DEL MONTE PACIFIC LIMITED

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DEL MONTE PACIFIC RECORDED EXPANDED SALES
PROFITS AFFECTED BY ACQUISITION-RELATED EXPENSES

January to April 2014 Transition Period Highlights

- **Recorded sales of US$379m with US$292m contributed by Del Monte Foods, Inc (DMFI)**
- **Net loss of US$42.8m primarily due to one-off acquisition expenses**
- **Without US$46.7m non-recurring items, adjusted profit would have been US$3.8m**
- **Strong cash flow contributed to reduction of DMFI's revolving working capital facility by US$75 million**

Singapore/Manila, 12 June 2014 – Singapore Mainboard and Philippine Stock Exchange dual listed Del Monte–Pacific Limited ("DMPL" or the "Group"; Bloomberg: DELM SP, DMPL PM) has started the process of aligning its financial year with that of US Del Monte Foods, Inc ("DMFI"), whose financial year runs from May to April. DMPL completed the acquisition of DMFI on 18 February 2014 for US$1.675 billion subject to working capital adjustments, transforming the Group into a global branded food and beverage company. DMFI's results have been consolidated since then and the Group today released results for the January-April 2014 Transition Period. (Figures for comparison are not available for the prior year period due to DMFI operating as a division of a larger company).

The Group generated sales of US$379.2 million for the Transition Period which included DMFI's sales of US$292.9 million for 18 February-end April 2014 and posted a net loss of US$42.8 million due to one-off acquisition expenses of US$46.7 million. Before the non-recurring items, DMPL would have generated a net income of US$3.8 million for the Transition Period.

Excluding DMFI, DMPL's branded business in Asia, comprising of Del Monte in the Philippines and the Indian subcontinent as well as S&W in Asia and the Middle East, and non-branded business globally, recorded sales of US$94.7 million (which included sales to DMFI), lower than prior year period mainly due to lower sales in the Philippines.

In the US, DMPL benefited from DMFI's Easter shipments while in Asia, the S&W branded business delivered sales growth of 27% mainly driven by market expansion into the Middle East, business development in the Philippines and strong growth in Korea.

On 16 May 2014, the Group announced that one-off acquisition expenses would adversely impact its bottom-line for the Transition Period. These expenses include:

- US$15 million for higher fixed manufacturing costs net of tax.

In a normal 12-month period, the average of the actual fixed costs, which are highly seasonal, would have approximated the standard cost for the year. Due to the timing of the acquisition in February 2014, DMFI had to book a higher than average fixed cost for the Transition Period ending April which is a seasonally leaner production period.

- US$14 million net of tax restatement to fair market values of the assets which formed part of the acquisition as required by purchase accounting standards. The amount is subject to external audit verification.

This had a corresponding impact on DMFI's costs during the Transition Period, primarily due to an upward revaluation of inventory which corresponded to a higher cost of goods sold.

- US$6.2 million net of tax for acquisition-related transaction fees. This is in addition to the US$16.6 million booked by DMPL in 2013.

"We retained a strong management team in the US who are committed to increase market opportunities and profitability for the iconic Del Monte brand, said Mr. Joselito D. Campos, Jr., Managing Director and CEO of DMPL. "We continue to make good progress with the S&W branded business in Asia and the Middle East," added Mr. Campos.

The Group expects to generate higher earnings on a recurring basis in FY2015 as it drives both topline growth across its key markets in the USA, the Philippines and rest of Asia, optimises synergies and actively manages cost. Cash flow generation will continue to be strong in the current financial year. In the 10-week Transition Period alone, DMFI paid down its revolving working capital facility by US$75 million.

DMFI is pursuing new initiatives such as developing the Del Monte range of products for the ethnic markets. Cross selling of products, from the USA to Asia and vice-versa, is also in the pipeline for FY2015.

"Given the timing of the acquisition towards the end of the fiscal year in April 2014, a majority of the revalued inventory will be sold in the financial year ending April 2015, and will continue to impact the bottomline of the Group," explained Mr. Campos.

New inventory produced in the current financial year will not be subject to revaluation. EBITDA is expected to strengthen in FY2015. Purchase accounting revaluation has no cash flow impact.

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 the parent to a group of companies (the "Group") that caters to today's consumer needs for premium quality, healthy food and beverage products. It innovates, produces, markets and distributes its products worldwide.

DMPL acquired the consumer food business of Del Monte Corporation in the United States on 18 February 2014. This acquisition extends the footprint of the Group's business to the US and South America. It also acquired various trademarks for consumer products such as *Del Monte, S&W, Contadina, College Inn, Fruit Naturals, Orchard Select* and *SunFresh*. The Group now has exclusive rights to use the *Del Monte* trademarks for packaged products in the United States, South America, the Philippines, Indian subcontinent and Myanmar.

The consumer product business that the Group acquired enjoys leading market shares for the US canned fruit and vegetable segments and number two position for the US 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.

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

The Group owns approximately 94% 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 is 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.

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.

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