







## **DEL MONTE PACIFIC LIMITED**

# Management Discussion and Analysis of Unaudited Financial Condition and Results of Operations for the Fourth Quarter and Full Year Ended 30 April 2020

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## **AUDIT**

Fourth Quarter FY2020 results covering the period from 1 February 2020 to 30 April 2020 and full year then ended 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 FY2019 annual consolidated financial statements, except for the adoption of the following amendments effective beginning 1 May 2019, which the Group has adopted or is currently assessing the impact thereof:

Applicable 1 May 2019 which the Group has adopted:

• IFRS 16, Leases. The Group has adopted IFRS 16 effective 1 May 2019

Applicable for the first annual reporting period that begins on or after 1 May 2019 and onwards and are currently being assessed by the Group:

- IFRIC 23, Uncertainty over Income Tax Treatments Amendments to IAS 19, Plan Amendment, Curtailment or Settlement
- Amendments to IAS 12, Income Tax Consequences of Payments on Financial Instruments Classified as Equity
- Amendments to IAS 23, Borrowing Costs, Borrowing Costs Eligible for Capitalisation
- Amendments to IFRS 9, Prepayment Features with Negative Compensation
- Amendments to IAS 28, Long-term Interests in Associates and Joint Ventures

## **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 for 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

23 July 2020

## NOTES ON THE 4Q FY2020 DMPL RESULTS

- 1. DMPL's effective stake in Del Monte Foods, Inc is 89.4%, hence the non-controlling interest line (NCI) in the P&L. Net profit/(loss) is net of NCI.
- 2. FY means Fiscal Year for the purposes of this MD&A.
- 3. DMPL 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 for comparability.
- 4. The Group has adopted IFRS 16 from 1 May 2019. IFRS 16 introduces a single, on-balance sheet accounting model for lessees. As a result, the Group, as a lessee, recognises right-of-use assets representing its right to use the underlying assets and lease liabilities representing its obligation to make lease payments. Please refer to page 24 for a discussion of the impact of IFRS 16.

# FINANCIAL HIGHLIGHTS – FOURTH QUARTER AND FULL YEAR ENDED 30 April 2020

	For the three	months end	ed 30 April	For the	year ended 3	0 April
in US\$'000 unless otherwise stated •	Fiscal Year 2020	Fiscal Year 2019	% Change	Fiscal Year 2020	Fiscal Year 2019	% Change
With one-off items**						
Turnover	638,394	432,612	47.6	2,128,343	1,954,842	8.9
Gross profit	113,430	81,624	39.0	452,157	394,985	14.5
Gross margin (%)	17.8	18.9	(1.1)	21.2	20.2	1.0
EBITDA	55,899	38,842	43.9	142,233	143,726	(1.0)
Operating profit	30,284	23,888	26.8	51,185	80,122	(36.1)
Operating margin (%)	4.7	5.5	(0.8)	2.4	4.1	(1.7)
Net profit attributable to owners of the Company	(12,444)	6,298	(297.6)	(81,394)	20,319	(500.6)
Net margin (%)	(1.9)	1.5	(3.4)	(3.8)	1.0	(4.8)
EPS (US cents)	(0.89)	0.07	(1,371.4)	(5.20)	0.03	(17,433.3)
EPS before preference dividends (US cents)	(0.64)	0.32	(300.0)	(4.19)	1.05	(499.0)
Without one-off items**						
Gross profit	114,275	81,268	40.6	453,002	401,186	12.9
EBITDA	59,830	43,285	38.2	225,702	156,123	44.6
Operating profit	34,215	28,330	20.8	134,654	92,518	45.5
Net profit attributable to owners of the Company	4,750	9,181	(48.3)	32,183	15,788	103.8
Net debt	1,362,564	1,457,019	(6.5)	1,362,564	1,457,019	(6.5)
Gearing*** (%)	240.8	242.4	(1.6)	240.8	242.4	(1.6)
Cash flow from operations	313,032	131,182	138.6	370,287	180,925	104.7
Capital expenditure	45,251	29,408	53.9	130,599	123,479	5.8
Inventory (days)	87	147	(60)	123	165	(42)
Receivables (days)	23	31	(8)	26	26	0
Account Payables (days)	30	37	(7)	35	38	(3)

nm – not meaningful

<sup>\*</sup>The Company's reporting currency is US dollars. For conversion to S\$, the following exchange rates can be used: 1.37 in April 2020 and 1.36 in April 2019. For conversion to Php, these exchange rates can be used: 51.32 in April 2020 and 53.01 in April 2019.

<sup>\*\*</sup>Please refer to the last page of this MD&A for a schedule of the one-off items

<sup>\*\*\*</sup>Gearing = Net Debt / Equity

## REVIEW OF OPERATING PERFORMANCE

#### Fourth Quarter

The Group achieved sales of US\$638.4 million for the fourth quarter of FY2020, higher by 47.6% versus the prior year quarter driven by higher sales in the US and Philippines significantly driven by surge in demand following the outbreak of COVID-19, higher export of packaged pineapple products across categories and brands.

The Group's US subsidiary, Del Monte Foods, Inc (DMFI) generated US\$500.4 million or 78.4% of Group sales. DMFI's sales increased by 62.3% to US\$500.4 million mainly driven by higher volume due to increase in demand from COVID-19, higher sales for Contadina from distribution gains, and higher sales of private label ahead of the discontinuation of certain product lines. DMFI benefited in the categories and segments with strong leadership positions, as consumers initially turned to trusted names. The principal categories all experienced strong growth as consumer behaviour shifted to healthy, shelf-stable products in response to COVID-19 stay-at-home orders. Momentum peaked in mid-March, with volume similar to what was typically seen during holidays, as consumers stocked their pantries.

DMFI has launched a number of new products in recent years. New products contributed 5.5% to DMFI's retail and foodservice sales in the fourth quarter.

Reinvigorating the product portfolio, Del Monte Foods' Research and Development (R&D) was recognised in July 2020 as Food Processing Magazine's R&D Team of the Year for the large company category in the US for innovative product development. As consumer needs have changed rapidly, DMFI has continued to adapt products to fit into consumers' lives. This has led to the release of several new products in the past two years, including award-winning consumer favourites such as *Del Monte Fruit & Oats, Fruit Crunch Parfait, Veggieful Veggie Bowls* and *Contadina Pizzettas*.

DMFI generated gross profit of US\$74.0 million, higher by 51.4% from prior year quarter of US\$48.9 million albeit lower margin of 14.8% from 15.9%. While sales were 62.3% higher during the quarter, this was offset by lower pricing on vegetable and fruit multi-packs, higher trade and promotions on new product launches, higher product cost from current year pack mainly from metal packaging, lower yields primarily from fruits and vegetables, and higher freight costs.

DMPL ex-DMFI generated sales of US\$146.4 million (inclusive of the US\$8.4 million sales by DMPL to DMFI which were netted out during consolidation) which were 8.8% higher than US\$134.6 million sales in prior year period. Higher sales were mainly driven by all major segments including Philippines, S&W packaged, and exports of packaged pineapple products, partly offset by lower sales of fresh pineapples in China from lower demand attributed to COVID-19 impact.

The strong sales performance in the fourth quarter resulted in DMPL ex-DMFI delivering higher gross margin of 25.9% from 24.1% in the same period last year. Favourable sales mix driven by higher sales of retail channel in the Philippines, and higher pricing led to overall margin improvement partly offset by lower sales of exports to North Asia for fresh pineapples.

The Philippines domestic market delivered strong growth, generating a 14.5% sales increase in peso terms and 17.7% in US dollar terms. Growth was driven by higher volume, favourable sales mix, and a series of price increases across all categories in line with inflation. Faster growth was seen across all categories, most especially behind flagship Del Monte brands of 100% Pineapple Juice, Spaghetti Sauce and Tomato Sauce. The relevance and imagery of these iconic Del Monte brands became magnified in a pandemic environment where consumers became more concerned with health, and shifted to home cooking. Digital communications highlighted product quality and taste, health and immunity (100% Pineapple Juice ACE) and meal preparation and planning (Del Monte Kitchenomics), and sustained growth even as the lockdown eased.

Strong performance in the Philippines was driven by retail channels, which grew by 28.8%, resulting in Del Monte's market share gain across every product category in April versus the prior year period. On the other hand, the foodservice channel which accounted for 15% of sales pre-COVID, had shifted its focus to e-commerce and

community delivery services, partially recouping declines caused by restaurant shutdowns during the lockdown. Even as foodservice rebuilds with the re-opening of malls, this work will also create the foundation for a future increasingly reliant on e-commerce.

Sales of the S&W branded business in Asia and the Middle East declined by 15.8% in the fourth quarter as higher sales of shelf-stable packaged products such as canned pineapples, beans, corn and juices were more than offset by lower sales of fresh pineapples in China. Fresh pineapples sold through the foodservice channel -restaurants, hotels and airlines - were significantly impacted as consumers stayed home during the pandemic. There had been some improvements since March and the Group expects its fresh business to grow in the remainder of the year.

DMPL's share in the FieldFresh joint venture in India was a US\$0.9 million loss, higher than prior year quarter share in losses of US\$0.3 million, due to lower sales from branded packaged products mainly from COVID-19 and higher cost of commodities. Foodservice accounted for half of total sales in India and had been significantly impacted.

DMPL ex-DMFI generated an EBITDA of US\$20.2 million which was higher by 34.1% in the same period last year mainly from factors discussed above. DMPL ex-DMFI generated a net profit of US\$7.8 million which was 90.4% higher versus the US\$4.1 million in the same quarter last year driven by strong operating results from the Philippine market and exports of packaged pineapples.

The Group's EBITDA of US\$55.9 million was significantly higher than prior year quarter's EBITDA of US\$38.8 million. This quarter's EBITDA included US\$3.9 million of one-off expenses mainly related to plant closure cost and severance expenses in the US, write-off of deferred financing cost and interest rate swap settlement. Without the one-off expenses, the Group recurring EBITDA was US\$59.8 million, higher versus prior year quarter's recurring EBITDA of US\$43.3 million due to higher sales, favourable sales mix, and price increases in line with inflation (impact from change in accounting for leases under IFRS 16 is explained on page 24 of this report).

Also, in view of the abovementioned one-off expenses, the Group reported a net loss of US\$12.4 million for the quarter versus a net profit of US\$6.3 million in the prior year quarter. Last year's net profit had also included a net one-off loss of US\$2.9 million post-tax and also benefitted from a change in retiree medical plan for DMFI employees of US\$13.4 million.

Without the one-off items, the Group reported a recurring net profit of US\$4.8 million as compared to last year's recurring net profit of US\$9.2 million.

The Group's cash flow from operations in the fourth quarter was US\$313.0 million, higher than last year's US\$131.2 million mainly from higher operating profit and lower inventories from higher sales.

In May 2020, DMFI raised new financing of US\$1.3 billion consisting of a US\$500 million five-year bond issue, a new three-year ABL of US\$450 million, and equity of US\$378 million from DMPL, thereby recapitalising DMFI's balance sheet.

DMFI issued US\$500 million aggregate principal amount of 11.875% senior secured notes due 2025, with original issue discount equal to 3% of the principal amount (the Notes). The Notes were offered to qualified institutional buyers within the United States pursuant to Rule 144A under the Securities Act of 1933, as amended (the Securities Act), and in offshore transactions to non-U.S. persons pursuant to Regulation S under the Securities Act.

DMFI also entered into a new US\$450 million asset-based loan facility due 2023 (the ABL Facility). Simultaneous with the Notes and the ABL Facility, DMPL invested US\$150 million in new equity in Del Monte Foods Holdings Limited, the holding company of DMFI, and converted US\$228 million of Second Lien Repurchase Loans into common equity in DMFI.

Further to its 24 January announcement, the Group completed the private equity investment of a 12% stake in DMPI for US\$120 million to a private equity investor. Based on the consideration, the implied equity value of

DMPI is approximately US\$1 billion. The transaction generated a net gain of US\$77.0 million which under IFRS rules had to be recorded as part of Retained Earnings in the Parent and the Group's Statement of Changes in Equity as at 30 April 2020, and not in the Income Statement.

The completion of this private equity investment in DMPI marks the beginning of a partnership with the investor, a leading investment company focused on investing in leading companies in the consumer sector in China and the ASEAN region. This transaction is a testament to DMPI's solid standing and future prospects for growth as a food company.

### Full Year Ended 30 April 2020

For the year ended FY2020, the Group generated sales of US\$2.1 billion, up by 8.9% versus prior year. DMFI generated US\$1.5 billion or 71.9% of Group sales, higher by 7.6% largely driven by surge in demand across all categories attributed to COVID-19 and new product launches.

In May, Del Monte introduced an innovative product, *Del Monte Fruit Crunch Parfait*, which features layers of non-dairy coconut crème, crunchy granola with probiotics, and a full serving of fruit. For the frozen segment, DMFI launched *Del Monte Veggieful Bites* and *Contadina Pizzettas*, frozen snacks made with cauliflower crust, with a full serving of vegetable in five bites. These items are being accepted by retailers across the US and have been launched nationwide in May.

In June, DMFI started shipping *Del Monte Bubble Fruit*, exciting fruit cups with juicy popping boba great for kids' snacks. DMFI also started shipping new flavours of *Del Monte Fruit & Oats - Strawberry Apple* and *Blueberry Apple*, and *Del Monte Fruit & Chia Apple Raspberry Cherry*.

In August, Del Monte introduced the ready-to-eat *Del Monte Veggieful Bowl* in four varieties which feature one serving of vegetables with quinoa blended with whole grain and flavourful sauce.

DMFI also introduced *College Inn Culinary Stock* with fine artisanal ingredients such as free-range chicken and grass-fed beef, and *College Inn Simple Starter*, convenient for one pot meals.

New products contributed 5.1% to DMFI's retail and foodservice sales in FY2020.

Three of DMFI's new products won "Product of the Year" in the US: *Del Monte Veggieful Veggie Bowl* in the convenience meal category, *Contadina Pizzettas* in the frozen snack category, and *Del Monte Fruit Crunch Parfait* in the snack cup category. This win builds on DMFI's past Product of the Year recognition for *Del Monte Fruit & Oats* in 2019 and *Del Monte Fruit Refreshers* in 2017.

DMFI generated higher gross profit and margin of 17.6% from 16.4% in the prior year period. This increase was due primarily to higher sales volume, favourable sales mix and better pricing across multiple channels. These improvements were partially offset by increase in metal packaging costs and higher delivered costs.

The Philippine market sales were up 6.6% and 10.1% in peso and US dollar terms, respectively. Price increase and lower trade promotion spend contributed +2.6% to net sales growth, driven by a series of price increases across all categories mostly in 2019. Sales in the General Trade segment (about 50% of Philippines sales) grew by 9.1%, as the Group continued to make progress in improving its distributor business that had impacted results in the prior year. Sales in the Modern Trade (about 35% of Philippines sales) increased by 14.7%.

Sales of the S&W branded business grew by 9.2% in FY2020 mainly driven by higher sales of packaged and mixed fruits in Asia, the Middle East and America and fresh pineapples in North Asia.

DMPL ex-DMFI delivered higher gross margin of 28.1% from 27.3% in the same period last year mainly from higher sales and improved margins from Philippine market and higher sales of fresh pineapples despite some slowdown due to the pandemic in the fourth quarter.

DMPL's share in the FieldFresh joint venture in India was unfavourable at US\$2.0 million loss from a loss of US\$0.1 million in the prior year period due to lower foodservice volume as impacted by COVID-19 in the fourth

quarter, higher operating costs mainly from marketing spends for brand advertising and higher raw material cost from tomato paste, soya oil and dairy products partly offset by improved margins from Olive Oil.

On 20 August 2019, DMFI announced the closure and sale of four facilities. On 1 November 2019, DMFI successfully sold and transitioned its Cambria, Wisconsin operations and related employees to Seneca Foods Inc. DMFI also entered into an agreement to sell its production facilities in Sleepy Eye, Minnesota and Mendota, Illinois and competed the sale and closure of these facilities in the fourth quarter of FY2020. DMFI has also completed the sale of Crystal City, Texas facility at the end of April 2020. Production at rationalised facilities has been transitioned to other DMFI production facilities in the United States as well as to strategic co-packers. These divestitures will enable DMFI to significantly improve capacity utilisation at the remaining plants in its production network. While DMFI's Asset-Light Strategy has been a complex undertaking, it has been a critical step in repositioning DMFI for the future. These resulted in one-off expenses amounting to US\$79.8 million pre-tax, among others in FY2020. Please refer to the last page of this MD&A for a schedule of the one-off items.

In view of the above, the Group posted an EBITDA of US\$142.2 million of which DMFI accounted for US\$33.2 million. Excluding the one-off expenses, the Group's EBITDA would have been US\$225.7 million, 44.6% higher versus the recurring EBITDA of US\$156.1 million in the prior year period (impact from change in accounting for leases under IFRS 16 is explained on page 24 of this report).

In preparation for its capital raising initiatives, in the first quarter of this fiscal year, DMPL's Philippine subsidiary, Del Monte Philippines, Inc, declared a dividend to its parent which was taxed at 15% amounting to US\$39.6 million. In view of this and the one-off expenses incurred by DMFI due to plant closures/sale, the Group reported a net loss of US\$72.8 million for FY2020, unfavourable compared to the prior year period's net profit of US\$11.9 million. Last year's net profit had also included a one-off gain, net of transaction costs, of US\$16.7 million pre-tax or US\$13.0 million post-tax from the purchase of US\$105.6 million of DMFI's second lien loan at a discount in the secondary market.

Without the one-off items, the Group reported a recurring net profit of US\$32.2 million, higher compared to last year's recurring net profit of US\$15.8 million.

The Group's gearing was slightly lower at 2.41x equity as of 30 April 2020, compared to prior period's 2.42x equity. This was mainly driven by lower loans due to significantly higher cash flows from operations which were offset by the reduction in Equity due to net loss incurred during the year as a result of groupwide restructuring initiatives, partly offset by the gains generated from the private equity investment.

The Group's cash flow from operations in FY2020 was US\$370.3 million, higher versus last year's cash flow of US\$180.9 million mainly from higher operating profit, lower inventories from higher sales and increase in trade and other payables.

The Group has negative working capital at the end of the year amounting to US\$653.1 million. This was mainly driven by the Secured First Lien Term Loan of DMFI and current portion of long-term loans of DMPI and DMPL that are due within FY2021. DMFI has successfully refinanced the Secured Loans through senior secured notes amounting to US\$500 million due 2025. DMPL and DMPI are also in the process of refinancing the current portion of long-term loans that are falling due in August 2020.

## VARIANCE FROM PROSPECT STATEMENT

The Group generated a recurring net profit for the year of US\$32.2 million which was higher than the recurring net profit US\$15.8 million in the prior year, and this is in line with earlier guidance.

## **BUSINESS OUTLOOK**

To meet sustained demand for its trusted, healthy shelf-stable products, the Group will continue to optimise its production facilities while implementing strict safety measures and protecting its people. The strategy is to strengthen the core business and expand the product portfolio, in line with market trends for health and wellness, and grow its branded business, while reducing non-strategic business segments.

The Group will continue to strengthen its product offerings and enter new categories. It will continue to focus on business segments which are on-trend, pursue innovation to address growing consumer needs for more convenient, healthy and flavourful solutions, as well as build its distribution base in emerging channels.

While DMFI's Asset-Light Strategy has been a complex undertaking, it has been a critical step in repositioning DMFI for the future. Execution of this strategy and other cost saving initiatives should improve the Group's EBITDA margin by an estimated 225–275 basis points (US\$50 to 60 million) over the next 24 months starting November 2019. In the fourth quarter of FY2020, the Group recognised cost savings of US\$5 to 6 million which favourably impacted profitability. DMFI is expected to achieve 95% capacity utilisation for vegetable in the current pack season this year, up from 50%.

A portion of these improved cost savings will be reinvested in the growth and expansion of DMFI's iconic brands. DMFI is capitalising on growing consumer desire for convenient, healthy and tasty plant-based foods. It is expanding its brands beyond center store grocery into higher growth categories such as frozen, produce and deli.

The restructuring is a necessary step for DMFI to remain competitive in a rapidly changing marketplace. This asset-light strategy will lead to more efficient and lower cost operations. DMFI is well-positioned for better results in FY2021 with better sales mix and management of costs.

The Group will continue to expand its existing branded business in Asia, through the Del Monte brand in the Philippines, where it is a dominant market leader. S&W, both packaged and fresh, will continue to gain more traction as it leverages its distribution expansion in Asia and the Middle East.

The Nice Fruit frozen pineapple plant is in operation, with shipments to the USA, Japan, China and South Korea. We expect to make Nice Fruit frozen pineapple available across more markets.

The Group has been exploring e-commerce opportunities for its range of products across markets.

The DMPL Group, therefore, is expected to return to profitability in FY2021, barring unforeseen circumstances. However, due to the seasonal nature of the Group's business, some quarters may incur a net loss.

## REVIEW OF TURNOVER, GROSS PROFIT AND OPERATING PROFIT

#### **AMERICAS**

For the three months ended 30 April

In US\$'000		Turnover		Gross Profit			Operating Income/(Loss)		
	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg
Packaged vegetable	211,911	109,033	94.4	30,866	17,194	79.5	4,662	3,920	18.9
Packaged fruit	202,613	134,784	50.3	30,697	22,174	38.4	5,079	6,159	(17.5)
Beverage	3,914	2,692	45.4	694	22	nm	(159)	(312)	49.0
Culinary	89,315	58,149	53.6	15,001	10,047	49.3	3,744	2,881	30.0
Others	(2,297)	1,332	(272.4)	(1,018)	370	(375.1)	(814)	(108)	(653.7)
Total	505,456	305,990	65.2	76,240	49,807	53.1	12,512	12,540	(0.2)

### For the year ended 30 April

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2020	FY2019	%Chg	FY2020	FY2019	% Chg	FY2020	FY2019	%Chg
Packaged vegetable	628,228	558,106	12.6	128,474	94,562	35.9	35,671	3,035	nm
Packaged fruit	631,683	592,410	6.6	104,599	96,629	8.2	7,381	3,196	130.9
Beverage	14,393	14,507	(0.8)	2,118	559	278.9	(1,258)	(3,378)	62.8
Culinary	262,915	245,695	7.0	42,783	49,094	(12.9)	3,110	6,018	(48.3)
Others	1,824	4,277	(57.4)	(1,314)	1,119	(217.4)	(77,497)	-	nm
Total	1,539,043	1,414,995	8.8	276,660	241,963	14.3	(32,593)	8,871	(467.4)

Reported under the Americas segment are sales and profit on sales in USA, Canada and Mexico. Majority of this segment's sales are principally sold under the Del Monte brand but also under the Contadina, S&W, College Inn and other brands. This segment also includes sales of private label food products. Sales in the Americas are distributed across the United States, in all channels serving retail markets, as well as to the US military, certain export markets, the foodservice industry and other food processors.

Sales in the Americas increased by 65.2% to US\$505.5 million driven by higher volume due to increase in demand from COVID-19, higher sales for Contadina from distribution gains, and higher sales of private label ahead of the discontinuation of certain product lines.

In view of the above, gross profit increased this quarter, however, it was partly offset by lower pricing on vegetable and fruit multi-packs, higher trade and promotions on new product launches, higher product cost from current year pack mainly from metal packaging, lower yields primarily from fruits and vegetables, and higher freight costs resulting in an operating profit for the quarter of US\$12.5 million which is flat versus prior quarter period.

### **ASIA PACIFIC**

## For the three months ended 30 April

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg	FY2020	FY2019	%Chg
Packaged vegetable	540	490	10.2	115	91	26.4	91	52	75.0
Packaged fruit	21,283	19,221	10.7	3,562	3,870	(8.0)	966	397	143.3
Beverage	37,335	32,438	15.1	12,204	7,055	73.0	7,885	1,204	554.9
Culinary	25,286	22,652	11.6	9,339	7,145	30.7	5,728	2,912	96.7
Others	37,859	41,711	(9.2)	10,748	13,235	(18.8)	2,621	7,719	(66.0)
Total	122,303	116,512	5.0	35,968	31,396	14.6	17,291	12,284	40.8

### For the year ended 30 April

In US\$'000	•	Turnover		-	Gross Profit		Operation	na Income//I	occ)
111 03\$ 000	Turriover						Operating Income/(Loss)		
	FY2020	FY2019	% Chg	FY2020	FY2019	%Chg	FY2020	FY2019	% Chg
Packaged vegetable	1,845	1,520	21.4	331	322	2.8	282	218	29.4
Packaged fruit	115,001	100,341	14.6	29,907	27,617	8.3	17,638	13,383	31.8
Beverage	135,009	122,691	10.0	38,734	27,493	40.9	19,797	4,002	394.7
Culinary	129,859	121,299	7.1	47,705	44,311	7.7	29,497	23,022	28.1
Others	173,512	162,082	7.1	57,873	54,056	7.1	18,004	34,861	(48.4)
Total	555,226	507,933	9.3	174,550	153,799	13.5	85,218	75,486	12.9

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

Asia Pacific's sales in the fourth quarter increased by 5.0% to US\$122.3 million from US\$116.5 million mainly due to increase in all major segments including Philippines, S&W packaged, and exports of packaged pineapple products, partly offset by lower sales of fresh pineapples in China from lower demand attributed to COVID-19.

Sales in the Philippines domestic market were up in both peso and US dollar terms by 14.5% and 17.7%, respectively, mainly due to higher volume, favourable sales mix, and a series of price increases across all categories in line with inflation.

**EUROPE** 

## For the three months ended 30 April

In US\$'000	1	Turnover	Gross Profit			Operating Income/(Loss)			
	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg
Packaged fruit	7,631	8,507	(10.3)	960	957	0.3	451	(146)	408.9
Beverage	2,969	1,603	85.2	248	(536)	146.3	21	(790)	102.7
Culinary	35	-	nm	14	-	nm	9	-	nm
Total	10,635	10,110	5.2	1,222	421	190.3	481	(936)	151.4

## For the year ended 30 April

In US\$'000	7	Turnover	Gross Profit			Operating Income/(Loss)			
	FY2020	FY2019	% Chg	FY2020	FY2019	% Chg	FY2020	FY2019	%Chg
Packaged fruit	23,513	22,501	4.5	1,471	3,515	(58.2)	(91)	1,104	(108.2)
Beverage	10,485	9,413	11.4	(550)	(4,292)	87.2	(1,364)	(5,339)	74.5
Culinary	76	-	nm	26	-	nm	15	-	nm
Total	34,074	31,914	6.8	947	(777) 🔽	221.9	(1,440)	(4,235)	66.0

Included in this segment are sales of unbranded products in Europe.

For the fourth quarter, Europe's sales increased by 5.2% to US\$10.6 million from US\$10.1 million. Gross profit increased by 190.3%, and Europe generated an operating income of US\$0.5 million from a loss last year, driven by better prices for pineapple juice.

## **REVIEW OF COST OF GOODS SOLD AND OPERATING EXPENSES**

% of Turnover	F	or the thre	ee months ended 30 April		For the	year ended 30 April
	FY2020	FY2019	Comments	FY2020	FY2019	Explanatory Notes Overall impact of increase in
Cost of Goods Sold	82.2	81.1	Driven by increase in DMFI's variable costs, mainly on freight	78.8	79.8	sales, than increase in cost of production, resulting to higher margin rate
Distribution and Selling Expenses	8.7	10.2	Overall distribution cost increased due to the variable nature of the expense, hovewer, lower turnover rate is due to overall impact of increase in sales.	10.0	10.4	Total expense is higher versus prior year due to higher variable selling cost as well as higher promotion spending for new product launches. Low er turnover rate is due to overall impact of increase in sales.
G&A Expenses	4.9	3.5	Driven by DMFI mainly from personnel cost, particularly fringe and other benefits (pension and other post employment benefits).	5.6	5.9	Total admin expense is higher mainly from higher benefits this year. Low er turnover rate is due to overall impact of increase in sales.
Other Operating Expenses (Income)	(0.6)	(0.4)	Driven by DMFI, mainly due to adjustments on plant closure cost during the quarter.	3.2	(0.2)	Losses incurred on DMFI plant closures

## **REVIEW OF OTHER MATERIAL CHANGES TO INCOME STATEMENTS**

In US\$'000		For the thr	ee months	s ended 30 April		For the	e year end	led 30 April
Depreciation and amortization	FY2020 (53,955)	<b>FY2019</b> (38,276)	<b>%</b> (41.0)	Comments Amortisation of right-of-use assets (Adoption of IFRS 16)	FY2020 (178,503)	<b>FY2019</b> (138,706)	<b>%</b> (28.7)	<b>Explanatory Notes</b> Same as 4Q
Reversal/ (Provision) of asset impairment	15	(612)	102.5	Driven by DMPI reversal of impairment in 4Q.	(40,746)	(2,037)	(1,900.3)	Impairment relating to closure of plant assets
Reversal/ (Provision) for inventory obsolescence	465	1,919	(75.8)	Higher inventory obsolescence reversal mainly from low er inventory this quarter as a direct result of higher sales	859	(229)	475.1	Reversals mainly from low er inventory as a result of higher demand this year compared to unmet demand in prior year resulting to provision for obsolescence
Provision for doubtful debts	40	(2,572)	101.6	Higher provision for trade receivables last quarter, none required this quarter	23	(2,637)	101	Higher provision for trade receivables last year
Net gain/(loss) on disposal of fixed assets	(2,212)	3,651	(160.6)	Loss recognised on sale of DMFI plant assets this quarter compared to net gain recognised last year.	(2,502)	6,158	(140.6)	Same as 4Q
Foreign exchange gain/(loss)- net	(4,292)	112	(3,932.1)	Foreign exchange loss mainly from Mexican Peso devaluation.	(631)	394	(260.2)	Attributed to forex losses from devaluation of Mexican Peso during the year. Last year's forex gain w as due to valuation of U\$ denominated receivables on depreciating Philippine Peso
Interest income	143	(314)	145.5	Reversal of excess interest income recognized in prior quarter	2,569	18,125	(85.8)	Higher recognised gain on second lien buyout last year
Interest expense	(36,182)	(24,167)	(49.7)	Financing cost includes US\$11.2m accelerated costs for retiring DMFI loans as outlined in one-off costs	(114,693)	(96,958)	(18.3)	Same as 4Q
Share in net loss of JV	(1,325)	(554)	(139.2)	Higher losses of the joint ventures	(3,084)	(983)	(213.7)	Same as 4Q
Taxation Benefit (Expense)	(3,758)	7,460	(150.4)	Higher tax loss carryforward last quarter	(29,176)	13,524	(315.7)	Final taxes paid on intercompany dividends

# **REVIEW OF GROUP ASSETS AND LIABILITIES**

Balance Sheet	30 April 2020 (Unaudited)	30 April 2019 (Audited)	30 April 2018 (Audited)	FY20 vs FY19 Variance %	Explanatory Notes
In US\$'000	,	,	,		
ASSETS					
Property, plant and equipment - net	507,497	582,033	610,889	(12.8)	Attributable to DMFI's disposal of its machineries and equipment
Right-of-use assets	166,085	-	-	0.0	Change in accounting policy (IFRS 16)
Investment in joint ventures	22,855	24,212	25,195	(5.6)	Mainly from losses recorded during the year
Intangible assets and goodwill	701,347	707,997	714,651	(0.9)	nm
Other noncurrent assets	27,071	39,096	41,223	(30.8)	Change in accounting policy (IFRS 16) reclassified most deferred rentals to right-of-use assets
Deferred tax assets - net	144,974	106,321	79,829	36.4	Higher tax loss carry forward from DMFI
Pension assets	6,675	8,240	10,607	(19.0)	No actual funding due to over payment of fund in prior years.
Biological assets	63,278	54,002	43,592	17.2	Higher fair value of agricultural growing produce attributed to price changes
Inventories	482,463	664,922	760,981	(27.4)	Due to increase in sales in the US as well all Philippine markets
Trade and other receivables	323,065	149,054	161,627	116.7	Due to increase in sales and timing of collection of sales revenue
Prepaid expenses and other current assets	75,578	36,716	30,782	105.8	Driven by DMFI, due to higher prepayments which were amortized subsequently.
Cash and cash equivalents	33,465	21,636	24,246	54.7	Higher cash inflow from higher operating results and lower inventories and lower receivables
Noncurrent assets held for sale	-	4,465	5,504	(100.0)	Unsold held-for-sale assets repositioned to property and equipment
EQUITY					
Share capital	49,449	49,449	49,449	-	nm
Share premium	478,339	478,339	478,323	-	nm
Retained earnings	60,763	96,074	95,505	(36.8)	Net loss during the year and dividend pay-out
Reserves	(77,474)	(65,827)	(64,082)	(17.7)	Driven by reserve from sale of shares of DMP
Non-controlling interest	54,820	43,106	49,065	27.2	Share in the losses during the year
LIABILITIES					
Loans and borrowings	1,396,029	1,478,655	1,465,223	(5.6)	Due to loan repayments
Lease liabilities	158,525	-	-	nm	Change in accounting policy (IFRS 16)
Derivative liabilities	2,565	-	-	nm	Arising from sale of shares of a subsidiary
Other noncurrent liabilities	20,816	30,015	35,195	(30.6)	Attributable to the decrease in derivative liability of DMFI. Also, lease liabilities are presented separately due to the adoption of IFRS 16
Employee benefits	105,344	91,421	114,550	15.2	Higher liability due to changes in financial assumptions in remeasuring retirement plans
Environmental remediation liabilities	9,587	697	144	1,275.5	Higher provisions related to plant closures
Deferred tax liabilities - net	13,124	6,404	7,128	104.9	Recognition of deferred final tax on undistributed profits of DMPI for the year
Trade and other current liabilities	276,893	188,669	276,618	46.8	Mainly on timing of payment of trade payables and higher accruals driven by DMFI for refinancing activity
Current tax liabilities	5,573	1,692	2,008	229.4	Taxes on Non PEZA activities increased during the year.

## SHARE CAPITAL

Total shares outstanding were at 1,973,960,024 (common shares 1,943,960,024 and preference shares 30,000,000) as of 30 April 2020 and 2019. Share capital is at US\$49.5 million as of 30 April 2020 and 2019. Market price options and share awards were granted pursuant to the Company's Executive Stock Option Plan and Restricted Share Plan as set out in the table below.

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

The number of shares outstanding includes 975,802 shares held by the Company as treasury shares as at 30 April 2020 and 2019. There was no sale, disposal and cancellation of treasury shares during the quarter and as at 30 April 2020.

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

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

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

## **BORROWINGS AND NET DEBT**

Liquidity in US\$'000	30 April 2020	30 April 2019	30 April 2018
Gross borrowings	(1,396,029)	(1,478,655)	(1,465,223)
Current	(1,298,292)	(492,740)	(481,620)
Secured	(825,140)	(138,870)	(64,310)
Unsecured	(473,152)	(353,870)	(417,310)
Non-current	(97,737)	(985,915)	(983,603)
Secured	(22,737)	(874,674)	(983,603)
Unsecured	(75,000)	(111,241)	-
Less: Cash and bank balances	33,465	21,636	24,246
Net debt	(1,362,564)	(1,457,019)	(1,440,977)

The Group's net debt (cash and bank balances less borrowings) amounted to US\$1.4 billion as at 30 April 2020, lower than last year due to significant improvement in cash flow from operations which were used to pay off loans.

## **DIVIDENDS**

In April 2020, the Company paid dividends to holders of the following:

- The Series A-1 Preference Shares at the fixed rate of 6.625% per annum, or equivalent to US\$0.33125 per Series A-1 Preference Share for the six-month period from 8 October 2019 to 7 April 2020; and
- The Series A-2 Preference Shares at the fixed rate of 6.5% per annum, or equivalent to US\$0.325 per Series A-2 Preference Share for the six-month period from 8 October 2019 to 7 April 2020.

The cash dividends on preferred shares were paid on 7 April 2020.

Under the Company's Articles of Association and the terms of the Preference Shares, the Company may declare and pay dividends on Common Shares provided there are adequate and available funds for dividends on Preference Shares which have priority over Common Shares. Subject to the foregoing, the Board approved a special dividend of 1.54 US cents (US\$0.0154) per share to Common Shareholders for fiscal year 2020. The private equity investment of a 12% stake in Del Monte Philippines generated a net gain of US\$77.0 million for DMPL.

	For the fiscal year	ar ended 30 April
	2020	2019
Name of dividend	Special	Final Ordinary
Type of dividend	Cash	Cash
Rate of dividend	US\$0.0154 per ordinary share	US\$0.0052 per ordinary share
Tax rate	Nil	Nil
Book closure date	TBC	12 July 2019
Payable date	TBC	19 July 2019

### 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 For the year ended 30 April	Aggregate value of all I transactions less than transactions co shareholders' manda	S\$100,000 and anducted under	Aggregate value of all IF under sharehole pursuant to Rule 9 transactions less th	ders' mandate 920 (excluding
	FY2020	FY2019	FY2020	FY2019
NutriAsia, Inc	-	-	5,822	667
DMPI Retirement Fund	-	-	1,270	1,167
NutriAsia, Inc Retirement Fund	-	-	438	406
Aggregate Value	-	-	7,530	2,239

#### Rule 704(13)

Person occupying a managerial position in the issuer or any of its principal subsidiaries who is a relative of a Director or Chief Executive Officer or substantial shareholder of the issuer:

Ms Jeanette Beatrice Campos Naughton was appointed Vice President, Strategic Planning of the Company's USA subsidiary, Del Monte Foods, Inc ("DMFI") on 1 March 2015. She is the daughter of Mr Joselito D Campos, Jr, Del Monte Pacific Ltd's Managing Director and CEO, and DMFI's Vice Chairman and Director. Ms Naughton is responsible for spearheading DMFI's strategic planning function, with principal involvement in DMFI's mid-to-long term corporate vision, financial goals and key measures, business strategies and resources requirements. Ms Naughton formerly held management positions at Google in their Mountain View, California headquarters. She has an MBA from the Sloan School of the Massachusetts Institute of Technology.

# DEL MONTE PACIFIC LIMITED UNAUDITED CONSOLIDATED INCOME STATEMENT

Amounts in US\$'000	For the th	ree months e	nded	For the year ended			
Amounts in 03\$ 000		30 April			30 April		
	FY2020	FY2019	0/	FY2020	FY2019	%	
	(Unaudited)	(Unaudited)	%	(Unaudited)	(Audited)	%	
Turnover	638,394	432,612	47.6	2,128,343	1,954,842	8.9	
Cost of sales	(524,964)	(350,988)	(49.6)	(1,676,186)	(1,559,857)	(7.5)	
Gross profit	113,430	81,624	39.0	452,157	394,985	14.5	
Distribution and selling expenses	(55,335)	(44,098)	(25.5)	(213,414)	(202,839)	(5.2)	
General and administration expenses	(31,453)	(15,281)	(105.8)	(120,010)	(115,540)	(3.9)	
Other operating income/(loss)	3,642	1,643	121.7	(67,548)	3,516	(2,021.2)	
Profit from operations	30,284	23,888	26.8	51,185	80,122	(36.1)	
Financial income*	(400)	(38)	(952.6)	5,814	19,090	(69.5)	
Financial expense*	(39,931)	(24,331)	(64.1)	(118,569)	(97,529)	(21.6)	
Share in net loss of joint venture	(1,325)	(554)	(139.2)	(3,084)	(983)	(213.7)	
Profit /(loss) before taxation	(11,372)	(1,035)	(998.7)	(64,654)	700	(9,336.3)	
Taxation	(3,758)	7,460	(150.4)	(29,176)	13,524	(315.7)	
Profit/(loss) after taxation	(15,130)	6,425	(335.5)	(93,830)	14,224	(759.7)	
Profit(loss) attributable to:							
Owners of the Company	(12,444)	6,298	(297.6)	(81,394)	20,319	(500.6)	
Non-controlling interest*	(2,686)	127	(2,215.0)	(12,436)	(6,095)	(104.0)	
Profit/(loss) for the period	(15,130)	6,425	(335.5)	(93,830)	14,224	(759.7)	
Notes:							
Depreciation and amortisation	(53,955)	(38,276)	(41.0)	(178,503)	(138,706)	(28.7)	
Reversal (Provision) of asset impairment	15	(612)	102.5	(40,746)	(2,037)	(1,900.3)	
Reversal of (provision for) inventory obsolescence	465	1,919	(75.8)	859	(229)	475.1	
Provision for doubtful debts	40	(2,572)	101.6	23	(2,637)	100.9	
Gain (loss) on disposal of fixed assets	(2,212)	3,651	(160.6)	(2,502)	6,158	(140.6)	
*Financial income comprise:							
Interest income	143	(314)	145.5	2,569	18,125	(85.8)	
Foreign exchange gain	(543)	276	(296.7)	3,245	965	236.3	
	(400)	(38)	(952.6)	5,814	19,090	(69.5)	
*Financial expense comprise:	<u> </u>	()	`/=	- ,	-,	()	
Interest expense	(36,182)	(24,167)	(49.7)	(114,693)	(96,958)	(18.3)	
Foreign exchange loss	(3,749)	(164)	(2,186.0)	(3,876)	(571)	(578.8)	
•	(39,931)	(24,331)	(64.1)	(118,569)	(97,529)	(21.6)	

nm – not meaningful

Earnings per ordinary share in US cents	For the three mor 30 Apri		For the year ended 30 April		
	FY2020	FY2019	FY2020	FY2019	
Earnings per ordinary share based on net profit attributable to shareholders:					
(i) Based on weighted average no. of ordinary shares	(0.89)	0.07	(5.20)	0.03	
(ii) On a fully diluted basis	(0.89)	0.07	(5.20)	0.03	

<sup>\*\*</sup>Includes (US\$2,640) for DMFI and (US\$46) for FieldFresh in the fourth quarter of FY2020 and US\$142m for DMFI and (US\$15m) for FieldFresh in the fourth quarter of FY2019.

<sup>\*\*</sup>Includes (US\$12,329m) for DMFI and (US\$107m) for FieldFresh in the full year ended FY2020 and (US\$6,088m) for DMFI and (US\$6m) for FieldFresh in the full year ended FY2019.

Del Monte Pacific Limited Results for the Fourth Quarter and Full Year Ended 30 April 2020

# DEL MONTE PACIFIC LIMITED UNAUDITED STATEMENT OF COMPREHENSIVE INCOME

Amounts in US\$'000	For the y	ear ended 30	April
	FY2020	FY2019	%
	(Unaudited)	(Audited)	%
Profit /(Loss) for the period	(93,830)	14,224	(759.7)
Other comprehensive income (after reclassification adjustment):			
Items that will or may be reclassified subsequently to profit or loss			
Exchange differences on translating of foreign operations	5,401	(1,838)	393.9
Effective portion of changes in fair value of cash flow hedges	962	462	108.2
Income tax expense on cash flow hedge	(236)	(113)	(108.8)
	6,127	(1,489)	511.5
Items that will not be classified to profit or loss			
Gain on property revaluation	4,066	-	nm
Tax on revaluation reserve	(1,220)	-	nm
Remeasurement of retirement benefit	(28,993)	(2,513)	(1,053.7)
Income tax expense on retirement benefit	6,113	2,127	187.4
	(20,034)	(386)	(5,090.2)
Other comprehensive loss for the period	(13,907)	(1,875)	(641.7)
Total comprehensive income/(loss) for the period	(107,737)	12,349	(972.4)
Attributable to:			
Owners of the Company	(93,041)	18,194	(611.4)
Non-controlling interests	(14,696)	(5,845)	(151.4)
Total comprehensive income /(loss)for the period	(107,737)	12,349	(972.4)

nm – not meaningful

23 July 2020

Please refer to page 3 for the Notes

# DEL MONTE PACIFIC LIMITED UNAUDITED STATEMENT OF FINANCIAL POSITION

		Group			Company	
Amounts in US\$'000	30 Apr 2020	30 Apr 2019	30 Apr 2018	30 Apr 2020	30 Apr 2019	30 Apr 2018
	(Unaudited)	(Audited)	(Audited)	(Unaudited)	(Audited)	(Audited)
Non-Current Assets						
Property, plant and equipment - net	507,497	582,033	610,889	_	_	_
Right-of-use assets	166,085	-	-	_	_	_
Investment in subsidiaries	-	_	_	620,027	830,855	707,644
Investment in joint ventures	22,855	24,212	25,195	-	766	1,638
Intangible assets and goodwill	701,347	707,997	714,651	_	-	-
Other noncurrent assets	27,071	39,096	41,223	_	_	-
Deferred tax assets - net	144,974	106,321	79,829	40	27	9
Pension assets	6,675	8,240	10,607	-	_	-
Biological assets	2,118	1,682	1,629	-	_	-
Amount due from related company	_,	-	-	228,683	202,471	88,880
	1,578,622	1,469,581	1,484,023	848,750	1,034,119	798,171
Current Assets		.,,	.,,		1,001,110	
Inventories	482,463	664,922	760,981	-	_	-
Biological assets	61,160	52,320	41,963	-	_	-
Trade and other receivables	323,065	149,054	161,627	96,428	3,187	180,948
Prepaid expenses and other current assets	75,578	36,716	30,782	180	192	210
Cash and cash equivalents	33,465	21,636	24,246	766	886	2,709
	975,731	924,648	1,019,599	97,374	4,265	183,867
Noncurrent assets held for sale	-	4,465	5,504	-	-	-
	975,731	929,113	1,025,103	97,374	4,265	183,867
Total Assets	2,554,353	2,398,694	2,509,126	946,124	1,038,384	982,038
		-	-	-	-	-
Equity attributable to equity holders of the						
Company						
Share capital	49,449	49,449	49,449	49,449	49,449	49,449
Share premium	478,339	478,339	478,323	478,478	478,478	478,462
Retained earnings	60,763	96,074	95,505	60,763	96,074	95,505
Reserves	(77,474)	(65,827)	(64,082)	(77,474)	(65,827)	(64,082)
Equity attributable to owners of the Company	511,077	558,035	559,195	511,216	558,174	559,334
Non-controlling interest	54,820	43,106	49,065		<u>-</u>	<del></del>
Total Equity	565,897	601,141	608,260	511,216	558,174	559,334
Non-Current Liabilities						
Loans and borrowings	97,737	985,915	983,603	75,000	241,015	129,594
Lease liabilities	133,429	-	-	-	-	-
Other noncurrent liabilities	20,816	30,015	35,195	-	-	-
Employee benefits	82,397	63,781	76,905	221	148	3
Derivative Liabilities	2,565	-	-	-	-	-
Environmental remediation liabilities	9,587	697	144	-	-	-
Deferred tax liabilities - net	13,124	6,404	7,128		-	-
Current Linkilities	359,655	1,086,812	1,102,975	75,221	241,163	129,597
Current Liabilities Trade and other current liabilities	276 902	100 660	276 649	68,405	103,977	87,073
	276,893	188,669	276,618	•	•	206,034
Loans and borrowings	1,298,292	492,740	481,620	291,282	135,070	200,034
Lease liabilities	25,096	1 600	2.000	-	-	-
Current tax liabilities	5,573	1,692	2,008	-	-	-
Employee benefits	22,947	27,640	37,645	250.007		
Total Liabilities	1,628,801	710,741	797,891	359,687	239,047 480,210	293,107
Total Equity and Liabilities	1,988,456 2,554,353	1,797,553	1,900,866	434,908		422,704
Total Equity and Liabilities	2,004,000	2,398,694	2,509,126	946,124	1,038,384	982,038
NAV per ordinary share (US cents)	10.86	13.27	13.33	10.87	13.28	13.34
NTAV per ordinary share (US cents)	(25.22)	(23.15)	(23.43)	10.87	13.28	13.34
F 1. 1.1, 0 (0.0 00)					<u> </u>	-

# DEL MONTE PACIFIC LIMITED UNAUDITED STATEMENTS OF CHANGES IN EQUITY

Amounts in US\$'000	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasure- ment of retirement plan	Hedging Reserve	•	Reserve for own shares	Retained earnings	Totals	Non- controlling interest	Total equity
Group												
Fiscal Year 2020												
At 1 May 2019	49,449	478,339	(93,375)	10,885	17,648	(2,452)	1,753	(286)	96,074	558,035	43,106	601,141
Impact of IFRS 16	-	-	-	-	-	-	-	-	(1,013)	(1,013)	-	(1,013)
At 1 May 2019, as restated	49,449	478,339	(93,375)	10,885	17,648	(2,452)	1,753	(286)	95,061	557,022	43,106	600,128
Total comprehensive income for the peri	od											
Loss for the year	-	-	-	-	-	-	-	-	(81,394)	(81,394)	(12,436)	(93,830)
Other comprehensive income												
Currency translation differences recognised directly in equity	-	-	5,378	-	-	-	-	-	-	5,378	23	5,401
Gain on property revaluation, net of tax	-	-	-	2,846	-	-	-	-	-	2,846	-	2,846
Remeasurement of retirement plan, net												
of tax	-	-	-	-	(20,521)	-	-	-	-	(20,521)	(2,359)	(22,880)
Effective portion of changes in fair value of cash flow hedges, net of tax	_	_	-	-	_	650	_	_		650	76	726
Total other comprehensive income			5,378	2,846	(20,521)	650				(11,647)	(2,260)	(13,907)
Total comprehensive (loss)/income for the period	-	-	5,378	2,846	(20,521)	650	-	-	(81,394)	(93,041)	(14,696)	(107,737)
Transactions with owners recorded dire	ctly in equity											
Contributions by and distributions to own	ners											
Sale of shares of a subsidiary	-	-	-	-	-	-	-		76,958	76,958	26,410	103,368
Payment of Dividends	-	-	-	-	-	-	-	-	(29,862)	(29,862)	-	(29,862)
Total contributions by and distributions to owners	-	-	-	-	-	-	-	-	47,096	47,096	26,410	73,506
At 30 April 2020	49,449	478,339	(87,997)	13,731	(2,873)	(1,802)	1,753	(286)	60,763	511,077	54,820	565,897

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

Amounts in US\$'000	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasure- ment of retirement plan	Hedging Reserve	Share Option Roreserve ov	eserve for wn shares	Retained earnings	Totals	Non- controlling interest	Total equity
Group												
Fiscal Year 2019												
At 1 May 2018	49,449	478,323	(91,515)	10,885	18,225	(2,764)	1,373	(286)	95,505	559,195	49,065	608,260
Total comprehensive income for the period	od											
Loss for the year	-	-	-	-	-	-	-	-	20,319	20,319	(6,095)	14,224
Other comprehensive income												
Currency translation differences												
recognised directly in equity	-	-	(1,860)	-	-	-	-	-	-	(1,860)	22	(1,838)
Remeasurement of retirement plan, net					(577)					(577)	404	(000)
of tax	-	-	-	-	(577)	-	-	-	-	(577)	191	(386)
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	312	-	-	-	312	37	349
Total other comprehensive income	-	-	(1,860)	-	(577)	312	-	-	-	(2,125)	250	(1,875)
Total comprehensive (loss)/income for the period	-	-	(1,860)	-	(577)	312	-	-	20,319	18,194	(5,845)	12,349
Transactions with owners recorded direct	ctly in equity											
Contributions by and distributions to own	ers											
Value of employee services received for												
issue of share options	-	-	-	-	-	-	380	-	-	380	(114)	266
Transaction cost from issue of		16								16		16
preference shares	-	10	-	-	-	-	-	-	(10.750)		-	
Payment of Dividends								-	(19,750)	(19,750)		(19,750)
Total contributions by and distributions to owners	-	16	-	-	-	-	380	-	(19,750)	(19,354)	(114)	(19,468)
At 30 April 2019, as restated	49,449	478,339	(93,375)	10,885	17,648	(2,452)	1,753	(286)	96,074	558,035	43,106	601,141

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

Amounts in US\$'000	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasure- ment of retirement plan	Hedging Reserve	•	Reserve for own shares	Retained earnings	Total equity
Company	554	<b>P</b> . • • • • • • • • • • • • • • • • • • •			<b>,</b>				g-	- q,
Fiscal Year 2020										
At 1 May 2019	49,449	478,478	(93,375)	10,885	17,648	(2,452)	1,753	(286)	96,074	558,174
Impact of IFRS 16	-	-	-	-	=	-	=	=	(1,013)	(1,013)
At 1 May 2019, as restated	49,449	478,478	(93,375)	10,885	17,648	(2,452)	1,753	(286)	95,061	557,161
Total comprehensive income for the period	od									
Loss for the year	-	-	-	-	-	-	-	_	(81,394)	(81,394)
Other comprehensive income										
Currency translation differences recognised directly in equity	-	-	5,378	-	-	-	-	-	-	5,378
Gain on property revaluation, net of tax				2,846						2,846
Remeasurement of retirement plan, net of tax	-	-	-	-	(20,521)	-	-	-	-	(20,521)
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	650	-	-	-	650
Total other comprehensive income	-	-	5,378	2,846	(20,521)	650	-	-	-	(11,647)
Total comprehensive (loss)/income for the period	-	-	5,378	2,846	(20,521)	650	-	-	(81,394)	(93,041)
Transactions with owners recorded direct	tly in equity									
Contributions by and distributions to owner	ers									
Sale of shares of a subsidiary	=	=	=	=	=	=	=	=	76,958	76,958
Payment of Dividends	=	-	=	-	=	=	=	=	(29,862)	(29,862)
Total contributions by and distributions to owners		-	-	-			-	-	47,096	47,096
At 30 April 2020	49,449	478,478	(87,997)	13,731	(2,873)	(1,802)	1,753	(286)	60,763	511,216

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

Amounts in US\$'000	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasure- ment of retirement plan	Hedging Reserve	•	Reserve for own shares	Retained earnings	Total equity
Company										
Fiscal Year 2019										
At 1 May 2018	49,449	478,462	(91,515)	10,885	18,225	(2,764)	1,373	(286)	95,505	559,334
Total comprehensive income for the perio	d									
Loss for the year	-	-	-	=	-	-	-	-	20,319	20,319
Other comprehensive income										
Currency translation differences recognised directly in equity	-	-	(1,860)	-	-	-	-	-	-	(1,860)
Remeasurement of retirement plan, net of tax	-	-	-	-	(577)	-	-	-	-	(577)
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	312	-	-	-	312
Total other comprehensive income	-	-	(1,860)	-	(577)	312	-	-	-	(2,125)
Total comprehensive (loss)/income for the period	-	-	(1,860)	-	(577)	312	-	-	20,319	18,194
Transactions with owners recorded direct	tly in equity									
Contributions by and distributions to owner	ers									
Value of employee services received for issue of share options	-	-	-	-	-	-	380	-	-	380
Transaction cost from issue of preference shares	-	16	-	-	-	-	-	-	_	16
Payment of Dividends	-	-	-	=	-	-	-		(19,750)	(19,750)
Total contributions by and distributions to owners	-	16	-	-	-	-	380	-	(19,750)	(19,354)
At 30 April 2019, as restated	49,449	478,478	(93,375)	10,885	17,648	(2,452)	1,753	(286)	96,074	558,174

# DEL MONTE PACIFIC LIMITED UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS

Amounts in US\$'000	For the three m		For the year ended 30 April		
	FY2020	FY2019	FY2020	FY2019	
	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	
Cash flows from operating activities					
Profit (loss) for the period	(15,130)	6,425	(93,830)	14,224	
Adjustments for:					
Depreciation of property, plant and equipment	36,289	36,613	136,674	132,052	
Amortisation of right-of-use assets	16,004	-	35,179	-	
Amortisation of intangible assets	1,662	1,663	6,650	6,654	
Impairment loss on property, plant and equipment	(15)	612	40,746	2,037	
Gain/(loss) on disposal of property, plant and equipment	2,212	(3,651)	2,502	(6,158)	
Equity-settled share-based payment transactions	-	57	-	266	
Share in net loss of joint venture	1,325	554	3,084	983	
Finance income	400	38	(5,814)	(19,090)	
Finance expense	39,931	24,331	118,569	97,529	
Tax expense - current	3,672	3,540	54,751	11,721	
Tax credit - deferred	86	(11,000)	(25,575)	(25,245)	
Net loss (gain) on derivative financial instrument	183	(130)	941	264	
Operating profit before working capital changes	86,619	59,052	273,877	215,237	
Changes in:		,	- ,-	-, -	
Other assets	(23,155)	5,886	(28,947)	6,281	
Inventories	270,555	82,783	182,344	104,077	
Biological assets	1,195	(11,994)	(7,505)	(10,650)	
Trade and other receivables	(21,022)	39,649	(49,255)	12,043	
Prepaid and other current assets	1,482	(7,071)	(6,922)	(4,083)	
Trade and other payables	(3,227)	(24,444)	39,533	(138,454)	
Employee Benefit	1,639	(8,515)	14,144	3,304	
Operating cash flow	314,086	135,346	417,269	187,755	
Income taxes paid	(1,054)	(4,164)	(46,982)	(6,830)	
Net cash flows from operating activities	313,032	131,182	370,287	180,925	
Cash flows from investing activities		101,102	0.0,20.	100,020	
Interest received	372	209	756	715	
Proceeds from disposal of property, plant and equipment	18,635	6,902	29,249	16,206	
Purchase of property, plant and equipment	(45,251)	(29,408)	(130,599)	(123,479)	
Additional investment in joint venture	15	(20,100)	(1,515)	(120,110)	
Net cash flows used in investing activities	(26,229)	(22,297)	(102,109)	(106,558)	
Cash flows from financing activities	(20,220)	(22,201)	(102,100)	(100,000)	
Interest paid	(20,467)	(22,179)	(94,648)	(87,494)	
Proceeds of borrowings	30,458	146,695	788,696	823,979	
Repayment of borrowings	(267,971)	(266,389)	(891,423)	(798,331)	
Payments of lease liability	(7,714)	(200,309)	(30,259)	(790,551)	
Dividends paid	(9,875)	(9,875)	(29,862)	(19,750)	
Proceeds from issuance of preference shares	(3,073)	(9,075)	(23,002)	(19,750)	
Refund of transactions costs related to issuance of preference	_	_	_	16	
Payments of debt related costs	_	(146)	_	(146)	
Net cash flows from financing activities	(275,569)	(151,894)	(257,496)	(81,726)	
	(213,309)	(131,034)	(237,430)	(01,120)	
Net decrease in cash and cash equivalents	11,234	(43,009)	10,682	(7,359)	
Cash and cash equivalents, beginning	20,488	(43,009) 65,172	21,636	(7,359) 24,246	
Effect of exchange rate fluctuations on cash held in foreign	20,400	00,172	21,030	24,240	
currency	1,743	(527)	1,147	4,749	
-					
Cash and cash equivalents at 30 April	33,465	21,636	33,465	21,636	

### IMPACT OF CHANGE IN ACCOUNTING POLICY

The Group has applied IFRS 16 using the modified retrospective approach, under which the cumulative effect of initial application is recognised in retained earnings as at 1 May 2019 (see Statement of Changes in Stockholder's Equity). Accordingly, the comparative information presented for fiscal year 2019 has not been restated. In relation to those leases under IFRS 16, the Group recognised depreciation and interest costs, instead of operating lease expense.

As a lessee, the Group previously classified leases as operating or finance leases based on its assessment of whether the lease transferred substantially all of the risk and rewards of ownership. Under IFRS 16, the Group recognises right-of-use assets and lease liabilities for most leases, except for some short-term and low-value assets.

At transition, for leases classified as operating leases under IAS 17, lease liabilities were measured at the present value of the remaining lease payments, discounted at the Group's incremental borrowing rate as at 1 May 2019. Right-of-use assets are measured at either:

- their carrying amount as if IFRS 16 had been applied since the commencement date, discounted using the lessee's incremental borrowing rate at the date of initial application (the Group applied this approach for leases under DMPI); or
- an amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments (the Group applied this approach for leases under DMFI).

For leases classified as finance leases under IAS 17, the carrying amount of the right-of-use asset and the lease liability at 1 May 2019 were determined at the carrying amount of lease asset and lease liability under IAS 17 immediately before that date. The Group has no finance leases under IAS 17.

Right-of-use assets and lease liabilities are presented separately in the consolidated statement of financial position.

The impact of adoption of IFRS 16 as at 1 May 2019 is as follows\*:

#### **Consolidated Statement of Financial Position**

Amounts in US\$'000	1 May
Amounts in 03\$ 000	2019
ASSETS	
Prepaid expenses and other current assets <sup>1</sup>	(2,156)
Right-of-use assets-net	209,159
Deferred tax assets	1,698
Other noncurrent assets <sup>1</sup>	(25,079)
	183,622
LIABILITIES AND EQUITY	
Lease liability - current portion	29,708
Lease liability - noncurrent portion	162,533
Other noncurrent liabilities <sup>1</sup>	(7,606)
Total Liabilities	184,635
Retained earnings	(1,013)
Total Equity	(1,013)
	183,622

<sup>\*</sup> Adjusted as of April 2020 from the earlier numbers presented as at January 2020 mainly from the change in the adoption approach of DMPI for land leases.

<sup>&</sup>lt;sup>1</sup> The associated right-of-use assets for some leases were recognized based on the carrying amount as if the standard had always been applied. Other right-of use assets were measured at the amount equal to the lease liability. The right-of-use assets were adjusted by the amount of any prepaid rent expense (previously classified under "Prepaid expenses and

other current assets"), deferred rent (previously classified under "Other noncurrent assets"), and accrued rent expense (previously classified under "Other noncurrent liabilities") relating to the lease recognised in the balance sheet as at 30 April 2019 resulting to the respective reduction amounting to US\$ 2.2 million, US\$ 25.1 million, and US\$ 7.6 million, respectively, as at 1 May 2019.

Impact of adoption of IFRS 16 in the statement of financial performance of the Group for the full year ended 30 April 2020:

## **Consolidated Statement of Financial Performance**

Amounts in US\$'000	For the year ended 30 April		
	зо дрін		
Turnover	-		
Cost of Sales	(4,536)		
Gross profit	4,536		
Less: General and administration expenses	(1,093)		
Add: ROU Amortization	29,534		
EBITDA	35,163		
Less: ROU Amortization	29,534		
Profit from operations	5,629		
Finance expense	8,567		
Profit /(loss) before taxation	(2,938)		
Taxation	(405)		
Profit/(loss) after taxation	(2,533)		
Profit/Local attributable to			
Profit(loss) attributable to:	(0.404)		
Owners of the Company	(2,191)		
Non-controlling interest	(342)		
Profit/(loss) for the period	(2,533)		

## **ONE-OFF EXPENSES/(INCOME)**

Amounts in US\$ million	For the three months ended 30 April			For the year ended		
					30 April	
	FY2020 (Unaudited)	FY2019 (Unaudited)	%	FY2020 (Unaudited)	FY2019 (Audited)	%
DMFI one-off expenses:						
Plant closures	2.4	(0.3)	(920.8)	79.8	6.2	nm
Seed operation	-	-	nm	-	(1.1)	(100.0)
Severance	1.5	2.9	49.1	3.5	6.1	42.8
Others	0.0	1.8	97.7	0.1	1.2	89.6
Total (pre-tax basis)	3.9	4.4	11.5	83.5	12.4	(573.3)
Taximpact	2.9	(1.0)	(382.1)	(16.5)	(2.9)	472.1
Non-controlling interest	(0.7)	(0.4)	99.2	(7.1)	(1.0)	604.0
Total DMFI one-off expenses (post tax, post NCI basis)	6.1	3.1	(99.2)	59.9	8.5	(604.0)
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
Taximpact	(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	(0.4)	nm	(1.5)	(16.7)	nm
Tax impact for the other one-off items	(0.0)	0.2	nm	0.4	3.7	nm
Total one-off gain on second lien loan purchase (post tax						
basis)	0.0	(0.2)	nm	(1.1)	(13.0)	nm
Intercompany Dividends Tax:						
Final tax paid on intercompany dividends	-	=	nm	39.6	-	nm
Deferred tax on undistributed share in profits  Total one-off final taxes on intercompany dividends	3.4		nm nm	7.5 47.1	<u>-</u>	nm nm
Total one on manage of more of the distriction	3.4		11111	77.1		11111
Total (post-tax and post non-controlling interest)	17.2	2.9	(496.8)	113.6	(4.5)	nm