



DEL MONTE PACIFIC LIMITED COMPLETES PURCHASE OF THE CONSUMER FOOD BUSINESS OF DEL MONTE CORPORATION FOR US\$1.675 BILLION

ACQUISITION TRANSFORMS DMPL INTO A GLOBAL BRANDED FOOD AND BEVERAGE COMPANY WITH SALES OF US\$2.3 BILLION

- **Increases DMPL sales by more than four times**
- **Includes iconic U.S. brands *Del Monte*, *Contadina*, *S&W* and *College Inn***
- **Adds leading U.S. canned fruit, vegetable, tomato and broth businesses**
- **Provides strong platform to access the world's biggest consumer market**

Singapore/Manila, 19 February 2014 -- Singapore Mainboard and Philippine Stock Exchange dual listed Del Monte Pacific Limited (Bloomberg: DELM SP, DMPL PM) (the "Company", the "Group" or "DMPL") announced today that it has completed its purchase of the consumer food business from Del Monte Corporation for US\$1.675 billion subject to working capital adjustments. The U.S. consumer food business will be renamed Del Monte Foods, Inc. ("DMFI").

The acquisition offers DMPL greater access to a well-established and profitable branded consumer food business in the world's biggest market.

"Del Monte Foods, with a twenty six per cent market share in the canned fruit market in the United States will provide Del Monte Pacific with a solid growth platform and supplement our achievements in the expanding markets of Asia," said Mr. Rolando Gapud, Chairman of DMPL. "It will also provide longer term opportunities in the emerging markets of South America," he added.

"Del Monte Foods is led by an excellent management team with whom we have worked very closely over many years," said Mr. Gapud. "They bring to us a proven track record in managing one of the most respected consumer brands in the United States," observed Mr. Gapud.

The acquisition was financed partly by bridging loans for the closing. The final financing structure provides for a total equity investment of US\$705 million into DMFI of which US\$605 million are in the form of fresh capital and the balance from loans.

DMPL owns the *Del Monte* brand in the Philippines where it is the market leader across major food and beverage categories. The brand also has a growing presence in India through FieldFresh Foods, DMPL's joint venture with Bharti Enterprises, one of India's largest conglomerates.

In 2007, DMPL purchased the S&W brand - a producer and marketer of premium quality packaged fruits and vegetables - from Del Monte Corporation - for Asia, Middle East, Europe and Africa.

The Del Monte Foods acquisition adds significant scale and reach into new market segments for the Company, a longtime supplier of processed pineapple to the U.S. market, through a strong portfolio of leading packaged consumer food brands. DMFI's portfolio of brands – *Del Monte*, *S&W*, *Contadina* and *College Inn* - includes No. 1 position in the branded canned fruits and vegetables market and No. 2 position in the canned tomato and broth categories in the United States. In fiscal year 2013, the portfolio generated US\$1.8 billion in sales and US\$164 million in EBITDA while DMPL recorded sales of US\$460 million and an EBITDA of US\$60 million in 2012. DMPL will be releasing its full year 2013 results on 25 February 2014.

“Over the last two years, significant investments have been made into the 100-year old iconic *Del Monte* brand,” said Nils Lommerin, Chief Executive Officer of DMFI. “This deal allows for complete focus on the strategic direction of the *Del Monte* brand, backed by a visionary and strategic parent in Del Monte Pacific, and positions us to capture significant growth opportunities as Del Monte Foods moves forward,” he added. Mr. Lommerin has been with the company in the United States for more than ten years.

He anticipates that there are considerable opportunities to improve the profitability of DMFI through both sales expansion and cost reduction.

DMPL operates one of the largest pineapple plantations in the world and brings to DMFI potential benefits from economies of scale, value-added expansion as well as the optimization of its operations over time.

“At present, our market share of the canned pineapple market in the United States is less than ten percent and we will focus on increasing our penetration in this segment by leveraging on the advantages of vertical integration and DMPL's success in the Philippines and elsewhere,” said Mr. Lommerin.

DMFI's largely untapped South America business also has the potential to expand in the longer term across new markets and product categories. “At the appropriate time, we will position ourselves to take advantage of the rise of domestic consumption in some of the key South American countries,” commented Mr. Lommerin.

“We are very excited about this historic transaction which quadruples DMPL's sales from US\$500 million to more than US\$2 billion, and fortifies DMPL's vision of becoming a global branded food and beverage company. This is a game-changer for the Company and we will provide full support to DMFI to ensure we execute against our plans for future growth,” concluded Mr. Gapud.

Editor's Note:

For more details of the transaction, please refer to the Circular dated 27 January 2014 posted on the SGX, PSE and www.delmontepacific.com.

By Order of the Board

Yvonne Choo
Company Secretary
19 February 2014

For enquiries, please contact:

Ignacio Sison
Tel: +632 856 2888
sisonio@delmonte-phil.com

Jennifer Luy
Tel: +65 6594 0980
jluy@delmontepacific.com

About Del Monte Pacific Limited (www.delmontepacific.com)

Dual listed on the Mainboard of the Singapore Exchange and the Philippine Stock Exchange, Del Monte Pacific Limited (Bloomberg: DELM SP/ DMPL PM) is a group of companies that caters to today's consumer needs for premium quality, healthy food and beverage products. It innovates, produces, markets and distributes its products worldwide.

The Group now owns various trademarks for consumer products such as *Del Monte*, *S&W*, *Contadina*, *College Inn*, *Fruit Naturals*, *Orchard Select* and *SunFresh*. The Group has exclusive rights to use the *Del Monte* trademarks for packaged products in the United States, South America, Philippines, Indian subcontinent and Myanmar.

The consumer product business that the Group has acquired enjoys leading market shares for the U.S. canned fruit and vegetable segments and number two position for the U.S. canned tomatoes and broth categories. In the Philippines, the Group enjoys leading market shares for canned pineapple juice and juice drinks, canned pineapple and tropical mixed fruits, tomato sauce, spaghetti sauce and tomato ketchup.

Del Monte Pacific also owns another premium brand, *S&W*, globally except Australia and New Zealand. As with Del Monte, *S&W* originated in the U.S.A. in the 1890s as a producer and marketer of premium quality packaged fruit and vegetable products.

The Group owns approximately 93% of a holding company that owns 50% of FieldFresh Foods Private Limited in India (www.fieldfreshfoods.in). FieldFresh markets *Del Monte*-branded packaged products in the domestic market and *FieldFresh*-branded fresh produce. Del Monte Pacific's partner in FieldFresh India is the well-respected Bharti Enterprises, which owns one of the largest conglomerates in India.

With a 23,000-hectare pineapple plantation in the Philippines, 700,000-ton processing capacity and a port beside the Cannery, Del Monte Pacific's subsidiary, Del Monte Philippines, operates the world's largest fully-integrated pineapple operation. It is proud of its long heritage of 88 years of pineapple growing and processing. It has long-term supply agreements with some of the Del Monte trademark owners and licensees around the world.

Del Monte Pacific and its subsidiaries are not affiliated with 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.

Del Monte Pacific is 67%-owned by NutriAsia Pacific Ltd. (NPL). NPL is owned by the NutriAsia Group of Companies which is majority-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.

About Del Monte Foods, Inc.

With more than 100 years of heritage, Del Monte Foods, Inc. is one of U.S.A.'s largest producers, distributors and marketers of premium, high quality branded food products in the U. S. retail market. With a powerful portfolio of brands, Del Monte products are found in eight of every ten U.S. households. Food brands include *Del Monte®*, *S&W®*, *Contadina®*, *College Inn®* and other brands. DMFI also produces and distributes private-label food products. It operates 11 production facilities and six distribution centers in the U.S., as well as two production facilities in Mexico and one production facility in Venezuela.

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