

1Q FY2026 Results

10 September 2025



DEL MONTE PACIFIC LIMITED



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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 Company’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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- This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe to shares in Del Monte Pacific.

- 1Q FY2026 Results (1 May to 31 July 2025)
- Market Updates
- Sustainability
- Strategic Priorities & Outlook

This presentation should be read in conjunction with the press release and Management Discussion and Analysis (MD&A) posted on www.sgx.com, <https://edge.pse.com.ph> and www.delmontepacific.com.

1Q FY2026 FINANCIAL HIGHLIGHTS

- DMPL sustained its growth trajectory in 1Q FY2026
- Sales of US\$203.7m, up strongly by 13%, on higher sales in the Philippines and international markets
- Net profit jumped to US\$5.5m from US\$0.4m driven by improved sales and margins

As announced earlier, effective 1 May 2025, the Company's U.S. business had been deconsolidated from DMPL, in accordance with IFRS 10. The results presented herein reflect the Company's continuing operations, excluding the U.S. business, and provide a clear baseline for DMPL's future performance.



STRATEGIC PRIORITIES AND OUTLOOK

- DMPL remains focused on protecting and growing the Asian operations to drive long-term growth and profitability. DMPL's subsidiary, Del Monte Philippines, Inc., continues to perform well with resilient consumer demand, supported by a strong and stable supply chain.

- DMPL's immediate key priorities include:

Philippines:

- ✓ Reinforce market leadership in beverage, culinary and packaged fruit.
- ✓ Launch new products in new segments to broaden consumer base.
- ✓ Expand in growth channels of convenience stores, away-from-home, drugstores and schools.

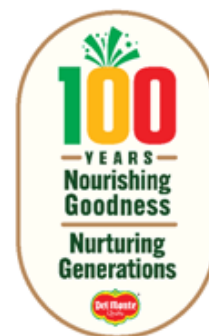
International: Maintain market leadership in Fresh MD2 Pineapples across North Asia.

Operations: Improve productivity of C74 pineapple variety by over 15% vs. prior year.

Cost Management: Control cost proactively, reduce waste and inventory write-offs.

Capital Structure: Prioritise raising equity to reduce leverage and offset DMPL's capital deficit resulting from U.S. impairments in FY2025.

- Barring unforeseen circumstances, the Company expects to be profitable in FY2026.
- This marks a pivotal milestone, reflecting the strength and momentum of the Philippines and international businesses.



1Q FY2026 RESULTS

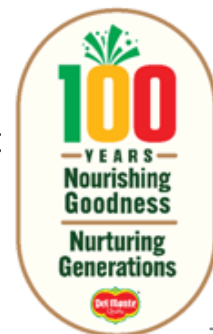
In US\$m	1Q FY2026	1Q FY2025	Chg (%)	Comments
Turnover	203.7	180.4	+12.9	Higher sales in the Philippines and international markets
Gross profit	66.1	49.8	+32.8	Higher volume, better pricing, lower cannery cost from improved pineapple recovery and and lower plantation cost due to higher yield. Yield for the C74 variety increased significantly due to an earlier rehabilitation programme aided by favourable climate.
Gross margin (%)	32.5	27.6	+4.9ppts	Same as above
EBITDA	37.3	33.7	+10.7	Higher sales and margins
Net profit	5.5	0.4	Nm	Higher sales and margins
Net margin (%)	2.7	0.2	+2.5ppts	Same as above
Net debt	1,020.8	1,079.6	-5.4	Lower due to loan repayments
Net debt/Equity (x)	(1.7)	5.1	Nm	Negative gearing was due to capital deficiency from U.S. business' unfavorable results in 4Q FY2025 as well as the impairment and asset write downs in end FY2025
Net debt/EBITDA (x)	7.1	9.7	-2.6x	Debt reduction and improved profitability
Cash flow from Operations	76.8	43.5	+76.6	A reflection of stronger underlying profitability

1Q FY2026 PHILIPPINES

DMPL sales: US\$203.7m, +13%

Philippine sales: US\$88.4m, +10% in peso terms and +15% in USD terms

- Continued growth in the Philippines driven by strong demand across beverages, packaged fruits and culinary essentials.
- In beverages, we continued to strengthen leadership through functional campaigns for *100% Pineapple Juice*, led by the *Heart Smart* variant which reinforced juice as part of a heart-healthy daily habit. Functional benefits such as digestive wellness with *Fiber Enriched Juice* and immunity-building with *ACE Juice* also contributed to sustaining relevance with health-conscious consumers.
- Innovation further supported growth with the successful launch of *Fruity Zing* and *Fit 'n Right Green Apple*, which expanded the Company's footprint in the ready-to-drink PET segment and captured younger, lifestyle-driven consumers.
- In culinary essentials, we drove penetration by positioning Tomato Sauce as a nutrient-rich ingredient with lycopene, vitamins A and C, and iodine to improve family nutrition. This was supported by the nationwide Nutri-licious advocacy, which aligned the brand with the national agenda of addressing malnutrition by promoting nutritious, delicious, and affordable meals for everyday consumption.
- In packaged fruits, Mixed Fruits delivered a 4.4-point market share uplift by extending usage beyond holiday occasions into year-round celebrations and everyday desserts. At the same time, nutrition-led campaigns expanded the role of pineapple as a superfruit for everyday cooking, highlighting its phytonutrients that support immunity when paired with proper diet and exercise. This broadened positioning reinforced Del Monte as both a wellness advocate and a trusted partner in daily family meals.





PHILIPPINE MARKET SHARE

Leadership market shares with notable increase in Mixed Fruit, Beverage and Spaghetti Sauce

43.4% +2.7pts

RTD Juices ex foil pouches (#1)
Category: -2.7%

83.3% +4.4pts

Canned Mixed Fruit (#1)
Category: -7.4%

94.9% +0.9pt

Packaged Pineapple (#1)
Category: -0.2%

84.1% -0.9pt

Tomato Sauce (#1)
Category: +4.1%

42.9% +2.2pts

Spaghetti Sauce (#1)
Category: -4.9%

Source for Volume Share and Category Growth: The Nielsen Company - Data as of 1Q FY2026 (May to July 2025)

Del Monte cemented market leadership across key categories

- **RTD Juice:** Notable share gains led by 100% Pineapple Juice, Tipco and Fruity Zing. Del Monte maintained its strong growth trajectory through campaigns highlighting the functional benefits of 100% Pineapple Juice which bode well for health-conscious consumers.
- **Mixed Fruits:** Significant share gain of +4.4pts. A key initiative successfully repositioned Mixed Fruit beyond its traditional use in fruit salads, unlocking new demand in frozen desserts and expanding usage occasions.
- **Packaged Pineapple:** Category has stabilized with Del Monte also reporting slight volume growth.
- **Tomato Sauce:** Sustained growth in supermarket but experienced offtake softening particularly in more price sensitive market stalls and sari-stores; smaller packs driving volume but remain challenged by more affordable brands.
- **Spaghetti Sauce:** Del Monte retained sauce leadership and grew share with the growth of its mid-size packs.

PHILIPPINES - FRUITS



Packaged Pineapple

Launch of the new “Superfruit” campaign via digital, regional TV, and in-store merchandising, highlighting health benefits of pineapple in dishes.



New Product

Awareness and trial activations to support the test market launch of the new Del Monte Halo-Halo Mix.



Sampling and selling



Cross-merchandising and special displays



Bundling with complementary milk products



Digital Comms

PHILIPPINES - BEVERAGE

Heart Smart: Advocating for heart health



- New TV ad targeting breadwinners and multi-generational families
- Recommendations from doctor Key Opinion Leaders
- Hospital and clinic cholesterol testing

Back-to-School: Owning breaktime with Fruity Zing

BreakTime TV ad featuring Big Brother winners



- Updated TV ad advocating for 2 P.M. breaktime
- Meal pairings in convenience stores

Back-to-School: Advocating youth sports with Fit 'n Right Green Apple

Youth Sports, Healthy energy with GCE advocacy



Palarong Pambansa (National Games) event partnership

PHILIPPINES - CULINARY



Sustained support for Tomato Sauce and Spaghetti Sauce to drive saliency and consumption in key meal occasions



New Tomato Sauce Lyco-nutrients campaign to drive relevance for everyday cooking



July Nutrition Month Launch of Del Monte Phils. and Philippine Stakeholders for Nutrition and Dietetics, Inc. 'Nutrili-cious Advocacy' to fight malnutrition



Re-air of successful Del Monte Spaghetti Sauce Birthday Campaign



PHILIPPINES – MR. MILK



Online



Rainbow Campaign Launch

- Digital TV ad aired across top platforms
- Key Opinion Leader partnership with celebrity moms
- E-comm back-to-school promotion

On ground



- Back-to-school supermarket sampling
- In-store rainbow merchandising
- Store events/activations

1Q FY2026 INTERNATIONAL



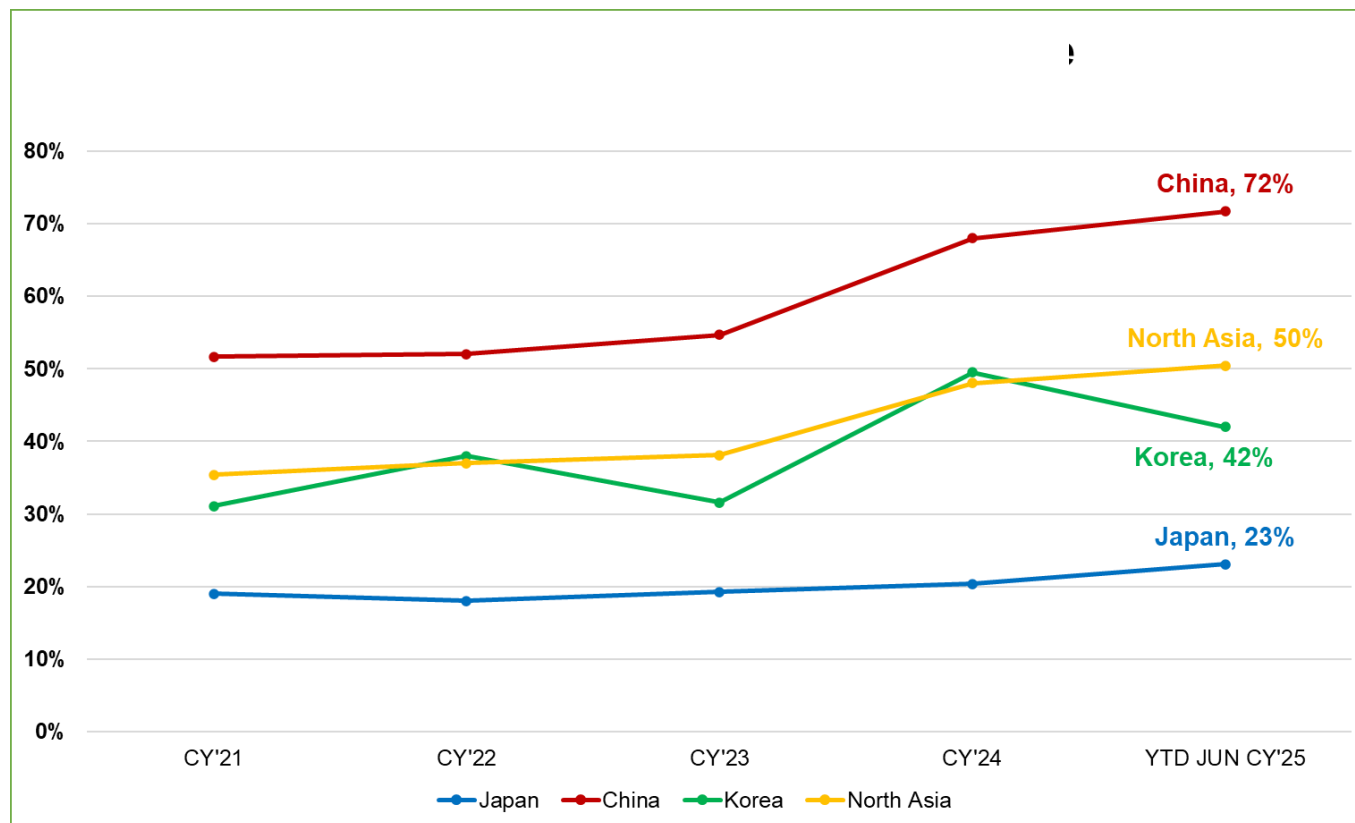
- Sales in the international markets grew by 6% to US\$97.2m.
- Driven by higher fresh pineapple sales in China and Japan, supported by an improved product mix and better pricing.
- Premium *S&W Deluxe Pineapple* continues to grow and now accounts for a higher share of the Company's exported fresh pineapple.
- Increase in fresh cut packs in China also boosted demand for the Company's pineapple.
- S&W was awarded "Supplier of the Year" by Goodme, China's biggest fruit tea chain with more than 10,000 stores across the country.
- In Japan, fresh pineapple sales increased by 20% due to higher demand of freshcut in retail plus the entry of *S&W Deluxe Pineapple* with a new customer.



INTERNATIONAL – FRESH MARKET SHARE



Sustained market leadership in North Asia
China leadership expanded to 72%



Source: CY2021 – 2023 Imports Data from Asiafruit Congress Statistical Handbook
CY2024 and YTD June CY2025 from Customs Data of Importing Country

S&W was awarded **Supplier of the Year** by Goodme, China's biggest fruit tea chain with more than 10,000 stores across the country. The award was received on our behalf by Eachtake, our distributor of S&W fresh pineapples in the market.



The Philippine Consulate celebrated Philippines' 127th Independence Day last June 26 in Shanghai, China. S&W was invited to showcase its pride from the Philippines – the S&W Deluxe Fresh Pineapple, which became the most popular item in the event with its well-loved sweetness.



S&W Deluxe Fresh
Pineapple was featured and promoted in the recently-held Fresh Market Festival by The Marketplace in Shangrila Mall, Mandaluyong, Philippines.

Chef Urim Miguel of Del Monte Culinary Solutions Kitchen performed a cooking demo highlighting S&W Deluxe Fresh Pineapple as an ingredient to a dessert dish – Brown Butter Caramel Pineapple.

The dish aims to highlight the versatile ways in which one can enjoy S&W Pineapple.



S&W, with its partner distributor Goodfarmer, held a “Barbeque Night” to promote S&W Deluxe Fresh Pineapple in barbeque restaurants. The event aims to highlight the versatility of the fruit as a grilled dish itself, as a perfect compliment to grilled meat and other savoury dishes or as a drink to go with a favorite dish.



SUSTAINABILITY



Sustainability Report



Del Monte Pacific Ltd.
published its **FY2025
Sustainability Report**

New DMPL Vision



ESG Metrics



- The plantation and beverage plant facilities' **solar power systems** generated savings of Php 18.4m in FY2025
- DMPI's **Water Use Ratio** of 12.20 thousand litres per metric tons produced in its manufacturing facilities in line with prior year

Environment



"100 Trees for 100 Years" DMPI Centennial Tree Growing Activity: eight Plantation Labor Management Cooperation Teams and Senior Management Teams planted **1,000 Falcata and fruit-bearing trees**

Recognition



DMPI received **one of the top 5 awards of the Employers Confederation of the Philippines, Innovation for Just Transition**, for "advancing inclusive and human-centered innovation that fosters **environmental sustainability** and digital transformation in the agricultural sector"

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