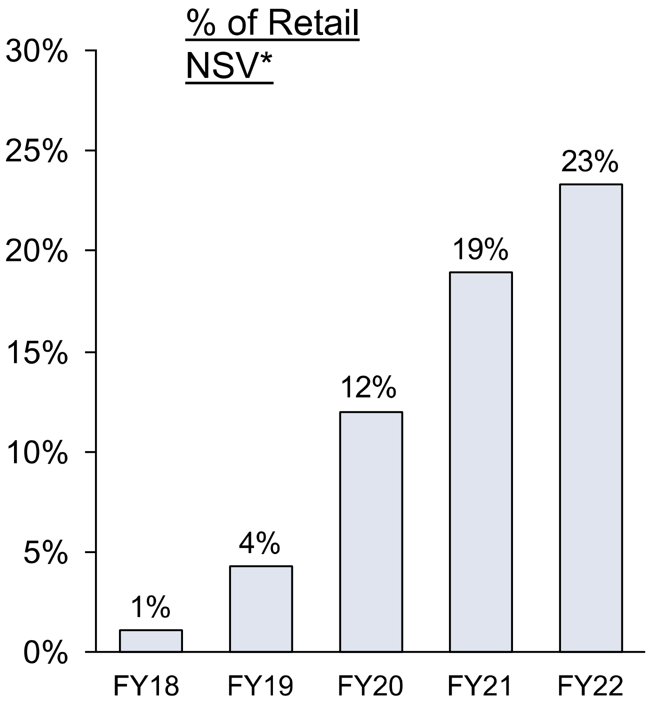
✓

✓

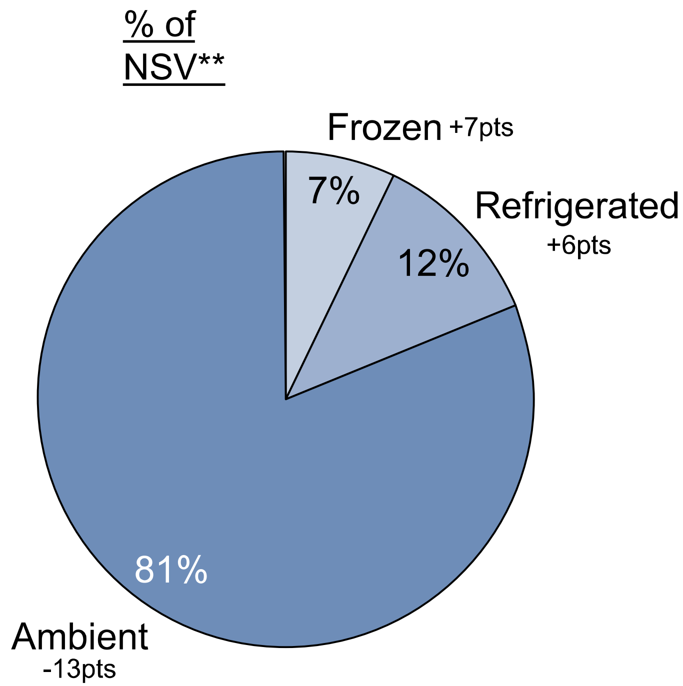
✓

FOODSERVICE

Innovation will transform our portfolio and go to market strategies



* New products created since FY2017.
Based on Retail Sales only.



** Retail only. Vs FY18

	GM%	Have we taken Action?
FY2018	16.2%	
Retail pricing (trade reduction)	2.1%	✓
Network Optimization	1.3%	✓
Net impact of Sager Creek	0.9%	✓
Reduced Private Label Retail	0.6%	✓
USDA pricing	0.3%	✓
Innovation	-0.7%	
Inflation	-0.5%	
Retailer	-0.4%	
Other	-0.1%	
FY2019	19.8%	
Delta	3.6%	

Bibie Wu, CMO

Tailwinds

Del Monte Foods, Inc.

Headwinds

- Culinary trends elevating role of fruits/vegetables
- Wellness trends increasing importance of plant-based nutrition
- Growth in snack and meal solutions that strike a balance on health and convenience
- Traditional retailers seeking solutions to improve productivity of shelf

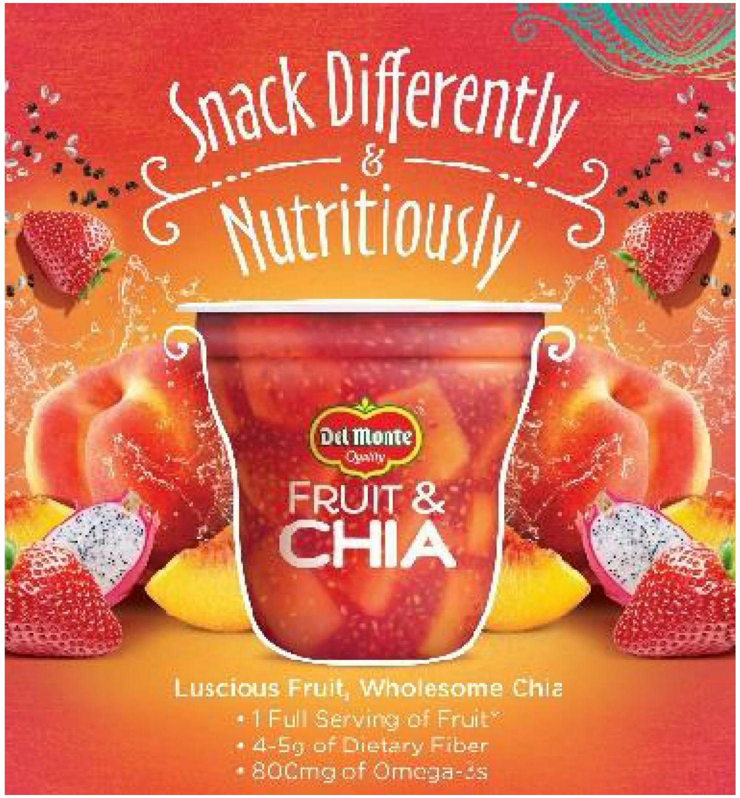
- Shift in food values to avoid processed foods and desire for “closer to fresh” solutions
- Dynamic lifestyles diminishing and simplifying home-cooked meals
- Rapidly evolving retail landscape and growth in unconventional formats
- Consumers have more choices then ever before

- Displaced branded competitor at several major retailers
- Simplify shelf and improve productivity

- Growing US$ share
- Growing retail US$ sales in declining category
- Increased consumer loyalty +2.4pt

- Retailers who rationalized shelf outperforming
- Marketing helping to offset category decline
- Attracting new users: +5% household penetration among Millennials

Launched Summer 2017



- Distribution above target
  - 64% Grocery
  - 91% Walmart
- Velocities above target

- Trial of >6m households to date
- 138 Index for Younger, Millennial shoppers

- 44% incremental to category
- 63% incremental to Del Monte

Sources: ACNielsen Scantrack & Panel, Total US, 12ME 04/28/18.

Launched Summer 2016

Launched Summer 2017

- College Inn Premium NSV projected to grow significantly over 2 years
- College Inn Premium Aseptic +16% price per ounce vs Canned Broth
- National Walmart distribution
- +24% Distribution in East Coast
- Southeast Retailers with College Inn outperform competitors (+12% vs +6%)

Sources: ACNielsen Scantrack, East Coast Grocery + Walmart, periods ending 04/28/18

Build Relevance

Differentiate our brands and drive consumer preference

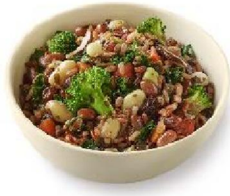
- Elevate products & packaging
- Communicate points of difference
- Optimize retail fundamentals

Drive Innovation

Address changing consumer needs and desires

- Reach new consumer targets
- Extend into new usage occasions
- Enter attractive adjacencies

Del Monte
Quality



52-wk Category:	-2.9% vs YA
Share: Del Monte	28.9%, +1.4pt
Green Giant	8.7%, -0.9pt
Private Label	43.3%, -0.1pt

THE UNASSAILABLE LEADER OF VEGETABLES

- **Fortify Del Monte's leadership position**
  - Ensure accounts that rationalized are successful and prepare to accelerate rationalization in FY2020+
  - Optimize pricing and promotion
  - Launch Master Brand campaign "Growers of Good"
-
  - Launch new line of Vegetable & Beans
  - Launch Premium Vegetable line extensions
-
  - Innovate into Frozen & Refrigerated

52-wk Category: +4.1% vs YA

Share: Del Monte 33.1%, +3.1pt

Dole 41.5%, -1.9pt

Private Label 25.2%, -1.2pt

52-wk Category: -5.5% vs YA

Share: Del Monte 26.4%, +1.5pt

Dole 26.8%, -0.5pt

Private Label 40.4%, -0.4pt

THE INNOVATION LEADER IN FRUIT SNACKING

-
  - Plastic Fruit Cup improvements (100% Juice and All Natural No Salt Added)
  - Optimize retail fundamentals (shelving, assortment, pricing and promotion)
  - Support base business with Fruit execution of "Growers of Good“
-
  - Launch new line of Fruit & Oats
  - Launch Fruit Refreshers line extension
-
  - Grow perimeter with Fruit Naturals and new innovation platform
  - Expand “Grab & Go” Singles line and launch in Convenience
  - Customized offerings in Club

Fruit & Oats

- Large Oatmeal category US$1.2bn
- Limited on-the-go options
- New occasion for Plastic Fruit Cup

- Luscious chunks of fruit
- Ready to eat warm or cold

Source: ACNielsen, xAOC, 52 Weeks Ending 5/26/18

- Rise of mid-morning snacks & mini-breakfasts
- Fruit is #1 thing to add to oatmeal
- Consumers looking for more lasting satiety

- The first ready-to-eat oatmeal with luscious fruit and wholesome oats

- Print
- Influencer
- Digital Display/Social
- Consumer Promotions
- Retail Search
- Shopper Marketing

L52W Category:	-1.2% vs YA
Share: DMFI	8.9%, -0.7pt
Contadina	4.2%, -0.1pt
Conagra	37.2%, +0.8pt
Private Label	32.2%, -0.5pt

CONTADINA, A LEADER IN CONTEMPORARY ITALIAN MEAL SOLUTIONS

- as a leader in contemporary Italian meal solutions
  - Improve products and update packaging
  - Expand distribution & support with national marketing campaign
  - Innovate outside of ingredient space / current aisle
- through scale of master brand
  - Leverage Del Monte Master brand campaign
  - Bundle trade events with Vegetables
- with focused investments
  - Begin to optimize assortment with re-stage of S&W Spicy Diced items

- Contadina is not a top-of-mind Tomato brand
- She doesn't have a reason to believe Contadina is worth paying more for

- Contadina 100% fresh tomatoes is the gold standard for Italian cooking

- Print
- Digital Display/Social
- Consumer Promotions
- Traditional/Retail Search
- Shopper Marketing

FY2018 Category: 5.8% vs YA

Share:	College Inn	15.8%, -0.1pt
	Swanson	30.2%, -2.9pt
	Pacific	5.7%, +0.6pt
	Private Label	26.7%, 2.9pt

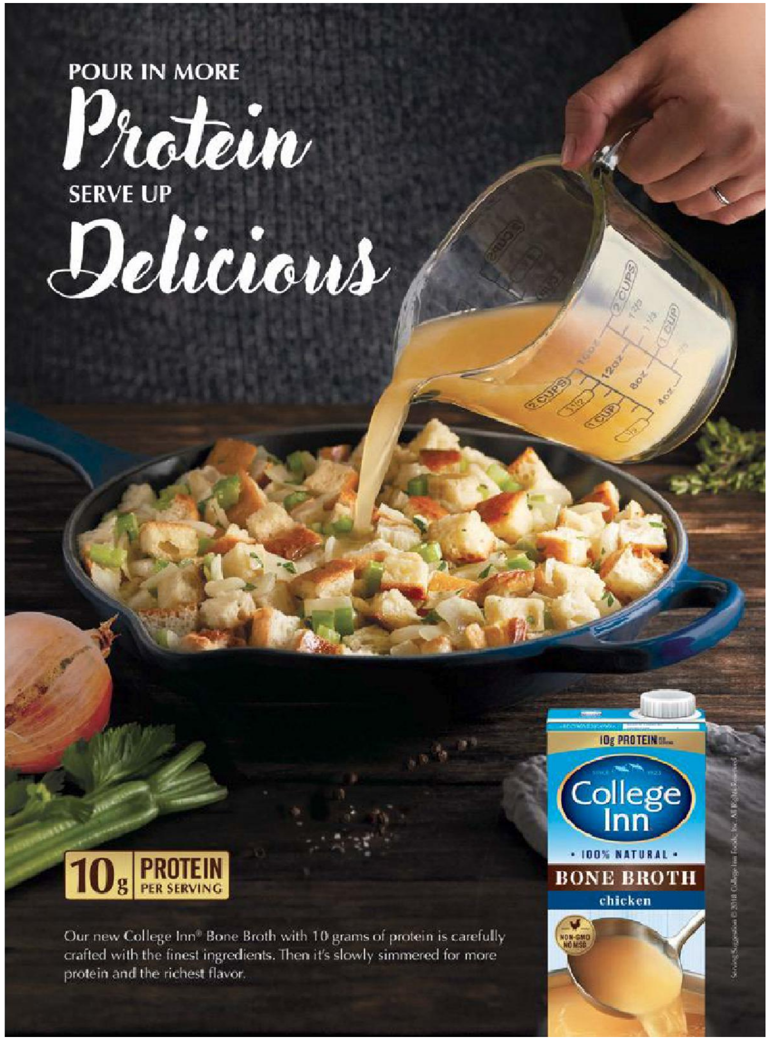
THE DIFFERENTIATED #2 BRAND NATIONALLY

-
  - Launch premium Carton Innovation (Bone Broths and Mushroom Stock)
  - Deliver "All Natural" improvement on Cans
  - Invest at competitive marketing levels
-
  - Continue to close distribution gaps and build trial in South Atlantic
  - Expand distribution in at least 1 targeted account in West
  - Launch and leverage differentiated Broth innovation as part of expansion story
-
  - Build pipeline of innovation in new benefit platforms and categories

- Segment Size: US$43.5m
- Segment Growth: +125% vs YA

- Bone Broth segment is small, but growing exponentially
- Protein is on-trend across multiple categories
- Competition struggles to deliver on taste

- Outperforms leading bone broth in taste, protein content, and price



- Aware of Bone Broths, but it's not well understood
- Consumers looking for more protein

- New College Inn Bone Broth has the same great depth of flavor, now with 10 grams of protein

- Print
- Influencer
- Digital Display/Social
- Consumer Promotions
- Retail Search
- Shopper Marketing

- ✓ Our Imperatives
  - Build Relevance –
  - Drive Innovation –

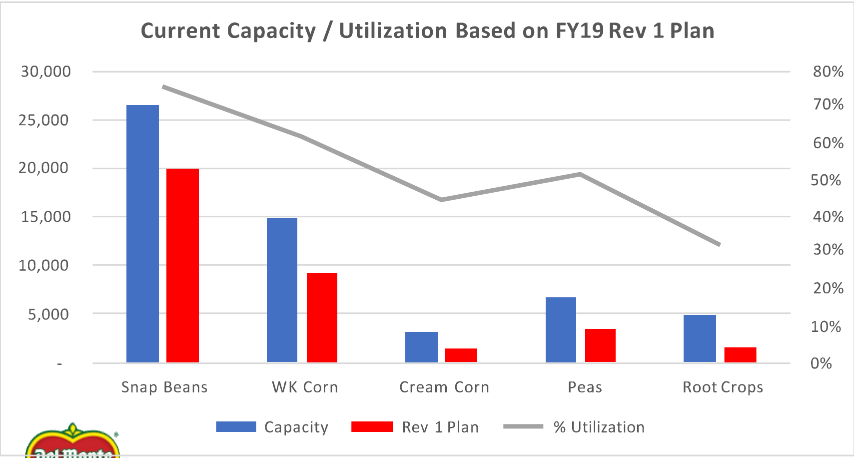
- ✓ Back to our roots
  - Market like a brand leader
  - Packaging and product innovator
  - Leader in plant-based goodness

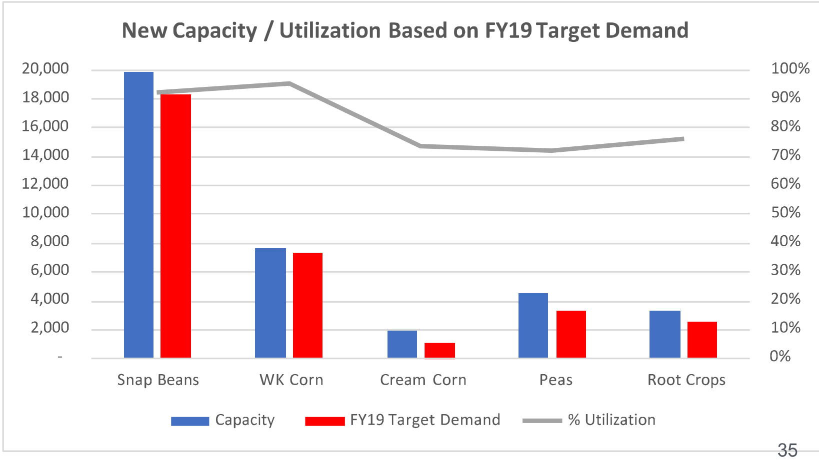
- ✓ Right to win
  - Trusted, extendable equities
  - Quality fruits and vegetables
  - #1 brand with strong insights and category captaincy
  - Energized team with significantly more resources
  - Strategic external partners to accelerate innovation

Gene Allen, CFO

- ✓ Expecting **growth** vs. last year
  - 1Q is typically the lowest volume quarter
- ✓ **Actions** show encouraging results
  - Gross Margins ↑ ~150 bps
  - EBITDA ↑ ~25%
- ✓ Solid **Sales Execution**
  - Improved product mix
  - Effective trade spend management
- ✓ Good **SG&A management**
  - Established new capabilities while keeping costs flat … retaining prior year savings

FY18		LTE
$634	• FG Inventory Management • Demand & Supply Balance Process	$400
62%	• Site consolidations across network	85%
72%	• Traksys roll-out • Del Monte Performance System	85%
16.5%	• (2) Sites • (4) DC's & (2) Overflows	23.0%





✓ A rationalized Manufacturing and DC footprint reduces annual Capex to less than vs. $40M

Reduction supports :

- Maintenance for best in class facilities
- All regulatory requirements
- Projects with a good payback

✓ Strategy is to leverage strategic co-packers

- ✓ Align production plan with demand forecast
- ✓ Improve controls to minimize over pack
- ✓ Review quantity on hand formula
- ✓ Compliance and monitoring
- ✓ Leverage Global Shared Service Center to improve DSO
- ✓ Selling Property, Plant and Equipment that is not essential to the Long Range Plan

→

- ✓ Significant reduction in finished goods inventory
- ✓ Lowers aged inventory write-offs
- ✓ Reduces over-flow warehousing
- ✓ Fewer inventory touches
- ✓ Lowers transfer freight
- ✓ Improves cash flow