



Del Monte Philippines, Inc. Reports Strong Performance in FY2025

Manila, July 7, 2025 - Del Monte Philippines, Inc. (DMPI), a subsidiary of PSE-listed and Singapore-listed Del Monte Pacific Limited (DMPL), announced its financial results for FY2025 (May 2024-April 2025), underscoring its commitment to solid growth and profitability.

DMPI Key Highlights:

- **EBITDA:** Rose 40% year-on-year to P8.6 billion, reflecting strong operational efficiency and market demand
- **Total Sales:** Grew 14% to P44.2 billion, mainly driven by much improved performance in international markets
- **International Sales:** Expanded 22% to P19.5 billion, fuelled by robust exports of fresh pineapple and packaged products
- **Market Leadership:** Increased market share in North Asia to 53%, cementing its leading position as the preferred fresh pineapple supplier

DMPI achieved a 14% increase in its FY2025 sales to P44.2 billion, on the back of a 22% jump in international sales driven by exports of fresh pineapple and packaged products. DMPI's EBITDA rose 40% to P8.6 billion, maintaining growth momentum over the same period.

Domestic Market Performance

DMPI delivered P21.4 billion in sales in the Philippines, a 6% increase compared to the same period last year. This growth was driven by solid demand across key product categories, including beverages, packaged fruits and culinary essentials.

Del Monte Juices saw a significant market share uplift, fuelled by revitalized campaigns focused on compelling health propositions of *100% Pineapple Juice* to reframe the role of juice in building a wellness habit - *Heart Smart* to protect your heart, *Fiber Enriched* to promote digestive health, and *ACE* for improved immunity. Additionally, new beverage product introductions, such as *Fruity Zing* and *Fit 'n Right Green Apple*, contributed to Del Monte's expanding presence in the ready-to-drink juice market.

Del Monte Mixed Fruits broke out of its traditional usage, growing relevance beyond holidays and re-established usage in year-round celebrations and family desserts.

Our strong performance this year reflects the power of connecting with consumers through purposeful, insight-driven marketing. By reminding families why they love and trust Del Monte, and by making our brands more relevant in everyday moments, we have deepened loyalty and delivered growth in our core categories.

International Market Performance

DMPI's international sales expanded by 22% to P19.5 billion, driven by strong demand for fresh pineapple and packaged export products. Key markets in China, South Korea and Japan led the growth, supported by an improved product mix. The premium *S&W Deluxe Pineapple* now accounts for a higher share of the company's exported fresh pineapple. Packaged exports to North Asia, Europe and the Americas also saw growth, driven by increased sales of packaged pineapple and industrial products.

Luis Alejandro, DMPI President & Chief Operating Officer, commented on the company's solid performance: "Our strong fiscal year 2025 results reflect the deep commitment and hard work of our team, and our relentless focus on consumer engagement, innovation and cost efficiency. With an EBITDA growth of 40%, we are truly proud of what we have achieved, both in DMPI's domestic and international markets. Our promise is to continue delivering value to our stakeholders."