



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 2022

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AUDIT

Fourth Quarter FY2022 results covering the period from 1 February 2022 to 30 April 2022 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 FY2021 annual consolidated financial statements, except for the adoption of the following amendments effective beginning 1 May 2021. Adoption of these new standards did not have any significant impact on the Group's consolidated financial statements.

- Amendments to IFRS 16, *COVID-19-related Rent Concessions*
- Amendments to IFRS 9, IFRS 7, IFRS 4 and IFRS 16, *Interest Rate Benchmark Reform – Phase 2*

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 to 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 June 2022

NOTES ON THE 4Q FY2022 DMPL RESULTS

- On 30 April 2020, the Group recognized the sale of a 12% stake in Del Monte Philippines, Inc. (DMPI) and started recognizing this as non-controlling interest (NCI) on 1 May 2020. On 16 December 2020, the Group recognized an additional sale of 1% stake in DMPI thereby increasing the NCI share to 13%. In addition, DMPL's effective stake in Del Monte Foods, Inc. (DMFI) increased to 93.6% starting 15 May 2020 and had henceforth recognized a 6.4% NCI. These two comprise the NCI line in the P&L. Net profit is net of NCI. Please refer also to the profit and loss summary of DMFI and DMPI on pages 19 to 20 (gross of NCI).
- FY means Fiscal Year for the purposes of this MD&A.
- The 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.

FINANCIAL HIGHLIGHTS – FOURTH QUARTER AND FULL YEAR ENDED 30 APRIL 2022

<i>in US\$'000 unless otherwise stated</i> *	For the three months ended 30 April			For the year ended 30 April		
	Fiscal Year 2022	Fiscal Year 2021	% Change	Fiscal Year 2022	Fiscal Year 2021	% Change
Turnover	569,538	497,845	14.4	2,342,086	2,162,709	8.3
Gross profit	147,570	133,201	10.8	622,657	555,963	12.0
Gross margin (%)	25.9	26.8	(0.9)	26.6	25.7	0.9
EBITDA	78,187	73,126	6.9	351,527	308,952	13.8
Operating profit	57,224	49,173	16.4	267,290	211,850	26.2
Operating margin (%)	10.0	9.9	0.1	11.4	9.8	1.6
Net profit attributable to owners of the Company	19,974	14,495	37.8	100,031	63,256	58.1
Net margin (%)	3.5	2.9	0.6	4.3	2.9	1.4
EPS (US cents)	0.82	0.49	67.3	4.17	2.24	86.2
EPS before preference dividends (US cents)	1.03	0.75	37.3	5.15	3.25	58.5
Net debt	1,545,513	1,256,308	23.0	1,545,513	1,256,308	23.0
Gearing (%)**	308.7	195.5	113.2	308.7	195.5	113.2
Net debt to adjusted EBITDA***	4.4	4.1	0.3	4.4	4.1	0.3
Cash flow from operations	191,598	168,894	13.4	268,929	315,274	(14.7)
Capital expenditure	70,004	60,164	16.4	202,659	163,974	23.6
Inventory (days)	77	144	(67)	130	117	13
Receivables (days)	16	33	(17)	27	28	(1)
Account Payables (days)	25	47	(22)	44	44	-

*The Company's reporting currency is US dollars. For conversion to S\$, the following exchange rates can be used: 1.35 in April 2022 and 1.36 in April 2021. For conversion to PhP, these exchange rates can be used: 50.11 in April 2022 and 48.83 in April 2021.

**Gearing = Net Debt / Equity

***Adjusted EBITDA = Last twelve months without one-off items

REVIEW OF OPERATING PERFORMANCE

Fourth Quarter

The Group generated sales of US\$569.5 million for the fourth quarter of FY2022, higher by 14.4% versus the prior year quarter driven by strong sales growth across major segments in the USA, and higher exports of S&W branded premium fresh pineapples. Of the 14.4% growth, volume/mix accounted for 8.2% whereas pricing, net of forex, was 6.2 %.

The Group's US subsidiary, Del Monte Foods, Inc. (DMFI) generated US\$411.0 million or about 72% of Group sales. DMFI's sales significantly improved by US\$82.8 million or 25.2% higher on strong branded retail sales driven by canned vegetable and fruit volume growing double digit, led by increased product supply and merchandising support for the Easter holiday. Del Monte canned vegetable, which had the highest contribution to branded retail sales, saw a 4ppt increase in market share on the back of strong commercial execution, increased distribution of core products, and new product expansion, all supported by superior supply chain service. Canned fruit, canned tomato and fruit cup snacks also achieved higher shares.

DMFI continues to pursue its innovation efforts and expand on new product offerings in the recent years. New products launched in the past three years contributed 5.3% to DMFI's total sales in the fourth quarter.

The strong sales performance in the fourth quarter resulted in DMFI generating a gross profit of US\$102.1 million, higher by 29.9% versus prior year quarter of US\$78.6 million. Gross margin increased to 24.8% from 23.9% driven by higher branded sales and retail price increases implemented to counter cost inflation from higher input prices of raw materials and packaging as well as freight headwinds.

DMPL ex-DMFI generated sales of US\$175.8 million (inclusive of the US\$16.9 million sales by DMPL to DMFI which were netted out during consolidation) which were 7.2% lower than the US\$189.3 million sales in the prior year quarter. Lower sales were mainly driven by lower volume from the Philippines, lower export of S&W packaged pineapple and other products partly offset by higher exports of S&W branded fresh pineapple to China and South Korea.

DMPL ex-DMFI delivered a lower gross margin of 27.0% from 29.0% as improvements in pricing could not completely offset higher product cost brought about by the surge in cost of tin plates, fuel, sugar and other imported materials, among others.

In the Philippines, sales declined by 7.3% in peso terms to US\$68.3 million mainly on lower sales of Mixed Fruit and Spaghetti Sauce with increased activity from competition. Packaged fruit and spaghetti sauce category consumption was down due to shifting consumer priorities in the face of food inflation. Despite volume decline, Del Monte's market share of packaged fruit increased from sustained marketing programs. However, spaghetti sauce lost share from low-priced brands. Sales of 100% pineapple juice declined as some consumers shifted to multi-flavored juice drinks, growing by 53.8%. In addition, foodservice sales rose 13.9% as consumers dined out more. All major retailers did continue to experience slowdown in 1Q of calendar year 2022 with lower shopper traffic in January and February due to lockdowns implemented to avoid further spread of COVID-19.

New products launched in the past three years contributed 8.9% to total Philippine market sales in the fourth quarter. These include dairy products that we have launched with Vietnam Dairy Products JSC (Vinamilk) in September 2021.

Sales of the S&W branded business in Asia grew on the back of strong sales of the premium fresh pineapple segment in China and South Korea. In China, sales benefitted from expanded distribution coverage from existing distributors, plus new distributors which have supported the continued expansion into tier 2 and 3 cities. The Company launched the extra sweet S&W Deluxe Premium in China, Japan and South Korea in the earlier quarter with sustained favorable market feedback. This premium fresh variety is gaining traction in China's retail segment. The Company also started supplying 100% pineapple juice to Jollibee Malaysia, supporting their key outlet with an S&W-labelled juice dispenser.

DMPL's share in the Del Monte Foods (previously named FieldFresh) joint venture in India was a loss of US\$1.5 million during the quarter. No loss was recorded during the prior year quarter. The joint venture loss this quarter included one-off costs related to the closure of the low-margin fresh business.

DMFI delivered an EBITDA of US\$57.8 million, 40.3% higher versus prior year's US\$41.2 million. Net profit quadrupled to US\$19.0 million from US\$4.6 million due to the higher gross profit as explained above as well as lower administrative expenses.

DMPL ex-DMFI generated an EBITDA of US\$27.7 million, lower by 17.4% and a net profit of US\$13.0 million, lower by 21.1% versus the US\$16.4 million in the same quarter last year driven by lower gross profit as discussed above and higher freight cost partly offset by lower administrative cost.

The Group generated an EBITDA of US\$78.2 million which was higher versus the US\$73.1 million in prior year quarter and a net profit of US\$20.0 million, 37.8% higher than prior year's US\$14.5 million driven by DMFI as discussed above.

DMPL redeemed US\$200 million of its DMPA1 Preference Shares in April 2022 which had a dividend rate of 6.625% p.a. This was refinanced by a combination of fixed rate Senior Notes at 3.75% p.a. and floating rate loans with a much lower current average rate of 3.8% p.a.

In May 2022, DMFI raised US\$600 million through a 7-year Term Loan B facility maturing in 2029 at Adjusted Secured Overnight Financing Rate (SOFR), with a floor of 0.5%, plus 4.25% p.a. Proceeds were used to primarily redeem the US\$500 million Senior Secured Notes plus redemption fees and accrued interest. The said Notes had an interest rate of 11.875% p.a. and were due to mature in 2025.

The Term Loan B's much lower interest rate will result in about US\$20-30 million of pre-tax interest savings per year. The total one-off pre-tax transaction costs amount to about US\$70 million which includes redemption and other fees, and a non-cash write-off of deferred financing cost in relation to the Notes. These one-off costs will be booked in FY2023.

The Group's net operating cash inflow in the fourth quarter was US\$191.6 million, higher than last year's net operating cash inflow of US\$168.9 million mainly from higher sales of DMFI which lowered inventory as well as higher trade payables.

Full Year Ended 30 April 2022

For the year ended FY2022, the Group generated sales of US\$2.3 billion, up 8.3% versus prior year. DMFI generated US\$1.65 billion or about 70% of Group sales, higher by 11.6% driven by sustained sales growth across all major segments primarily core branded retail driven by canned vegetables and fruits following improvement in supply and distribution gains which more than offset the reduced sales from shifting focus from private labels. DMFI's foodservice channel grew significantly by 36.1% compared to prior year driven by surge in fruit sales as demand continued to increase, post pandemic, from schools, hotels and restaurants.

In the second quarter, DMFI launched new items across center store categories including vegetables, tomato and broth. In addition, DMFI continued to expand distribution and build trial on items launched in the first quarter and prior year including Joyba Bubble Tea beverages, Del Monte frozen Veggieful Pocket Pies and frozen Veggieful Riced Vegetables, Del Monte refrigerated Fruit Infusions Snack Cups and Del Monte Deluxe Gold Pineapple.

New product sales reached US\$90 million and contributed 5.3% to DMFI's total sales in FY2022.

DMFI won the "Product of the Year" award for the fourth straight year. Product of the Year is the world's largest consumer-voted award. Winners were determined by the votes of 40,000 consumers in a national survey conducted by Kantar, a global leader in consumer research. DMFI won two awards for Del Monte Fruit Infusions in the fruit snack category and Joyba Bubble Tea in the coffee and tea category. These latest wins build on past recognition for Del Monte Deluxe Gold Pineapple and Del Monte Veggieful Pocket Pies (2021) Del Monte Veggieful Bowls, Fruit Crunch Parfait and Pizzettas (2020), Fruit & Oats (2019), and Fruit Refreshers (2017).

The strong sales performance resulted in DMFI generating a gross profit of US\$396.1 million, 18.2% higher than the US\$335.1 million in the prior year. Gross margin increased to 23.9% from 22.6%, driven by higher branded sales and price increases implemented to counter inflation partly offset by higher pack cost and transportation headwinds driven by port congestions particularly in the second half.

DMPI achieved sales of US\$729.5 million, up 3.4% in US dollar terms and 6.1% in peso terms as growth in exports more than offset the decline in Philippine market. More than half of DMPI's sales are in the Philippines, with the balance in the international market and others. DMPI generated a net profit of US\$97.7 million, up 3.3%.

Due to a higher base last year driven by panic buying as a result of the pandemic, sales from the Philippine market were lower by 3.8% in US dollar terms and 1.3% in peso terms. Compared to the same period two years ago, sales in the Philippines increased by 9.0%, while retail sales improved by 12.2%. The foodservice channel expanded by 27.3% versus last year, but yet to fully recover to pre-pandemic levels, down 12.2% versus two years ago. New products launched in the past three years contributed 6.5% to total Philippine market sales.

DMPI's strategic joint venture with Vinamilk, a leading regional dairy company, launched new products following the announcement last August and generated incremental revenue. These include Del Monte-Vinamilk Fresh Milk, Del Monte-Vinamilk IQ Smart Flavored Milk, Del Monte-Vinamilk YoGurt Drink and Del Monte-Vinamilk Tea Bliss Milk Tea. The new products are co-branded, leveraging the trust in the Del Monte brand among Filipino consumers as well as DMPI's strength in marketing and distribution, combined with Vinamilk's expertise in dairy manufacturing and technology. The JV presents a growth opportunity as Del Monte expands into a new category with products consumed in Filipino households on a daily basis.

Exports of S&W branded fresh pineapples and packaged pineapples and other products increased by 13.0% due to higher sales of premium fresh pineapples in China and South Korea, as well as higher exports of packaged pineapples and other products in North Asia and the US.

DMPL ex-DMFI delivered higher gross margin of 30.7% from 30.6% versus last year as selective inflationary price increases were partly offset by higher product costs driven by commodity headwinds particularly tin plates, sugar and tomato paste; and unfavorable sales mix primarily in the Philippines.

DMPL's share in the Del Monte Foods (previously named FieldFresh) joint venture in India was unfavorable at US\$3.2 million loss from a US\$1.0 million loss last year as higher processed business sales were offset by one-off losses from discontinued low-margin fresh business.

DMFI delivered an EBITDA of US\$213.6 million, significantly up by 25.3% versus the US\$170.5 million in the prior year due to higher gross profit as explained above, as well as lower administrative expenses. DMFI tripled its net profit to US\$54.3 million from US\$15.1 million last year.

DMPL ex-DMFI generated an EBITDA of US\$149.2 million, higher by 5.3% and a net profit of US\$82.5 million, higher by 12.1% versus the US\$73.6 million last year driven by higher margins as discussed above.

The Group generated an EBITDA of US\$351.5 million, 13.8% higher versus prior year's US\$309.0 million, and a net profit of US\$100.0 million, 58.1% higher versus last year's US\$63.3 million, mainly driven by the strong performance of DMFI and the international markets.

In December 2021, DMPL successfully issued new 3-year unrated Senior Notes amounting to US\$90.0 million due 2024 with a 3.75% fixed coupon rate payable semi-annually. The proceeds from the bonds were used to redeem part of the Company's A-1 preferred shares in April 2022. The transaction marks DMPL's inaugural issuance in the international debt capital markets, establishing a new source of funding.

DMFI achieved a credit rating upgrade to "B2" from "B3" from Moody's and an upgrade to Positive Outlook from S&P. This reflects DMFI's strengthening operating performance following prior year's recapitalization and major operational restructuring which has improved liquidity and debt leveraging.

The Group's net debt/adjusted EBITDA rose to 4.4x from 4.1x last year and gearing to 3.1x from 2.0x last year. This is mainly driven by the issuance of DMPL Senior Notes above and additional loans obtained to finance the redemption of Series A-1 preferred shares. This would result in cash savings for the Group as interest cost is significantly lower than the preference dividend.

As at 30 April 2022, the Group's working capital decreased to US\$168.4 million from US\$200.4 million at the end of FY2021. This was mainly driven by short-term loans obtained to finance redemption of preference shares.

VARIANCE FROM PROSPECT STATEMENT

The Group generated a net profit of US\$100.0 million for the year ended April 2022 which was higher than the net profit of US\$63.3 million in the prior year, and this is in line with earlier guidance.

BUSINESS OUTLOOK

In an environment with increased emphasis on health and wellness, the Del Monte Pacific Group is well-positioned to respond to consumer trends given its nutritious and long shelf-life products which enable consumers to prepare meals at home and build their immunity. This trend has been supported with campaigns highlighting the functional health benefits of its products. The Group's iconic brands, Del Monte, S&W, Contadina and College Inn, are trusted names with over a century-long heritage of quality.

True to its vision, "Nourishing Families. Enriching Lives. Every Day." the Group will continue to improve and expand its offering of high quality products, while making these more readily available to consumers through traditional and digital channels including e-commerce, and through more convenient formats. Amidst a high-cost environment, the Group has taken both revenue generation and cost initiatives to protect the margins. DMFI has embarked on a number of cost optimization initiatives including network consolidation and increased use of rail instead of trucks to optimize distribution and transportation costs.

The Group will continue to optimize its production facilities while implementing strict safety measures and protecting its people against COVID-19.

Barring unforeseen circumstances, the Group expects to generate higher net profit (before one-off refinancing expenses) in FY2023. These one-off expenses amount to about US\$70 million and will be booked in FY2023.

REVIEW OF TURNOVER, GROSS PROFIT AND OPERATING PROFIT

AMERICAS

For the quarter ended 30 April

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg
Packaged vegetable	153,331	111,186	37.9	59,047	38,962	51.6	37,660	19,362	94.5
Packaged fruit	182,599	155,688	17.3	31,596	30,894	2.3	4,921	5,339	(7.8)
Beverage	9,606	4,936	94.6	1,274	1,135	12.2	494	572	(13.6)
Culinary	67,656	57,633	17.4	11,106	10,849	2.4	1,377	2,429	(43.3)
Others	1,494	887	68.4	(361)	(465)	22.4	(719)	121	(694.2)
Total	414,686	330,330	25.5	102,662	81,375	26.2	43,733	27,823	57.2

For the year ended 30 April

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg
Packaged vegetable	649,829	555,178	17.0	236,008	190,953	23.6	143,220	102,925	39.1
Packaged fruit	693,006	635,013	9.1	115,714	97,698	18.4	13,667	(1,199)	nm
Beverage	35,772	18,498	93.4	5,183	1,760	194.5	1,146	(400)	386.5
Culinary	282,946	286,000	(1.1)	48,045	52,689	(8.8)	8,602	5,793	48.5
Others	6,038	2,262	166.9	(921)	(2,244)	59.0	(5,480)	(5,511)	0.6
Total	1,667,591	1,496,951	11.4	404,029	340,856	18.5	161,155	101,608	58.6

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 includes products 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 25.5% to US\$330.3 million on strong branded retail sales driven by canned vegetable and fruit volume growing double digit, led by increased product supply and merchandising support for the Easter holiday. Del Monte canned vegetable, which had the highest contribution to branded retail sales, saw a 4ppt increase in market share on the back of strong commercial execution, increased distribution of core products, and new product expansion, all supported by superior supply chain service. Canned fruit, canned tomato and fruit cup snacks also achieved higher shares.

Gross profit was up by 26.2% this quarter driven by higher branded sales and retail price increases implemented to counter cost inflation from higher input prices of raw materials and packaging as well as freight headwinds.

Americas reported an operating profit for the quarter of US\$43.7 million, 57.2% higher versus prior year quarter's US\$27.8 million mainly due to higher margins as discussed above.

ASIA PACIFIC

For the quarter ended 30 April

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg
Packaged vegetable	473	145	226.2	(258)	(9)	nm	48	(31)	254.8
Packaged fruit	22,032	32,234	(31.6)	3,255	8,327	(60.9)	515	5,138	(90.0)
Beverage	36,743	37,249	(1.4)	10,527	11,728	(10.2)	5,616	6,977	(19.5)
Culinary	25,014	26,310	(4.9)	8,942	9,531	(6.2)	5,638	5,804	(2.9)
Others	58,713	54,542	7.6	18,776	16,801	11.8	(578)	(314)	(84.1)
Total	142,975	150,480	(5.0)	41,242	46,378	(11.1)	11,239	17,574	(36.0)

For the year ended 30 April

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg
Packaged vegetable	1,729	1,786	(3.2)	-	305	(100.0)	264	227	16.3
Packaged fruit	138,206	135,598	1.9	43,184	41,875	3.1	29,245	28,580	2.3
Beverage	141,630	150,026	(5.6)	40,946	46,875	(12.6)	19,586	26,957	(27.3)
Culinary	147,496	155,651	(5.2)	57,273	63,441	(9.7)	39,335	44,782	(12.2)
Others	210,311	184,113	14.2	65,664	52,511	25.0	10,152	2,856	255.5
Total	639,372	627,174	1.9	207,067	205,007	1.0	98,582	103,402	(4.7)

Reported under this segment are sales and profit on sales in the Philippines, comprising of Del Monte branded packaged products, including Del Monte traded goods, and Today's brand; 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 decreased by 5.0% to US\$143.0 million from US\$150.5 million as higher sales to China and Japan were offset by lower sales in the Philippines.

In the Philippines, sales declined by 7.3% in peso terms to US\$68.3 million mainly on lower sales of Mixed Fruit and Spaghetti Sauce with increased activity from competition. Packaged fruit and spaghetti sauce category consumption was down due to shifting consumer priorities in the face of food inflation. Despite volume decline, Del Monte's market share of packaged fruit increased from sustained marketing programs. However, spaghetti sauce lost share from low-priced brands. Sales of 100% pineapple juice declined as some consumers shifted to multi-flavored juice drinks, growing by 53.8%. In addition, foodservice sales rose 13.9% as consumers dined out more. All major retailers did continue to experience slowdown in 1Q of calendar year 2022 with lower shopper traffic in January and February due to lockdowns implemented to avoid further spread of COVID-19.

EUROPE

For the quarter ended 30 April

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg
Packaged fruit	8,983	12,758	(29.6)	3,011	4,486	(32.9)	1,955	3,151	(38.0)
Beverage	2,833	4,125	(31.3)	628	899	(30.1)	276	571	(51.7)
Culinary	61	152	(59.9)	27	63	(57.1)	21	54	(61.1)
Total	11,877	17,035	(30.3)	3,666	5,448	(32.7)	2,252	3,776	(40.4)

For the year ended 30 April

In US\$'000	Turnover			Gross Profit			Operating Income/(Loss)		
	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg	FY2022	FY2021	% Chg
Packaged fruit	24,753	27,885	(11.2)	8,936	8,086	10.5	5,960	5,599	6.4
Beverage	10,171	10,326	(1.5)	2,546	1,842	38.2	1,537	1,104	39.2
Culinary	199	373	(46.6)	79	172	(54.1)	56	137	(59.1)
Total	35,123	38,584	(9.0)	11,561	10,100	14.5	7,553	6,840	10.4

Included in this segment are sales of co-branded and unbranded products in Europe.

For the fourth quarter, Europe's sales decreased by 30.3% to US\$11.9 million from US\$17.0 million in prior year quarter attributed to lower demand in retail and logistics challenges. Operating income of US\$2.3 million declined from prior year quarter's operating income of US\$3.8 million due to lower sales.

REVIEW OF COST OF GOODS SOLD AND OPERATING EXPENSES

% of Turnover	For the three months ended 30 April			For the year ended 30 April		
	FY2022	FY2021	Explanatory Notes	FY2022	FY2021	Explanatory Notes
Cost of Goods Sold	74.1	73.2	Higher manufacturing cost driven by higher cost of raw materials and variable overhead in the Philippines	73.4	74.3	Overall, increase in costs was more than covered by higher sales
Distribution and Selling Expenses	10.0	9.5	Higher ocean freight cost in DMFI and DMPI	9.5	9.3	Same as 4Q
G&A Expenses	5.3	7.4	Lower administrative expenses in DMFI driven by lower computer costs and miscellaneous overhead.	5.5	6.7	Same as 4Q
Other Operating Expenses (Income)	0.5	0.0	Driven by impairment loss on Del Monte Foods (previously named FieldFresh). Last year was offset by gain on disposal of assets in the US	0.2	0.0	Same as 4Q

REVIEW OF OTHER MATERIAL CHANGES TO INCOME STATEMENTS

In US\$'000	For the three months ended 30 April				For the year ended 30 April			
	FY2022	FY2021	%	Explanatory Notes	FY2022	FY2021	%	Explanatory Notes
Depreciation and amortization	(47,993)	(58,336)	17.7	Lower depreciation of bearer plants from DMPI due to lower harvested tons	(193,499)	(187,320)	(3.3)	Higher depreciation of bearer plants from DMPI due to higher harvested tons
Reversal/ (Provision) of asset impairment	-	-	nm	Last year was driven by reclassification of impairment reversal to depreciation reversal for DMPI's idle assets	(62)	-	nm	Impairment losses in DMFI driven by Hanford
Reversal/ (Provision) for inventory obsolescence	(228)	(505)	54.9	Lower obsolescence on DMPI's finished goods	97	(800)	112.1	Driven by reversal of obsolescence on DMPI's finished goods
Reversal/ (Provision) for doubtful debts	(979)	(113)	(766.4)	Additional bad debt provision for trade receivables of DMPI	(1,059)	(141)	(651.1)	Same as 4Q
Net gain/(loss) on disposal of fixed assets	(805)	(1,450)	44.5	Loss from disposal of assets in the US	(789)	1,333	(159.2)	Same as 4Q
Foreign exchange gain/(loss)- net	680	239	184.5	Driven by depreciation of Philippine Peso	1,523	3,921	(61.2)	Higher gain last year driven by ICMOSA
Interest income	175	342	(48.8)	Higher interest income in the prior year quarter driven by DMFI	771	547	41.0	Driven by DMPI from interest income on receivable from sale and leaseback of land
Interest expense	(28,682)	(28,002)	(2.4)	Driven by incremental interest expense on DMPL Bonds issued last December 2021	(109,800)	(111,044)	1.1	Lower market interest rates in the Philippines
Share in net loss of JV	(1,787)	(532)	(235.9)	Advertising expenses for the new venture, Del Monte-Vinamilk, as well as one-off cost in on Del Monte Foods (previously named FieldFresh) for the discontinued low-margin fresh business.	(4,954)	(1,531)	(223.6)	Same as 4Q
Taxation benefit (expense)	(5,308)	(3,440)	(54.3)	Higher taxes as a result of higher income from DMFI compared to last year	(39,300)	(27,273)	(44.1)	Same as 4Q

REVIEW OF GROUP ASSETS AND LIABILITIES

Balance Sheet	30 Apr 2022 (Unaudited)	30 Apr 2021 (Audited)	30 Apr 2020 (Audited)	%Variance vs April FY21	Explanatory Notes
In US\$'000					
ASSETS					
Property, plant and equipment - net	577,647	544,776	517,585	6.0	Increase mainly due to additions to bearer plants in the Philippines and higher CIP in the US
Right-of-use (ROU) assets	123,539	135,208	166,085	(8.6)	Mainly due to amortizations on ROU assets
Investment in joint ventures	17,172	22,530	25,317	(23.8)	Decrease driven by joint venture losses, inclusive of impairment loss
Intangible assets and goodwill	688,047	694,697	701,347	(1.0)	nm
Other noncurrent assets	30,411	25,325	26,181	20.1	Driven by DMPI from higher advance rentals and deposits to growers and landowners; as well as downpayments for capital expenditures
Deferred tax assets - net	114,771	130,538	144,974	(12.1)	Reduction on tax loss carryforward for DMFI as it continues to generate profit
Pension assets	9,799	7,889	6,675	24.2	nm
Biological assets	50,081	47,568	63,278	5.3	Increase mainly due to additions to growing crops
Inventories	685,958	557,602	482,463	23.0	Mainly due to higher cost of production as well as higher volumes
Trade and other receivables	214,553	185,049	320,603	15.9	Timing of collection of sales
Prepaid expenses and other current assets	49,052	37,286	66,380	31.6	Driven by higher downpayments to suppliers
Cash and cash equivalents	21,853	29,435	33,465	(25.8)	Cash outflow mainly from redemption of preference shares and capital expenditures
EQUITY					
Share capital	29,449	49,449	49,449	(40.4)	Redemption of A-1 preference shares
Share premium	298,339	478,339	478,339	(37.6)	Redemption of A-1 preference shares
Retained earnings	140,320	83,349	60,763	68.4	Net profit partially offset by dividends declared
Reserves	(37,000)	(29,953)	(77,474)	(23.5)	Driven by translation adjustment
Non-controlling interest	69,519	61,312	54,820	13.4	Share in net profit partially offset by dividends received
LIABILITIES					
Loans and borrowings	1,567,366	1,285,743	1,396,029	21.9	Driven by loan drawdowns of DMPL to finance preference redemption
Lease liabilities	121,320	128,803	158,525	(5.8)	Driven by lease payments
Other noncurrent liabilities	15,127	18,697	23,380	(19.1)	Decrease in liability related to DMFI's worker's compensation due to settlement from closed plants and reversal of over accrual
Employee benefits	61,300	70,141	105,345	(12.6)	Driven by remeasurement gain on retirement plans in DMFI
Environmental remediation liabilities	203	7,429	9,587	(97.3)	Settlement related to closed Mendota plant
Deferred tax liabilities - net	12,421	6,599	12,447	88.2	Driven by increase in deferred taxes related to final tax on intercompany dividends
Trade and other current liabilities	302,833	254,729	276,893	18.9	Driven by higher trade payables
Current tax liabilities	1,686	3,266	6,250	(48.4)	Timing of tax payment for DMPI

SHARE CAPITAL

Total shares outstanding were 1,953,960,024 (common shares 1,943,960,024 and preference shares 10,000,000) as of 30 April 2022. On 7 April 2022, the Company redeemed all of the outstanding 20,000,000 Series A-1 Preference Shares. Share capital was US\$29.5 million as of 30 April 2022 and US\$49.5 million in 2021. 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 excludes 975,802 shares held by the Company as treasury shares as at 30 April 2022 and 2021. There was no sale, disposal and cancellation of treasury shares during the quarter and as at 30 April 2022.

BORROWINGS AND NET DEBT

Liquidity in US\$'000	30 Apr 2022 (Unaudited)	30 Apr 2021 (Audited)	30 Apr 2020 (Audited)
Gross borrowings	(1,567,366)	(1,285,743)	(1,396,029)
Current	(479,354)	(332,453)	(1,298,292)
Secured	(151,560)	(76,328)	(825,140)
Unsecured	(327,794)	(256,125)	(473,152)
Non-current	(1,088,012)	(953,290)	(97,737)
Secured	(703,488)	(662,276)	(22,737)
Unsecured	(384,524)	(291,014)	(75,000)
Less: Cash and bank balances	21,853	29,435	33,465
Net debt	(1,545,513)	(1,256,308)	(1,362,564)

The Group's net debt (borrowings less cash and bank balances) amounted to US\$1.5 billion as at 30 April 2022, higher than the US\$1.3 billion as at 30 April 2021 due to additional loans/notes to finance the redemption of US\$200 million Series A-1 preference shares.

DIVIDENDS

In April 2022, 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 2021 to 7 April 2022, and on such date, the Company also redeemed all outstanding shares; 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 2021 to 7 April 2022.

The cash dividends on preferred shares were paid on 7 April 2022.

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 final dividend of 1.70 US cents (US\$0.0170) per share to Common Shareholders representing 33% payout of FY2022 net profit. This dividend represents a 42% increase over prior year's dividend.

	For the fiscal year ended 30 April	
	2022	2021
Name of dividend	Final Ordinary	Final Ordinary
Type of dividend	Cash	Cash
Rate of dividend	US\$0.0170 per ordinary share	US\$0.0120 per ordinary share
Tax rate	Nil	Nil
Book closure date	13 July 2022	13 July 2021
Payable date	27 July 2022	27 July 2021

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	Nature of Relationship	Aggregate value of all IPTs (excluding transactions less than S\$100,000 and transactions conducted under shareholders')		Aggregate value of all IPTs conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than	
		FY2022	FY2021	FY2022	FY2021
For the year ended 30 April					
NutriAsia, Inc	Affiliate of the Company	-	-	355	1,045
NutriAsia Pacific Limited	Affiliate of the Company	-	-	1,261	-
DMPI Retirement Fund	Retirement Fund of Subsidiary's Employees	-	-	1,841	1,753
NutriAsia, Inc Retirement Fund	Retirement Fund of Affiliate's Employees	-	-	659	609
Aggregate Value		-	-	4,116	3,407

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

<i>Amounts in US\$'000</i>	For the three months ended			For the year ended		
	30 April			30 April		
	FY2022 (Unaudited)	FY2021 (Unaudited)	%	FY2022 (Unaudited)	FY2021 (Audited)	%
Turnover	569,538	497,845	14.4	2,342,086	2,162,709	8.3
Cost of sales	<u>(421,968)</u>	<u>(364,644)</u>	(15.7)	<u>(1,719,429)</u>	<u>(1,606,746)</u>	(7.0)
Gross profit	147,570	133,201	10.8	622,657	555,963	12.0
Distribution and selling expenses	<u>(57,168)</u>	<u>(47,115)</u>	(21.3)	<u>(221,798)</u>	<u>(200,417)</u>	(10.7)
General and administration expenses	<u>(30,457)</u>	<u>(36,915)</u>	17.5	<u>(129,311)</u>	<u>(144,053)</u>	10.2
Other operating income/(loss)	<u>(2,721)</u>	2	nm	<u>(4,258)</u>	357	(1,292.7)
Profit from operations	57,224	49,173	16.4	267,290	211,850	26.2
Financial income*	2,797	3,485	(19.7)	5,201	7,534	(31.0)
Financial expense*	<u>(30,624)</u>	<u>(30,906)</u>	0.9	<u>(112,707)</u>	<u>(114,110)</u>	1.2
Share in net loss of joint venture	<u>(1,787)</u>	<u>(532)</u>	(235.9)	<u>(4,954)</u>	<u>(1,531)</u>	(223.6)
Profit before taxation	27,610	21,220	30.1	154,830	103,743	49.2
Taxation	<u>(5,308)</u>	<u>(3,440)</u>	(54.3)	<u>(39,300)</u>	<u>(27,273)</u>	(44.1)
Profit after taxation	22,302	17,780	25.4	115,530	76,470	51.1
Profit attributable to:						
Owners of the Company	19,974	14,495	37.8	100,031	63,256	58.1
Non-controlling interest**	2,328	3,285	(29.1)	15,499	13,214	17.3
Profit for the period	22,302	17,780	25.4	115,530	76,470	51.1
Notes:						
Depreciation and amortization	(47,993)	(58,336)	17.7	(193,499) ^r	(187,320)	(3.3)
Reversal of (provision for) asset impairment	-	-	nm	(62)	-	nm
Reversal of (provision for) inventory obsolescence	(228)	(505)	54.9	97	(800)	112.1
Provision for doubtful debts	(979)	(113)	(766.4)	(1,059)	(141)	(651.1)
Gain (loss) on disposal of fixed assets	(805)	(1,450)	44.5	(789)	1,333	(159.2)
*Financial income comprise:						
Interest income	175	342	(48.8)	771	547	41.0
Foreign exchange gain	2,622	3,143	(16.6)	4,430	6,987	(36.6)
	<u>2,797</u>	<u>3,485</u>	(19.7)	<u>5,201</u>	<u>7,534</u>	(31.0)
*Financial expense comprise:						
Interest expense	(28,682)	(28,002)	(2.4)	(109,800)	(111,044)	1.1
Foreign exchange loss	(1,942)	(2,904)	33.1	(2,907)	(3,066)	5.2
	<u>(30,624)</u>	<u>(30,906)</u>	0.9	<u>(112,707)</u>	<u>(114,110)</u>	1.2

nm – not meaningful

Earnings per ordinary share in US cents	For the three months ended		For the year ended	
	April 30, 2022		April 30, 2022	
	FY2022	FY2021	FY2022	FY2021
Earnings per ordinary share based on net profit attributable to shareholders:				
(i) Based on weighted average no. of ordinary shares	0.82	0.49	4.17	2.24
(ii) On a fully diluted basis	0.82	0.49	4.17	2.24

**Includes US\$2,496m for DMFI, US\$12,718m for DMPI and (US\$166m) for Del Monte Foods (previously named FieldFresh) in the full year ended FY2022 and US\$1,031m for DMFI, US\$12,233m for DMPI and (US\$50m) for Del Monte Foods in the full year ended FY2021. Includes US\$524m for DMFI, US\$1,880m for DMPI and (US\$78m) for Del Monte Foods in fourth quarter ended 30 April of FY2022 and US\$315m for DMFI, US\$2,972m for DMPI and (US\$1m) for Del Monte Foods in the fourth quarter ended 30 April of FY2021.

DEL MONTE PACIFIC LIMITED
UNAUDITED STATEMENT OF COMPREHENSIVE INCOME

<i>Amounts in US\$'000</i>	For the year ended 30 April		
	FY2022 (Unaudited)	FY2021 (Audited)	%
Profit for the period	115,530	76,470	51.1
Other comprehensive income (after reclassification adjustment):			
<i>Items that will or may be reclassified subsequently to profit or loss</i>			
Exchange differences on translating of foreign operations	(15,302)	6,900	(321.8)
Effective portion of changes in fair value of cash flow hedges	(909)	4,283	(121.2)
Income tax expense on cash flow hedge	219	(1,049)	120.9
	(15,992)	10,134	(257.8)
<i>Items that will not be classified to profit or loss</i>			
Gain on property revaluation	-	-	nm
Derecognition (Impact) of tax on revaluation reserve	-	629	nm
Remeasurement of retirement benefit	12,760	54,580	(76.6)
Income tax expense on retirement benefit	(3,255)	(13,880)	76.5
	9,505	41,329	(77.0)
Other comprehensive income/(loss) for the period	(6,487)	51,463	(112.6)
Total comprehensive income for the period	109,043	127,933	(14.8)
Attributable to:			
Owners of the Company	94,737	110,777	(14.5)
Non-controlling interests	14,306	17,156	(16.6)
Total comprehensive income for the period	109,043	127,933	(14.8)

Please refer to page 3 for the Notes

DEL MONTE PACIFIC LIMITED
UNAUDITED STATEMENT OF FINANCIAL POSITION

<i>Amounts in US\$'000</i>	Group			Company		
	30	30	30	30	30	30
	April 2022 (Audited)	April 2021 (Audited)	Apr 2020 (Audited)	April 2022 (Audited)	April 2021 (Audited)	Apr 2020 (Audited)
Non-Current Assets						
Property, plant and equipment - net	577,647	544,776	517,585	-	-	-
Right-of-use (ROU) assets	123,539	135,208	166,085	132	25	-
Investment in subsidiaries	-	-	-	985,549	901,015	620,027
Investment in joint ventures	17,172	22,530	25,317	2,836	2,789	2,462
Intangible assets and goodwill	688,047	694,697	701,347	-	-	-
Other noncurrent assets	30,411	25,325	26,181	49	-	-
Deferred tax assets - net	114,771	130,538	144,974	-	90	40
Pension assets	9,799	7,889	6,675	-	-	-
Biological assets	2,735	2,655	2,118	-	-	-
Amount due from related company	-	-	-	-	-	228,683
	1,564,121	1,563,618	1,590,282	988,566	903,919	851,212
Current Assets						
Inventories	685,958	557,602	482,463	-	-	-
Biological assets	47,346	44,913	61,160	-	-	-
Trade and other receivables	214,553	185,049	320,603	84,832	82,282	92,669
Prepaid expenses and other current assets	49,052	37,286	66,380	931	998	180
Cash and cash equivalents	21,853	29,435	33,465	2,129	2,104	766
	1,018,762	854,285	964,071	87,892	85,384	93,615
Total Assets	2,582,883	2,417,903	2,554,353	1,076,458	989,303	944,827
	-	-	-	-	-	-
Equity attributable to equity holders of the Company						
Share capital	29,449	49,449	49,449	29,449	49,449	49,449
Share premium	298,339	478,339	478,339	298,478	478,478	478,478
Retained earnings	140,320	83,349	60,763	140,320	83,349	60,763
Reserves	(37,000)	(29,953)	(77,474)	(37,000)	(29,953)	(77,474)
Equity attributable to owners of the Company	431,108	581,184	511,077	431,247	581,323	511,216
Non-controlling interest	69,519	61,312	54,820	-	-	-
Total Equity	500,627	642,496	565,897	431,247	581,323	511,216
Non-Current Liabilities						
Loans and borrowings	1,088,012	953,290	97,737	434,587	293,561	75,000
Lease liabilities	91,771	103,690	127,696	-	-	-
Other noncurrent liabilities	15,127	18,697	23,380	-	-	-
Employee benefits	24,342	31,866	82,398	12	376	221
Environmental remediation liabilities	203	7,429	9,587	-	-	-
Deferred tax liabilities - net	12,421	6,599	12,447	8	-	-
	1,231,876	1,121,571	353,245	434,607	293,937	75,221
Current Liabilities						
Trade and other current liabilities	302,833	254,729	276,893	40,029	44,233	67,108
Loans and borrowings	479,354	332,453	1,298,292	170,571	69,810	291,282
Lease liabilities	29,549	25,113	30,829	-	-	-
Current tax liabilities	1,686	3,266	6,250	4	-	-
Employee benefits	36,958	38,275	22,947	-	-	-
	850,380	653,836	1,635,211	210,604	114,043	358,390
Total Liabilities	2,082,256	1,775,407	1,988,456	645,211	407,980	433,611
Total Equity and Liabilities	2,582,883	2,417,903	2,554,353	1,076,458	989,303	944,827
NAV per ordinary share (US cents)	6.74	14.46	10.86	6.75	14.47	10.87
NTAV per ordinary share (US cents)	(28.65)	(21.27)	(25.22)	6.75	14.47	10.87

DEL MONTE PACIFIC LIMITED
UNAUDITED STATEMENTS OF CHANGES IN EQUITY

<i>Amounts in US\$'000</i>	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasurement of retirement plan	Hedging Reserve	Share Option reserve	Reserve for own shares	Retained earnings	Totals	Non-controlling interest	Total equity
Group												
Fiscal Year 2022												
At 1 May 2021	49,449	478,339	(81,971)	14,278	35,049	1,224	1,753	(286)	83,349	581,184	61,312	642,496
Total comprehensive income for the period												
Profits for the period	-	-	-	-	-	-	-	-	100,031	100,031	15,499	115,530
Other comprehensive income												
Currency translation differences recognized directly in equity	-	-	(13,351)	-	-	-	-	-	-	(13,351)	(1,951)	(15,302)
Remeasurement of retirement plan, net of tax	-	-	-	-	8,703	-	-	-	-	8,703	802	9,505
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	(646)	-	-	-	(646)	(44)	(690)
Total other comprehensive income/(loss)	-	-	(13,351)	-	8,703	(646)	-	-	-	(5,294)	(1,193)	(6,487)
Total comprehensive (loss)/income for the period	-	-	(13,351)	-	8,703	(646)	-	-	100,031	94,737	14,306	109,043
Transactions with owners recorded directly in equity												
Contributions by and distributions to owners												
Retirement of share options	-	-	-	-	-	-	(1,753)	-	-	(1,753)	(207)	(1,960)
Redemption of preference shares	(20,000)	(180,000)	-	-	-	-	-	-	-	(200,000)	-	(200,000)
Payment of Dividends	-	-	-	-	-	-	-	-	(43,060)	(43,060)	(5,892)	(48,952)
Total contributions by and distributions to owners	(20,000)	(180,000)	-	-	-	-	(1,753)	-	(43,060)	(244,813)	(6,099)	(250,912)
At 30 April 2022	29,449	298,339	(95,322)	14,278	43,752	578	-	(286)	140,320	431,108	69,519	500,627

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

<i>Amounts in US\$'000</i>	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasurement of retirement plan	Hedging Reserve	Share Option reserve	Reserve for own shares	Retained earnings	Totals	Non-controlling interest	Total equity
Group												
Fiscal Year 2021												
At 1 May 2020	49,449	478,339	(87,997)	13,731	(2,873)	(1,802)	1,753	(286)	60,763	511,077	54,820	565,897
Total comprehensive income for the period												
Profits for the period	-	-	-	-	-	-	-	-	63,256	63,256	13,214	76,470
Other comprehensive income												
Currency translation differences recognized directly in equity	-	-	6,026	-	-	-	-	-	-	6,026	874	6,900
Gain on property revaluation, net of tax	-	-	-	547	-	-	-	-	-	547	82	629
Remeasurement of retirement plan, net of tax	-	-	-	-	37,922	-	-	-	-	37,922	2,778	40,700
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	3,026	-	-	-	3,026	208	3,234
Total other comprehensive income/(loss)	-	-	6,026	547	37,922	3,026	-	-	-	47,521	3,942	51,463
Total comprehensive (loss)/income for the period	-	-	6,026	547	37,922	3,026	-	-	63,256	110,777	17,156	127,933
Transactions with owners recorded directly in equity												
Contributions by and distributions to owners												
Sale of shares of subsidiary	-	-	-	-	-	-	-	-	9,135	9,135	2,201	11,336
Payment of Dividends	-	-	-	-	-	-	-	-	(49,805)	(49,805)	(12,865)	(62,670)
Total contributions by and distributions to owners	-	-	-	-	-	-	-	-	(40,670)	(40,670)	(10,664)	(51,334)
At 30 April 2021	49,449	478,339	(81,971)	14,278	35,049	1,224	1,753	(286)	83,349	581,184	61,312	642,496

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

<i>Amounts in US\$'000</i>	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasurement of retirement plan	Hedging Reserve	Share Option reserve	Reserve for own shares	Retained earnings	Total equity
Company										
Fiscal Year 2022										
At 1 May 2021	49,449	478,478	(81,971)	14,278	35,049	1,224	1,753	(286)	83,349	581,323
Total comprehensive income for the period										
Profits for the period	-	-	-	-	-	-	-	-	100,031	100,031
Other comprehensive income										
Currency translation differences recognized directly in equity	-	-	(13,351)	-	-	-	-	-	-	(13,351)
Remeasurement of retirement plan, net of tax	-	-	-	-	8,703	-	-	-	-	8,703
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	(646)	-	-	-	(646)
Total other comprehensive income/(loss)	-	-	(13,351)	-	8,703	(646)	-	-	-	(5,294)
Total comprehensive (loss)/income for the period	-	-	(13,351)	-	8,703	(646)	-	-	100,031	94,737
Transactions with owners recorded directly in equity										
Contributions by and distributions to owners										
Retirement of share options	-	-	-	-	-	-	(1,753)	-	-	(1,753)
Redemption of preference shares	(20,000)	(180,000)	-	-	-	-	-	-	-	(200,000)
Payment of Dividends	-	-	-	-	-	-	-	-	(43,060)	(43,060)
Total contributions by and distributions to owners	(20,000)	(180,000)	-	-	-	-	(1,753)	-	(43,060)	(244,813)
At 30 April 2022	29,449	298,478	(95,322)	14,278	43,752	578	-	(286)	140,320	431,247

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

<i>Amounts in US\$'000</i>	Share capital	Share premium	Translation reserve	Revaluation reserve	Remeasurement of retirement plan	Hedging Reserve	Share Option reserve	Reserve for own shares	Retained earnings	Total equity
Company										
Fiscal Year 2021										
At 1 May 2020	49,449	478,478	(87,997)	13,731	(2,873)	(1,802)	1,753	(286)	60,763	511,216
Total comprehensive income for the period										
Profits for the period	-	-	-	-	-	-	-	-	63,256	63,256
Other comprehensive income										
Currency translation differences recognized directly in equity	-	-	6,026	-	-	-	-	-	-	6,026
Gain on property revaluation, net of tax	-	-	-	547	-	-	-	-	-	547
Remeasurement of retirement plan, net of tax	-	-	-	-	37,922	-	-	-	-	37,922
Effective portion of changes in fair value of cash flow hedges, net of tax	-	-	-	-	-	3,026	-	-	-	3,026
Total other comprehensive income/(loss)	-	-	6,026	547	37,922	3,026	-	-	-	47,521
Total comprehensive (loss)/income for the period	-	-	6,026	547	37,922	3,026	-	-	63,256	110,777
Transactions with owners recorded directly in equity										
Contributions by and distributions to owners										
Sale of shares of a subsidiary	-	-	-	-	-	-	-	-	9,135	9,135
Payment of Dividends	-	-	-	-	-	-	-	-	(49,805)	(49,805)
Total contributions by and distributions to owners	-	-	-	-	-	-	-	-	(40,670)	(40,670)
At 30 April 2021	49,449	478,478	(81,971)	14,278	35,049	1,224	1,753	(286)	83,349	581,323

DEL MONTE PACIFIC LIMITED
UNAUDITED CONSOLIDATED STATEMENT OF CASH FLOWS

<i>Amounts in US\$'000</i>	For the three months ended		For the year ended	
	April 30, 2022		April 30, 2022	
	FY2022 (Unaudited)	FY2021 (Unaudited)	FY2022 (Unaudited)	FY2021 (Unaudited)
Cash flows from operating activities				
Profit for the period	22,302	17,780	115,530	76,470
Adjustments for:				
Depreciation of property, plant and equipment	36,162	44,536	146,480	139,950
Amortization of right-of-use assets	10,169	12,138	40,369	40,720
Amortization of intangible assets	1,662	1,662	6,650	6,650
Impairment loss on property, plant and equipment	-	-	62	-
(Gain)/loss on disposal of property, plant and equipment	805	1,450	789	(1,333)
Stock compensation expense	(1,960)	-	(1,960)	-
Impairment loss on investment in joint venture	2,000	2,096	2,000	2,096
Share in net loss of joint venture	1,787	532	4,954	1,531
Finance income	(2,797)	(3,485)	(5,201)	(7,534)
Finance expense	30,624	30,906	112,707	114,110
Tax expense - current	3,664	10,375	20,605	33,059
Tax expense (deferred)	1,644	(6,935)	18,695	(5,786)
Net loss (gain) on derivative financial instrument	(438)	(50)	(781)	-
Operating profit before working capital changes	<u>105,624</u>	<u>111,005</u>	<u>460,899</u>	<u>399,933</u>
Changes in:				
Other assets	2,865	(1,500)	(8,320)	3,853
Inventories	66,107	51,244	(134,886)	(72,074)
Biological assets	(2,677)	5,536	(6,311)	18,716
Trade and other receivables	17,904	28,706	(38,960)	24,197
Prepaid and other current assets	(10,907)	1,830	(9,334)	(3,161)
Trade and other payables	12,642	(18,070)	19,948	(43,071)
Employee Benefit	4,428	229	1,809	18,345
Operating cash flow	<u>195,986</u>	<u>178,980</u>	<u>284,845</u>	<u>346,738</u>
Income taxes paid	<u>(4,388)</u>	<u>(10,086)</u>	<u>(15,916)</u>	<u>(31,464)</u>
Net cash flows used in operating activities	<u>191,598</u>	<u>168,894</u>	<u>268,929</u>	<u>315,274</u>
Cash flows from investing activities				
Interest received	269	247	1,169	514
Proceeds from disposal of property, plant and equipment	(106)	4,947	231	11,705
Purchase of property, plant and equipment	(70,004)	(60,164)	(202,659)	(163,974)
Proceeds from additional sale of shares of subsidiary	-	(13)	-	8,954
Collection of receivables from prior year sale of shares of subsidiary and settlement of transaction costs	-	-	-	106,520
Advances to joint venture	(595)	-	(595)	(840)
Additional investment in joint venture	-	-	(1,001)	-
Net cash flows provided by (used in) investing activities	<u>(70,436)</u>	<u>(54,983)</u>	<u>(202,855)</u>	<u>(37,121)</u>
Cash flows from financing activities				
Interest paid	(12,178)	(24,522)	(93,815)	(83,006)
Proceeds of borrowings	600,528	656,257	2,848,113	4,299,181
Repayment of borrowings	(511,067)	(724,736)	(2,547,034)	(4,380,653)
Payments of lease liability	3,784	(7,337)	(22,605)	(37,720)
Dividends paid	(11,076)	(16,612)	(48,952)	(62,670)
Redemption of preference shares	(200,000)	-	(200,000)	-
Payments of debt related costs	(549)	(1,566)	(2,383)	(20,551)
Net cash flows provided by (used in) financing activities	<u>(130,558)</u>	<u>(118,516)</u>	<u>(66,676)</u>	<u>(285,419)</u>
Net increase (decrease) in cash and cash equivalents	<u>(9,396)</u>	<u>(4,605)</u>	<u>(602)</u>	<u>(7,266)</u>
Cash and cash equivalents, beginning	<u>33,338</u>	<u>33,274</u>	<u>29,435</u>	<u>33,465</u>
Effect of exchange rate fluctuations on cash held in foreign currency	<u>(2,089)</u>	<u>766</u>	<u>(6,980)</u>	<u>3,236</u>
Cash and cash equivalents at end of period	<u>21,853</u>	<u>29,435</u>	<u>21,853</u>	<u>29,435</u>

PROFIT AND LOSS SUMMARY OF MAJOR SUBSIDIARIES

DEL MONTE FOODS HOLDINGS LIMITED AND SUBSIDIARIES UNAUDITED CONSOLIDATED INCOME STATEMENT

<i>Amounts in US\$'000</i>	For the year ended 30 April			For the year ended 30 April		
	FY2022 (Unaudited)	FY2021 (Audited)	%	FY2022 (Unaudited)	FY2021 (Audited)	%
Turnover	410,980	328,206	25.2	1,654,913	1,483,057	11.6
Cost of sales	(308,919)	(249,617)	(23.8)	(1,258,817)	(1,147,937)	(9.7)
Gross profit	102,061	78,589	29.9	396,096	335,120	18.2
Distribution and selling expenses	(38,288)	(30,063)	(27.4)	(147,712)	(132,653)	(11.4)
General and administration	(20,622)	(24,851)	17.0	(91,005)	(105,049)	13.4
Other operating income/(loss)	932	2,100	(55.6)	(704)	1,363	(151.7)
Profit from operations	44,083	25,775	71.0	156,675	98,781	58.6
Interest income	10	190	(94.7)	40	100	(60.0)
Interest expense	(22,816)	(21,589)	(5.7)	(84,386)	(84,681)	0.3
Forex exchange gain (loss)	53	14	278.6	(875)	2,663	(132.9)
Profit before taxation	21,330	4,390	385.9	71,454	16,863	323.7
Taxation	(1,775)	232	(865.1)	(14,256)	(1,015)	(1,304.5)
Profit after taxation	19,555	4,622	323.1	57,198	15,848	260.9
Profit(loss) attributable to:						
Owners of DMPL	19,031	4,307	342	54,252	14,817	266.1
Non-controlling interest [†]	524	315	66	2,946	1,031	185.7
Profit/(loss) for the period	19,555	4,622	323	57,198	15,848	260.9

DEL MONTE PHILIPPINES, INC. AND SUBSIDIARIES
UNAUDITED CONSOLIDATED INCOME STATEMENT

	For the three months ended 30 April					
	FY2022	FY2021	%	FY2022	FY2021	%
	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	
	In PHP'000			In US\$'000		
Turnover	8,684,176	8,822,605	(1.6)	170,289	181,646	(6.3)
Cost of sales	(6,507,841)	(6,369,615)	(2.2)	(127,792)	(131,112)	2.5
Gross profit	2,176,335	2,452,990	(11.3)	42,497	50,534	(15.9)
Distribution and selling expenses	(876,020)	(742,366)	(18.0)	(17,201)	(15,293)	(12.5)
General and administration expenses	(244,607)	(333,865)	26.7	(4,798)	(6,865)	30.1
Other operating loss	(34,611)	4,977	(795.4)	(679)	98	(792.9)
Profit from operations	1,021,097	1,381,736	(26.1)	19,819	28,474	(30.4)
Interest income	15,264	11,448	33.3	300	235	27.7
Interest expense	(93,217)	(151,192)	38.3	(1,805)	(3,115)	42.1
Forex exchange gain (loss)	27,683	13,979	98.0	544	289	88.2
Share in net loss of joint venture	(4,209)	-	nm	(79)	-	nm
Profit before taxation	966,618	1,255,971	(23.0)	18,779	25,883	(27.4)
Taxation	(136,029)	(120,796)	(12.6)	(2,643)	(2,504)	(5.6)
Profit after taxation	830,589	1,135,175	(26.8)	16,136	23,379	(31.0)

	For the year ended 30 April					
	FY2022	FY2021	%	FY2022	FY2021	%
	(Unaudited)	(Unaudited)		(Unaudited)	(Unaudited)	
	In PHP'000			In US\$'000		
Turnover	36,556,457	34,464,604	6.1	729,524	705,808	3.4
Cost of sales	(25,742,201)	(24,101,870)	(6.8)	(513,714)	(493,587)	(4.1)
Gross profit	10,814,256	10,362,734	4.4	215,810	212,221	1.7
Distribution and selling expenses	(3,480,466)	(3,140,619)	(10.8)	(69,457)	(64,317)	(8.0)
General and administration expenses	(1,015,037)	(1,049,928)	3.3	(20,256)	(21,502)	5.8
Other operating loss	(145,652)	(99,100)	(47.0)	(2,907)	(2,029)	(43.3)
Profit from operations	6,173,101	6,073,087	1.6	123,190	124,373	(1.0)
Interest income	60,872	24,147	152.1	1,215	495	145.5
Interest expense	(605,046)	(647,593)	6.6	(12,074)	(13,262)	9.0
Forex exchange gain	107,215	68,688	56.1	2,140	1,407	52.1
Share in net loss of joint venture	(50,064)	-	nm	(999)	-	nm
Profit before taxation	5,686,078	5,518,329	3.0	113,472	113,013	0.4
Taxation	(792,301)	(902,168)	12.2	(15,811)	(18,476)	14.4
Profit after taxation	4,893,777	4,616,161	6.0	97,661	94,537	3.3

**DEL MONTE PHILIPPINES, INC. AND SUBSIDIARIES
OPERATING SEGMENT BY PRODUCT**

	For the three months ended 30 April						For the year ended 30 April					
	FY22	FY21	% Chg	FY22	FY21	% Chg	FY22	FY21	% Chg	FY22	FY21	% Chg
	(In PHP'000)			(In US\$'000)			(In PHP'000)			(In US\$'000)		
Revenues												
Convenience Cooking and Desert	1,700,344	2,097,999	(19.0)	32,813	43,348	(24.3)	12,057,162	12,257,607	(1.6)	240,614	251,026	(4.1)
Healthy Beverages and Snacks	1,819,785	1,706,164	6.7	35,768	35,138	1.8	6,889,267	6,937,487	(0.7)	137,483	142,074	(3.2)
Premium Fresh Fruit	1,986,975	1,627,361	22.1	38,577	33,570	14.9	6,586,671	5,803,524	13.5	131,080	118,881	10.3
Packaged fruit and Beverages - Export	2,318,707	2,473,977	(6.3)	45,697	50,821	(10.1)	7,639,408	6,614,827	15.5	152,453	135,466	12.5
Others	23,388	27,074	(13.6)	1,037	473	119.1	87,825	118,038	(25.6)	2,116	2,389	(11.4)
Changes in fair value – PAS 41	834,977	890,030	(6.2)	16,397	18,296	(10.4)	3,296,124	2,733,121	20.6	65,778	55,972	17.5
Total	8,684,176	8,822,605	(1.6)	170,289	181,646	(6.3)	36,556,457	34,464,604	6.1	729,524	705,808	3.4
Gross income												
Convenience Cooking and Desert	493,868	808,137	(38.9)	9,416	16,698	(43.6)	4,559,320	4,737,710	(3.8)	90,986	97,025	(6.2)
Healthy Beverages and Snacks	514,549	610,217	(15.7)	10,108	12,559	(19.5)	1,990,993	2,251,253	(11.6)	39,732	46,104	(13.8)
Premium Fresh Fruit	941,752	701,337	34.3	18,566	14,435	28.6	3,053,995	2,597,497	17.6	60,946	53,195	14.6
Packaged fruit and Beverages - Export	264,740	336,472	(21.3)	5,187	6,908	(24.9)	1,156,944	803,702	44.0	23,088	16,459	40.3
Others	11,179	5,109	118.8	220	106	107.5	40,966	40,840	0.3	818	836	(2.2)
Changes in fair value - PAS 41	(49,753)	(8,282)	(500.7)	(1,000)	(172)	(481.4)	12,038	(68,268)	117.6	240	(1,398)	117.2
Total	2,176,335	2,452,990	(11.3)	42,497	50,534	(15.9)	10,814,256	10,362,734	4.4	215,810	212,221	1.7
Earnings before interest and tax												
Convenience Cooking and Desert	194,271	373,849	(48.0)	3,592	7,756	(53.7)	2,831,606	3,023,965	(6.4)	56,508	61,928	(8.8)
Healthy Beverages and Snacks	193,643	285,069	(32.1)	3,805	5,870	(35.2)	744,185	1,129,523	(34.1)	14,851	23,132	(35.8)
Premium Fresh Fruit	574,983	567,873	1.3	11,328	11,671	(2.9)	1,931,491	1,674,283	15.4	38,545	34,288	12.4
Packaged fruit and Beverages - Export	122,035	207,506	(41.2)	2,376	4,257	(44.2)	679,470	387,892	75.2	13,560	7,944	70.7
Others	9,392	(30,300)	131.0	183	(619)	129.6	31,462	(5,620)	659.8	627	(114)	650.0
Changes in fair value - PAS 41	(49,753)	(8,282)	(500.7)	(1,000)	(172)	(481.4)	12,038	(68,268)	117.6	240	(1,398)	117.2
Total	1,044,571	1,395,715	(25.2)	20,284	28,763	(29.5)	6,230,252	6,141,775	1.4	124,331	125,780	(1.2)

Note: For the year ended 30 April 2022, PHP amounts were translated to US\$ using an average forex rate of 50.11 (FY21: 48.83).

DMPI's Product Segments

Convenience Cooking and Dessert

This segment includes sales of packaged tomato-based and non-tomato-based products, such as tomato sauce and paste, spaghetti sauce, ketchup, pasta sauce, recipe sauce, pizza sauce, pasta, broth and condiments, sold under the *Del Monte* and *Contadina* brands and soy sauces under the *Kikkoman* brand as part of an exclusive distributorship arrangement for the Philippines. This category also includes packaged pineapple solids and tropical mixed fruit products sold within the Philippines under the *Del Monte*, *Fiesta* and *Today's* brands.

Healthy Beverages and Snacks

Healthy beverages which are sold in the Philippines under the *Del Monte* brand include ready-to-drink juices, fruit and vegetable juice drinks, and pineapple juice concentrate in various packaging formats, including Tetra Pak and PET. DMPI's hallmark product in the beverage segment is *100% Pineapple Juice*, including derivations thereof, such as *100% Pineapple Juice* that is enriched with additional vitamins, fiber or calcium or that is specifically developed to help manage cholesterol. In addition, the beverage segment covers juice drinks made from other fruits, vegetables, herbs and botanicals, such as *Tipco* juice, and DMPI's *Fit 'n Right* products, which are drinks fortified with green coffee extract (an antioxidant-containing supplement derived from unroasted raw coffee beans, which is believed to improve blood pressure and cholesterol levels) to help reduce sugar absorption from food and L-carnitine (a chemical compound similar to an amino acid that is produced by the body and which helps the body to metabolize fat into energy) to assist in fat metabolism.

Packaged Fruits and Beverages – Export

This segment includes packaged fruit and beverages products sold internationally.

Packaged Fruit

Packaged fruit includes sales of fruit products that are packaged in different formats such as can, plastic cup, pouch and aseptic bag, and which are sold under the *S&W* brand and the *Del Monte* brand for parties who have the license rights to *Del Monte* in other markets, as well as under the private labels of non-affiliated parties. A portion of MD2 pineapples that are not exported as fresh fruit are used to produce *Nice Fruit* frozen pineapple products and not-from concentrate juices or packaged as a premium version of DMPI's *Del Monte*-branded packaged pineapples, *Deluxe Gold*. *Deluxe Gold* products, which were launched in May 2020, are exported primarily to the United States through an affiliate.

Beverages

Beverages includes sales of *100% Pineapple Juice* and juice drinks in various flavors in can and Tetra Pak packaging and pineapple juice concentrate. In addition, this segment also covers not-from-concentrate juices. Not-from concentrate juice is prepared solely from the juice of whole pineapple at DMPI's Not-From-Concentrate juicing plant and contains no additional ingredients. DMPI produces 100% MD2 Not-From-Concentrate pineapple juice for export to certain countries within Asia for industrial use and for resale to consumers under buyer's own labels.

Premium Fresh Fruit

Premium Fresh Fruit category include sales of *S&W*-branded premium fresh pineapples in Asia Pacific and private label or non-branded MD2 and C74 fresh pineapples in Asia. DMPI's key product in the Premium Fresh Fruit segment is the MD2 pineapple variant, which is the main export product and sold under the "S&W Sweet 16" brand.

Others

The cattle operation helps in the disposal of pineapple pulp, a residue of pineapple processing which is fed to the animals. This also includes culinary products sold internationally.