



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 2024

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AUDIT

Third Quarter FY2024 results covering the period from 1 November 2023 to 31 January 2024 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 FY2023 annual consolidated financial statements, except for the adoption of the following amendments effective beginning 1 May 2023. Adoption of these new standards did not have any significant impact on the Group's consolidated financial statements.

- Amendments to IAS 1 and IFRS Practice Statement 2, *Disclosure of Accounting Policies*.
- Amendments to IAS 8, *Definition of Accounting Estimates*.
- Amendments to IAS 12, *Deferred Tax related to Assets and Liabilities arising from a Single Transaction*.
- IFRS 17, *Insurance Contracts*

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

15 March 2024

FINANCIAL HIGHLIGHTS – THIRD QUARTER AND NINE MONTHS ENDED 31 JANUARY 2024

	For the three months ended 31 January			For the nine months ended 31 January		
	Fiscal Year 2024	Fiscal Year 2023	% Change	Fiscal Year 2024	Fiscal Year 2023	% Change
<i>in US\$'000 unless otherwise stated</i> ¹						
Turnover	646,662	681,237	(5.1)	1,830,476	1,836,747	(0.3)
Gross profit	116,620	152,189	(23.4)	360,432	489,200	(26.3)
Gross margin (%)	18.0	22.3	(4.3)	19.7	26.6	(6.9)
EBITDA	40,537	80,244	(49.5)	155,536	274,711	(43.4)
Operating profit	22,808	57,242	(60.2)	93,331	210,877	(55.7)
Operating margin (%)	3.5	8.4	(4.9)	5.1	11.5	(6.4)
Net profit attributable to owners of the Company	(29,008)	9,849	(394.5)	(50,581)	28,850	(275.3)
Net margin (%)	(4.5)	1.4	(5.9)	(2.8)	1.6	(4.4)
EPS (US cents)	(1.49)	0.46	(423.9)	(2.60)	1.28	(303.1)
EPS before preference dividends (US cents)	(1.49)	0.51	(392.2)	(2.60)	1.48	(275.7)
Without one-off items ²						
Net profit attributable to owners of the Company	(29,008)	11,947	(342.8)	(50,581)	82,704	(161.2)
Net debt	2,432,384	2,187,260	11.2	2,432,384	2,187,260	11.2
Gearing (%) ³	731.7	582.5	149.2	731.7	582.5	149.2
Net debt to adjusted EBITDA ⁴	11.4	6.1	5.3	11.4	6.1	5.3
Cash flow from operations	166,315	71,849	131.5	128,144	(79,078)	262.0
Capital expenditure	53,226	59,314	(10.3)	148,399	149,650	(0.8)
Inventory (days)	229	204	25	216	184	32
Receivables (days)	30	31	(1)	28	29	(1)
Account Payables (days)	52	60	(8)	45	50	(5)

1 The Company's reporting currency is US dollars. For conversion to S\$, the following exchange rates can be used: 1.35 in January 2024 and 1.39 in January 2023. For conversion to PhP, these exchange rates can be used: 55.87 in January 2024 and 55.98 in January 2023.

2 Please refer to the last page of this MD&A for a schedule of the one-off items in the prior year period

3 Gearing = Net Debt / Equity

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

REVIEW OF OPERATING PERFORMANCE

Third Quarter

The Group generated sales of US\$646.7 million for the third quarter of FY2024, lower by 5.1% versus the prior year quarter, mainly driven by lower sales in the US, Philippines and lower export sales of packaged pineapple products.

The Group's US subsidiary, Del Monte Foods Inc. (DMFI), generated sales of US\$466.4 million or 72% of Group turnover. DMFI's revenues declined by 5.9% driven by strategic shift away from lower-margin co-pack products that it packs for other manufacturers, as well as lower canned fruit and vegetable sales on declining category trends. Despite this, Del Monte remains to be a leading brand with a number 1 or 2 ranking in majority of its categories. Del Monte canned vegetable had a good holiday season and reached record market share of 23.7%. Lower DMFI sales were partially offset by higher tomato and broth sales, and increased foodservice and USDA wins. In the foodservice channel, DMFI continued to expand into new school districts and states providing nutritious fruit and vegetables that are "Buy American Compliant" and meet the K12 School Nutrition dietary policies. This contributed to the double-digit sales growth in this channel.

Recently, DMFI received Product of the Year awards in two categories: first in the healthy snack category for one of its newest innovations, *Del Monte Fruit Refreshers* and another in the meal ingredient category for *Take Root Organics*. Product of the Year award is the world's largest consumer-voted award for product innovation. Winners are determined by the votes of 40,000 consumers in a nationally representative survey conducted by research partner Kantar, a global leader in consumer research. This year marked 16 years of the award in the U.S. and more than 30 years globally.

New products launched in the past three years contributed 7.2% to DMFI's total sales in the third quarter.

DMFI generated a gross profit of US\$73.1 million, lower by 26.0% versus prior year quarter's US\$98.8 million. Gross margin fell to 15.7% from 19.9% in the prior year quarter as overall pricing improvements were offset by higher trade spend on promotional activities, higher standard costs driven by increases in raw materials and manufacturing costs, unfavorable absorption due to lower pack volume, higher waste from aged inventories and discontinued product portfolio, and higher warehousing costs.

DMPL ex-DMFI generated sales of US\$183.0 million (inclusive of the US\$2.8 million intercompany sales between DMPL and DMFI which were netted out during consolidation), 10.1% lower than the US\$203.7 million sales in the prior year quarter. Lower sales were significantly driven by lower exports of packaged pineapple and other products which had been impacted by lower pineapple supply mainly driven by lower plantation yield from unfavorable weather conditions. Pineapple supply is expected to show some improvement in the fourth quarter.

DMPL ex-DMFI delivered a lower gross margin of 23.3% from 26.1% in the same period last year as overall pricing improvements and better sales mix were offset by higher product costs brought about by lower plantation yield which resulted to lower cannery tonnage, smaller fruit size distribution and unfavorable cost absorption as most growing costs are fixed in nature.

Philippine market delivered sales of US\$107.4 million, 4.0% lower in peso terms and 2.1% lower in US dollar terms. The downturn in sales was primarily driven by a drop in beverage sales, attributed to the growing emergence of simple juice drink brands and juice PET formats. Efforts to bolster juice sales through ongoing brand campaigns aimed at building brand salience and relevance remain ongoing to spur recovery. Meanwhile, Spaghetti Sauce achieved its highest December market share at 37.8% since 2020, culminating in a third quarter FY2023 share of 39.3%. This holiday season performance was fueled by the accelerated recovery of spaghetti value packs, distribution expansion and Christmas communication focused on inviting spaghetti preparations to enhance family celebrations. Mr. Milk yogurt drink introduced the Blueberry flavor which is the second top flavor in this category, while Del Monte Potato Crisp launched the Sour Cream and Barbecue flavors. The foodservice channel continued to grow with sales up 13.3% on new outlets, menu ideas and products. It launched the Pineapple Juice 1-liter pack and All Purpose Dressing in 1,266 accounts.

Sales in the international markets declined by 20.6% on reduced packaged product sales which offset the strong growth in Fresh. Improved sales of Fresh were driven by favorable mix due to increased volume of the higher-margin S&W Deluxe pineapple as well as better pricing. Packaged sales declined with lower sales to USA due to their inventory correction and unserved demand in other markets due to lower pineapple fruit supply. In the foodservice segment, McDonald's China and McDonald's Hong Kong launched Chinese New Year promotions featuring S&W Pineapple Slices in their burgers and S&W Fiesta Fruit Cocktail in their yuzu drink. The special promotions covered more than 5,000 McDonald's stores in China and more than 250 stores in Hong Kong.

DMPL's share in Del Monte Foods Private Limited (formerly FieldFresh), the joint venture in India, was a US\$0.4 million loss from prior year period's US\$0.4 million profit. This was mainly driven by softness in demand across the industry, as well as sales lost from pricing competition. Despite this, margins continued to improve on account of selected price increases as well as strategic sourcing of key raw materials.

DMFI delivered an EBITDA of US\$14.3 million, down 69.5% versus the US\$46.9 million in the prior year quarter driven by reduced margins from significantly high cost and lower volume as discussed above. Consequently, DMFI generated a net loss of US\$23.1 million versus prior year quarter's net profit of US\$5.9 million.

DMPL ex-DMFI generated an EBITDA of US\$25.4 million, lower by 23.4%, and a net profit of US\$1.4 million lower by 89.6% versus the US\$13.2 million from prior year quarter mainly driven by lower volume and higher cost attributed to lower pineapple supply and lower shipment to the US.

The Group generated an EBITDA of US\$40.5 million which was lower than the prior year's US\$80.2 million mainly driven by unfavorable operating results from both DMFI and DMPL ex-DMFI. The Group incurred a net loss of US\$29.0 million versus the prior year quarter's net profit of US\$9.8 million.

The Group's cash flow from operations was US\$166.3 million, better than last year's cash inflow of US\$71.9 million. This was mainly driven by better management of working capital, in particular lower additions to inventory. Lowering inventory and working capital is a key priority in FY2024 and FY2025.

Nine Months

The Group generated sales of US\$1.8 billion for the nine months of FY2024, slightly lower by 0.3% versus the prior year period as higher sales in the US and higher exports of fresh pineapples were offset by lower export sales of processed pineapple products and local Philippine sales.

The Group's US subsidiary, Del Monte Foods Inc. (DMFI), achieved sales of US\$1.3 billion or 72% of Group turnover. DMFI's revenues were 1.0% higher versus prior year period due to pricing actions in FY2023 and in August this year, as well as incremental volume from USDA which were partly offset by lower sales from the non-strategic co-pack business and higher trade spends.

Innovation helped fuel the company's growth led by the success of its new JOYBA Bubble Tea brand which was named by the Refrigerated and Frozen Food Awards as one of the Best New Retail Products for 2023. In addition, Del Monte's new Gut Love and Boost Me Fruit Cup Snacks were recognized as Snack Products of the Year by the 2023 Mindful Awards.

New products launched in the past three years contributed 7.4% to DMFI's total sales in the nine-month period.

DMFI generated a gross profit of US\$232.3 million, lower by 27.2% than prior year period's US\$319.0 million. Gross margin at 17.6% declined from 24.5%. This was primarily driven by inflationary pressures resulting from sale of high-cost FY2023 pack inventory compared to much lower cost of FY2022 pack sold in FY2023, higher waste from aged inventories and discontinued products, and higher warehousing costs from higher inventory levels. Additionally, margins were impacted by increased trade spend as a result of strong promotional activities. This was partly offset by price increases last year and in August this year.

DMPL ex-DMFI generated sales of US\$528.7 million (inclusive of the US\$15.6 million sales in between DMPL and DMFI which were netted out during consolidation), 9.5% lower than the US\$584.3 million sales in the prior year period. This was mainly due to lower pineapple supply as explained above which drove lower exports of pineapples and other packaged products, as well as lower shipments to the US.

DMPL ex-DMFI delivered a lower gross margin of 23.9% from 28.8% in the same period last year as overall pricing improvements were offset by higher product costs brought about by lower plantation supply, resulting in lower cannery tonnage, smaller fruit size distribution, and unfavorable absorption, and higher cost rate for inventory sold from FY2023.

Philippine sales of US\$291.2 million were relatively flat (at 0.8% lower in peso terms and 0.6% lower in US dollar terms). Robust growth from e-commerce which almost doubled, and sustained growth from convenience and foodservice were offset by declines in modern trade and general trade business.

Exports of packaged pineapples and other products, and fresh pineapples sales declined by 35.5% and 1.5%, respectively driven by lower pineapple supply starting in the second quarter and reduced shipments to the USA. This was partly offset by increased sales of premium S&W Deluxe fresh pineapples and pricing action to offset inflation. S&W, along with a major distributor partner, held the first ever S&W Pineapple Festival in China covering more than 300 retail stores and 9 wholesale markets to communicate S&W's strong commitment to the Chinese market and showcase its innovative products. S&W Deluxe fresh pineapple was also launched for the first time in select retail outlets in Metro Manila. S&W Frozen Pineapple Stick for consumption as a popsicle was launched in 7-Eleven Taiwan.

DMPL's share in Del Monte Foods Private Limited (formerly FieldFresh), the joint venture in India, was a US\$0.1 million profit which declined from prior year period's share in profit of US\$1.0 million. This was driven by lower sales in culinary categories which were partly offset by increase in beverage and packaged fruits and vegetables segments. Furthermore, last year included a one-off miscellaneous income from the sale of its Fresh business.

Without the one-off adjustment, and some timing on spends, the India joint venture continued to deliver improved profitability through better margins because of price increases to address inflation, and better sourcing of key raw materials.

DMFI delivered an EBITDA of US\$78.4 million, down 53.7% versus the US\$169.4 million in the prior year period due to margin declines from the impact of unprecedented inflation last year which was carried in inventories sold during the first half of FY2024 and high conversion cost this year. DMFI generated a net loss of US\$35.9 million, versus prior year's net profit of US\$1.6 million mainly due to margin declines, as discussed, partly offset by lower administrative costs.

DMPL ex-DMFI generated an EBITDA of US\$75.6 million, lower by 26.6%, and a net profit of US\$7.8 million, lower by US\$40.0 million, versus the US\$47.8 million profit last year mainly driven by decline in margins partly offset by lower distribution and administrative costs.

The Group generated an EBITDA of US\$155.5 million which was lower than the previous year's US\$274.7 million mainly due to unfavorable operating results from both DMFI and DMPL ex-DMFI. The Group incurred a net loss of US\$50.6 million versus the prior year period's net profit of US\$28.8 million.

The Group's net debt/adjusted EBITDA increased to 11.4x from 6.1x last year and gearing to 7.3x from 5.8x due to debt servicing, higher loans, reduced equity from the redemption of DMPL's US\$300 million Preference Shares, lower sales and higher cost versus prior year.

Although debt levels had gone up, the refinancing of the US\$300 million Preference Shares with bank loans at an average interest rate of 6.80% versus the Preference Share coupon of 10% on a step-up basis if not redeemed, saves the company about US\$10-11 million annually.

Despite a net loss for the period, the Group's cash inflow from operations for the nine-month period was US\$128.1 million, better than last year's cash outflow of US\$79.1 million mainly driven by better management of working capital.

The Group had negative working capital as of 31 January 2024 amounting to US\$224.0 million. This was due to loans that had become current and will be refinanced as they fall due.

VARIANCE FROM PROSPECT STATEMENT

The results for the nine-month period were below expectations. The Group expects to have weaker results this year versus FY2023 driven by slower than planned category growth both in the US and Philippines although market shares continue to be strong. The Group has also been impacted by unprecedented inflationary conditions since FY2023 and unfavorable weather impacting the pineapple operations.

BUSINESS OUTLOOK

The Group expects to deliver higher branded revenue growth in FY2024.

In the US, DMFI is dedicated to expanding its market share through a comprehensive strategy that encompasses several key aspects. This includes a focus on accelerating innovation, recapturing margins, and capitalizing on growth opportunities in under-penetrated channels. As DMFI's branded portfolio continues to strengthen its position as a market leader across various categories, the Group anticipates that its innovation and new business will make important contributions to both sales and margins. DMFI has been winning significant new Joyba distribution and is primed to do a national launch within the next six months.

Furthermore, in response to the growing demand for premium products, particularly the superior MD2 fresh pineapple, plans have been developed to substantially increase production. This initiative will support the rising export demand for these highly sought-after products and further strengthen the Group's reputation as a provider of exceptional quality.

The Group is actively addressing the high carryover inventory levels from FY2023 by reducing the FY2024 pack across all major segments especially in the U.S. DMFI will also close two vegetable plants in Wisconsin and Washington which will lower fixed costs and improve margins. DMFI will consolidate its green beans volume from

Wisconsin into another plant. One off costs are estimated to be US\$11.2 million in FY2024. The consolidation will benefit DMFI in terms of lower costs and initial working capital savings in FY2025.

In FY2025, DMFI will continue to correct the inventory by reducing the aggregate pack plan across all categories by over 30%. Groupwide gross margin will benefit from the inventory reduction plan since FY2024 with lower waste of aging items, lower warehousing costs and lower trade spend to liquidate stocks.

DMFI is also rightsizing its workforce to reduce the G&A cost of the business.

The Group recognizes the uncertainty in the global environment and is committed to effectively managing its operating expenses. To achieve this, the Group is implementing various strategies, such as optimizing packaging materials, implementing power and fuel initiatives, making investments to enhance efficiency, productivity, and wastage minimization, and introducing product bundling initiatives in distribution centers. By actively pursuing these measures, the Group aims to streamline operations, reduce costs, and ensure sustainable growth in an ever-changing market.

The Group anticipates that FY2024 and FY 2025 will be years during which the company focuses on reducing inventory and further lowering operating costs. DMPL expects to incur a loss in this financial year as announced in the previous quarter.

Further to the Company's announcements on 19 and 20 February 2024, the Company's indirect subsidiary, Jubilant Year Investments Limited will issue on 18 March 2024, US\$70 million Senior Perpetual Capital Securities to be guaranteed by Del Monte Philippines, Inc. (DMPI) and Philippine Packaging Management Service Corporation. As disclosed, the proceeds of such issuance will be used to settle certain derivative rights of DMPI minority shareholder, SEA Diner Holdings (S) Pte Ltd and redeem less than half of its shareholdings in DMPI.

OPERATING SEGMENT AND REVIEW OF TURNOVER

For the three months ended 31 January

In US\$'000	Americas			Asia Pacific			Europe			Total		
	FY2024	FY2023	% Chg	FY2024	FY2023	% Chg	FY2024	FY2023	% Chg	FY2024	FY2023	% Chg
Turnover												
Meals and Meal Enhancers	235,801	244,082	(3.4)	58,255	59,309	(1.8)	598	2,522	(76.3)	294,654	305,913	(3.7)
Snacking and Desserts	120,499	125,498	(4.0)	29,257	26,571	10.1	87	144	(39.6)	149,843	152,213	(1.6)
Premium Fresh Fruit	-	-	-	35,141	30,029	17.0	-	-	-	35,141	30,029	17.0
Beverages	2,077	2,771	(25.0)	34,700	38,072	(8.9)	282	671	(58.0)	37,059	41,514	(10.7)
Others	111,451	126,161	(11.7)	11,704	13,957	(16.1)	6,810	11,450	(40.5)	129,965	151,568	(14.3)
Total Turnover	469,828	498,512	(5.8)	169,057	167,938	0.7	7,777	14,787	(47.4)	646,662	681,237	(5.1)
Operating Income	3,878	34,688	(88.8)	29,420	28,824	2.1	(1,465)	2,934	(149.9)	31,833	66,446	(52.1)
Unallocated G&A										(8,117)	(7,777)	(4.4)
Other Income (Expense)										(908)	(1,427)	36.4
Operating Income - Group Level	3,878	34,688	(88.8)	29,420	28,824	2.1	(1,465)	2,934	(149.9)	22,808	57,242	(60.2)

Americas

Sales in the Americas decreased by 5.8% to US\$469.8 million, driven by strategic shift away from lower-margin co-pack products that it packs for other manufacturers, as well as lower canned fruit and vegetable sales on declining category trends. Operating profit was down 88.8% due to reduced margins from significantly high cost and lower volume.

Asia Pacific

Asia Pacific's sales in the third quarter increased by 0.7% to US\$169.1 million from US\$167.9 million driven by improved sales of Fresh from favorable mix due to increased volume of the higher-margin S&W Deluxe pineapple as well as better pricing.

Philippine market delivered sales of US\$107.4 million, 4.0% lower in peso terms and 2.1% lower in US dollar terms. The downturn in sales was primarily driven by a drop in beverage sales, attributed to the growing emergence of simple juice drink brands and juice PET formats.

Europe

For the third quarter, Europe's sales decreased by 47.4% to US\$7.8 million from US\$14.8 million on lower sales of pineapple juice and packaged pineapple.

OPERATING SEGMENTS AND REVIEW OF TURNOVER

For the nine months ended 31 January

In US\$'000	Americas			Asia Pacific			Europe			Total		
	FY2024	FY2023	% Chg	FY2024	FY2023	% Chg	FY2024	FY2023	% Chg	FY2024	FY2023	% Chg
Turnover												
Meals and Meal Enhancers	658,229	637,454	3.3	168,768	162,801	3.7	2,165	8,263	(73.8)	829,162	808,518	2.6
Snacking and Desserts	350,734	344,443	1.8	66,826	72,209	(7.5)	147	288	(49.0)	417,707	416,940	0.2
Premium Fresh Fruit	-	-	-	107,171	108,752	(1.5)	-	-	-	107,171	108,752	(1.5)
Beverages	6,094	5,934	2.7	98,720	105,753	(6.7)	1,130	1,710	(33.9)	105,944	113,397	(6.6)
Others	312,612	321,472	(2.8)	35,370	41,464	(14.7)	22,510	26,204	(14.1)	370,492	389,140	(4.8)
Total Turnover	1,327,669	1,309,303	1.4	476,855	490,979	(2.9)	25,952	36,465	(28.8)	1,830,476	1,836,747	(0.3)
Operating Income	40,651	136,010	(70.1)	76,999	91,650	(16.0)	(1,237)	6,676	(118.5)	116,413	234,336	(50.3)
Unallocated G&A										(20,458)	(23,793)	14.0
Other Income (Expense)										(2,624)	334	(885.6)
Operating Income - Group Level	40,651	136,010	(70.1)	76,999	91,650	(16.0)	(1,237)	6,676	(118.5)	93,331	210,877	(55.7)

Americas

Sales in the Americas grew by 1.4% to US\$1,327.7 million, driven by pricing actions in FY2023 and in August this year, as well as incremental volume from USDA which were partly offset by lower sales from the non-strategic co-pack business and higher trade spends.

Asia Pacific

Asia Pacific's sales in the nine-month period declined by 2.9% to US\$476.9 million from US\$491.0 million driven by lower export sales of fresh and packaged pineapple and other products which were largely due to lower pineapple supply starting in the second quarter. This was partly offset by increased sales of premium S&W Deluxe fresh pineapples and pricing action to offset inflation.

Philippine sales of US\$291.2 million were relatively flat (at 0.8% lower in peso terms and 0.6% lower in US dollar terms). Robust growth from e-commerce which almost doubled, and sustained growth from convenience and foodservice were offset by declines in modern trade and general trade business.

Europe

For the nine-month period, Europe's sales decreased by 28.8% to US\$26.0 million from US\$36.5 million on lower sales of non-branded categories.

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		
	FY2024	FY2023	Explanatory Notes	FY2024	FY2023	Explanatory Notes
Cost of Goods Sold	82.0	77.7	Lower plantation yield resulting to higher cost in the Philippines. Higher standard cost for the US, as well as higher waste and inventory write-off	80.3	73.4	Same as 3Q
Distribution and Selling Expenses	8.9	9.0	Lower freight cost in DMFI and distribution cost in DMPI, driven by volumes	9.2	9.6	Same as 3Q
G&A Expenses	5.5	4.7	Higher personnel and professional and contracted services in DMFI	5.2	5.5	Driven by lower personnel cost due to deliberate cuts
Other Operating Expenses (Income)	0.1	0.2	Higher cost last year was driven by litigation settlement and write-off of excess of NRV over cost of inventory	0.1	0.0	Last year includes income from insurance claims due to typhoon, income from reversal of JV loss and income from (none this year)

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			
	FY2024	FY2023	%	Explanatory Notes	FY2024	FY2023	%	Explanatory Notes
Depreciation and amortization	(49,301)	(48,275)	(2.1)	Higher amortization of ROU assets	(145,424)	(143,725)	(1.2)	Same as 3Q
Reversal/ (Provision) for inventory obsolescence	(1,727)	(4,444)	61.1	Lower obsolescence this quarter for both DMPI and DMFI	(10,115)	(6,858)	(47.5)	Higher obsolescence in the US due to aged inventory
Reversal/ (Provision) for doubtful debts	(2)	184	(101.1)	Last year was driven by reversal of bad debts for trade receivables	-	184	(100.0)	Same as 3Q
Net gain/(loss) on disposal of fixed assets	8	(78)	110.3	Gain from sale of DMPI's assets in 3Q	(9)	32	(128.1)	Driven by equipment disposal in DMFI
Foreign exchange gain/(loss)- net	(2,085)	1,655	(226.0)	Driven by forex loss from ICMOSA	2,706	3,910	(30.8)	Lower forex loss, both in DMFI and DMPI, versus last year
Interest income	199	226	(11.9)	Lower interest income on rental advances	714	734	(2.7)	nm
Interest expense	(52,752)	(37,213)	(41.8)	Driven by higher market rates in the Philippines and US, partially offset by savings from refinancing	(146,026)	(161,179)	9.4	Lower interest this year as last year's interest includes one-off redemption cost and write-off of deferred financing cost related to high yield loan refinancing
Share in net loss of JV	(561)	(337)	(66.5)	Lower net loss in JV last year as it was offset by miscellaneous income from the sale of Fresh business in Indian JV	(905)	(383)	(136.3)	Lower net loss in JV last year as it was offset by one-time gain from sale of Fresh business in Indian JV
Taxation benefit (expense)	3,276	(8,716)	137.6	Tax benefit was driven by net loss in the US	1,432	(16,887)	108.5	Same as 3Q

REVIEW OF GROUP ASSETS AND LIABILITIES

Balance Sheet	January 2024 (Unaudited)	January 2023 (Unaudited)	April 2023 (Audited)	% Variance vs April 2023	Explanatory Notes
<i>In US\$'000</i>					
ASSETS					
Property, plant and equipment - net	685,813	603,634	658,991	4.1	Higher bearer plant assets and increase in CIP in the US
Right-of-use (ROU) assets	98,746	105,918	100,566	(1.8)	Mainly driven by amortization
Investment in joint ventures	20,286	18,930	20,161	0.6	Driven by additional investment in Vinamilk
Intangible assets and goodwill	748,538	755,628	753,841	(0.7)	nm
Other noncurrent assets	48,052	30,416	42,250	13.7	Driven by additional investment in Nice Tech
Deferred tax assets - net	128,346	117,679	118,060	8.7	Higher deferred tax asset due to DMPI's net loss
Pension assets	6,862	8,559	10,630	(35.4)	Reduction in pension fund in DMPI due to overfunding.
Biological assets	51,748	52,047	47,859	8.1	Increase in fair value mainly driven by higher expected of number of units to be harvested
Inventories	1,274,138	1,147,255	1,076,772	18.3	Mainly driven by higher volume and higher cost of production
Trade and other receivables	225,695	238,602	231,036	(2.3)	nm
Prepaid expenses and other current assets	56,769	50,341	59,667	(4.9)	Driven by lower prepaid input vat
Cash and cash equivalents	24,137	13,903	19,836	21.7	Higher cash driven by operating activities
EQUITY					
Share capital	19,449	19,449	19,449	0.0	nm
Share premium	208,339	208,339	208,339	0.0	nm
Retained earnings	66,417	131,441	119,540	(44.4)	Driven by net loss during the period
Reserves	(28,107)	(50,789)	(28,511)	1.4	nm
Non-controlling interest	66,328	67,059	66,941	(0.9)	nm
LIABILITIES					
Loans and borrowings	2,456,521	2,201,163	2,273,353	8.1	Driven by higher short term loans for working capital requirements
Lease liabilities	103,481	104,240	100,096	3.4	Increase due to renewal of office building and land lease
Other noncurrent liabilities	31,915	22,147	16,826	89.7	Driven by long-term payables related to capital expenditures
Employee benefits	46,407	58,403	45,574	1.8	nm
Environmental remediation liabilities	-	43	-	0.0	nm
Deferred tax liabilities - net	11,724	6,035	11,630	0.8	nm
Trade and other current liabilities	384,333	371,316	304,940	26.0	Driven by higher trade payables in the US
Current tax liabilities	2,323	4,066	1,492	55.7	Timing of tax payment for DMPI

SHARE CAPITAL

Total shares outstanding were 1,943,960,024 (all common shares as preference shares had all been redeemed) as of 31 January 2024. Share capital was US\$19.5 million as of 31 January 2024 and 30 April 2023.

The number of shares outstanding excludes 975,802 shares held by the Company as treasury shares as at 31 January 2024 and 30 April 2023. There was no sale, disposal or cancellation of treasury shares during the nine months ended 31 January 2024.

BORROWINGS AND NET DEBT

<i>Liquidity in US\$'000</i>	January 2024 (Unaudited)	January 2023 (Unaudited)	April 2023 (Audited)
Gross borrowings	(2,456,521)	(2,201,163)	(2,273,353)
Current	(1,407,705)	(1,288,808)	(1,278,876)
Secured	(792,472)	(696,957)	(645,760)
Unsecured	(615,233)	(591,851)	(633,116)
Non-current	(1,048,816)	(912,355)	(994,477)
Secured	(796,011)	(678,310)	(781,067)
Unsecured	(252,805)	(234,045)	(213,410)
Less: Cash and bank balances	24,137	13,903	19,836
Net debt	(2,432,384)	(2,187,260)	(2,253,517)

The Group's net debt (borrowings less cash and bank balances) amounted to US\$2.43 billion as at 31 January 2024, higher than the US\$2.25 billion as at 30 April 2023 due to increase in DMFI's working capital loans.

DIVIDENDS

No dividends were declared for this quarter and the prior year quarter. The Group generally declares dividends based on yearend full year results. The last dividend declaration was in July 2023 based on FY2023 results and paid on 25 July 2023.

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' mandate pursuant to Rule 920)		Aggregate value of all IPTs conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than S\$100,000)	
For the nine months ended 31 January	Nature of Relationship	FY2024	FY2023	FY2024	FY2023
NutriAsia, Inc	Affiliate of the Company	-	-	2,501	209
Aviemore Ltd.	Affiliate of the Company	-	-	12,000	-
DMPPI Retirement Fund	Retirement Fund of Subsidiary's Employees	-	-	1,466	1,378
NutriAsia, Inc Retirement Fund	Retirement Fund of Affiliate's Employees	-	-	434	470
Aggregate Value		-	-	16,400	2,057

DEL MONTE PACIFIC LIMITED
UNAUDITED CONSOLIDATED INCOME STATEMENT

<i>Amounts in US\$'000</i>	For the three months ended 31 January			For the nine months ended 31 January		
	FY2024 (Unaudited)	FY2023 (Unaudited)	%	FY2024 (Unaudited)	FY2023 (Unaudited)	%
	Turnover	646,662	681,237	(5.1)	1,830,476	1,836,747
Cost of sales	(530,042)	(529,048)	(0.2)	(1,470,044)	(1,347,547)	(9.1)
Gross profit	116,620	152,189	(23.4)	360,432	489,200	(26.3)
Distribution and selling expenses	(57,540)	(61,489)	6.4	(168,711)	(176,745)	4.5
General and administration expenses	(35,364)	(32,031)	(10.4)	(95,766)	(101,912)	6.0
Other operating income/(loss)	(908)	(1,427)	nm	(2,624)	334	(885.6)
Profit from operations	22,808	57,242	(60.2)	93,331	210,877	(55.7)
Financial income*	(1,879)	2,009	(193.5)	3,443	4,784	(28.0)
Financial expense**	(52,759)	(37,341)	(41.3)	(146,049)	(161,319)	9.5
Share in net loss of joint venture	(561)	(337)	(66.5)	(905)	(383)	(136.3)
Profit before taxation	(32,391)	21,573	(250.1)	(50,180)	53,959	(193.0)
Taxation	3,276	(8,716)	137.6	1,432	(16,887)	108.5
Profit after taxation	(29,115)	12,857	(326.5)	(48,748)	37,072	(231.5)
Profit attributable to:						
Owners of the Company	(29,008)	9,849	(394.5)	(50,581)	28,850	(275.3)
Non-controlling interest***	(107)	3,008	(103.6)	1,833	8,222	(77.7)
Profit for the period	(29,115)	12,857	(326.5)	(48,748)	37,072	(231.5)
Notes:						
Depreciation and amortization	(49,301)	(48,275)	(2.1)	(145,424)	(143,725)	(1.2)
Reversal of (provision for) inventory obsolescence	(1,727)	(4,444)	61.1	(10,115)	(6,858)	(47.5)
Provision for doubtful debts	(2)	184	nm	-	184	nm
Gain (loss) on disposal of fixed assets	8	(78)	110.3	(9)	32	nm
*Financial income comprise:						
Interest income	199	226	(11.9)	714	734	(2.7)
Foreign exchange gain	(2,078)	1,783	(216.5)	2,729	4,050	(32.6)
	(1,879)	2,009	(193.5)	3,443	4,784	(28.0)
**Financial expense comprise:						
Interest expense	(52,752)	(37,213)	(41.8)	(146,026)	(161,179)	9.4
Foreign exchange loss	(7)	(128)	94.5	(23)	(140)	83.6
	(52,759)	(37,341)	(41.3)	(146,049)	(161,319)	9.5

nm – not meaningful

Earnings per ordinary share in US cents	For the three months ended 31 January		For the nine months ended 31 January	
	FY2024	FY2023	FY2024	FY2023
Earnings per ordinary share based on net profit attributable to shareholders:				
(i) Based on weighted average no. of ordinary shares	(1.49)	0.46	(2.60)	1.28
(ii) On a fully diluted basis	(1.49)	0.46	(2.60)	1.28

***NCI Includes: (amounts in US\$)	For the three months ended 31 January		For the nine months ended 31 January	
	FY2024	FY2023	FY2024	FY2023
DMFI NCI	(1,586)	410	(2,466)	108
DMPI NCI	1,495	2,578	4,303	8,061
FieldFresh NCI	(18)	21	(4)	54

DEL MONTE PACIFIC LIMITED
UNAUDITED STATEMENT OF COMPREHENSIVE INCOME

<i>Amounts in US\$'000</i>	For the three months ended 31 January			For the nine months ended 31 January		
	FY2024 (Unaudited)	FY2023 (Unaudited)	%	FY2024 (Unaudited)	FY2023 (Unaudited)	%
Profit for the period	(29,115)	12,857	(326.5)	(48,748)	37,072	(231.5)
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	1,329	11,715	(88.7)	(3,358)	(7,869)	57.3
Effective portion of changes in fair value of cash flow hedges	(5,962)	(1,765)	(237.8)	4,840	(2,189)	nm
Income tax expense on cash flow hedge	1,491	366	307.4	(1,210)	472	nm
	(3,142)	10,316	(130.5)	272	(9,586)	102.8
<i>Items that will not be classified to profit or loss</i>						
Remeasurement of retirement benefit	(18)	135	(113.3)	(36)	241	(114.9)
Income tax expense on retirement benefit	3	(20)	115.0	6	(35)	117.1
	(15)	115	(113.0)	(30)	206	(114.6)
Other comprehensive income/(loss) for the period	(3,157)	10,431	(130.3)	242	(9,380)	102.6
Total comprehensive income for the period	(32,272)	23,288	(238.6)	(48,506)	27,692	(275.2)
Attributable to:						
Owners of the Company	(32,060)	18,891	(269.7)	(50,177)	20,602	(343.6)
Non-controlling interests	(212)	4,397	(104.8)	1,671	7,090	(76.4)
Total comprehensive income for the period	(32,272)	23,288	(238.6)	(48,506)	27,692	(275.2)

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		
	January 2024 (Unaudited)	January 2023 (Unaudited)	April 2023 (Audited)	January 2024 (Unaudited)	January 2023 (Unaudited)	April 2023 (Audited)
Non-Current Assets						
Property, plant and equipment - net	685,813	603,634	658,991	-	-	-
Right-of-use (ROU) assets	98,746	105,918	100,566	90	102	77
Investment in subsidiaries	-	-	-	940,547	954,174	967,159
Investment in joint ventures	20,286	18,930	20,161	1,569	2,529	2,623
Intangible assets and goodwill	748,538	755,628	753,841	-	-	-
Other noncurrent assets	48,052	30,416	42,250	10,516	-	5,023
Deferred tax assets - net	128,346	117,679	118,060	-	12	-
Pension assets	6,862	8,559	10,630	-	-	60
Biological assets	3,311	2,940	3,007	-	-	-
	1,739,954	1,643,704	1,707,506	952,722	956,817	974,942
Current Assets						
Inventories	1,274,138	1,147,255	1,076,772	-	-	-
Biological assets	48,437	49,107	44,852	-	-	-
Trade and other receivables	225,695	238,602	231,036	28,634	31,532	26,406
Prepaid expenses and other current assets	56,769	50,341	59,667	83	51	94
Cash and cash equivalents	24,137	13,903	19,836	668	1,631	554
	1,629,176	1,499,208	1,432,163	29,385	33,214	27,054
Total Assets	3,369,130	3,142,912	3,139,669	982,107	990,031	1,001,996
	-	-	-	-	-	-
Equity attributable to equity holders of the Company						
Share capital	19,449	19,449	19,449	19,449	19,449	19,449
Share premium	208,339	208,339	208,339	208,478	208,478	208,478
Retained earnings	66,417	131,441	119,540	66,417	131,441	119,540
Reserves	(28,107)	(50,789)	(28,511)	(28,107)	(50,789)	(28,511)
Equity attributable to owners of the Company	266,098	308,440	318,817	266,237	308,579	318,956
Non-controlling interest	66,328	67,059	66,941	-	-	-
Total Equity	332,426	375,499	385,758	266,237	308,579	318,956
Non-Current Liabilities						
Loans and borrowings	1,048,816	912,355	994,477	120,974	266,521	241,959
Lease liabilities	67,897	81,357	72,204	-	-	-
Other noncurrent liabilities	31,915	22,147	16,826	-	-	-
Employee benefits	23,202	25,058	21,294	-	93	-
Environmental remediation liabilities	-	43	-	-	-	-
Deferred tax liabilities - net	11,724	6,035	11,630	20	-	49
	1,183,554	1,046,995	1,116,431	120,994	266,614	242,008
Current Liabilities						
Trade and other current liabilities	384,333	371,316	304,940	118,765	108,656	116,134
Loans and borrowings	1,407,705	1,288,808	1,278,876	476,089	306,153	324,898
Lease liabilities	35,584	22,883	27,892	-	-	-
Current tax liabilities	2,323	4,066	1,492	22	29	-
Employee benefits	23,205	33,345	24,280	-	-	-
	1,853,150	1,720,418	1,637,480	594,876	414,838	441,032
Total Liabilities	3,036,704	2,767,413	2,753,911	715,870	681,452	683,040
Total Equity and Liabilities	3,369,130	3,142,912	3,139,669	982,107	990,031	1,001,996
NAV per ordinary share (US cents)	<u>13.69</u>	<u>15.87</u>	<u>16.40</u>	<u>13.70</u>	<u>15.87</u>	<u>16.41</u>
NTAV per ordinary share (US cents)	<u>(24.82)</u>	<u>(23.00)</u>	<u>(22.38)</u>	<u>13.70</u>	<u>15.87</u>	<u>16.41</u>

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	Reserve for own shares	Retained earnings	Totals	Non-controlling interest	Total equity
Group											
Fiscal Year 2024											
At 1 May 2023	19,449	208,339	(105,020)	29,354	46,051	1,390	(286)	119,540	318,817	66,941	385,758
Total comprehensive income for the period											
Profits for the period								(50,581)	(50,581)	1,833	(48,748)
Other comprehensive income											
Currency translation differences recognized directly in equity	-	-	(2,950)	-	-	-	-	-	(2,950)	(408)	(3,358)
Remeasurement of retirement plan, net of tax	-	-	-	-	(26)	-	-	-	(26)	(4)	(30)
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	3,380	-	-	3,380	250	3,630
Total other comprehensive income/(loss)	-	-	(2,950)	-	(26)	3,380	-	-	404	(162)	242
Total comprehensive (loss)/income for the period	-	-	(2,950)	-	(26)	3,380	-	(50,581)	(50,177)	1,671	(48,506)
Transactions with owners recorded directly in equity											
Contributions by and distributions to owners											
Payment of Dividends	-	-	-	-	-	-	-	(2,542)	(2,542)	(2,284)	(4,826)
Total contributions by and distributions to owners	-	-	-	-	-	-	-	(2,542)	(2,542)	(2,284)	(4,826)
At 31 January 2024	19,449	208,339	(107,970)	29,354	46,025	4,770	(286)	66,417	266,098	66,328	332,426

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	Reserve for own shares	Retained earnings	Totals	Non-controlling interest	Total equity
Group											
Fiscal Year 2023											
At 1 May 2022	29,449	298,339	(95,322)	14,278	43,752	(4,963)	(286)	140,320	425,567	69,138	494,705
Total comprehensive income for the period											
Profits for the period	-	-	-	-	-	-	-	28,850	28,850	8,222	37,072
Other comprehensive income											
Currency translation differences recognized directly in equity	-	-	(6,840)	-	-	-	-	-	(6,840)	(1,029)	(7,869)
Remeasurement of retirement plan, net of tax	-	-	-	-	179	-	-	-	179	27	206
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	(1,587)	-	-	(1,587)	(130)	(1,717)
Total other comprehensive income/(loss)	-	-	(6,840)	-	179	(1,587)	-	-	(8,248)	(1,132)	(9,380)
Total comprehensive (loss)/income for the period	-	-	(6,840)	-	179	(1,587)	-	28,850	20,602	7,090	27,692
Transactions with owners recorded directly in equity											
Contributions by and distributions to owners											
Payment of Dividends	-	-	-	-	-	-	-	(37,729)	(37,729)	(9,169)	(46,898)
Total contributions by and distributions to owners	(10,000)	(90,000)	-	-	-	-	-	(37,729)	(137,729)	(9,169)	(146,898)
At 31 January 2023	19,449	208,339	(102,162)	14,278	43,931	(6,550)	(286)	131,441	308,440	67,059	375,499

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 2024										
At 1 May 2023	19,449	208,478	(105,020)	29,354	46,051	1,390	-	(286)	119,540	318,956
Total comprehensive income for the period										
Profits for the period									(50,581)	(50,581)
Other comprehensive income										
Currency translation differences recognized directly in equity	-	-	(2,950)	-	-	-	-	-	-	(2,950)
Remeasurement of retirement plan, net of tax	-	-	-	-	(26)	-	-	-	-	(26)
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	3,380	-	-	-	3,380
Total other comprehensive income/(loss)	-	-	(2,950)	-	(26)	3,380	-	-	-	404
Total comprehensive (loss)/income for the period	-	-	(2,950)	-	(26)	3,380	-	-	(50,581)	(50,177)
Transactions with owners recorded directly in equity										
Contributions by and distributions to owners										
Payment of Dividends	-	-	-	-	-	-	-	-	(2,542)	(2,542)
Total contributions by and distributions to owners	-	-	-	-	-	-	-	-	(2,542)	(2,542)
At 31 January 2024	19,449	208,478	(107,970)	29,354	46,025	4,770	-	(286)	66,417	266,237

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 2023										
At 1 May 2022	29,449	298,478	(95,322)	14,278	43,752	(4,963)	-	(286)	140,320	425,706
Total comprehensive income for the period										
Profits for the period	-	-	-	-	-	-	-	-	28,850	28,850
Other comprehensive income										
Currency translation differences recognized directly in equity	-	-	(6,840)	-	-	-	-	-	-	(6,840)
Remeasurement of retirement plan, net of tax	-	-	-	-	179	-	-	-	-	179
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	(1,587)	-	-	-	(1,587)
Total other comprehensive income/(loss)	-	-	(6,840)	-	179	(1,587)	-	-	-	(8,248)
Total comprehensive (loss)/income for the period	-	-	(6,840)	-	179	(1,587)	-	-	28,850	20,602
Transactions with owners recorded directly in equity										
Contributions by and distributions to owners										
Payment of Dividends	-	-	-	-	-	-	-	-	(37,729)	(37,729)
Total contributions by and distributions to owners	(10,000)	(90,000)	-	-	-	-	-	-	(37,729)	(137,729)
At 31 January 2023	19,449	208,478	(102,162)	14,278	43,931	(6,550)	-	(286)	131,441	308,579

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	
	FY2024	FY2023	FY2024	FY2023
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Cash flows from operating activities				
Profit for the period	(29,115)	12,857	(48,748)	37,072
Adjustments for:				
Depreciation of property, plant and equipment	39,561	37,033	117,276	111,747
Amortization of right-of-use assets	7,972	9,462	22,844	24,536
Amortization of intangible assets	1,768	1,780	5,304	5,180
Gain on disposal of property, plant and equipment	(8)	78	9	(32)
Share in net (profit) loss of joint venture	561	337	905	383
Finance income	1,879	(2,009)	(3,443)	(4,784)
Finance expense	52,759	37,341	146,049	90,448
Redemption fee on Senior Secured Loans	-	-	-	44,530
Write-off of deferred financing costs	-	-	-	26,341
Tax expense - current	4,198	7,825	9,502	21,426
Tax expense (deferred)	(7,474)	891	(10,934)	(4,539)
Net loss (gain) on derivative financial instrument	(7,393)	(2,189)	(7,393)	(2,189)
Operating profit before working capital changes	<u>64,708</u>	<u>103,411</u>	<u>231,371</u>	<u>350,124</u>
Changes in:				
Other assets	6,351	(5,017)	2,599	(5,979)
Inventories	149,402	108,142	(193,701)	(457,787)
Biological assets	(3,092)	(598)	(4,658)	(4,018)
Trade and other receivables	43,948	81,348	5,564	(34,437)
Prepaid and other current assets	2,448	2,629	9,064	1,360
Trade and other payables	(100,208)	(212,336)	77,447	91,373
Employee Benefit	4,291	1,019	4,403	(3,167)
Operating cash flow	<u>167,848</u>	<u>78,598</u>	<u>132,089</u>	<u>(62,531)</u>
Income taxes paid	(1,534)	(6,747)	(3,946)	(16,547)
Net cash flows provided by operating activities	<u>166,314</u>	<u>71,851</u>	<u>128,143</u>	<u>(79,078)</u>
Cash flows from investing activities				
Interest received	1,973	1,167	5,779	2,240
Proceeds from disposal of property, plant and equipment	12	104	125	197
Purchase of property, plant and equipment	(53,226)	(59,314)	(148,399)	(149,650)
Purchase of Kitchen Basics brand	-	(420)	-	(71,761)
Additional investment in joint venture	-	-	(1,028)	(1,462)
Net cash flows used in investing activities	<u>(51,241)</u>	<u>(58,463)</u>	<u>(143,523)</u>	<u>(220,436)</u>
Cash flows from financing activities				
Interest paid	(52,804)	(37,395)	(138,084)	(107,642)
Proceeds of borrowings	768,571	309,340	3,677,621	1,882,199
Repayment of borrowings	(824,238)	(186,045)	(3,486,067)	(1,247,002)
Payments of lease liability	(5,473)	(15,787)	(22,411)	(37,229)
Dividends paid	(940)	(3,893)	(4,826)	(46,898)
Redemption fee on Senior Secured Loans	-	-	-	(44,530)
Payments of debt related costs	(131)	(345)	(3,552)	(16,871)
Net cash flows provided by (used in) financing activities	<u>(115,015)</u>	<u>(34,125)</u>	<u>22,681</u>	<u>282,027</u>
Net increase (decrease) in cash and cash equivalents	<u>58</u>	<u>(20,737)</u>	<u>7,301</u>	<u>(17,487)</u>
Cash and cash equivalents, beginning	<u>28,665</u>	<u>19,482</u>	<u>19,836</u>	<u>21,853</u>
Effect of exchange rate fluctuations on cash held in foreign currency	<u>(4,586)</u>	<u>15,158</u>	<u>(3,000)</u>	<u>9,537</u>
Cash and cash equivalents at end of period	<u>24,137</u>	<u>13,903</u>	<u>24,137</u>	<u>13,903</u>

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		
	FY2024 (Unaudited)	FY2023 (Unaudited)	%	FY2024 (Unaudited)	FY2023 (Unaudited)	%
Turnover	466,385	495,689	(5.9)	1,317,374	1,304,432	1.0
Cost of sales	(393,266)	(396,889)	0.9	(1,085,123)	(985,454)	(10.1)
Gross profit	73,119	98,800	(26.0)	232,251	318,978	(27.2)
Distribution and selling expenses	(42,990)	(43,680)	1.6	(121,332)	(117,228)	(3.5)
General and administration expenses	(25,060)	(22,213)	(12.8)	(69,080)	(72,280)	4.4
Other operating income/(loss)	(817)	(2,290)	64.3	(2,669)	(2,766)	3.5
Profit from operations	4,252	30,617	(86.1)	39,170	126,704	(69.1)
Interest income	22	7	214.3	59	27	118.5
Interest expense	(33,183)	(23,940)	(38.6)	(90,513)	(127,273)	28.9
Forex exchange gain (loss)	(2,337)	1,834	(227.4)	2,088	2,791	(25.2)
Profit before taxation	(31,246)	8,518	(466.8)	(49,196)	2,249	(2,287.5)
Taxation	6,586	(2,181)	402.0	10,844	(576)	1,982.6
Profit after taxation	(24,660)	6,337	(489.1)	(38,352)	1,673	(2,392.4)
Profit(loss) attributable to:						
Owners of the DMPL	(23,074)	5,928	(489.2)	(35,886)	1,565	(2,393.0)
Non-controlling interest	(1,586)	409	(487.8)	(2,466)	108	(2,383.3)
Profit/(loss) for the period	(24,660)	6,337	(489.1)	(38,352)	1,673	(2,392.4)

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

	For the three months ended 31 January					
	FY2024	FY2023	%	FY2024	FY2023	%
	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	
	In PHP'000			In US\$'000		
Turnover	10,030,539	11,303,736	(11.3)	180,014	198,739	(9.4)
Cost of sales	(7,730,801)	(8,406,306)	8.0	(138,736)	(147,908)	6.2
Gross profit	2,299,738	2,897,430	(20.6)	41,278	50,831	(18.8)
Distribution and selling expenses	(795,887)	(979,828)	18.8	(14,291)	(17,158)	16.7
General and administration expenses	(324,416)	(302,378)	(7.3)	(5,820)	(5,314)	(9.5)
Other operating loss	(78,105)	(14,724)	(430.5)	(1,402)	(253)	(454.2)
Profit from operations	1,101,330	1,600,500	(31.2)	19,765	28,106	(29.7)
Interest income	109,833	59,867	83.5	1,971	1,060	85.9
Interest expense	(449,369)	(232,673)	(93.1)	(8,064)	(4,087)	(97.3)
Forex exchange gain (loss)	14,159	6,283	125.4	253	104	143.3
Share in net loss of joint venture	(4,028)	(31,649)	87.3	(72)	(560)	87.1
Profit before taxation	771,925	1,402,328	(45.0)	13,853	24,623	(43.7)
Taxation	(120,822)	(224,584)	46.2	(2,169)	(3,953)	45.1
Profit after taxation	651,103	1,177,744	(44.7)	11,684	20,670	(43.5)

	For the nine months ended 31 January					
	FY2024	FY2023	%	FY2024	FY2023	%
	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	
	In PHP'000			In US\$'000		
Turnover	28,818,638	31,496,191	(8.5)	515,816	562,633	(8.3)
Cost of sales	(21,976,139)	(22,724,110)	3.3	(393,344)	(405,933)	3.1
Gross profit	6,842,499	8,772,081	(22.0)	122,472	156,700	(21.8)
Distribution and selling expenses	(2,579,128)	(3,165,835)	18.5	(46,163)	(56,553)	18.4
General and administration expenses	(841,738)	(852,870)	1.3	(15,066)	(15,235)	1.1
Other operating loss	(239,512)	(75,653)	(216.6)	(4,287)	(1,351)	(217.3)
Profit from operations	3,182,121	4,677,723	(32.0)	56,956	83,561	(31.8)
Interest income	325,860	119,125	173.5	5,832	2,128	174.1
Interest expense	(1,256,922)	(669,709)	(87.7)	(22,497)	(11,963)	(88.1)
Forex exchange gain	21,536	54,921	(60.8)	385	981	(60.8)
Share in net loss of joint venture	(29,916)	(66,167)	54.8	(535)	(1,182)	54.7
Profit before taxation	2,242,679	4,115,893	(45.5)	40,141	73,525	(45.4)
Taxation	(350,901)	(601,221)	41.6	(6,281)	(10,740)	41.5
Profit after taxation	1,891,778	3,514,672	(46.2)	33,860	62,785	(46.1)

Forex translation used: 55.87 in January 2024 and 55.98 in January 2023

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

DEL MONTE PHILIPPINES, INC.												
	For the three months ended 31 January						For the nine months ended 31 January					
	FY24	FY23	% Chg	FY24	FY23	% Chg	FY24	FY23	% Chg	FY24	FY23	% Chg
	<i>(In PHP'000)</i>			<i>(In US\$'000)</i>			<i>(In PHP'000)</i>			<i>(In US\$'000)</i>		
Revenues												
Convenience Cooking and Desert	4,204,020	4,150,864	1.3	75,421	73,105	3.2	11,053,285	10,774,724	2.6	197,839	192,475	2.8
Healthy Beverages and Snacks	1,815,114	2,116,508	(14.2)	32,576	37,250	(12.5)	5,259,609	5,659,385	(7.1)	94,140	101,097	(6.9)
Premium Fresh Fruit	1,967,649	1,703,682	15.5	35,321	29,751	18.7	5,982,738	6,030,108	(0.8)	107,083	107,719	(0.6)
Packaged fruit and Beverages - Export	1,382,733	2,564,154	(46.1)	24,829	45,146	(45.0)	4,515,040	6,738,715	(33.0)	80,813	120,377	(32.9)
Others	29,766	39,395	(24.4)	536	694	(22.8)	112,317	95,184	18.0	2,011	1,700	18.3
Changes in fair value – PAS 41	631,257	729,133	(13.4)	11,331	12,793	(11.4)	1,895,649	2,198,075	(13.8)	33,930	39,265	(13.6)
Total	<u>10,030,539</u>	<u>11,303,736</u>	(11.3)	<u>180,014</u>	<u>198,739</u>	(9.4)	<u>28,818,638</u>	<u>31,496,191</u>	(8.5)	<u>515,816</u>	<u>562,633</u>	(8.3)
Earnings before interest and tax												
Convenience Cooking and Desert	590,177	830,412	(28.9)	10,594	14,576	(27.3)	1,801,860	2,466,908	(27.0)	32,251	44,068	(26.8)
Healthy Beverages and Snacks	54,893	176,116	(68.8)	980	3,130	(68.7)	(12,547)	275,755	(104.6)	(225)	4,926	(104.6)
Premium Fresh Fruit	602,040	392,531	53.4	10,802	6,849	57.7	1,621,116	1,423,344	13.9	29,016	25,426	14.1
Packaged fruit and Beverages - Export	(276,014)	184,433	(249.7)	(4,943)	3,258	(251.7)	(386,562)	419,823	(192.1)	(6,919)	7,500	(192.3)
Others	4,988	9,806	(49.1)	90	172	(47.7)	16,567	28,711	(42.3)	297	512	(42.0)
Changes in fair value - PAS 41	135,377	(18,164)	845.3	2,423	(335)	823.3	133,307	51,936	156.7	2,386	928	157.1
Total	<u>1,111,461</u>	<u>1,575,134</u>	(29.4)	<u>19,946</u>	<u>27,650</u>	(27.9)	<u>3,173,741</u>	<u>4,666,477</u>	(32.0)	<u>56,806</u>	<u>83,360</u>	(31.9)

Forex translation used: 55.87 in January 2024 and 55.98 in January 2023

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.

DMPL ONE-OFF EXPENSES

Amounts in US\$ million	For the three months ended			For the nine months ended		
	31 January			31 January		
	FY2024 (Unaudited)	FY2023 (Unaudited)	%	FY2024 (Unaudited)	FY2023 (Unaudited)	%
DMFI one-off expenses:						
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 ¹	-	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
Total DMFI one-off expenses (post tax, post NCI basis)	-	2.1	nm	-	53.9	nm

Note 1 Excess of NRV over cost of inventory related to KB acquisition for the nine months ended 31 January 2023 includes US\$2.2 million of the cost from second quarter not previously disclosed as one-off cost.