



# Del Monte Pacific Limited

## **Corporate Vision**

Nourishing Families. Enriching Lives. Every Day.

## **Corporate Profile**

Dual listed on the Mainboards of the Singapore Exchange Securities Trading Limited and the Philippine Stock Exchange, Inc, Del Monte Pacific Limited (Bloomberg: DELM SP/ DELM PM) together with its subsidiaries (the "Group"), is a global branded food and beverage company that caters to today's consumer needs for premium quality healthy products. The Group innovates, produces, markets and distributes its products worldwide.

The Group is proud of its heritage brands - *Del Monte*, *S&W*, *Contadina* and *College Inn* – majority of which originated in the USA more than 100 years ago as premium quality packaged food products. The Group has exclusive rights to use the *Del Monte* trademarks for packaged products in the United States, South America, the Philippines, Indian subcontinent and Myanmar, while for *S&W*, it owns it globally except Australia and New Zealand. The Group owns the *Contadina* and *College Inn* trademarks in various countries.

DMPL's USA subsidiary, Del Monte Foods, Inc (DMFI) ([www.delmontefoods.com](http://www.delmontefoods.com)) owns other trademarks such as *Fruit Naturals*, *Orchard Select*, *SunFresh* and *Fruit Refreshers*, while DMPL's Philippines subsidiary, Del Monte Philippines, Inc ([www.delmontephil.com](http://www.delmontephil.com)), has the trademark rights to *Del Monte*, *Today's*, *Fiesta*, *202*, *Fit 'n Right*, *Heart Smart*, *Bone Smart* and *Del Monte Quick 'n Easy* in the Philippines.

The Group sells packaged fruits, vegetable and tomato, sauces, condiments, pasta, broth and juices, under various brands and also sells fresh pineapples under the *S&W* brand.

DMFI has joint ventures with Fresh Del Monte Produce Inc in chilled products – juices, packaged fruit, guacamole and avocado, and *Del Monte*-branded retail food and beverage outlets.

The Group owns approximately 95% of a holding company that owns 50% of FieldFresh Foods Private Limited in India ([www.fieldfreshfoods.in](http://www.fieldfreshfoods.in)). FieldFresh markets *Del Monte*-branded packaged products in the domestic market and *FieldFresh*-branded fresh produce. The Group's partner in FieldFresh India is the well-respected Bharti Enterprises, which is one of the largest conglomerates in India.

DMPL's USA subsidiary operates 10 plants in the USA and two in Mexico, while its Philippines subsidiary operates the world's largest fully-integrated pineapple operation with its 25,000-hectare pineapple plantation in the Philippines and a factory that is about an hour's drive away. It also operates a beverage PET plant and a frozen fruit processing facility in the Philippines.

Except the joint venture companies with Fresh Del Monte Produce Inc, DMPL and its subsidiaries are not affiliated with the other Del Monte companies in the world, including Fresh Del Monte Produce Inc, Del Monte Canada, Del Monte Asia Pte Ltd and these companies' affiliates.

DMPL is 71%-owned by NutriAsia Pacific Ltd and Bluebell Group Holdings Limited, which are beneficially-owned by the Campos family of the Philippines. The NutriAsia Group is the market leader in the liquid condiments, specialty sauces and cooking oil market in the Philippines.



# Del Monte Pacific Limited

## Key Brands



[www.delmonte.com](http://www.delmonte.com)

[www.swpremiumfood.com](http://www.swpremiumfood.com)

[www.contadina.com](http://www.contadina.com)

[www.collegeinn.com](http://www.collegeinn.com)

## Key Product Segments

**Packaged Food:** Packaged fruit and vegetable including tomato-based products; ketchup, tomato paste, sauces (spaghetti, tomato, recipe and pizza sauce), meal mixes, pasta, broth and vinegar. For *S&W* brand - canned fruits, canned vegetables, canned beans and canned tomatoes.

**Beverages:** Juices, juice drinks, concentrate and isotonic drinks

**Fresh pineapple**

## Key Markets

USA, Philippines, rest of Asia Pacific, Europe, Middle East and the Indian subcontinent

## Major Shareholder

NutriAsia Pacific Ltd. (NPL) = 71%

NPL is beneficially-owned by the Campos family of the Philippines. The NutriAsia Group is the market leader in the liquid condiments, specialty sauces and cooking oil market in the Philippines.

## Board of Directors

Rolando C Gapud, Executive Chairman  
Joselito D Campos, Jr, Executive Director  
Edgardo M Cruz, Jr, Executive Director  
Benedict Kwek Gim Song, Lead Independent Director  
Godfrey E Scotchbrook, Independent Director  
Emil Q Javier, Independent Director  
Yvonne Goh, Independent Director

## Key Executive Officers

Joselito D Campos, Jr., Managing Director and Chief Executive Officer  
Luis F Alejandro, Chief Operating Officer  
Ignacio C O Sison, Chief Corporate Officer  
Parag Sachdeva, Chief Financial Officer  
Antonio E S Ungson, Chief Legal Counsel, Chief Compliance Officer and Company Secretary  
Ruiz G Salazar, Chief Human Resource Officer  
Ma Bella B Javier, Chief Scientific Officer

## Group Employees

5,600 regular employees

## Registered Office

Craigmuir Chambers, PO Box 71, Road Town, Tortola  
British Virgin Islands  
Tel: (284) 494 2233 Fax: (284) 494 3547

## Business Office and Investor Relations

Jennifer Luy, Investor Relations Manager  
c/o DMPL Management Services Pte Ltd  
17 Bukit Pasoh Rd, Singapore 089831  
Tel: (65) 6324 6822 Fax: (65) 6221 9477  
Email: [jluy@delmontepacific.com](mailto:jluy@delmontepacific.com) Website: [www.delmontepacific.com](http://www.delmontepacific.com)

## Company Secretary

Mr Antonio Ungson  
Email: [ungsonaes@delmonte-phil.com](mailto:ungsonaes@delmonte-phil.com)



# Del Monte Pacific Limited

***BVI Registrar &  
Share Transfer Office***

Nerine Trust Company (BVI) Limited  
PO Box 905 Quastisky Building  
Road Town Tortola VG 1110  
British Virgin Islands

***Singapore  
Share Transfer Agent***

Boardroom Corporate & Advisory Services Pte Limited  
50 Raffles Place #32-01, Singapore Land Tower, Singapore 048623  
Tel: (65) 6536 5355 Fax: (65) 6536 1360

***Philippines  
Share Transfer Agent***

BDO Unibank Inc – Trust and Investments Group  
Securities Services and Corporate Agencies Department  
15<sup>th</sup> Floor South Tower, BDO Corporate Centre  
7899 Makati Avenue, Makati City 0726, Philippines  
Tel: (632) 878 4963  
Fax: (632) 878 4056

***Auditor***

Ernst and Young

***Bankers***

Australia and New Zealand Banking Corporation  
BDO Universal Bank, Inc  
Bank of Commerce  
Bank of the Philippines Islands  
Citibank NA  
DBS Bank Ltd  
Development Bank of the Philippines  
Hongkong and Shanghai Banking Corp Ltd  
KBC Bank NV  
MUFG Bank Ltd  
Metropolitan Bank and Trust Co  
Mizuho Bank Ltd  
Philippine National Bank  
Rabobank International  
Rizal Commercial Banking Corporation  
Security Bank Corporation  
Union Bank of the Philippines

***Listing Details***

Listed on 2 August 1999 on the Singapore Exchange at US\$0.63 (S\$1.07)  
Listed on 10 June 2013 on the Philippine Stock Exchange (PSE) (vendor placement price at P26.40)  
Preference Shares listed on 7 April 2017 and 15 December 2017 on the PSE

***Trading Symbols***

SGX: D03 PSE: DELM PSE: DMPA1 and DMPA2 for Preference Shares  
Bloomberg: DELM SP and DELM PM, and DMPA1 and DMPA2 for Preference Shares  
Reuters: DMPL.SI and DELM.PS, and DMPA1.PS and DMPA2.PS for Preference Shares

***Outstanding Shares***

For Ordinary Shares: 1,943,214,106  
For Preference Shares: 30,000,000

***Share Trading Currency***

For Ordinary Shares: Singapore dollars for SGX and Philippine pesos for PSE  
For Preference Shares: US dollars for PSE

***Reporting Currency***

US dollars