



# DEL MONTE PACIFIC 3Q FY2023 RESULTS

9 March 2023



Nourishing Families.  
Enriching Lives.  
Every Day.

# Disclaimer

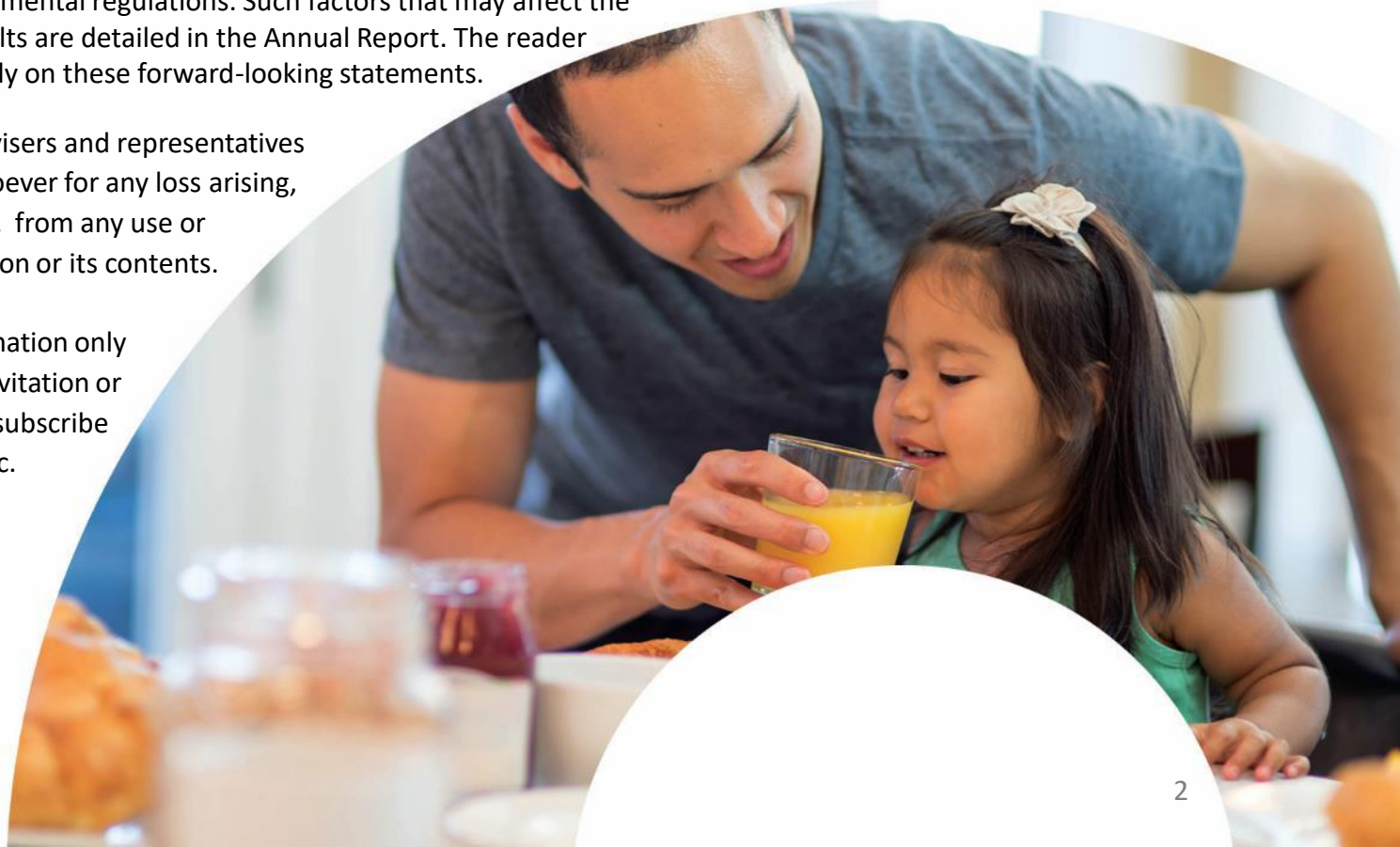


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Representative examples of these factors include (without limitation) general economic and business conditions, change in business strategy or development plans, weather conditions, crop yields, service providers’ performance, production efficiencies, 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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# Contents

- Summary
- 3Q FY2023 Results
- 9M FY2023 Results
- Market Updates
- Sustainability
- Outlook



# Notes to the Results



- 3Q is from 1 November 2022 to 31 January 2023
- DMPL owns 87% of Del Monte Philippines, Inc. and 93.6% of Del Monte Foods, Inc. DMPL recognizes a 13% and 6.4% non-controlling interest (NCI) in these two subsidiaries, respectively. These comprise the NCI line in the P&L. Net profit/(loss) is net of NCI.
- 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.



# Highlights

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## 3Q FY2023

- Del Monte Pacific (DMPL) Group sales grew by 3% to US\$681m on higher USA and international sales, up by 6% and 19%, respectively
- EBITDA down by 12% to US\$80m on higher costs while net profit declined by 62% to US\$9.8m on lower operating results and increased interest expense from higher bank loans with the redemption of preference shares
- Maintained leading market share positions

## 9M FY2023

- DMPL Group sales rose 4% to US\$1.8bn on higher USA and international sales
- EBITDA and net profit before one-off costs were both up 3% to US\$280m and US\$83m, respectively
- EBITDA of US subsidiary and net profit before one-off costs were higher by 12% and 57%, respectively
- Achieved savings of US\$8.8m from lower rate of bank loans versus the preference share coupon of 10% on a step-up basis if they were not redeemed



# Outlook



- The global environment remains unstable with consumers becoming more cautious with their spending and cost pressures persisting
- Remain vigilant in managing our operating expenses which include:
  - ✓ packaging materials optimization;
  - ✓ power and fuel initiatives;
  - ✓ investments in plants to improve efficiency, productivity and minimize wastage; and
  - ✓ product bundling initiatives in distribution centers
  - ✓ most recent price increase in February in the USA will assist in offsetting the inflationary impact while offering consumers nutritious products at an affordable price
- New growth stream from our recent acquisition of Kitchen Basics in USA
- New e-commerce infrastructure
- Planning to substantially increase our MD2 fresh pineapple production which will support our exports of premium products
- Barring unforeseen circumstances, the Group expects to generate a net profit in FY2023 after one-off redemption expenses incurred in 1Q





# 3Q FY2023 Results Summary

- Sales of US\$681.2m, +3%

Sales	% Change
Americas	+6
Philippines	-6 (in peso terms +6)
International	+19
India (equity accounted)	-7 (in rupee terms +2)*

*\*Del Monte Foods Pvt. Ltd. (India) discontinued the fresh business. Del Monte packaged business sales were down 2% in USD terms and up 8% in rupee terms*

All figures below are vs prior year quarter and excluding one-off items of US\$2.1m net:

- EBITDA of US\$83.4m, down 8% from US\$91.0m, due to higher costs and unfavorable sales mix with more impact on DMPL ex-DMFI
- Operating profit of US\$60.4m, down 14% from US\$70.1m
- Net profit of US\$11.9m, down 54% from US\$25.9m due to lower operating results and increased interest expense from higher bank loans to refinance the redemption of the US\$300m preference shares

# 3Q FY2023 Results – Reported Basis



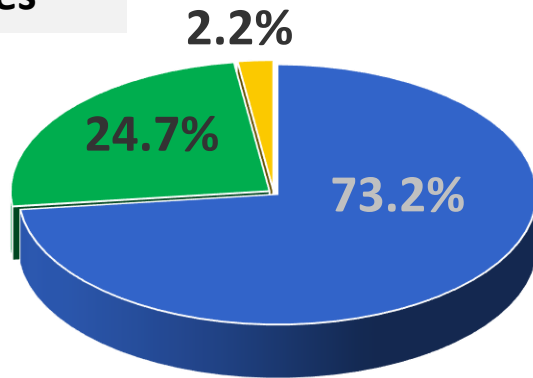
In US\$m	3Q FY2022	3Q FY2023	Chg (%)	Comments
<b>Turnover</b>	659.4	<b>681.2</b>	+3.3	Higher sales in USA and international markets
<b>Gross profit</b>	163.2	<b>152.2</b>	-6.7	Higher costs and unfavorable sales mix
<b>Gross margin (%)</b>	24.7	<b>22.3</b>	-2.4ppts	Same as above
<b>EBITDA</b>	91.0	<b>80.2</b>	-11.8	Same as above
<b>Net profit</b>	25.9	<b>9.8</b>	-62.0	Lower operating results and increased interest expense
<b>Net margin (%)</b>	3.9	<b>1.4</b>	-2.5ppts	Same as above
<b>Net debt</b>	1,449.9	<b>2,187.3</b>	+50.9	<p>Due to additional loans:</p> <ol style="list-style-type: none"> <li>1. To refinance the redemption of US\$300m DMPL preference shares with coupon of 10% if not redeemed. New loans are at lower interest rate of 5.85% (at end of January)</li> <li>2. To refinance last May the redemption of US\$500m Senior Secured Notes in USA. New loans are at lower interest rate of 8.86% (at end of January). This rate is expected to drop by 1.5% at the end of April due to upcoming interest cap effectiveness.</li> <li>3. Working capital loans of DMFI which include the Kitchen Basics acquisition</li> </ol>
<b>Gearing (%)</b>	211.0	<b>582.5</b>	+371.5ppts	Same as above
<b>Net debt/EBITDA (x)</b>	4.2	<b>6.1</b>	+1.9x	Same as above



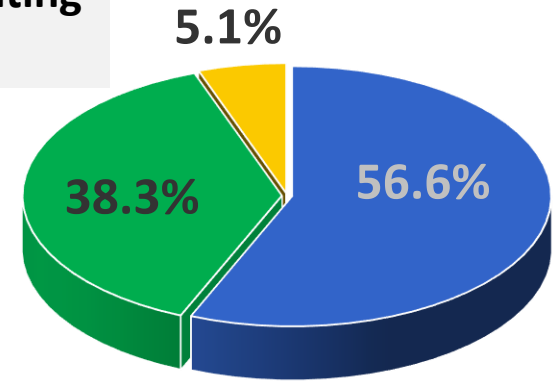


# 3Q FY2023 Turnover and Operating Profit Analysis

## Sales



## Operating Profit



- Americas
- Asia Pacific
- Europe

	Sales growth	Comments
Americas	+5.8%	<ul style="list-style-type: none"> <li>▪ Driven by higher branded retail sales which grew by 12% across key categories of canned vegetable, fruit and tomato. Branded retail accounted for 75% of DMFI's sales</li> <li>▪ Incremental sales of US\$14.3m from recently-acquired Kitchen Basics ready-to-use stock and broth business</li> <li>▪ Excluding the latter, Americas sales were up 3%</li> </ul>
Asia Pacific	-7.5%	<ul style="list-style-type: none"> <li>▪ Strong performance in international market due to higher exports of packaged pineapples and other products and better pricing across all markets</li> <li>▪ Philippines up 6% in peso terms but down 6% in USD terms</li> </ul>
Europe	+122.3%	<ul style="list-style-type: none"> <li>▪ Higher sales of packaged fruit and beverage</li> </ul>



# 9M FY2023 Results Summary

- Sales of US\$1.8bn, +4%

Sales	% Change
Americas	+5
Philippines	-5 (in peso terms +7)
International	+16
India (equity accounted)	0 (in rupee terms +7)*

*\*Del Monte Foods Pvt. Ltd. (India) discontinued the fresh business. Del Monte packaged business sales were up 13% in USD terms and up 21% in rupee terms*

All figures below are vs prior year period and excluding one-off items:

- EBITDA of US\$280.2m, up 3% vs US\$273.3m on better operating results of DMFI which offset declines in DMPL ex-DMFI
- Operating profit of US\$216.4m, up 3% vs US\$210.1m
- Net profit of US\$82.7m, up 3% vs US\$80.1m due to higher net profit of DMFI which included refinancing savings



# 9M FY2023 One-Off Item

- In May 2022, DMFI raised US\$600m through a 7-year Term Loan B facility at Adjusted SOFR, with a floor of 0.5% plus 4.25% p.a., to primarily redeem the US\$500m Senior Secured Notes which had an interest rate of 11.875% p.a.
- Term Loan B has a much lower interest rate (8.86% p.a. as of end January). This rate is expected to drop by 1.5% at the end of April due to upcoming interest cap effectiveness.
- The redemption of the Notes incurred a one-off cost of US\$72.9m or US\$50.7m post tax and NCI which was all booked in 1Q. US\$26.3m of the redemption cost was non-cash.

<i>Amounts in US\$ million</i>	For the three months ended 31 January			For the nine months ended 31 January		
	FY2023 (Unaudited)	FY2022 (Unaudited)	%	FY2023 (Unaudited)	FY2022 (Unaudited)	%
<b>DMFI one-off expenses:</b>						
Redemption fee	-	-	nm	44.5	-	nm
Write-off of deferred financing costs (non cash)	-	-	nm	26.3	-	nm
Excess of NRV over cost of inventory (Note)	2.2	-	nm	4.5	-	nm
Ticking fee	-	-	nm	1.0	-	nm
Settlement of legal claims	1.0	-	nm	1.0	-	nm
Total (pre-tax basis)	3.2	-	nm	77.4	-	nm
Tax impact	(1.0)	-	nm	(19.8)	-	nm
Non-controlling interest	(0.1)	-	nm	(3.7)	-	nm
<b>Total DMFI one-off expenses (post tax, post NCI basis)</b>	<b>2.1</b>	<b>-</b>	<b>nm</b>	<b>53.9</b>	<b>-</b>	<b>nm</b>

Note: Excess of NRV over cost of inventory related to KB acquisition for the nine months ended 31 January 2023 includes US\$2.2m of the cost from 2Q not previously disclosed as one-off cost



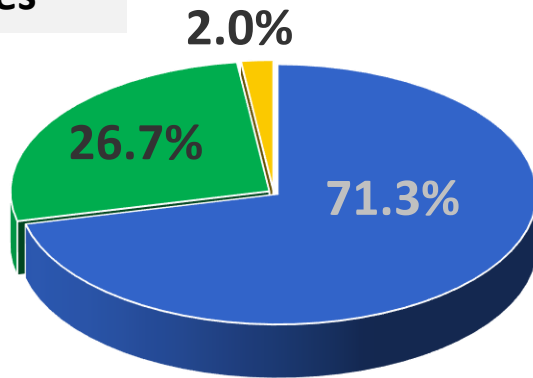
# 9M FY2023 Results – Reported Basis

In US\$m	9M FY2022	9M FY2023	Chg (%)	Comments
<b>Turnover</b>	1,772.5	<b>1,836.7</b>	+3.6	Higher sales in USA and international markets
<b>Gross profit</b>	475.1	<b>489.2</b>	+3.0	Same as above plus active cost management
<b>Gross margin (%)</b>	26.8	<b>26.6</b>	-0.2ppt	Price increases covered higher costs
<b>EBITDA</b>	273.3	<b>274.7</b>	+0.5	Same as above
<b>Net profit</b>	80.1	<b>28.8</b>	-64.0	One-off redemption cost of US\$50.7m to refinance DMFI loan
<b>Net margin (%)</b>	4.5	<b>1.6</b>	-2.9ppts	Same as above
<b>Net debt</b>	1,449.9	<b>2,187.3</b>	+50.9	<p>Due to additional loans:</p> <ol style="list-style-type: none"> <li>To refinance the redemption of US\$300m DMPL preference shares with coupon of 10% if not redeemed. New loans are at lower interest rate of 5.85% (at end of January)</li> <li>To refinance last May the redemption of US\$500m Senior Secured Notes in USA. New loans are at lower interest rate of 8.86% (at end of January). This rate is expected to drop by 1.5% at the end of April due to upcoming interest cap effectiveness.</li> <li>Working capital loans of DMFI which include the Kitchen Basics acquisition</li> </ol>
<b>Gearing (%)</b>	211.0	<b>582.5</b>	+371.5ppts	Same as above
<b>Net debt/EBITDA (x)</b>	4.2	<b>6.1</b>	+1.9x	Same as above

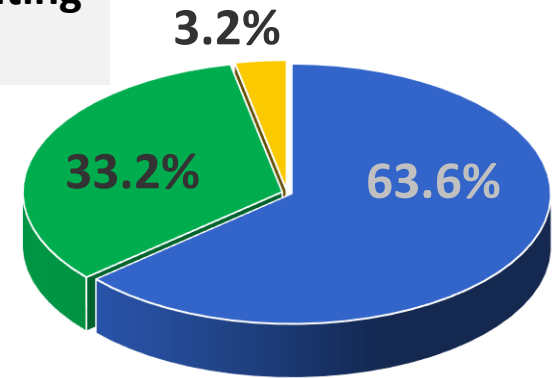


# 9M FY2023 Turnover and Operating Profit Analysis

## Sales



## Operating Profit



- Americas
- Asia Pacific
- Europe

	Sales growth	Comments
Americas	+4.5%	<ul style="list-style-type: none"> <li>▪ Higher branded retail sales which grew by 9%. Branded retail accounted for 76% of DMFI's sales</li> <li>▪ Incremental sales of US\$26.4m from recently-acquired Kitchen Basics ready-to-use stock and broth business</li> <li>▪ Excluding the latter, Americas sales were up 3%</li> </ul>
Asia Pacific	-1.1%	<ul style="list-style-type: none"> <li>▪ Higher international markets sales slightly offset by lower Philippines sales in USD terms</li> </ul>
Europe	+56.9%	<ul style="list-style-type: none"> <li>▪ Higher sales of packaged fruit, beverage and culinary</li> </ul>



# MARKET UPDATES





# Del Monte Foods USA 3Q FY2023

- DMFI's 3Q sales were US\$495.7m or 73% of Group turnover
  - ✓ Sales up 6% on higher branded retail sales of canned vegetable, fruit and tomato
  - ✓ Plus incremental sales of US\$14.3m from recently-acquired Kitchen Basics (KB) stock and broth business
  - ✓ Excluding KB, DMFI's sales +3%
- New products contributed 7.0% to DMFI's total sales
- Gross margin slightly lower at 19.9% from 20.9% due to higher costs but gross profit stable at US\$98.8m
- EBITDA of US\$46.9m was stable, while net profit of US\$5.9m was down 23% due to higher production and logistics cost as well as increased interest rates



# USA Market Shares

**22.0% -0.3pt**  
Canned Vegetable (#1)

**21.9% -0.5pt**  
Canned Fruit (#1)

**30.1% +2.3pts**  
Fruit Cup Snacks (#2)

**6.2% +0.4pt**  
Canned Tomato (#3)

**7.1%/10.0% +0.1/-0.4pt**  
Broth without and with Kitchen Basics (#2)

Source for market shares: Nielsen RMS / Scantrack DMFI Custom DBs, Eq Vol share, Total xAOC, Latest 3M ending 28 January 2023.

- Del Monte maintained its leading share performance across its core categories, while seeing growth on fruit cup snacks
- Category dynamics continued to shift in 3Q, as consumers purchase patterns change year over year in response to improved supply/COVID dynamics, increasing economic uncertainty, and higher average prices. Despite this, Del Monte held share across many of its center store categories



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





# USA – Addressing Consumer Needs

Del Monte is addressing consumer needs for Value and Convenience

## Value Priced Offerings



## Value Multi Packs & Family Size



## Value Based Bonus Packs



## Club & eCommerce Packaging





# USA - Channels

We are growing our presence in both traditional Grocery Mass customers and accelerating growth within Emerging Channels

Grocery      Mass      Club      eCommerce      Foodservice      Dollar      Convenience      Natural

F19-F22  
Net Sales  
CAGR\*

4.4%      7.4%      54.4%      421.9%      12.7%      44.5%      13.8%      42.6%

Share of  
Del Monte  
Sales

45.1%      27.0%      13.5%      8.1%      5.8%      1.0%      0.3%      <0.1%



\*Net Sales excludes Private Label and Co-Man



# USA – Expanded Portfolio

*Our expanded portfolio is gaining significant new distribution  
Over US\$60m sales generated from recent authorizations*



**Del Monte Refrigerated (FN/64oz)**  
9 New SKU's, +18,000 POD's



**Del Monte Veg POD Expansion**  
+17,800 POD's



**Incremental PFC/Sloppy Joe Assortment**  
+5,500 POD's



**New Distribution with Harvest Labels**  
+40,000 POD's



**New Convenience Distribution  
(Veg/Fruit/Joyba)**  
Incremental 78,000 POD's



# USA – Joyba Craze

## The Joyba Craze Continues as we Expand Distribution

- Joyba SKUs are the Top 4 dollar velocity items per store per week in ready to drink tea category at





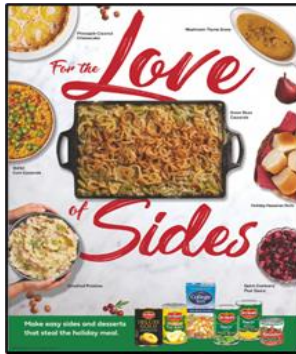
# USA 3Q – Marketing Highlights

## Vegetables Holiday Support

Pinterest



Shopper Marketing



Influencer Content



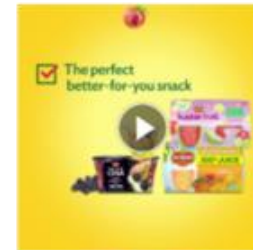
## Pineapple Gold Holiday Support

Pinterest



## Fruit Cup

Facebook Instagram



## Contadina



# USA 3Q – Marketing Highlights

## Kitchen Basics Holiday



## College Inn Holiday



## Take Root Organics

Take Root Organics



## Take Root Programmatic CTV/OLV





# USA 3Q – Marketing Highlights

- "Choose Good Do Good" scale event
- Cause partnership with Alliance for Healthier Generation



**CHOOSE GOOD do good**

**Save \$5**  
on Del Monte products when you spend \$15

Del Monte will donate a percentage of purchases during the month of January and February to Alliance for a Healthier Generation.

**SPEND \$15**  
on any Del Monte product

**SAVE \$5**  
on any Del Monte product

**SUPPORT**  
Alliance for a Healthier Generation

**LEARN MORE**

**Growers It Good**



**Save \$3 when you spend \$15 or more on select Del Monte items**

Del Monte supports Alliance for a Healthier Generation.

**Del Monte Supports Alliance for a Healthier Generation**

**Save \$3 when you spend \$15 or more on select Del Monte items**

Del Monte supports Alliance for a Healthier Generation.

Del Monte

**Save \$3 on Del Monte products when you spend \$15**

See an item you want?

1. Add to cart
2. Make sure you have at least \$15 in your cart
3. Save the \$3
4. Check out



**Shipt**

**Give back when you shop Del Monte.**

When you spend \$15 or more on select Del Monte products, we'll donate \$3 to the Alliance for a Healthier Generation.

**Support the cause**

Shipt

Back to my lists

- My Lists
- My Recent Lists
- My Favorites
- My Recent Items
- My Recent Lists



**CHOOSE GOOD do good**

**GET \$3 OFF INSTANTLY**

When you buy \$15 or more of select Del Monte products, we'll donate \$3 to the Alliance for a Healthier Generation.

**\$3 off \$15**

with any digital coupons on ANY Del Monte, College Inn®, or Contadina® products.

**2 for \$7**  
College Inn® Bone Broth, 1 qt. your choice

**\$4.99**  
Del Monte® Canned Fruit, 1 qt. your choice

**2 for \$3**  
Contadina® Canned Tomatoes, 1 qt. your choice

**2 for \$3**  
Del Monte® Deluxe Gold® Pineapple, 3 lbs. your choice



**Walmart**

**Choose good, do good**

Buy any 8 Del Monte products & save \$5\*

**Shop Now**

**Learn more**



**CHOOSE GOOD do good**

**Save \$3**  
on Del Monte products when you spend \$15

Del Monte will donate a percentage of purchases during the month of January and February to Alliance for a Healthier Generation.

**Shop Now**

# USA 3Q – Foodservice

## New Business Growth From Top 200 National Accounts



*The place for Smiles™*



Bloomin' Brands (all concepts)  
DM 6oz & 46oz Pineapple Juice



Eat'n Park – Hello Bistro  
Joyba on 20+ college campuses



# DMPL ex-DMFI 3Q FY2023

- Sales of US\$203.7m, up 1%, on higher International sales
- Philippine Market sales of US\$109.8m, +6% in peso terms but -6% in US dollar terms
  - ✓ Higher sales of beverage, culinary and innovation offset the decline in packaged tropical fruit
  - ✓ Compelling communication campaigns built relevance for Del Monte products in family meals and value-for-money offers amidst the high inflationary environment
  - ✓ Del Monte improved its market shares and maintained its number one ranking across core categories
  - ✓ Foodservice sales +16% behind the accelerating business of QSRs, while convenience stores sales +68%
  - ✓ Innovations especially dairy and snacking are gaining traction, now accounting for 7% of Philippine sales.
- International markets, composed of fresh produce and packaged goods, generated sales of US\$80.8m, +19%
  - ✓ Strong performance of packaged pineapple, mixed fruit and juice drink exports to USA and Europe
  - ✓ Higher volume and better pricing led to the robust sales growth of 53% for packaged products
  - ✓ However, sales of fresh pineapple were lower by 8%, driven by China due to reduced volume from extended lockdowns and inflation
- EBITDA of US\$33.2m, down 26% and net profit of US\$13.2m, down 52% mainly on lower margins from higher tomato paste and tinplate cost, plus higher transportation cost, and increased interest expense





# Philippines – Market Shares

**95.7%** +1.7pts

Packaged Pineapple (#1)

**74.9%** +1.0pt

Canned Mixed Fruit (#1)

**45.5%** +0.9pt

RTD Juices ex foil pouches (#1)

**84.6%** -1.1pts

Tomato Sauce (#1)

**35.5%** +1.5pts

Spaghetti Sauce (#1)

**14.8%** -1.9pts

Drinking Yogurt, DM Vinamilk + Mr. Milk (#2)

( Source for Volume market shares: The Nielsen Company - Retail Audit Data as for 3M to December 2022 )

## Overall, Del Monte retained market leadership across core categories

- **Packaged Pineapple** market share continued to grow with good performance from stand up pouch and small cans, while **Mixed Fruit** share grew, albeit in the face of consumption decline
- **RTD Juice** market share grew behind Juice Drinks, plus re-entry of FNR classic line
- **Spaghetti Sauce** showing strong recovery behind bundle packs, however **Tomato Sauce** declined due to supply constraints



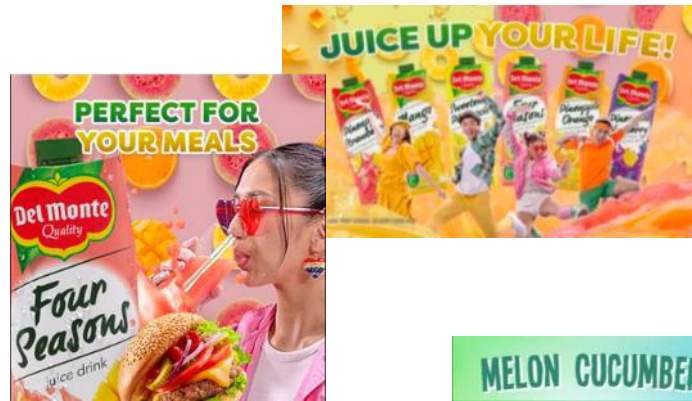
# Philippines – Beverage Recovery Plan

## Compelling Communication Campaigns with Value-for-Money Offers In-Store

100% Pineapple Juice: All-out nutrients to do more everyday



Juice Drinks: Juice Up Your Life, Perfect for Meals



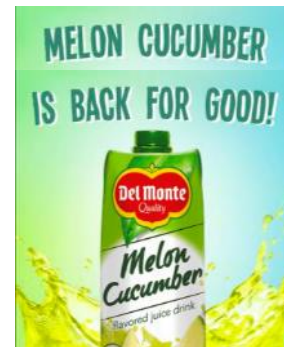
Fit 'n Right: Original is Back! Your Fitness Your Way



202 6-can multipack



Tetra Twin 1L multipack



Melon Cucumber Permanent Listing



FNR Twin Pack 330ml

# Philippines – Marketing

**Tomato Sauce Campaign**  
*'Sauce is so good, it's a meal on its own!'*



**Spaghetti Sauce Mass Display Unit**



**Fruit Salad Noche Buena Campaign, Digital + In-Store**



**Pineapple Celebration Campaign, TV + Digital + In-Store**





# Philippines - Marketing

An excellent assortment of value for money packs; 28% of FY2023 sales

## LOW CASH OUTLAY PACKS

### TOMATO SAUCE and PASTE



90g  
USD 0.21



115g  
USD 0.30



200g  
USD 0.39



250g  
USD 0.45



70g  
USD 0.30



115g  
USD 0.21

### SPAGHETTI SAUCE



250g  
USD 0.55



### DAIRY



6-pack  
USD 0.95

### PINEAPPLE



115g  
USD 0.28

### SNACKS



14g  
USD 0.10



110ml  
USD 0.19



110ml  
USD 0.22

### TOMATO SAUCE



REGULAR PROMO SKU  
Buy 4 200g,  
Save Php10.00 (USD 0.18)  
USD 1.37

## VALUE BUNDLES

### SPAGHETTI SAUCE



VALUE PACK - PARTY  
900g Sauce + 700g Pasta  
USD 2.42



VALUE PACK - MERIENDA  
500g Sauce + 700g Pasta  
USD 1.26



VALUE PACK - TODAY'S  
900g Sauce + 700g Pasta  
USD 1.94



1kg Singles MP  
Buy 2, Get 1  
USD 2.28



500g Singles MP  
Buy 2, 30% off  
USD 2.12

### BEVERAGE



Tetra Twin Packs, Save Php 10  
USD 3.08 (ACE)



Buy 6, Save Php 10  
USD 2.80



Buy 6, Save Php 10  
USD 2.80



Buy 6, Save Php 5  
USD 3.08

### DAIRY



110ml x 4pcs, Save 15Php  
IQ Smart: USD 0.62  
Yogurt: USD 0.50

### PINEAPPLE



115g x3, Save 3Php  
USD 0.78

# Philippines – Innovation

Innovation now accounts for 7% of total Philippine Sales

Combined addressable market of these products is US\$3.5bn



### Del Monte Vinamilk Range

Flavor Range: *Fresh Milk; Wintermelon Milk Tea; IQ Smart Chocolate, Vanilla, Strawberry; Yogurt Drink Strawberry, Mixed Fruit*



### Mr. Milk

Flavor Range: *Plain, Apple, Strawberry, Mango;*  
*New in FY2023: Launched Orange in 2Q*



### Potato Crisp

Flavor Range: *Original, Spicy;*  
*New in FY2023: Cheese, BBQ, 20g*



### Fruity Munchsters

Flavor Range: *Strawberry, Orange*

# Philippines – Innovation

## Del Monte Vinamilk

Full back-to-school support with leveled-up advertising and in-trade trial generation bundles



Cross-category bundling tie-ups and cross-merchandising

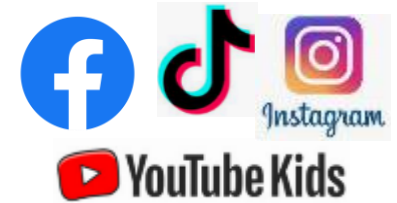


## Mr. Milk and Fruity Munchsters

New Orange Flavor



Digital Advertising



School Activations  
Sampling activities



Initiated school activations and sampling



# Philippines – Foodservice & Convenience

## 100% opening of Foodservice Institutions accelerated growth in 3Q

- 3Q sales grew by **16%**; sales now at **89%** of pre-pandemic level
- 13,633** outlets now open at **97%** of pre-pandemic level; Key Accounts at **107%** and General Trade at **83%**

## Aggressive recovery in Convenience Stores driven by the opening of transport & school sectors

- 3Q sales grew by **68%**; sales now at **81%** of pre-pandemic level
- 3,911** outlets now open at **118%** of pre-pandemic level







# International – Innovation

## Innovation now accounts for 12% of Total International Sales

Total sales potential of these products is US\$100m

### NICE FRUIT Frozen Snacks



Japan  
7-11  
Sticks



Middle East  
McDonald's  
Dubai, Qatar, KSA



Japan  
7-Eleven  
Chunks



Europe  
Lamex/KFC  
McDonald's



CANADA  
McDonald's  
Canada



US  
Del Monte  
Foods



Saudi Arabia  
Aroma  
Frio



Singapore  
Popeyes



China  
Family Mart,  
Parkinson's,  
Jialejia,  
Zhongbai



Hongkong  
U-Select  
Vango,  
Park N Shop  
Wellcome

### Not-from-Concentrate Juice

As ingredient in industrial & convenience store juices



### IQF Pineapple Chunks

Japan, China, USA

As ingredient for industrial, coffee and tea shops, convenience stores



### Deluxe Line



# S&W Fresh Overview



- Our high quality, premium MD2 fresh pineapple makes us the largest fresh pineapple exporter to China, with 53% volume share
- One of the 3 biggest fresh pineapple exporters to Japan, South Korea and the Middle East
- Introduced last year, the naturally-ripened extra sweet S&W Deluxe Premium fresh pineapple has gained traction in China, Japan and South Korea retail



## S&W Fresh - China

- Special promotions for S&W Sweet 16 and S&W Deluxe Fresh Pineapple were launched in several stores in China to welcome the Year of the Rabbit



*S&W Sweet 16 Pineapple with tags specially designed for Chinese New Year were displayed in Pagoda Stores, Shanghai, China*



*S&W Deluxe Pineapple promotion for Hema Super Brand Week in Hema Stores, Shanghai, China*



*S&W Fiesta Pineapple CNY promotions in Xianfeng stores in Zhejiang, China*

# Del Monte India

## *Continued improvement in 3Q*

- Del Monte India's sales in 3Q were up 2% in Rupee terms on higher sales across B2B and B2C channels
- Gross margin improved to 18.2% from 15.9% with continued cost management
- EBITDA turned around from a loss to profit from improved operating results
- DMPL's share in Del Monte India joint venture in India was a US\$0.4m profit, a turnaround from prior year quarter's share of loss of US\$0.5m



*Del Monte ropes in Michelin star Chef Vikas Khanna to promote its culinary range in India; breaks 1st campaign on Del Monte's Mayonnaise range in Jan'23*

# Sustainability

## Plastic Waste



Submitted DMPI's **Extended Producer Responsibility (EPR) Program** to the Department of Environment and Natural Resources

Discussion in progress with waste diverters to **recover our plastic waste** and comply with the Philippine EPR law

## Carbon Emissions



Expanding **carbon footprint** measure beyond pineapple operations to include a broader scope 3 - key suppliers, toll packers and logistics providers in the supply chain

## Rainforest Alliance



The company obtained the **Rainforest Alliance** certificate, indicating that the farm has been audited against standards that require long-term environmental, social, and economic sustainability

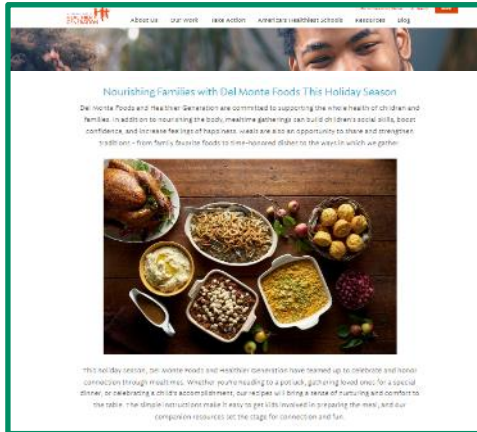
## Foundation Programs



Target to plant 20,000 **bamboos** at the watershed of Cagayan de Oro River starting with the Mt. Kitanglad watershed in Bukidnon to promote soil conservation and erosion control

# Sustainability

## Nourishing Families with Healthier Generation



Skillet Corn Bake



- We activated our first holiday campaign with Alliance for a Healthier Generation, an organization that works to ensure kids across the nation have healthy futures, driven by community interventions and business sector solutions
- Focus on the nutritional and social benefits of sharing meals with friends and family
- Mealtime gatherings
  - Build children's social skills
  - Boost confidence
  - Increase feelings of happiness
- 2 recipe videos and 10 healthy recipes featuring canned fruit and vegetable products

# Outlook



- The global environment remains unstable with consumers becoming more cautious with their spending and cost pressures persisting
- Remain vigilant in managing our operating expenses which include:
  - ✓ packaging materials optimization;
  - ✓ power and fuel initiatives;
  - ✓ investments in plants to improve efficiency, productivity and minimize wastage; and
  - ✓ product bundling initiatives in distribution centers
  - ✓ most recent price increase in February in the USA will assist in offsetting the inflationary impact while offering consumers nutritious products at an affordable price
- New growth stream from our recent acquisition of Kitchen Basics in USA
- New e-commerce infrastructure
- Planning to substantially increase our MD2 fresh pineapple production which will support our exports of premium products
- Barring unforeseen circumstances, the Group expects to generate a net profit in FY2023 after one-off redemption expenses incurred in 1Q

