



DEL MONTE PACIFIC 4Q FY2021 RESULTS

23 June 2021



Nourishing Families.
Enriching Lives.
Every Day.



Disclaimer

This presentation may contain statements regarding the business of Del Monte Pacific Limited and its subsidiaries (the “Group”) that are of a forward-looking nature and are therefore based on management’s assumptions about future developments. Such forward-looking statements are typically identified by words such as ‘believe’, ‘estimate’, ‘intend’, ‘may’, ‘expect’, and ‘project’ and similar expressions as they relate to the Group. Forward-looking statements involve certain risks and uncertainties as they relate to future events. Actual results may vary materially from those targeted, expected or projected due to various factors.

Representative examples of these factors include (without limitation) general economic and business conditions, change in business strategy or development plans, weather conditions, crop yields, service providers’ performance, production efficiencies, input costs and availability, competition, shifts in customer demands and preferences, market acceptance of new products, industry trends, and changes in government and environmental regulations. Such factors that may affect the Group’s future financial results are detailed in the Annual Report. The reader is cautioned to not unduly rely on these forward-looking statements.

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 presentation or its contents.

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

Contents

- Summary
- 4Q FY2021 Results
- FY2021 Results
- Dividends
- Market Updates
- Sustainability
- Outlook



Notes to the 4Q FY2021 Results

- Fourth quarter is from 1 February to 30 April 2021.
- DMPL owns 87% of Del Monte Philippines, Inc and 93.6% of Del Monte Foods, Inc. DMPL, therefore, recognises 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.



4Q FY2021 Highlights

- DMPL Group improved its gross margin to 26.8% from 17.8% on better sales mix, lower trade spending and lower costs
- EBITDA increased by 31% to US\$73.1m
- Net profit of US\$14.5m was a turnaround from the US\$12.4m loss in the prior year
- EBITDA of Del Monte Foods rose 20% to US\$41.2m and delivered a net profit of US\$4.6m from a loss of US\$18.4m last year
- Group reduced net debt, lowering gearing to 2.0x from 2.4x equity, while Moody's and Standard & Poor upgraded Del Monte Foods' credit ratings last April
- Final dividend declared representing 37% of FY2021 net profit



— Outlook

- Strengthen our core business, expand the product portfolio, in response to market trends for health and wellness, and grow our branded business
- More product availability through better distribution and expanded sales channels including e-commerce
- DMPL is well-positioned in this environment given its nutritious and long shelf-life products which enable consumers to prepare nutritious meals at home and build their immunity amidst the pandemic
- DMPL is well-placed to build on momentum achieved in FY2021 and expects to offset the impact of commodity and transportation headwinds
- Barring unforeseen circumstances, the DMPL Group expects to generate higher net profit in FY2022





DMPL 4Q FY2021 Group Results Summary

- Sales of US\$497.8m, -22%

Sales	% Change
Americas	-35
Philippines	+12 (in peso terms +6)
S&W	+31
FieldFresh India (equity accounted)	+18 (in rupee terms +20)

There are no one-off items this quarter. All figures below are vs prior year quarter (excluding one-off items):

- EBITDA of US\$73.1m, up 22% from US\$59.8m, due to better sales mix, lower trade spending, active cost management with savings from DMFI's asset-light strategy and other cost saving initiatives
- Operating profit of US\$49.2m, up 45% from US\$34.2m
- Net profit of US\$14.5m, up 3x from US\$4.8m



DMPL 4Q and FY2021 One-Off Expense/(Income)

There are no one-off items this period

Amounts in US\$ million	For the three months ended			For the year ended		
	30 April			30 April		
	FY2021 (Unaudited)	FY2020 (Audited)	%	FY2021 (Unaudited)	FY2020 (Audited)	%
DMFI one-off expenses:						
Plant closures	-	2.4	nm	-	79.8	nm
Severance	-	1.5	nm	-	3.5	nm
Others	-	0.0	nm	-	0.1	nm
Total (pre-tax basis)	-	3.9	nm	-	83.5	nm
Tax impact	-	2.9	nm	-	(16.5)	nm
Non-controlling interest	-	(0.7)	nm	-	(7.1)	nm
Total DMFI one-off expenses (post tax, post NCI basis)	-	6.1	nm	-	59.9	nm
Deferred financing transactions / Interest rate swap						
Accelerated deferred financing fee on refinanced loans	-	6.0	nm	-	6.0	nm
Interest rate swap settlement	-	5.2	nm	-	5.2	nm
Tax impact	-	(2.6)	nm	-	(2.6)	nm
Non-controlling interest	-	(0.9)	nm	-	(0.9)	nm
Subtotal (post tax, post NCI basis)	-	7.7	nm	-	7.7	nm
Second Lien Loan Purchase:						
Net (gain) cost due to the purchase of DMFI's second lien loan at a discount	-	0.1	nm	-	(1.5)	nm
Tax impact for the other one-off items	-	(0.0)	nm	-	0.4	nm
Total one-off gain on second lien loan purchase (post tax basis)	-	0.0	nm	-	(1.1)	nm
Intercompany Dividends Tax:						
Final tax paid on intercompany dividends	-	(0.0)	nm	-	39.6	nm
Deferred tax on undistributed share in profits	-	3.4	nm	-	7.5	nm
Total one-off final taxes on intercompany dividends	-	3.4	nm	-	47.1	nm
Total (post-tax and post non-controlling interest)	-	17.2	nm	-	113.6	nm

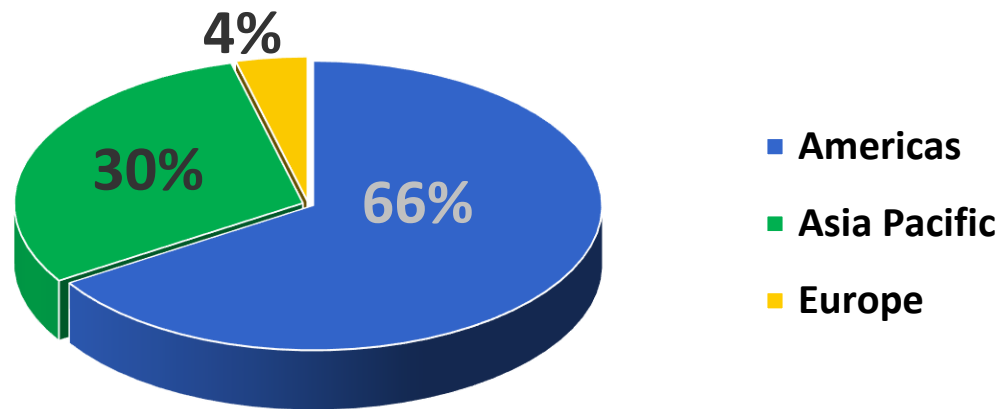


DMPL 4Q FY2021 Results – As Reported

In US\$m	4Q FY2020	4Q FY2021	Chg (%)	Comments
Turnover	638.4	497.8	-22.0	Higher Philippines and international market sales were offset by lower USA sales from high base effect
Gross profit	113.4	133.2	+17.4	Better sales mix, lower trade spending and active cost management including savings from DMFI's asset-light strategy and other cost saving initiatives
EBITDA	55.9	73.1	+30.8	Same as above, plus last year had one-off expenses
Operating profit	30.1	49.2	+63.4	Same as above
Net finance income/ (expense)	(40.3)	(27.4)	-32.0	Lower interest expense
FieldFresh equity share	(0.9)	(0.0)	nm	Strong sales growth and lower overhead costs
Tax benefit/(expense)	(3.8)	(3.4)	-8.5	Higher last year due to payment of final taxes on dividend from subsidiary
Net profit/(loss)	(12.4)	14.5	+216.5	Same as EBITDA
Net debt	1,362.6	1,256.8	-7.8	Lower due to stronger operating results
Gearing (%)	240.8	195.6	-45.2ppts	Same as above plus higher shareholder's equity



DMPL 4Q FY2021 Turnover Analysis



Americas	-34.6%	<ul style="list-style-type: none"> Extremely high base of peak pantry loading in March-April 2020
Asia Pacific	+23.0%	<ul style="list-style-type: none"> Higher sales in the Philippines, up 12% in US dollar terms Fresh sales jumped by 53% due to low base effect
Europe	+60.2%	<ul style="list-style-type: none"> Higher packaged fruit and beverage volume and price



FY2021

FY2021 Highlights

- DMPL Group improved its gross margin to 25.7% from 21.2% on better sales mix, lower trade spending and lower costs
- EBITDA more than doubled to US\$309m
- Net profit of US\$63m was a significant turnaround from the US\$81m loss in the prior year
- EBITDA of Del Monte Foods surged to US\$170.5m from US\$33m in the prior year and delivered a net profit of US\$15m from a loss of US\$100m last year due to asset-light strategy which has generated significant savings
- Group reduced net debt, lowering gearing to 2.0x from 2.4x equity
- Final dividend declared representing 37% of FY2021 net profit





DMPL FY2021 Group Results Summary

- Sales of US\$2.2bn, +2%

Sales	% Change
Americas	-3
Philippines	+16 (in peso terms +10)
S&W	-1
FieldFresh India (equity accounted)	-12 (in rupee terms -8)

There are no one-off items this period. All figures below are vs prior year period (excluding one-off items):

- EBITDA of US\$309.0m, up 37% from US\$225.7m, due to better sales mix, lower trade spending, active cost management with significant savings from DMFI's asset-light strategy and other cost saving initiatives
- Operating profit of US\$211.9m, up 58% from US\$134.5m
- Net profit of US\$63.3m, up 97% from US\$32.2m

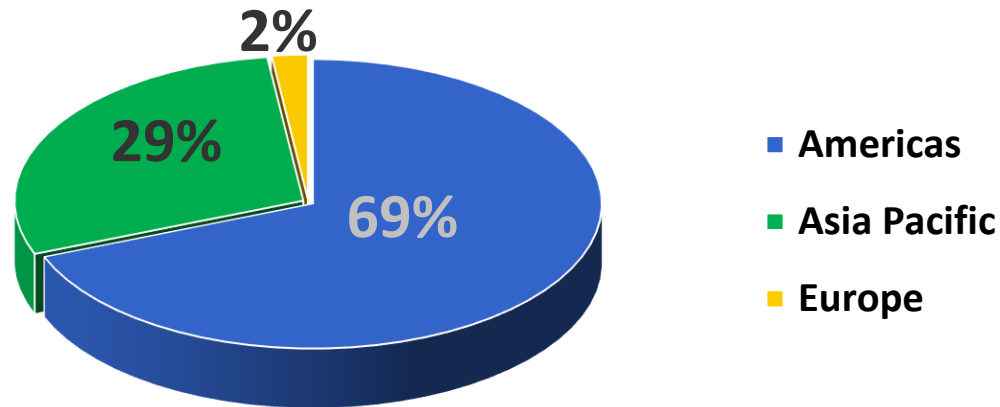


DMPL FY2021 Results – As Reported

In US\$m	FY2020	FY2021	Chg (%)	Comments
Turnover	2,128.3	2,162.7	+1.6	Higher Philippines and international market sales partly offset by USA sales
Gross profit	452.2	556.0	+23.0	Better sales mix, lower trade spending and active cost management including savings from DMFI's asset-light strategy and other cost saving initiatives
EBITDA	142.2	309.0	+117.2	Same as above, plus last year had one-off expenses
Operating profit	51.0	211.9	+315.5	Same as above
Net finance income/(expense)	(112.8)	(106.6)	-5.5	Lower interest expense
FieldFresh equity share	(2.0)	(1.0)	-50.0	Higher retail sales, lower marketing and overhead costs
Tax benefit/(expense)	(29.2)	(27.3)	-6.5	Higher last year due to payment of final taxes on dividend from subsidiary
Net profit/(loss)	(81.4)	63.3	+177.7	Same as EBITDA
Net debt	1,362.6	1,256.8	-7.8	Lower due to stronger operating results
Gearing (%)	240.8	195.6	-45.2ppts	Same as above plus higher shareholder's equity



DMPL FY2021 Turnover Analysis



Americas	-2.7%	<ul style="list-style-type: none"> Strategic planned exit from the non-branded private label retail segment But branded retail sales grew by 2.5% and e-commerce sales significantly increased continuing the strong growth momentum
Asia Pacific	+13.0%	<ul style="list-style-type: none"> Higher sales in the Philippines, up 16% in US dollar terms Strong S&W sales of shelf-stable packaged products
Europe	+13.2%	<ul style="list-style-type: none"> Higher packaged fruit and culinary sales

Dividends

- The Board approved a final dividend of 1.20 US cents (US\$0.0120) per share to Common Shareholders representing 37% of FY2021 net profit before preference dividends or 54% of net profit after preference dividends



	For the fiscal year ended 30 April	
	2020	2021
Name of dividend	Special	Final Ordinary
Type of dividend	Cash	Cash
Rate of dividend	US\$0.0154 per ordinary share	US\$0.0120 per ordinary share
Tax rate	Nil	Nil
Book closure date	12 August 2020	13 July 2021
Payable date	19 August 2020	27 July 2021





Market Updates for FY2021



Del Monte Foods USA FY2021 Results

- DMFI's sales for FY2021 were US\$1.5bn or 70% of Group sales
 - ✓ Branded retail sales grew by 2.5% and e-commerce sales significantly increased, continuing the strong growth momentum
 - ✓ However, total sales were down 3% due to strategic planned exit from the non-branded private label segment
- Continued to innovate and expand product portfolio
 - ✓ Successfully launched the premium canned pineapple 'Deluxe Gold' produced by Del Monte Philippines, and Del Monte Veggieful line of frozen vegetarian pocket pies
 - ✓ New products launched in the past 3 years contributed 6% to DMFI's total sales in FY2021
- Gross margin surged to 22.6% from 17.6% on favourable sales mix, lower trade spending and costs, including about US\$40m savings generated by plant closures in the prior year
- EBITDA soared to US\$170.5m from US\$33.2m
- Generated a net profit of US\$15.1m, reversing the loss of US\$100.4m in FY2020
- There were no one-off items this year





USA

19.7% +1.6pts

Market Share
Canned Vegetable (#1)

20.6% +0.1pts

Market Share
Canned Fruit (#2)

25.8% +2.3pts

Market Share
Fruit Cup Snacks (#2)

5.5% -0.2pts

Market Share
Canned Tomato (#3)

- Del Monte, Contadina and College Inn outperformed most of their categories in 4Q, as consumers continued to turn to trusted brand names to prepare meals and healthy snacks



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



Del Monte Foods USA 4Q Results

- DMFI's 4Q sales declined by 34% to US\$328.2m coming from an extremely high base in the same period last year with peak pantry loading in March-April 2020, and with reemerging supply constraints. However, 4Q sales remained well above pre-Covid period 2 years ago
- Lower private label sales due to strategic planned exit from the non-branded retail segment
- E-commerce sales significantly increased continuing the strong growth momentum
- Considerably higher gross margin of 23.9% from 14.8% on favourable sales mix from higher sales of higher-margin retail branded products, lower trade spending and lower costs
- Improved EBITDA substantially by 20% to US\$41.2m from US\$34.2m on higher gross profit and lower marketing spend
- Generated a net profit of US\$4.6m, reversing the loss of US\$18.4m in the prior year (or a loss of US\$8.8m excluding one-off expenses)
- There were no one-off items this quarter
- Moody's and Standard & Poor upgraded Del Monte Foods' credit ratings last April





USA 4Q Marketing Highlights

National Marketing

- Vegetable Pinterest campaign
- Fruit Facebook/Instagram campaign
- Veggieful Pocket Pies Facebook/Instagram campaign



Shopper Marketing / E-Commerce

- Participated in National Frozen & Refrigerated Foods Association's Frozen Food Month promotion across 21 accounts
- Amazon Spring campaign
- New Family Dollar Fruit Cup distribution supported by Digital marketing



Del Monte® Fruit Cup® Snacks - NEW at Family Dollar!





USA PR Highlights

Virtual Media Event in May earned 130.1M media impressions!

Del Monte Media Event - 29 media attended across food, lifestyle, CPG trade, ad trade, business verticals including Good Morning America, Good Housekeeping, Cosmopolitan, Martha Stewart Mag, Allrecipes, MyRecipes and SHAPE



Secured **4 pieces of trade media coverage** following the Del Monte Innovation Media Scale Event, including: [Food Navigator](#), [Food Dive](#), [Food Business News](#) and [Refrigerated & Frozen Foods](#).



Consumer media coverage posted on [Foodsided](#) and [Trend Hunter](#) ([Joyba](#), [Fruit Infusions](#)). Additional coverage expected from warm leads and subsequent months.



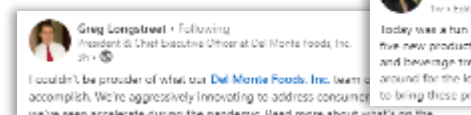
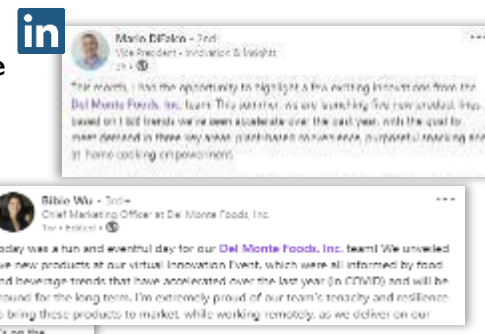
Strengthened relationships and worked to seed future coverage with Forbes, Entrepreneur, Wall Street Journal, Adweek, San Francisco Business Times, and Food Network's 'Unwrapped' series



Created an elevated immersive tasting experience with hot prepared foods, menu cards & products delivered to doorsteps. **Event hosted by [Gillian Barkyoumb](#)** RD known for creating healthy eating and snacking.



Used Executives' Social Media channels to amplify **Media Scale event coverage**, furthering our thought leadership position.



rōti

MODERN MEDITERRANEAN

**Del Monte Riced Cauliflower
a New Featured Menu Item.**



CHICKEN CAULIFLOWER
\$11.50 / \$20 Cal

Cauliflower Rice upgrade: \$2.00

**Red Lobster's 17 stores
market test Del Monte
Tropical Bubble Fruit
(branded on the
children's menu)**



**Del Monte Fruit Cups now on the menu of
Los Angeles Unified School District
(2nd largest school district in the USA)**



Del Monte Philippines FY2021 Results

- DMPL's 2nd largest subsidiary, Del Monte Philippines, Inc, achieved its record sales of US\$705.8m in FY2021, up 14% versus the prior year
 - ✓ Sales in the Philippines rose 16% to US\$392.9m, as strong retail sales more than offset the decline in foodservice sales
 - Spaghetti sauce, pasta, ketchup and packaged fruit products performed from increased home cooking, anchored on quality and nutrition
 - Beverage sales also improved, with Del Monte's equity associated with healthy and immunity-boosting 100% Pineapple Juice
 - Entered the fast-growing ready-to-drink milk and biscuits categories with the launch of Del Monte Mr Milk, a fruit- and yoghurt-flavoured milk drink, and Del Monte Potato Crisp Biscuits
 - ✓ International sales up 14% on higher packaged and fresh sales
- Gross margin expanded to 30% from 26.7% on higher volume, favourable sales mix, lower costs and expenses, and greater efficiency
- Achieved EBITDA of US\$152.6m, up 37%
- Generated a record net profit of US\$94.5m, up 40%





Philippines

89.4% +2.4pts

Market Share

Packaged Pineapple (#1)

77.0% +4.7pts

Market Share

Canned Mixed Fruit (#1)

49.5% +4.9pts

Market Share

RTD Juices ex foil pouches (#1)

87.0% +2.6pts

Market Share

Tomato Sauce (#1)

38.7% -0.2pts

Market Share

Spaghetti Sauce (#1)

- Del Monte continues to enjoy strong market share leadership across all its major categories, and further strengthened share during the pandemic throughout FY2021, as Del Monte is sought as a trusted, healthy, high quality brand perfect for increased home cooking
- Market share further improved, particularly in RTD Juices, which is known for its health and immunity proposition and was supported by the “FruiTection” campaign, as well as in Canned Mixed Fruit campaign which drove consumption among small at-home celebrations with the “Stay-lebrations” campaign

To sustain growth: Continue to strengthen the competitive position of our brands, and drive core category growth in key channels and segments



Philippines 4Q Results

- In 4Q, Philippines sales grew by 12% in US\$ terms and 7% in peso terms to US\$78.3m. Both retail and foodservice sales were up.
- Higher packaged fruit and culinary product sales behind consumer campaigns promoting regular cooking with Del Monte pineapples and tomato sauces. Beverage continues focus on immunity-building benefit.
- Launched renovations and innovations across categories, with more to come in FY2022.
- Expanded our e-commerce presence, investing in both digital capability and partnerships with leading online platforms Lazada and Shopee. This resulted in significant growth albeit from a low base. Del Monte broke into the top 10 brand rankings on both Shopee and Lazada.



Philippines – FY2021 Renovations

CULINARY

QNE – Core
Rightsized Packs



QNE – NEW
Asian Flavours

Fiesta Fruit Cocktail
Limited Edition
Summer Flavours

Christmas Special
Fiesta Fruit Cocktail
in Clear Can

FRUITS



BEVERAGES

Limited Edition Flavours



PhP 5
Tomato Paste

NEW
Today's
Tomato
Sauce

NEW
Oyster Sauce



Big Pack
Carbonara



Fresh MD2
variety in cans
for snacking





Philippines - Fruits

Core communications centered on in-home meal preparations:

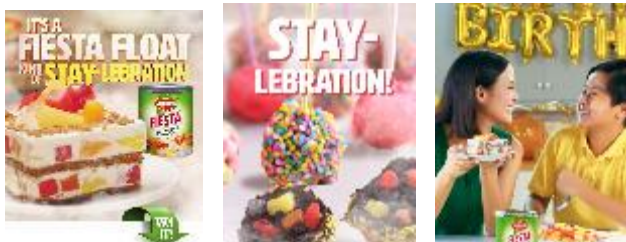
- Add pineapples to chicken dish to boost flavour, plus immunity



- Mindanao-specific regional campaign



- Stay-lebrate with Fiesta Fruit Cocktail



New Product Introduction to celebrate summer:

Del Monte Fiesta Fruit Cocktail (Mandarin Orange and Langka/Jackfruit)

- Fruit cocktail mixed with limited edition summer fruits of Mandarin Orange and Langka (Jackfruit)
- Available in supermarkets nationwide and in e-commerce





Philippines - Beverage

Strengthening the core strengths of each brand, even while improving pandemic relevance during COVID-19:

100% Pineapple Juice:

Super Fruit campaign promises strong immunity (Vit. ACE) plus mood boost (zinc, manganese and bromelain)



Del Monte Juice Drink:

Delicious and healthy flavours to drive home consumption occasions. In April, new Del Monte Juice Drink variants Melon Cucumber and Tropical Punch, and 100% Tipco Kiwi and Lychee, and were launched in 1-litre carton format



Del Monte Fit 'n Right:

Engaging themed ads that continued to encourage consumer behaviours of home consumption and fitness



Philippines - Culinary

Maximising the opportunities from increased home-cooking incidence:

Del Monte Tomato Sauce:

Build everyday meal relevance of Del Monte Tomato Sauce with 'Everyday Sauce-Special' campaign



Del Monte Quick n Easy and Carbonara:

Launch of new QNE upsizes to complete critical Meal Mix portfolios – Caldereta 160g, Gata 60g, Marinade 280mL bottle; Launch of Carbonara upsize pack



Philippines – Mr Milk



WHAT IS MR MILK?

- Fruit- and yoghurt-flavoured milk drink (plain, strawberry, green apple + mango) loved by kids
- Sold in packs of six at PhP50, providing moms better value-for-money

Brand	Casepack	Price / Unit		Price / Piece	
		SRP	Index	SRP	Index
Mr. Milk	16 x 6x100ml	50.00	100	8.33	100
Brand 2	60 x 110ml	13.50	27	13.50	162
Brand 3	48 x 90ml	10.50	21	10.50	126
Brand 4	10 x 5x80ml	45.00	90	9.00	108



RESULTS IN ONLY 10 MONTHS....

- Placed in about 35K outlets nationwide
- Shipped 690K cases
- PhP356m (US\$7.4m) net sales



Philippines – Biscuits



In Feb 2021, we entered the highly attractive Biscuits category with a uniquely healthy offer:

- Made with Real Potato
- Baked, Not Fried
- Delicious like chips, healthy like biscuits



In July, we will further expand to the next largest biscuits segment: crème-filled cookies

- Fun, new brand – Del Monte Fruity Munchsters
- Delicious fruit flavours leveraging Del Monte equity on fruit and health
- Priced at just PhP5.50 per pack of 3 cookies



Philippines – Fit ‘n Right Relaunch

YOUR FITNESS, YOUR WAY



DETOX
With 500mg Curcumin C3 Complex* that may help detoxify the body*
Apple Cucumber Flavor Juice Drink
Helps DETOXYFY THE BODY

BURN
With 900mg L-Carnitine that may help reduce body fat*
Pineapple Juice Drink
Helps REDUCE BODY FAT WITH REGULAR DIET AND EXERCISE

CTRL
With 12g Litesse* that may help you feel full for longer*
Orange Pomegranate Flavor Juice Drink
Helps YOU FEEL FULL

Litesse is a trademark of DuPont and is used under license to Del Monte Philippines, Inc. Curcumin C3 Complex is a registered trademark of Solinus Corporation, USA.

In August 2021, we will have a major relaunch for our PET beverage Fit ‘n Right!

- Targets the very relevant space of weight loss and weight management, which is important to 56% of RTD drinkers.
- Modernises Fit ‘n Right to reflect the needs of younger consumers, who are empowered by choice and personalisation
- Fit ‘n Right will now offer a range of solutions to conform to individual wellness needs





S&W Market Overview

- Largest fresh pineapple exporter to China, with 53% value share. In China alone, penetration of imported pineapples remains low giving substantial prospects for continued growth.
- One of the 3 biggest fresh pineapple exporters to Japan, South Korea and the Middle East.
- E-commerce and digital are growing with North Asia having the largest share of E-commerce pie. S&W is in most of the portals in China and South Korea. Fresh ecommerce sales in China were up significantly in 4Q from a small base.

To drive growth, build S&W brand equity and realise S&W's full potential in fresh pineapple, frozen and other products and channel distribution.



Hema



Dingdong



Pinduoduo





S&W 4Q Results

- 4Q sales of S&W packaged products in Asia and the Middle East rose 23% on higher sales of canned pineapple and mixed fruit primarily in North Asia.
- 4Q sales of fresh pineapples, the majority of which are branded, jumped 53% due to a low year-ago base impacted by the pandemic. Coming from a weak 1H, fresh sales recovered in 2H as logistics and retail restrictions in China and other North Asian markets eased, allowing the company to meet growing demand for premium fresh pineapples as key markets re-opened.



S&W 통파인 파인애플, 540g, 4개

18,900원 로켓프레시

(100g당 875원)

오늘(화) 5/25 도착 보장

★★★★★ (5285)

최대 189원 적립



S&W fresh pineapples sold in Coupang, South Korea's biggest e-commerce distributor



S&W – Fruit Chain Expansion

(Tier 2 & 3 Cities)

Where are we now?

- ✓ 4,000 Pagoda and Xianfeng stores in Tier 2-3 cities



How will we penetrate further?

To enter Pagoda and Xianfeng new stores direct or via Eachtake and Goodfarmer

- ✓ 1,600 new stores in 2021
- ✓ 2,300 new stores in 2022
- ✓ 3,000 new stores in 2023

To enter Greenery, Fruit Master, Rain Dew and Fresh Legend via Topsun and TDR

- ✓ 1,600 stores in 2021
- ✓ 400 new stores in 2022
- ✓ 500 new stores in 2023





S&W -- Sweet Pineapples...beyond Fresh to Fresh Frozen category

NICE FRUIT establishing global footprint in the frozen snacks category

IQF penetrating industrial and food ingredients channels

Pineapple sticks as Frozen snacks in retail & QSR

IQF Pineapple chunks as ingredient for bakeries, tea shops, restaurants & consumer packs for e-commerce



Japan
7-Eleven
Sticks



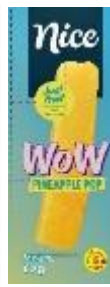
Middle East
McDonald's
Dubai, Qatar,
KSA



Japan
7-Eleven
Chunks



Europe
Lamex/KFC



Green Pine Frappuccino



US
Del
Monte
Foods
Inc



Saudi
Arabia
Aroma
Frio



Singapore
Popeyes



China
Family Mart,
Parkinson's,
Jialejia,
Zhongbai



Hongkong
U-Select
Vango,
Park N Shop
Wellcome



Consumer pack for
online platform in China





S&W -- Sweet Pineapples...beyond Fresh to Fresh Frozen category

NICE FRUIT



FY2021 Trial
59 MT

FY2022 Advance Order
136 MT

- Pineapple stick is the second chosen item as a side option just after french fries

Recent success in Ireland will blow up KFC across UK as

- ✓ Deployment has started in June 2021 to 1,000 branches
- ✓ Decided to replace yoghurt for pineapple stick
- ✓ Pineapple stick as the only option in the children's menu and as the main option for the adult menu



FY2021 Trial
55 MT

FY2021 Advance Order
60 MT

- Since November '20 working with McDonald's UAE (KSA, UAE, Dubai, Qatar, Kuwait)
- Deployed 650 branches
- Project estimation: **140 MT** pineapple sticks in FY2022
- As a second stage to deploy also in African countries

IQF



FY2021 Trial
43 MT



PT Sky Innovation

- 7/11
- Family Mart
- E-commerce
- Foodservice

China Foodservice Channel:



85 Degrees Bakery Café

The biggest bakeshop in China
1,000 outlets



S&W – Asia & Middle East

China:

S&W sliced pineapple in KFC's Bacon Chicken Burger. Promotion period from April to May



China:

S&W pineapple chunks used in McDonald's Pineapple and Coconut Milk Juice. Promotion period from mid-April to mid-May



FairPrice

Healthy Offers for Salad Lovers
11 – 24 Mar 2021

3-Step Tuna Salad

1. Open a can of tuna and drain any excess liquid away.
2. Add the tuna to your choice of greens.
3. Mix well with mayonnaise, pickle relish, garlic and lemon juice, before seasoning with salt and pepper.

Offers:

- S&W DRUNK LIGHT TUNA**: SAVE 30% (Circled in blue)
- S&W Canned Tuna Assorted**: SAVE \$1.05, \$2.35 per can (U.P. \$3.40)
- GOLDEN CHEF Roasted Sesame Dressing**: SAVE 21%, \$7.55 per 600g (U.P. \$9.40)
- LIVE WELL Elegance Salad Mix**: SAVE 19%, 2 for \$5.85 (U.P. 2 for \$7.30, Offer Valid Till 17 Mar 2021)
- CHILIMOCO Blueberries**: SAVE \$3.55, 33%, 3 for \$6.95 (U.P. 3 for \$10.50, Offer Valid Till 17 Mar 2021)
- AIRFLOWN**: SAVE \$1.50, 16%, \$7.45 per packet (U.P. \$8.95, Offer Valid Till 17 Mar 2021)
- AUSTRALIA Meat Assorties**: SAVE 80%, 17%, \$3.85 per packet (U.P. \$4.45, Offer Valid Till 17 Mar 2021)
- BLUSH Premium Snacking Tomatoes**: SAVE 50%, 11%, \$4 per pack (U.P. \$4.30, Offer Valid Till 17 Mar 2021)
- FOLIA SUBLIME Sweet Cherries/Mangoes**: SAVE 95%, 13%, \$5.85 per pack (U.P. \$6.80, Offer Valid Till 17 Mar 2021)
- FAIRPRICE Tuna Fillets/Chunks Assorted**: SAVE 55%, 13%, 2 for \$3.65 (U.P. 2 for \$4.20)
- JOHN WEST Tuna Assorted**: SAVE 90%, 20%, 2 for \$3.50 (U.P. 2 for \$4.40)
- ADAM BRAND Tuna Assorted**: SAVE 45%, 7%, 2 for \$5.25 (U.P. 2 for \$5.70)
- TESCO Corned Beans**: SAVE 45%, 10%, 2 for \$3.85 (U.P. 2 for \$4.30)
- S&W Garbanzo Beans**: SAVE \$1.15, 24%, 2 for \$3.55 (U.P. 2 for \$4.70)
- S&W Whole Kernel Corn**: SAVE 45%, 14%, 2 for \$2.65 (U.P. 2 for \$3.10) (Circled in blue)

Singapore:

S&W Tuna, Garbanzo Beans and Corn featured in NTUC's Eat Healthy campaign



Israel:

Merchandising and display



Sustainability

- Del Monte Philippines, Inc (DMPI) began the installation of 2.0MW of solar energy in its Bugo processing facility
- DMPI's waste-to-energy facility contributed 17% of the facility's electricity
- DMPI's Bugo facility's water use ratio improved by 5% in FY2021
- Del Monte Foundation provided food to over 400 organisations to support communities and frontliners in 50 medical facilities
- DMFI reduced its overall carbon emissions by 13% and its total water use by 26% in FY2021
- DMFI is a finalist for the Sustainable Food Awards, recognising organisations which help build a sustainable food industry
- Del Monte Pacific's FY2020 Sustainability Report was a finalist in the Asia Sustainability Reporting Awards for "Asia's Best Community Reporting"



— Outlook

- Strengthen our core business, expand the product portfolio, in response to market trends for health and wellness, and grow our branded business
- More product availability through better distribution and expanded sales channels including e-commerce
- DMPL is well-positioned in this environment given its nutritious and long shelf-life products which enable consumers to prepare nutritious meals at home and build their immunity amidst the pandemic
- DMPL is well-placed to build on momentum achieved in FY2021 and expects to offset the impact of commodity and transportation headwinds
- Barring unforeseen circumstances, the DMPL Group expects to generate higher net profit in FY2022

