



DEL MONTE PACIFIC LIMITED

Management Discussion and Analysis of Unaudited Financial Condition and Results of Operations for the Third Quarter and Nine Months Ended 31 January 2022

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AUDIT

Third Quarter FY2022 results covering the period from 1 November 2021 to 31 January 2022 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 FY2021 annual consolidated financial statements, except for the adoption of the following amendments effective beginning 1 May 2021. Adoption of these new standards did not have any significant impact on the Group's consolidated financial statements.

- Amendments to IFRS 16, *COVID-19-related Rent Concessions*
- Amendments to IFRS 9, IFRS 7, IFRS 4 and IFRS 16, *Interest Rate Benchmark Reform – Phase 2*

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 to shares in Del Monte Pacific.

SIGNED UNDERTAKING FROM DIRECTORS AND EXECUTIVE OFFICERS

The Company confirms that the undertakings from all its Directors and Executive Officers as required in the format as set out in Appendix 7.7 under Rule 720(1) have been procured.

DIRECTORS' ASSURANCE

Confirmation by Directors Pursuant to Clause 705(5) of the Listing Manual of SGX-ST.

We confirm that to the best of our knowledge, nothing has come to the attention of the Board of Directors of Del Monte Pacific Limited which may render these interim financial statements to be false or misleading in any material aspect.

For and on behalf of the Board of Directors of Del Monte Pacific Limited

(Signed)
Rolando C. Gapud
Executive Chairman

(Signed)
Joselito D. Campos, Jr.
Executive Director

10 March 2022

NOTES ON THE 3Q FY2022 DMPL RESULTS

- On 30 April 2020, the Group recognized the sale of a 12% stake in Del Monte Philippines, Inc. (DMPI) and started recognizing this as non-controlling interest (NCI) on 1 May 2020. On 16 December 2020, the Group recognized an additional sale of 1% stake in DMPI thereby increasing the NCI share to 13%. In addition, DMPL's effective stake in Del Monte Foods, Inc. (DMFI) increased to 93.6% starting 15 May 2020 and had henceforth recognized a 6.4% NCI. These two comprise the NCI line in the P&L. Net profit is net of NCI. Please refer also to the profit and loss summary of DMFI and DMPI on pages 19 to 20 (gross of NCI).
- FY means Fiscal Year for the purposes of this MD&A.
- The 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.

FINANCIAL HIGHLIGHTS – THIRD QUARTER AND NINE MONTHS ENDED 31 JANUARY 2022

	For the three months ended 31 January			For the nine months ended 31 January		
	Fiscal Year 2022	Fiscal Year 2021	% Change	Fiscal Year 2022	Fiscal Year 2021	% Change
<i>in US\$'000 unless otherwise stated*</i>						
Turnover	659,423	628,353	4.9	1,772,548	1,664,864	6.5
Gross profit	163,186	168,911	(3.4)	475,087	422,762	12.4
Gross margin (%)	24.7	26.9	(2.2)	26.8	25.4	1.4
EBITDA	90,997	99,023	(8.1)	273,340	235,826	15.9
Operating profit	70,060	74,299	(5.7)	210,066	162,677	29.1
Operating margin (%)	10.6	11.8	(1.2)	11.9	9.8	2.1
Net profit attributable to owners of the Company	25,934	30,158	(14.0)	80,057	48,761	64.2
Net margin (%)	3.9	4.8	(0.9)	4.5	2.9	1.6
EPS (US cents)	1.08	1.30	(16.9)	3.36	1.75	92.0
EPS before preference dividends (US cents)	1.33	1.55	(14.2)	4.12	2.51	64.1
Net debt	1,449,891	1,325,918	9.3	1,449,891	1,325,918	9.3
Gearing (%)**	211.0	218.8	(7.8)	211.0	218.8	(7.8)
Net debt to adjusted EBITDA***	4.2	4.5	(0.3)	4.2	4.5	(0.3)
Cash flow from operations	173,130	210,414	(17.7)	77,331	146,380	(47.2)
Capital expenditure	43,537	39,271	10.9	132,655	103,810	27.8
Inventory (days)	149	130	19	137	118	19
Receivables (days)	32	30	2	29	30	(1)
Account Payables (days)	42	42	-	40	43	(3)

*The Company's reporting currency is US dollars. For conversion to S\$, the following exchange rates can be used: 1.35 in January 2022 and 1.37 in January 2021. For conversion to PHP, these exchange rates can be used: 49.84 in January 2022 and 48.92 in January 2021.

**Gearing = Net Debt / Equity

***Adjusted EBITDA = Last twelve months without one-off items

REVIEW OF OPERATING PERFORMANCE

Third Quarter

The Group generated sales of US\$659.4 million for the third quarter of FY2022, higher by 4.9% versus the prior year quarter driven by higher sales in USA across almost all major categories, and higher exports of S&W branded premium fresh pineapples.

The Group's US subsidiary, Del Monte Foods, Inc. (DMFI) generated US\$468.4 million or 71.0% of Group sales. DMFI's sales increased by US\$28.4 million or 6.5% due to higher sales from branded retail primarily core canned vegetable and fruit which more than offset the planned reduction in private label sales. Sales from the foodservice channel grew significantly as the business continues to recover behind strong fruit sales in support of re-opening of schools and restaurants.

DMFI won the "Product of the Year" award for the fourth straight year. Product of the Year is the world's largest consumer-voted award. Winners were determined by the votes of 40,000 consumers in a national survey conducted by Kantar, a global leader in consumer research. DMFI won two awards for Del Monte Fruit Infusions in the fruit snack category and Joyba Bubble Tea in the coffee and tea category. These latest wins build on past recognition for Del Monte Deluxe Gold Pineapple and Del Monte Veggieful Pocket Pies (2021) Del Monte Veggie Bowls, Fruit Crunch Parfait and Pizzettas (2020), Fruit & Oats (2019), and Fruit Refreshers (2017).

New products launched in the past three years contributed 5.8% to DMFI's total sales in the third quarter.

DMFI generated a gross profit of US\$97.7 million, lower by 9.1% versus prior year quarter's US\$107.5 million. Gross margin decreased to 20.9% from 24.4% in the prior year quarter as higher manufacturing cost driven by commodity headwinds, weather-related events and freight headwinds particularly ocean freight on co-pack products more than offset benefit from increase in sales.

DMPL ex-DMFI generated sales of US\$202.5 million (inclusive of the US\$11.2 million sales by DMPL to DMFI which were netted out during consolidation) were higher than the US\$200.6 million sales in the prior year quarter. Higher sales were mainly driven by higher exports of S&W branded fresh pineapples to North Asia.

DMPL ex-DMFI delivered a higher gross margin of 32.5% from 31.6% in the same period last year driven by above factors, price increases taken across all product categories in line with inflation and efficiencies across supply chain.

In the Philippines, sales rose 4.2% in peso terms despite a higher base a year ago driven by the pandemic. Some growth was seen across almost all categories despite continued lockdown and lower foot traffic due to the pandemic. The beverage segment grew by 6.9% during the quarter, while innovations delivered a 36% growth. In addition, sales from the foodservice channel increased steadily by 11.4% as hotels and restaurant businesses recover from the pandemic-induced horeca closures, but yet to fully recover to pre-pandemic levels, down 10.3% versus two years ago. However, total sales declined marginally by 0.7% in US dollar terms to US\$117.3 million from US\$118.1 million in prior year quarter due to a weaker peso.

New products launched in the past three years contributed 4.7% to total Philippine market sales in the third quarter. These include pipelining of dairy products that we have launched with Vietnam Dairy Products JSC (Vinamilk) in September 2021.

Sales of S&W branded business increased by 11.2% mainly driven by higher sales of fresh pineapples in North Asia and Singapore. S&W pineapples sold in China benefitted from expanded distribution coverage in tier two and three cities by the Company's distributors.

DMPL's share in the FieldFresh joint venture in India was unfavorable at US\$0.5 million loss from a US\$0.1 million loss in the prior year period as growth in processed business was offset by the decline in fresh sales. Margins also continued to be under pressure due to inflationary trends.

DMFI delivered an EBITDA of US\$47.6 million and a net profit of US\$7.7 million, lower versus the EBITDA of US\$61.2 million and net profit of US\$15.8 million in the prior year quarter due to lower gross profit as explained above, partly offset by lower administrative expenses.

DMPL ex-DMFI generated an EBITDA of US\$43.8 million, higher by 10.0% and a net profit of US\$26.0 million, higher by 9.5% versus the US\$23.7 million in the same quarter last year driven by favorable operating results from international markets both from exports of S&W branded fresh pineapples, and processed pineapples and other products.

The Group generated an EBITDA of US\$91.0 million which was lower versus prior year's US\$99.0 million and a net profit of US\$25.9 million, 14.0% lower than prior year's net profit of US\$30.2 million driven by DMFI as discussed above.

In December 2021, DMPL successfully issued new 3-year unrated Senior Notes amounting to US\$90.0 million due 2024 with a 3.75% fixed coupon rate payable semi-annually. The proceeds from the bonds are intended to refinance certain indebtedness including redemption of the Company's preferred shares in April 2022. The transaction marks DMPL's inaugural issuance in the international debt capital markets, establishing a new source of funding.

The Group's net operating cash inflow in the third quarter was US\$173.1 million, lower than last year's net operating cash inflow of US\$210.4 million mainly from lower trade payables and higher inventory buildup during FY2022 pack to support growth and also due to increased costs from inflationary trends.

Nine Months

For the nine months of FY2022, the Group generated sales of US\$1.8 billion, up 6.5% versus prior year period. DMFI generated US\$1.2 billion or 70.2% of Group sales, higher by 7.7% driven by continued robust increases across all major segments led by core canned vegetable and fruit following improvement in supply and distribution gains. DMFI's branded retail and foodservice sales grew by a combined 10.9% which more than offset the decline in low-margin private label sales as planned.

In the second quarter, DMFI launched new items across center store categories including vegetables, tomato and broth. In addition, DMFI continued to expand distribution and build trial on items launched in the first quarter and prior year including Joyba Bubble Tea beverages, Del Monte frozen Veggieful Pocket Pies and frozen Veggieful Riced Vegetables, Del Monte refrigerated Fruit Infusions Snack Cups and Del Monte Deluxe Gold Pineapple.

New products contributed 5.3% to DMFI's total sales in the first nine months.

The strong sales performance resulted in DMFI generating a gross profit of US\$294.0 million, 14.6% higher than the US\$256.5 million in the prior year. Gross margin of 23.6% increased from 22.2%, mainly driven by better sales mix with higher branded sales and selective price increases to counter inflation partly offset by higher pack cost and transportation headwinds particularly in the third quarter.

Coming from a higher base a year ago due to COVID-19 restrictions and pantry loading that was experienced last year, sales from the Philippine market were slightly lower by 1.6% in US dollar terms but was in-line in peso terms versus the same period last year. Compared to the same period two years ago, sales in the Philippines increased by 11.6%, while retail sales improved by 17.3%. New products launched in the past three years contributed 6.0% to total Philippine market sales. The foodservice channel has begun its recovery from the pandemic-induced horeca closures, expanding by 32.2% versus last year, but yet to fully recover to pre-pandemic levels, down 22.5% versus two years ago.

DMPI's strategic joint venture with Vinamilk, a leading regional dairy company, launched new products following the announcement last August and generated incremental revenue. These include Del Monte-Vinamilk Fresh Milk, Del Monte-Vinamilk IQ Smart Flavored Milk, Del Monte-Vinamilk YoGurt Drink and Del Monte-Vinamilk Tea Bliss Milk Tea. The new products are co-branded, leveraging the trust in the Del Monte brand among Filipino consumers as well as DMPI's strength in marketing and distribution, combined with Vinamilk's expertise in dairy manufacturing and technology. The JV presents a growth opportunity as Del Monte expands into a new category with products consumed in Filipino households on a daily basis.

Exports of processed pineapples and S&W packaged products, rose 21.5% due to higher sales in the USA, North Asia, the Middle East and Europe. Sales of fresh pineapples likewise increased by 8.4% due to higher sales in China and South Korea.

DMPL ex-DMFI delivered higher gross margin of 31.8% from 31.2% in the same period last year mainly coming from higher prices in line with inflation partly offset by higher product costs and unfavorable sales mix particularly in the Philippines.

DMPL's share in the FieldFresh joint venture in India was unfavorable at US\$1.7 million loss from a US\$1.0 million loss in the prior year period as increase in sales from processed foods was offset by declines in fresh, as well as inflationary trends impacting margins.

DMFI delivered an EBITDA of US\$155.8 million, significantly up by 20.5% versus the US\$129.3 million in the prior year due to higher gross profit as explained above, as well as lower marketing spend and administrative expenses. DMFI generated a net profit of US\$35.2 million, higher versus the net profit of US\$10.5 million in the same period last year.

DMPI achieved sales of US\$559.2 million, up 6.7% versus the prior year period, and generated a net profit of US\$81.5 million, up 14.6%. DMPI had benefited from the reduced corporate tax rate of 25% with the passage of the Corporate Recovery and Tax Incentives for Enterprises Act (CREATE) in March 2021. More than half of DMPI's sales are in the Philippines, with the balance in the international market and others.

DMPL ex-DMFI generated an EBITDA of US\$120.4 million, higher by 11.4% and a net profit of US\$68.0 million, higher by 18.9% versus the US\$57.2 million last year driven by higher margins as discussed above.

The Group generated an EBITDA of US\$273.3 million, 15.9% higher versus prior year's US\$235.8 million, and a net profit of US\$80.1 million, 64.2% higher versus last year's US\$48.8 million, mainly driven by the strong performance of DMFI and the international markets.

DMFI achieved a credit rating upgrade to "B2" from "B3" from Moody's and an upgrade to Positive Outlook from S&P. This reflects DMFI's strengthening operating performance following prior year's recapitalization and major operational restructuring which has improved liquidity and debt leveraging. DMFI has syndicated a new US\$600m Term Loan which it intends to close on May 16 when its Senior Notes become callable. This new loan has a materially lower interest rate that will recover the one-time cost of redemption of the Senior Notes and result in net savings starting FY2024.

The Group improved its net debt/adjusted EBITDA to 4.2x from 4.5x last year and gearing to 2.1x from 2.2x despite increase in debt due to increased shareholder's equity attributed to earnings.

VARIANCE FROM PROSPECT STATEMENT

The Group incurred a net profit of US\$80.1 million for the nine months ended January 2022. The Group further expects to generate a net profit for the balance of the year and a net profit for the full year which is in line with earlier guidance.

BUSINESS OUTLOOK

In an environment with increased emphasis on health and wellness, the Del Monte Pacific Group is well-positioned to respond to consumer trends given its nutritious and long shelf-life products which enable consumers to prepare meals at home and build their immunity. This trend has been supported with campaigns highlighting the functional health benefits of its products. The Group's iconic brands, Del Monte, S&W, Contadina and College Inn, are trusted names with over a century-long heritage of quality.

True to its vision, "Nourishing Families. Enriching Lives. Every Day.", the Group will continue to improve and expand its offering of high quality products, while making these more readily available to consumers through traditional and digital channels including e-commerce, and through more convenient formats. Del Monte's strong brand equity and loyal following allows it to capitalize on growth opportunities in new, differentiated products in adjacent categories. It will also focus on business segments which are on trend, pursue innovation for more convenient, healthy and flavorful solutions. It will grow its branded business, while reducing non-strategic business segments. In the international market, it will continue to unlock market opportunities in China while further penetrating underserved markets. The Group aims to strengthen its market leadership domestically and internationally with these initiatives.

DMPL expects to offset the impact of higher costs. The Group is proactively addressing inflationary impact from commodity headwinds and increased transportation costs through revenue and cost drivers including driving efficiencies and productivity across operations. Barring unforeseen circumstances, the Group expects to generate a higher net profit in FY2022.

The Group will continue to optimize its production facilities while implementing strict safety measures and protecting its people against COVID-19.

REVIEW OF TURNOVER, GROSS PROFIT AND OPERATING PROFIT

AMERICAS

For the three months ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg
Packaged vegetable	176,468	178,643	(1.2)	55,170	64,243	(14.1)	28,327	35,900	(21.1)
Packaged fruit	191,963	167,149	14.8	30,343	28,965	4.8	4,031	7,982	(49.5)
Beverage	9,732	5,061	92.3	1,267	59	nm	200	(251)	179.7
Culinary	91,159	92,197	(1.1)	12,902	14,799	(12.8)	669	285	134.7
Others	1,951	214	811.7	(18)	(564)	96.8	700	(2,772)	125.3
Total	471,273	443,264	6.3	99,664	107,502	(7.3)	33,927	41,144	(17.5)

For the nine months ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg
Packaged vegetable	496,498	443,992	11.8	176,961	151,991	16.4	105,560	83,563	26.3
Packaged fruit	510,407	479,325	6.5	84,118	66,804	25.9	8,746	(6,538)	233.8
Beverage	26,166	13,562	92.9	3,909	625	525.4	652	(972)	167.1
Culinary	215,290	228,367	(5.7)	36,939	41,840	(11.7)	7,225	3,364	114.8
Others	4,544	1,375	230.5	(560)	(1,779)	68.5	(4,761)	(5,632)	15.5
Total	1,252,905	1,166,621	7.4	301,367	259,481	16.1	117,422	73,785	59.1

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 includes products under the Contadina, S&W, College Inn and other brands. This segment also includes sales of private label food products. Sales in the Americas are distributed across the United States, in all channels serving retail markets, as well as to the US military, certain export markets, the foodservice industry and other food processors.

Sales in the Americas increased by 6.3% to US\$471.3 million due to higher sales from branded retail primarily core canned vegetable and fruit which more than offset planned reduction in private label sales. Sales from the foodservice channel grew significantly as the business continues to recover behind strong fruit sales in support of re-opening of schools and restaurants.

Gross profit was lower by 7.3% this quarter as higher manufacturing cost driven by commodity headwinds, weather-related events and freight headwinds particularly ocean freight on co-pack products more than offset higher sales.

Americas reported an operating profit for the quarter of US\$33.9 million, 17.5% lower versus prior year quarter's US\$41.1 million mainly due to lower margins as discussed above.

ASIA PACIFIC

For the three months ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg
Packaged vegetable	325	725	(55.2)	62	159	(61.0)	54	127	(57.5)
Packaged fruit	43,259	44,201	(2.1)	15,443	15,676	(1.5)	11,140	11,805	(5.6)
Beverage	35,466	33,863	4.7	9,392	9,320	0.8	4,092	3,313	23.5
Culinary	48,935	50,332	(2.8)	18,530	20,378	(9.1)	13,461	14,429	(6.7)
Others	53,514	45,216	18.4	17,809	13,278	34.1	5,613	1,734	223.7
Total	181,499	174,337	4.1	61,236	58,811	4.1	34,360	31,408	9.4

For the nine months ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg
Packaged vegetable	1,256	1,641	(23.5)	258	314	(17.8)	216	258	(16.3)
Packaged fruit	116,174	103,364	12.4	39,929	33,548	19.0	28,730	23,442	22.6
Beverage	104,887	112,777	(7.0)	30,419	35,147	(13.5)	13,970	19,980	(30.1)
Culinary	122,482	129,341	(5.3)	48,331	53,910	(10.3)	33,697	38,978	(13.5)
Others	151,598	129,571	17.0	46,888	35,710	31.3	10,730	3,170	238.5
Total	496,397	476,694	4.1	165,825	158,629	4.5	87,343	85,828	1.8

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

Asia Pacific's sales in the third quarter increased by 4.1% to US\$181.5 million from US\$174.3 million driven by higher sales of fresh pineapples due to increase in volume in North Asia and Singapore, expanded distribution in China as well as price increases to counter inflation.

In the Philippines, sales rose 4.2% in peso terms despite a higher base a year ago driven by the pandemic. Some growth was seen across almost all categories despite continued lockdown and lower foot traffic due to the pandemic. The beverage segment grew 6.9% during the quarter, while innovations delivered a 36% growth. In addition, sales from the foodservice channel increased steadily by 11.4% as hotels and restaurant businesses recover from the pandemic-induced horeca closures, but yet to fully recover to pre-pandemic levels, down 10.3% versus two years ago. However, total sales declined marginally by 0.7% in US dollar terms due to a weaker peso.

EUROPE

For the three months ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg
Packaged fruit	5,071	6,497	(21.9)	1,984	1,865	6.4	1,621	1,310	23.7
Beverage	1,519	4,121	(63.1)	275	665	(58.6)	129	383	(66.3)
Culinary	61	134	(54.5)	27	68	(60.3)	23	54	(57.4)
Total	6,651	10,752	(38.1)	2,286	2,598	(12.0)	1,773	1,747	1.5

For the nine months ended 31 January

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg
Packaged fruit	15,770	15,127	4.3	5,925	3,600	64.6	4,005	2,448	63.6
Beverage	7,338	6,201	18.3	1,918	943	103.4	1,261	533	136.6
Culinary	138	221	(37.6)	52	109	(52.3)	35	83	(57.8)
Total	23,246	21,549	7.9	7,895	4,652	69.7	5,301	3,064	73.0

Included in this segment are sales of co-branded and unbranded products in Europe.

For the third quarter, Europe's sales decreased by 38.1% to US\$6.7 million from US\$10.8 million in prior year quarter attributed to timing of supply, which was evenly skewed as compared to last year. Operating income of US\$1.8 million slightly higher from prior year period's operating income of US\$1.7 million driven by pricing and lower costs.

Sales for the nine months of US\$23.2 million were higher by 7.9% driven by a more even supply of pineapple. Operating income of US\$5.3 million was higher by 73% driven by increased gross profit from better pricing in line with inflation and lower costs from agricultural and manufacturing efficiencies.

REVIEW OF COST OF GOODS SOLD AND OPERATING EXPENSES

% of Turnover	For the three months ended 31 January			For the nine months ended 31 January		
	FY2022	FY2021	Explanatory Notes	FY2022	FY2021	Explanatory Notes
Cost of Goods Sold	75.3	73.1	Higher manufacturing cost driven by higher cost of commodities, weather related events and freight headwinds.	73.2	74.6	Overall impact of increase in sales, than increase in cost resulting to lower turn-over rate.
Distribution and Selling Expenses	9.4	9.3	Higher ocean freight cost in DMFI	9.3	9.2	Same as 3Q
G&A Expenses	5.0	5.7	Lower administrative expenses in DMFI driven by lower computer costs and miscellaneous overhead.	5.6	6.4	Same as 3Q
Other Operating Expenses (Income)	(0.2)	0.0	Driven by clean up of long outstanding accounts in DMFI	0.1	0.0	Net miscellaneous expenses from DMFI driven by Hanford

REVIEW OF OTHER MATERIAL CHANGES TO INCOME STATEMENTS

In US\$'000	For the three months ended 31 January				For the nine months ended 31 January			
	FY2022	FY2021	%	Explanatory Notes	FY2022	FY2021	%	Explanatory Notes
Depreciation and amortization	(44,911)	(46,848)	4.1	Lower depreciation of PPE in the US	(145,506)	(128,984)	(12.8)	Higher depreciation of bearer plants from DMPI due to higher harvested tons
Reversal/ (Provision) of asset impairment	(29)	15	(293.3)	Reclassification of impairment reversal to depreciation reversal for DMPI's idle assets	(62)	46	(234.8)	Impairment losses in DMFI driven by Hanford
Reversal/ (Provision) for inventory obsolescence	270	(268)	200.7	Driven by reversal of obsolescence on DMPI's finished goods	325	(295)	210.2	Same as 3Q
Reversal/ (Provision) for doubtful debts	(106)	(141)	24.8	Additional bad debt provision for trade receivables of DMPI	(80)	(28)	(185.7)	Same as 3Q
Net gain/(loss) on disposal of fixed assets	(78)	6	(1,400.0)	Loss from disposal of assets in the US	16	2,783	(99.4)	Driven by gain on disposal of pea harvester by DMFI
Foreign exchange gain/(loss)- net	(56)	530	(110.6)	Driven by depreciation of Philippine and Mexican peso	843	3,682	(77.1)	Same as 3Q
Interest income	228	(85)	368.2	Driven by DMPI from interest income on receivable from sale and leaseback of land	596	205	190.7	Same as 3Q
Interest expense	(27,613)	(27,168)	(1.6)	Driven by incremental interest expense on DMPL Bonds issued last December 2021	(81,118)	(83,042)	2.3	Lower IFRS 16 interest in DMFI and lower market interest rates in the Philippines
Share in net loss of JV	(1,617)	(92)	(1,657.6)	Advertising expenses for the new venture, Del Monte-Vinamilk, as well as higher losses in FieldFresh driven by higher operating expenses	(3,167)	(999)	(217.0)	Same as 3Q
Taxation benefit (expense)	(10,531)	(12,079)	12.8	Mainly driven by lower taxable income of DMFI	(33,992)	(23,833)	(42.6)	Higher taxes as a result of higher income from DMFI compared to last year

REVIEW OF GROUP ASSETS AND LIABILITIES

Balance Sheet	31 Jan 2022 (Unaudited)	31 Jan 2021 (Unaudited)	30 April 2021 (Audited)	% Variance vs April FY21	Explanatory Notes
In US\$'000					
ASSETS					
Property, plant and equipment - net	547,688	535,823	544,776	0.5	Increase mainly due to additions to bearer plants in the Philippines
Right-of-use (ROU) assets	110,787	144,271	135,208	(18.1)	Mainly due to amortization during nine months period
Investment in joint ventures	20,364	25,158	22,530	(9.6)	Decrease driven by joint venture losses
Intangible assets and goodwill	689,709	696,359	694,697	(0.7)	nm
Other noncurrent assets	31,741	20,899	25,325	25.3	Driven by DMPI from higher advance rentals and deposits to growers and landowners; as well as downpayments for capital expenditures
Deferred tax assets - net	117,659	139,961	130,538	(9.9)	Reduction on tax loss carryforward for DMFI as it continues to generate net profit
Pension assets	6,078	5,144	7,889	(23.0)	Accruals of retirements and fringe benefits in DMPI
Biological assets	48,431	53,214	47,568	1.8	nm
Inventories	754,728	606,382	557,602	35.4	Due to inventory build up attributed to seasonality of sales
Trade and other receivables	234,988	214,440	185,049	27.0	Timing of collection of sales
Prepaid expenses and other current assets	41,022	46,710	37,286	10.0	Mainly driven by higher downpayments to suppliers during peak season
Cash and cash equivalents	33,338	33,274	29,435	13.3	Driven by loan drawdowns of DMFI for peak season
EQUITY					
Share capital	49,449	49,449	49,449	nm	nm
Share premium	478,339	478,339	478,339	nm	nm
Retained earnings	130,221	76,178	83,349	56.2	Net profit partially offset by dividends declared
Reserves	(39,330)	(60,473)	(29,953)	(31.3)	Driven by translation adjustment
Non-controlling interest	68,436	62,498	61,312	11.6	Share in net profit partially offset by dividends received
LIABILITIES					
Loans and borrowings	1,483,229	1,359,192	1,285,743	15.4	Driven by loan drawdowns of DMFI for working capital requirements
Lease liabilities	106,363	139,159	128,803	(17.4)	Driven by lease payments
Other noncurrent liabilities	15,661	22,821	18,697	(16.2)	Decrease in liability related to DMFI's worker's compensation due to settlement and accrual reversal
Employee benefits	65,814	106,853	70,141	(6.2)	Driven by DMFI due to payout of benefits
Environmental remediation liabilities	203	9,092	7,429	(97.3)	Settlement related to closed Mendota plant
Deferred tax liabilities - net	10,554	12,278	6,599	59.9	Driven by increase in deferred taxes related to final tax on intercompany dividends
Trade and other current liabilities	263,147	261,669	254,729	3.3	nm
Current tax liabilities	4,447	4,580	3,266	36.2	Timing of tax payment for DMPI

SHARE CAPITAL

Total shares outstanding were 1,973,960,024 (common shares 1,943,960,024 and preference shares 30,000,000) as of 31 January 2022 and 2021. Share capital was US\$49.5 million as of 31 January 2022 and 2021. Market price options and share awards were granted pursuant to the Company's Executive Stock Option Plan and Restricted Share Plan as set out in the table below.

Date of Grant	Options	Share Awards	Recipient(s)
7 March 2008	1,550,000	1,725,000	Key Executives
20 May 2008	–	1,611,000	CEO
12 May 2009	–	3,749,000	Key Executives
29 April 2011	–	2,643,000	CEO
21 November 2011	–	67,700	Non-Executive Director
30 April 2013	150,000	486,880	Key Executives
22 August 2013	–	688,000	Executive/Non-Executive Directors
1 July 2015	75,765	57,918	Executive/Non-Executive Directors

The number of shares outstanding included 975,802 shares held by the Company as treasury shares as at 31 January 2022 and 2021. There was no sale, disposal and cancellation of treasury shares during the quarter and as at 31 January 2022.

In April 2019, the Company converted its advances to wholly owned subsidiaries, Del Monte Pacific Resources Limited (DMPRL) and DMPL India, Pte. Ltd. (DMPLI) in the amounts of US\$167.6 million and US\$70.1 million, respectively, into additional paid in capital. The conversion was approved by the Board of directors on 30 April 2019.

In April 2017, the Company successfully completed the offering and listing of 20 million Series A-1 Preference Shares at an offer price of US\$10 per share in the Philippines generating US\$200 million in proceeds. In December 2017, the Company raised and listed another US\$100 million of Preference Shares (10 million Series A-2 shares).

The Company used the net proceeds to substantially refinance the US\$350 million BDO Unibank, Inc. loan that was due in February 2019.

BORROWINGS AND NET DEBT

<i>Liquidity in US\$'000</i>	31 Jan 2022 (Unaudited)	31 Jan 2021 (Unaudited)	30 April 2021 (Audited)
Gross borrowings	(1,483,229)	(1,359,192)	(1,285,743)
Current	(460,492)	(455,463)	(332,453)
Secured	(286,827)	(170,204)	(76,328)
Unsecured	(173,665)	(285,259)	(256,125)
Non-current	(1,022,737)	(903,729)	(953,290)
Secured	(659,835)	(664,779)	(662,276)
Unsecured	(362,902)	(238,950)	(291,014)
Less: Cash and bank balances	33,338	33,274	29,435
Net debt	(1,449,891)	(1,325,918)	(1,256,308)

The Group's net debt (borrowings less cash and bank balances) amounted to US\$1.4 billion as at 31 January 2022, higher than the US\$1.3 billion as at 30 April 2021 due to increase in DMFI's ABL (working capital) loans.

DIVIDENDS

No dividends were declared for this quarter and the prior year quarter. The Group does not declare dividends based on first quarter, third quarter or nine months results. The last dividend declaration was in October 2021 for preferred shareholders, and paid on 7 October 2021.

INTERESTED PERSON TRANSACTIONS

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

In US\$'000		Aggregate value of all IPTs (excluding transactions less than S\$100,000 and transactions conducted under shareholders'		Aggregate value of all IPTs conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than	
For the nine months ended 31 January	Nature of Relationship	FY2022	FY2021	FY2022	FY2021
NutriAsia, Inc	Affiliate of the Company	-	-	201	970
NutriAsia Pacific Limited	Affiliate of the Company	-	-	830	-
DMPI Retirement Fund	Retirement Fund of Subsidiary's Employees	-	-	1,362	1,313
NutriAsia, Inc Retirement Fund	Retirement Fund of Affiliate's Employees	-	-	477	509
Aggregate Value		-	-	2,870	2,792

DEL MONTE PACIFIC LIMITED UNAUDITED CONSOLIDATED INCOME STATEMENT

Amounts in US\$'000	For the three months ended			For the nine months ended		
	31 January			31 January		
	FY2022 (Unaudited)	FY2021 (Unaudited)	%	FY2022 (Unaudited)	FY2021 (Unaudited)	%
Turnover	659,423	628,353	4.9	1,772,548	1,664,864	6.5
Cost of sales	<u>(496,237)</u>	<u>(459,442)</u>	(8.0)	<u>(1,297,461)</u>	<u>(1,242,102)</u>	(4.5)
Gross profit	163,186	168,911	(3.4)	475,087	422,762	12.4
Distribution and selling expenses	<u>(61,734)</u>	<u>(58,213)</u>	(6.0)	<u>(164,630)</u>	<u>(153,302)</u>	(7.4)
General and administration expenses	<u>(32,792)</u>	<u>(36,090)</u>	9.1	<u>(98,854)</u>	<u>(107,138)</u>	7.7
Other operating income/(loss)	<u>1,400</u>	<u>(309)</u>	553.1	<u>(1,537)</u>	<u>355</u>	(533.0)
Profit from operations	70,060	74,299	(5.7)	210,066	162,677	29.1
Financial income*	<u>761</u>	<u>493</u>	54.4	<u>2,404</u>	<u>4,049</u>	(40.6)
Financial expense*	<u>(28,202)</u>	<u>(27,216)</u>	(3.6)	<u>(82,083)</u>	<u>(83,204)</u>	1.3
Share in net loss of joint venture	<u>(1,617)</u>	<u>(92)</u>	(1,657.6)	<u>(3,167)</u>	<u>(999)</u>	(217.0)
Profit before taxation	41,002	47,484	(13.7)	127,220	82,523	54.2
Taxation	<u>(10,531)</u>	<u>(12,079)</u>	12.8	<u>(33,992)</u>	<u>(23,833)</u>	(42.6)
Profit after taxation	30,471	35,405	(13.9)	93,228	58,690	58.8
Profit attributable to:						
Owners of the Company	<u>25,934</u>	<u>30,158</u>	(14.0)	<u>80,057</u>	<u>48,761</u>	64.2
Non-controlling interest	<u>4,537</u>	<u>5,247</u>	(13.5)	<u>13,171</u>	<u>9,929</u>	32.7
Profit for the period	30,471	35,405	(13.9)	93,228	58,690	58.8
Notes:						
Depreciation and amortization	<u>(44,911)</u>	<u>(46,848)</u>	4.1	<u>(145,506)</u>	<u>(128,984)</u>	(12.8)
Reversal of (provision for) asset impairment	<u>(29)</u>	<u>15</u>	(293.3)	<u>(62)</u>	<u>46</u>	(234.8)
Reversal of (provision for) inventory obsolescence	<u>270</u>	<u>(268)</u>	200.7	<u>325</u>	<u>(295)</u>	210.2
Provision for doubtful debts	<u>(106)</u>	<u>(141)</u>	24.8	<u>(80)</u>	<u>(28)</u>	(185.7)
Gain (loss) on disposal of fixed assets	<u>(78)</u>	<u>6</u>	(1,400.0)	<u>16</u>	<u>2,783</u>	(99.4)
*Financial income comprise:						
Interest income	<u>228</u>	<u>(85)</u>	368.2	<u>596</u>	<u>205</u>	190.7
Foreign exchange gain	<u>533</u>	<u>578</u>	(7.8)	<u>1,808</u>	<u>3,844</u>	(53.0)
	<u>761</u>	<u>493</u>	54.4	<u>2,404</u>	<u>4,049</u>	(40.6)
*Financial expense comprise:						
Interest expense	<u>(27,613)</u>	<u>(27,168)</u>	(1.6)	<u>(81,118)</u>	<u>(83,042)</u>	2.3
Foreign exchange loss	<u>(589)</u>	<u>(48)</u>	(1,127.1)	<u>(965)</u>	<u>(162)</u>	(495.7)
	<u>(28,202)</u>	<u>(27,216)</u>	(3.6)	<u>(82,083)</u>	<u>(83,204)</u>	1.3

nm – not meaningful

Earnings per ordinary share in US cents	For the three months ended		For the nine months ended	
	31 January		31 January	
	FY2022	FY2021	FY2022	FY2021
Earnings per ordinary share based on net profit attributable to shareholders:				
(i) Based on weighted average no. of ordinary shares	1.08	1.30	3.36	1.75
(ii) On a fully diluted basis	1.08	1.30	3.36	1.75

**Includes US\$2,492m for DMFI, US\$10,838m for DMPI and (US\$88m) for FieldFresh in the nine months ended 31 January of FY2022 and US\$716m for DMFI, US\$9,261m for DMPI and (US\$49m) for FieldFresh in the nine months ended 31 January of FY2021. Includes US\$1,082m for DMFI, US\$4,035m for DMPI and (US\$27m) for FieldFresh in third quarter ended 31 January of FY2022 and US\$1,082m for DMFI, US\$4,169m for DMPI and (US\$5m) for FieldFresh in the third quarter ended 31 January of FY2021.

DEL MONTE PACIFIC LIMITED
UNAUDITED STATEMENT OF COMPREHENSIVE INCOME

<i>Amounts in US\$'000</i>	For the three months ended			For the nine months ended		
	31 January			31 January		
	FY2022 (Unaudited)	FY2021 (Unaudited)	%	FY2022 (Unaudited)	FY2021 (Unaudited)	%
Profit for the period	30,471	35,405	(13.9)	93,228	58,690	58.8
Other comprehensive income (after reclassification adjustment):						
<i>Items that will or may be reclassified subsequently to profit or loss</i>						
Exchange differences on translating of foreign operations	(2,202)	1,147	(292.0)	(10,364)	7,524	(237.7)
Effective portion of changes in fair value of cash flow hedges	(584)	1,699	(134.4)	(524)	4,222	(112.4)
Income tax expense on cash flow hedge	143	(416)	134.4	128	(1,034)	112.4
	<u>(2,643)</u>	2,430	(208.8)	<u>(10,760)</u>	10,712	(200.4)
<i>Items that will not be classified to profit or loss</i>						
Remeasurement of retirement benefit	6	3,197	(99.8)	30	10,543	(99.7)
Income tax expense on retirement benefit	-	(784)	100.0	(3)	(2,578)	99.9
	<u>6</u>	2,413	(99.8)	<u>27</u>	7,965	(99.7)
Other comprehensive income/(loss) for the period	<u>(2,637)</u>	4,843	(154.4)	<u>(10,733)</u>	18,677	(157.5)
Total comprehensive income for the period	<u>27,834</u>	40,248	(30.8)	<u>82,495</u>	77,367	6.6
Attributable to:						
Owners of the Company	23,608	34,760	(32.1)	70,680	65,762	7.5
Non-controlling interests	4,226	5,488	(23.0)	11,815	11,605	1.8
Total comprehensive income for the period	<u>27,834</u>	40,248	(30.8)	<u>82,495</u>	77,367	6.6

Please refer to page 3 for the Notes

DEL MONTE PACIFIC LIMITED
UNAUDITED STATEMENT OF FINANCIAL POSITION

<i>Amounts in US\$'000</i>	Group			Company		
	31 Jan 2022 (Unaudited)	31 Jan 2021 (Unaudited)	30 April 2021 (Audited)	31 Jan 2022 (Unaudited)	31 Jan 2021 (Unaudited)	30 April 2021 (Audited)
Non-Current Assets						
Property, plant and equipment - net	547,688	535,823	544,776	-	-	-
Right-of-use (ROU) assets	110,787	144,271	135,208	12	50	25
Investment in subsidiaries	-	-	-	962,779	884,529	901,015
Investment in joint ventures	20,364	25,158	22,530	2,344	3,302	2,789
Intangible assets and goodwill	689,709	696,359	694,697	-	-	-
Other noncurrent assets	31,741	20,899	25,325	-	-	-
Deferred tax assets - net	117,659	139,961	130,538	107	41	90
Pension assets	6,078	5,144	7,889	-	-	-
Biological assets	2,738	2,577	2,655	-	-	-
	1,526,764	1,570,192	1,563,618	965,242	887,922	903,919
Current Assets						
Inventories	754,728	606,382	557,602	-	-	-
Biological assets	45,693	50,637	44,913	-	-	-
Trade and other receivables	234,988	214,440	185,049	120,690	84,514	82,282
Prepaid expenses and other current assets	41,022	46,710	37,286	933	150	998
Cash and cash equivalents	33,338	33,274	29,435	1,396	1,895	2,104
	1,109,769	951,443	854,285	123,019	86,559	85,384
Noncurrent assets held for sale	-	-	-	-	-	-
	1,109,769	951,443	854,285	123,019	86,559	85,384
Total Assets	2,636,533	2,521,635	2,417,903	1,088,261	974,481	989,303
Equity attributable to equity holders of the Company						
Share capital	49,449	49,449	49,449	49,449	49,449	49,449
Share premium	478,339	478,339	478,339	478,478	478,478	478,478
Retained earnings	130,221	76,178	83,349	130,221	76,178	83,349
Reserves	(39,330)	(60,473)	(29,953)	(39,330)	(60,473)	(29,953)
Equity attributable to owners of the Company	618,679	543,493	581,184	618,818	543,632	581,323
Non-controlling interest	68,436	62,498	61,312	-	-	-
Total Equity	687,115	605,991	642,496	618,818	543,632	581,323
Non-Current Liabilities						
Loans and borrowings	1,022,737	903,729	953,290	367,947	323,508	293,561
Lease liabilities	81,608	115,831	103,690	-	-	-
Other noncurrent liabilities	15,661	22,821	18,697	-	-	-
Employee benefits	32,104	74,182	31,866	450	270	376
Environmental remediation liabilities	203	9,092	7,429	-	-	-
Deferred tax liabilities - net	10,554	12,278	6,599	-	-	-
	1,162,867	1,137,933	1,121,571	368,397	323,778	293,937
Current Liabilities						
Trade and other current liabilities	263,147	261,669	254,729	34,441	67,430	44,233
Loans and borrowings	460,492	455,463	332,453	66,605	39,641	69,810
Lease liabilities	24,755	23,328	25,113	-	-	-
Current tax liabilities	4,447	4,580	3,266	-	-	-
Employee benefits	33,710	32,671	38,275	-	-	-
	786,551	777,711	653,836	101,046	107,071	114,043
Total Liabilities	1,949,418	1,915,644	1,775,407	469,443	430,849	407,980
Total Equity and Liabilities	2,636,533	2,521,635	2,417,903	1,088,261	974,481	989,303
NAV per ordinary share (US cents)	16.39	12.53	14.46	16.40	12.53	14.47
NTAV per ordinary share (US cents)	(19.09)	(23.30)	(21.27)	16.40	12.53	14.47

DEL MONTE PACIFIC LIMITED
UNAUDITED STATEMENTS OF CHANGES IN EQUITY

<i>Amounts in US\$'000</i>	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasurement of retirement plan	Hedging Reserve	Share Option reserve	Reserve for own shares	Retained earnings	Totals	Non-controlling interest	Total equity
Group												
Fiscal Year 2022												
At 1 May 2021	49,449	478,339	(81,971)	14,278	35,049	1,224	1,753	(286)	83,349	581,184	61,312	642,496
Total comprehensive income for the period												
Profits for the period	-	-	-	-	-	-	-	-	80,057	80,057	13,171	93,228
Other comprehensive income												
Currency translation differences recognized directly in equity	-	-	(9,031)	-	-	-	-	-	-	(9,031)	(1,333)	(10,364)
Remeasurement of retirement plan, net of tax	-	-	-	-	25	-	-	-	-	25	2	27
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	(371)	-	-	-	(371)	(25)	(396)
Total other comprehensive income/(loss)	-	-	(9,031)	-	25	(371)	-	-	-	(9,377)	(1,356)	(10,733)
Total comprehensive (loss)/income for the period	-	-	(9,031)	-	25	(371)	-	-	80,057	70,680	11,815	82,495
Transactions with owners recorded directly in equity												
Contributions by and distributions to owners												
Payment of Dividends	-	-	-	-	-	-	-	-	(33,185)	(33,185)	(4,691)	(37,876)
Total contributions by and distributions to owners	-	-	-	-	-	-	-	-	(33,185)	(33,185)	(4,691)	(37,876)
At 31 January 2022	49,449	478,339	(91,002)	14,278	35,074	853	1,753	(286)	130,221	618,679	68,436	687,115

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

<i>Amounts in US\$'000</i>	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasurement of retirement plan	Hedging Reserve	Share Option reserve	Reserve for own shares	Retained earnings	Totals	Non-controlling interest	Total equity
Group												
Fiscal Year 2021												
At 1 May 2020	49,449	478,339	(87,997)	13,731	(2,873)	(1,802)	1,753	(286)	60,763	511,077	54,820	565,897
Total comprehensive income for the period												
Profits for the period	-	-	-	-	-	-	-	-	48,761	48,761	9,929	58,690
Other comprehensive income												
Currency translation differences recognized directly in equity	-	-	6,564	-	-	-	-	-	-	6,564	960	7,524
Remeasurement of retirement plan, net of tax	-	-	-	-	7,455	-	-	-	-	7,455	510	7,965
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	2,982	-	-	-	2,982	206	3,188
Total other comprehensive income/(loss)	-	-	6,564	-	7,455	2,982	-	-	-	17,001	1,676	18,677
Total comprehensive (loss)/income for the period	-	-	6,564	-	7,455	2,982	-	-	48,761	65,762	11,605	77,367
Transactions with owners recorded directly in equity												
Contributions by and distributions to owners												
Sale of shares of subsidiary	-	-	-	-	-	-	-	-	6,584	6,584	2,201	8,785
Payment of Dividends	-	-	-	-	-	-	-	-	(39,930)	(39,930)	(6,128)	(46,058)
Total contributions by and distributions to owners	-	-	-	-	-	-	-	-	(33,346)	(33,346)	(3,927)	(37,273)
At 31 January 2021	49,449	478,339	(81,433)	13,731	4,582	1,180	1,753	(286)	76,178	543,493	62,498	605,991

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

<i>Amounts in US\$'000</i>	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasure- ment of retirement plan	Hedging Reserve	Share Option reserve	Reserve for own shares	Retained earnings	Total equity
Company										
Fiscal Year 2022										
At 1 May 2021	49,449	478,478	(81,971)	14,278	35,049	1,224	1,753	(286)	83,349	581,323
Total comprehensive income for the period										
Profits for the period	-	-	-	-	-	-	-	-	80,057	80,057
Other comprehensive income										
Currency translation differences recognized directly in equity	-	-	(9,031)	-	-	-	-	-	-	(9,031)
Remeasurement of retirement plan, net of tax	-	-	-	-	25	-	-	-	-	25
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	(371)	-	-	-	(371)
Total other comprehensive income/(loss)	-	-	(9,031)	-	25	(371)	-	-	-	(9,377)
Total comprehensive (loss)/income for the period	-	-	(9,031)	-	25	(371)	-	-	80,057	70,680
Transactions with owners recorded directly in equity										
Contributions by and distributions to owners										
Payment of Dividends	-	-	-	-	-	-	-	-	(33,185)	(33,185)
Total contributions by and distributions to owners	-	-	-	-	-	-	-	-	(33,185)	(33,185)
At 31 January 2022	49,449	478,478	(91,002)	14,278	35,074	853	1,753	(286)	130,221	618,818

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

<i>Amounts in US\$'000</i>	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasurement of retirement plan	Hedging Reserve	Share Option reserve	Reserve for own shares	Retained earnings	Total equity
Company										
Fiscal Year 2021										
At 1 May 2020	49,449	478,478	(87,997)	13,731	(2,873)	(1,802)	1,753	(286)	60,763	511,216
Total comprehensive income for the period										
Profits for the period	-	-	-	-	-	-	-	-	48,761	48,761
Other comprehensive income										
Currency translation differences recognized directly in equity	-	-	6,564	-	-	-	-	-	-	6,564
Remeasurement of retirement plan, net of tax	-	-	-	-	7,455	-	-	-	-	7,455
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	2,982	-	-	-	2,982
Total other comprehensive income/(loss)	-	-	6,564	-	7,455	2,982	-	-	-	17,001
Total comprehensive (loss)/income for the period	-	-	6,564	-	7,455	2,982	-	-	48,761	65,762
Transactions with owners recorded directly in equity										
Contributions by and distributions to owners										
Sale of shares of subsidiary	-	-	-	-	-	-	-	-	6,584	6,584
Total contributions by and distributions to owners	-	-	-	-	-	-	-	-	(33,346)	(33,346)
At 31 January 2021	49,449	478,478	(81,433)	13,731	4,582	1,180	1,753	(286)	76,178	543,632

DEL MONTE PACIFIC LIMITED
UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS

<i>Amounts in US\$'000</i>	For the three months ended		For the nine months ended	
	31 January		31 January	
	FY2022	FY2021	FY2022	FY2021
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Cash flows from operating activities				
Profit for the period	30,471	35,405	93,228	58,690
Adjustments for:				
Depreciation of property, plant and equipment	32,957	35,614	110,318	95,414
Amortization of right-of-use assets	10,291	9,571	30,200	28,582
Amortization of intangible assets	1,663	1,663	4,988	4,988
Impairment loss on property, plant and equipment	29	(15)	62	(46)
Gain/(loss) on disposal of property, plant and equipment	78	(6)	(16)	(2,783)
Share in net loss of joint venture	1,617	92	3,167	999
Finance income	(761)	(493)	(2,404)	(4,049)
Finance expense	28,202	27,216	82,083	83,204
Tax expense - current	6,370	5,036	16,941	22,684
Tax expense (deferred)	4,161	7,043	17,051	1,149
Net loss (gain) on derivative financial instrument	(19)	39	(343)	50
Operating profit before working capital changes	115,059	121,165	355,275	288,882
Changes in:				
Other assets	(4,876)	(4,263)	(11,185)	5,399
Inventories	128,845	108,529	(200,993)	(123,318)
Biological assets	(2,170)	4,687	(3,634)	13,180
Trade and other receivables	34,171	47,389	(56,864)	(4,509)
Prepaid and other current assets	8,949	(6,354)	1,573	(4,991)
Trade and other payables	(106,400)	(60,865)	7,306	(25,001)
Employee Benefit	2,934	5,970	(2,619)	18,116
Operating cash flow	176,512	216,258	88,859	167,758
Income taxes paid	(3,382)	(5,844)	(11,528)	(21,378)
Net cash flows used in operating activities	173,130	210,414	77,331	146,380
Cash flows from investing activities				
Interest received	366	60	900	267
Proceeds from disposal of property, plant and equipment	126	4,329	337	6,758
Purchase of property, plant and equipment	(43,537)	(39,271)	(132,655)	(103,810)
Proceeds from additional sale of shares of subsidiary	-	8,967	-	8,967
Collection of receivables from prior year sale of shares of subsidiary and settlement of transaction costs	-	-	-	106,520
Advances to joint venture	-	(350)	-	(840)
Additional investment in joint venture	(812)	-	(1,001)	-
Net cash flows provided by (used in) investing activities	(43,857)	(26,265)	(132,419)	17,862
Cash flows from financing activities				
Interest paid	(38,397)	(35,308)	(81,637)	(58,484)
Proceeds of borrowings	688,038	621,990	2,247,585	3,642,924
Repayment of borrowings	(771,752)	(763,069)	(2,035,967)	(3,655,917)
Payments of lease liability	(5,686)	(10,137)	(26,389)	(30,383)
Dividends paid	(1,083)	-	(37,876)	(46,058)
Payments of debt related costs	(1,834)	(198)	(1,834)	(18,985)
Net cash flows provided by (used in) financing activities	(130,714)	(186,722)	63,882	(166,903)
Net increase (decrease) in cash and cash equivalents	(1,441)	(2,573)	8,794	(2,661)
Cash and cash equivalents, beginning	37,248	32,825	29,435	33,465
Effect of exchange rate fluctuations on cash held in foreign currency	(2,469)	3,022	(4,891)	2,470
Cash and cash equivalents at end of period	33,338	33,274	33,338	33,274

PROFIT AND LOSS SUMMARY OF MAJOR SUBSIDIARIES

DEL MONTE FOODS HOLDINGS LIMITED AND SUBSIDIARIES UNAUDITED CONSOLIDATED INCOME STATEMENT

<i>Amounts in US\$'000</i>	For the three months ended 31 January			For the nine months ended 31 January		
	FY2022 (Unaudited)	FY2021 (Unaudited)	%	FY2022 (Unaudited)	FY2021 (Unaudited)	%
Turnover	468,356	439,960	6.5	1,243,933	1,154,851	7.7
Cost of sales	(370,664)	(332,503)	(11.5)	(949,898)	(898,320)	(5.7)
Gross profit	97,692	107,457	(9.1)	294,035	256,531	14.6
Distribution and selling expenses	(42,965)	(38,653)	(11.2)	(109,424)	(102,590)	(6.7)
General and administration expenses	(23,307)	(26,254)	11.2	(70,383)	(80,198)	12.2
Other operating income/(loss)	1,153	(610)	289.0	(1,636)	(737)	(122.0)
Profit from operations	32,573	41,940	(22.3)	112,592	73,006	54.2
Interest income	10	(164)	106.1	30	(90)	133.3
Interest expense	(21,016)	(20,948)	(0.3)	(61,570)	(63,092)	2.4
Forex exchange gain (loss)	(587)	724	(181.1)	(928)	2,649	(135.0)
Profit before taxation	10,980	21,552	(49.1)	50,124	12,473	301.9
Taxation	(2,734)	(4,715)	42.0	(12,481)	(1,247)	(900.9)
Profit after taxation	8,246	16,837	(51.0)	37,643	11,226	235.3

DEL MONTE PHILIPPINES, INC. AND SUBSIDIARIES
UNAUDITED CONSOLIDATED INCOME STATEMENT

	For the three months ended 31 January					
	FY2022	FY2021	%	FY2022	FY2021	%
	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	
	<i>In PHP'000</i>			<i>In US\$'000</i>		
Turnover	9,998,608	9,483,181	5.4	197,127	196,928	0.1
Cost of sales	(6,825,931)	(6,536,454)	(4.4)	(134,536)	(135,748)	0.9
Gross profit	3,172,677	2,946,727	7.7	62,591	61,180	2.3
Distribution and selling expenses	(916,512)	(897,091)	(2.2)	(18,060)	(18,624)	3.0
General and administration expenses	(273,220)	(242,189)	(12.8)	(5,385)	(5,041)	(6.8)
Other operating loss	(43,470)	(34,490)	(26.0)	(859)	(718)	(19.6)
Profit from operations	1,939,475	1,772,957	9.4	38,287	36,797	4.0
Interest income	18,933	3,379	460.3	375	71	428.2
Interest expense	(165,665)	(151,629)	(9.3)	(3,256)	(3,165)	(2.9)
Forex exchange gain (loss)	24,857	(9,551)	360.3	488	(183)	366.7
Share in net loss of joint venture	(45,855)	-	nm	(920)	-	nm
Profit before taxation	1,771,745	1,615,156	9.7	34,974	33,520	4.3
Taxation	(253,299)	(224,372)	(12.9)	(5,004)	(4,692)	(6.6)
Profit after taxation	1,518,446	1,390,784	9.2	29,970	28,828	4.0

	For the nine months ended 31 January					
	FY2022	FY2021	%	FY2022	FY2021	%
	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	
	<i>In PHP'000</i>			<i>In US\$'000</i>		
Turnover	27,872,281	25,641,999	8.7	559,235	524,162	6.7
Cost of sales	(19,234,360)	(17,732,255)	(8.5)	(385,922)	(362,475)	(6.5)
Gross profit	8,637,921	7,909,744	9.2	173,313	161,687	7.2
Distribution and selling expenses	(2,604,446)	(2,398,253)	(8.6)	(52,256)	(49,024)	(6.6)
General and administration expenses	(770,430)	(716,063)	(7.6)	(15,458)	(14,637)	(5.6)
Other operating loss	(111,041)	(104,077)	(6.7)	(2,228)	(2,127)	(4.7)
Profit from operations	5,152,004	4,691,351	9.8	103,371	95,899	7.8
Interest income	45,608	12,699	259.1	915	260	251.9
Interest expense	(511,829)	(496,401)	(3.1)	(10,269)	(10,147)	(1.2)
Forex exchange gain	79,532	54,709	45.4	1,596	1,118	42.8
Share in net loss of joint venture	(45,855)	-	nm	(920)	-	nm
Profit before taxation	4,719,460	4,262,358	10.7	94,693	87,130	8.7
Taxation	(656,272)	(781,372)	16.0	(13,168)	(15,972)	17.6
Profit after taxation	4,063,188	3,480,986	16.7	81,525	71,158	14.6

**DEL MONTE PHILIPPINES, INC. AND SUBSIDIARIES
OPERATING SEGMENT BY PRODUCT**

	For the three months ended 31 January						For the nine months ended 31 January					
	FY22	FY21	% Chg	FY22	FY21	% Chg	FY22	FY21	% Chg	FY22	FY21	% Chg
	(In PHP'000)			(In US\$'000)			(In PHP'000)			(In US\$'000)		
Revenues												
Convenience Cooking and Desert	4,201,875	4,131,810	1.7	83,106	85,608	(2.9)	10,356,818	10,159,608	1.9	207,801	207,678	0.1
Healthy Beverages and Snacks	1,735,644	1,558,508	11.4	34,174	32,557	5.0	5,069,482	5,231,323	(3.1)	101,715	106,936	(4.9)
Premium Fresh Fruit	1,661,026	1,358,981	22.2	32,968	28,260	16.7	4,599,696	4,176,163	10.1	92,503	85,311	8.4
Packaged fruit and Beverages - Export	1,497,773	1,660,423	(9.8)	29,306	34,414	(14.8)	5,320,701	4,140,850	28.5	106,756	84,645	26.1
Others	27,522	41,640	(33.9)	331	917	(63.9)	64,437	90,964	(29.2)	1,079	1,916	(43.7)
Changes in fair value – PAS 41	874,768	731,819	19.5	17,242	15,172	13.6	2,461,147	1,843,091	33.5	49,381	37,676	31.1
Total	9,998,608	9,483,181	5.4	197,127	196,928	0.1	27,872,281	25,641,999	8.7	559,235	524,162	6.7
Gross income												
Convenience Cooking and Desert	1,622,961	1,555,576	4.3	32,087	32,251	(0.5)	4,065,452	3,929,573	3.5	81,570	80,327	1.5
Healthy Beverages and Snacks	463,390	380,968	21.6	9,100	8,027	13.4	1,476,444	1,641,036	(10.0)	29,624	33,545	(11.7)
Premium Fresh Fruit	733,868	741,462	(1.0)	14,455	15,376	(6.0)	2,112,243	1,896,160	11.4	42,380	38,760	9.3
Packaged fruit and Beverages - Export	235,402	225,008	4.6	4,595	4,646	(1.1)	892,204	467,230	91.0	17,901	9,551	87.4
Others	13,427	20,157	(33.4)	266	415	(35.9)	29,787	35,731	(16.6)	598	730	(18.1)
Changes in fair value - PAS 41	103,629	23,556	339.9	2,088	465	349.0	61,791	(59,986)	203.0	1,240	(1,226)	201.1
Total	3,172,677	2,946,727	7.7	62,591	61,180	2.3	8,637,921	7,909,744	9.2	173,313	161,687	7.2
Earnings before interest and tax												
Convenience Cooking and Desert	1,064,796	1,102,412	(3.4)	21,057	22,829	(7.8)	2,637,335	2,650,116	(0.5)	52,916	54,172	(2.3)
Healthy Beverages and Snacks	149,074	112,984	31.9	2,913	2,449	18.9	550,542	844,454	(34.8)	11,046	17,262	(36.0)
Premium Fresh Fruit	464,478	405,521	14.5	9,145	8,423	8.6	1,356,508	1,106,410	22.6	27,217	22,617	20.3
Packaged fruit and Beverages - Export	128,115	107,057	19.7	2,486	2,202	12.9	557,435	180,386	209.0	11,184	3,687	203.3
Others	8,405	11,876	(29.2)	167	245	(31.8)	22,070	24,680	(10.6)	444	505	(12.1)
Changes in fair value - PAS 41	103,609	23,556	339.8	2,087	466	347.9	61,791	(59,986)	203.0	1,240	(1,226)	201.1
Total	1,918,477	1,763,406	8.8	37,855	36,614	3.4	5,185,681	4,746,060	9.3	104,047	97,017	7.2

Note: For the nine months ended 31 January 2022, PHP amounts were translated to US\$ using an average forex rate of 49.84 (FY21: 48.92).

DMPI's Product Segments

Convenience Cooking and Dessert

This segment includes sales of packaged tomato-based and non-tomato-based products, such as tomato sauce and paste, spaghetti sauce, ketchup, pasta sauce, recipe sauce, pizza sauce, pasta, broth and condiments, sold under the *Del Monte* and *Contadina* brands and soy sauces under the *Kikkoman* brand as part of an exclusive distributorship arrangement for the Philippines. This category also includes packaged pineapple solids and tropical mixed fruit products sold within the Philippines under the *Del Monte*, *Fiesta* and *Today's* brands.

Healthy Beverages and Snacks

Healthy beverages which are sold in the Philippines under the *Del Monte* brand include ready-to-drink juices, fruit and vegetable juice drinks, and pineapple juice concentrate in various packaging formats, including Tetra Pak and PET. DMPI's hallmark product in the beverage segment is *100% Pineapple Juice*, including derivations thereof, such as *100% Pineapple Juice* that is enriched with additional vitamins, fiber or calcium or that is specifically developed to help manage cholesterol. In addition, the beverage segment covers juice drinks made from other fruits, vegetables, herbs and botanicals, such as *Tipco* juice, and DMPI's *Fit 'n Right* products, which are drinks fortified with green coffee extract (an antioxidant-containing supplement derived from unroasted raw coffee beans, which is believed to improve blood pressure and cholesterol levels) to help reduce sugar absorption from food and L-carnitine (a chemical compound similar to an amino acid that is produced by the body and which helps the body to metabolize fat into energy) to assist in fat metabolism.

Packaged Fruits and Beverages – Export

This segment includes packaged fruit and beverages products sold internationally.

Packaged Fruit

Packaged fruit includes sales of fruit products that are packaged in different formats such as can, plastic cup, pouch and aseptic bag, and which are sold under the *S&W* brand and the *Del Monte* brand for parties who have the license rights to *Del Monte* in other markets, as well as under the private labels of non-affiliated parties. A portion of MD2 pineapples that are not exported as fresh fruit are used to produce *Nice Fruit* frozen pineapple products and not-from concentrate juices or packaged as a premium version of DMPI's *Del Monte*-branded packaged pineapples, *Deluxe Gold*. *Deluxe Gold* products, which were launched in May 2020, are exported primarily to the United States through an affiliate.

Beverages

Beverages includes sales of *100% Pineapple Juice* and juice drinks in various flavors in can and Tetra Pak packaging and pineapple juice concentrate. In addition, this segment also covers not-from-concentrate juices. Not-from concentrate juice is prepared solely from the juice of whole pineapple at DMPI's Not-From-Concentrate juicing plant and contains no additional ingredients. DMPI produces 100% MD2 Not-From-Concentrate pineapple juice for export to certain countries within Asia for industrial use and for resale to consumers under buyer's own labels.

Premium Fresh Fruit

Premium Fresh Fruit category include sales of *S&W*-branded premium fresh pineapples in Asia Pacific and private label or non-branded MD2 and C74 fresh pineapples in Asia. DMPI's key product in the Premium Fresh Fruit segment is the MD2 pineapple variant, which is the main export product and sold under the "S&W Sweet 16" brand.

Others

The cattle operation helps in the disposal of pineapple pulp, a residue of pineapple processing which is fed to the animals. This also includes culinary products sold internationally.