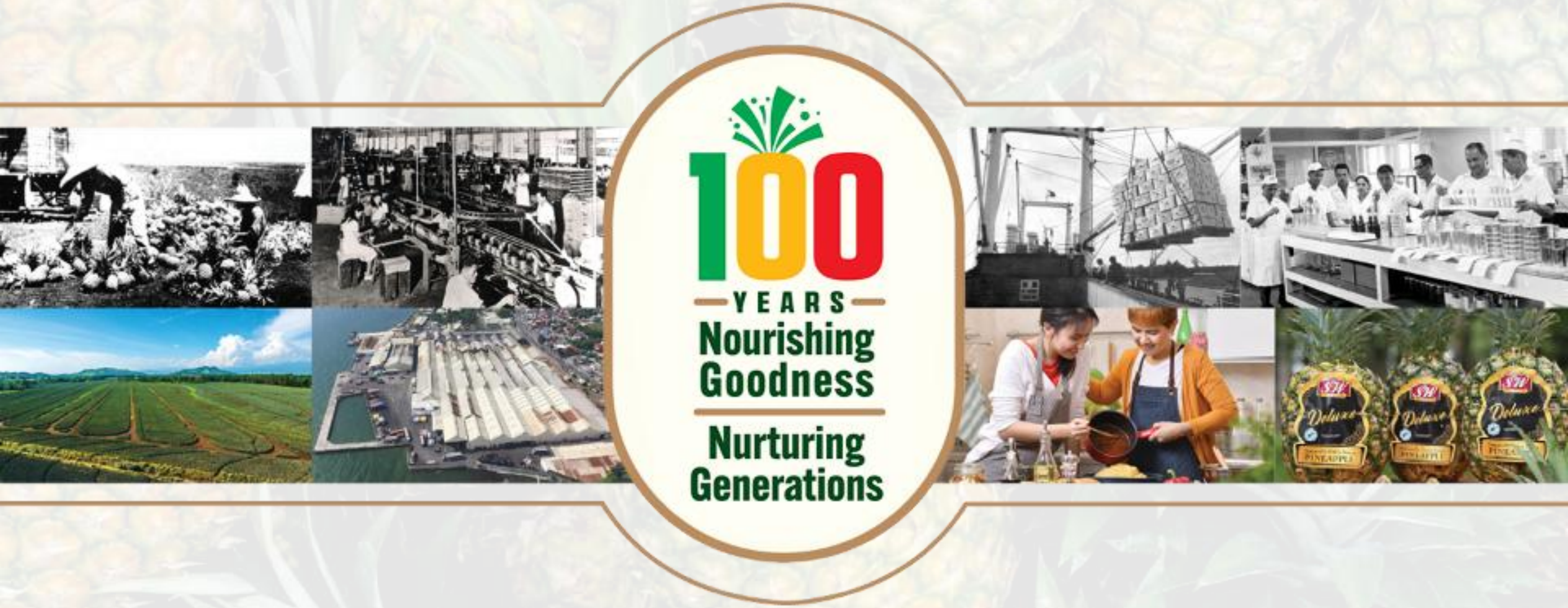

1Q FY2027 Presentation

9 September 2026

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This presentation should be read in conjunction with the Management Discussion and Analysis (MD&A) posted on www.sgx.com, https://edge.pse.com.ph and www.delmontepacific.com.

1Q FY2027 FINANCIAL HIGHLIGHTS

- DMPL sustained its growth trajectory from FY2026
- Sales of US$222.1m, up 9%, on higher sales in the international markets
- Net profit rose 3x to US$16.1m from US$5.5m on improved sales and margins
- The US$703m write-down of DMPL's U.S. business at the end of FY2025 resulted in a negative equity of US$579m and net debt to equity ratio of negative 1.7x as of 31 July 2026
- However, despite the strong profitability, the Group cannot declare dividends due to its negative equity position

As announced earlier, effective 1 May 2025, the Company's U.S. business had been deconsolidated from DMPL, in accordance with IFRS 10. The results presented herein reflect the Company's continuing operations, excluding the U.S. business, and provide a clear baseline for DMPL's future performance.

1Q FY2027 RESULTS – CONTINUING OPERATIONS

In US$m	1Q FY2027	1Q FY2026	Chg (%)	Comments
Turnover	**222.1**	203.7	+9.0	Higher sales in international markets
Gross profit	**74.7**	66.1	+13.0	Pricing actions to offset inflation, favourable forex, and better sales mix in Fresh, which offset higher product costs
Gross margin (%)	***33.7***	*32.5*	*+1.2 ppts*	Same as above
EBITDA	**49.3**	39.2	+25.7	Higher sales and margins
Net profit	**16.1**	5.5	+192.6	Same as above
Net margin (%)	***7.3***	*2.7*	*+4.6 ppts*	Same as above
Net debt	**969.7**	1,020.8	-5.0	Lower due to loan repayments
Net debt/Equity (x)	**(1.68)**	(1.73)	Nm	Negative gearing due to capital deficiency (negative equity of US$579m) from the impairment and asset write-down of the U.S. business in end FY2025
Net debt/EBITDA (x)	**5.1**	6.9	-1.8x	Debt reduction and improved profitability
Cash flow from Operations	**57.6**	76.8	-25.0	Higher trade receivables associated with higher sales

1Q FY2027 PHILIPPINES

DMPL sales: US$222.1m, +9%

Philippine sales: US$82.6m, +2% in peso terms and -7% US$ terms

- While sales had grown due to measured price increases amidst the inflationary environment, there was volume softness in the Group's core segments as consumers were impacted from economic volatility caused by the US-Iran war
- For Beverage, *Del Monte Juice Drinks* capitalised on consumer demand during the summer months with its portfolio of refreshing fruity blends
- Within 100% Juice, the Group continued to promote its differentiated health and wellness propositions through *Del Monte Pineapple Juice A-C-E's* Triple Immunity Protection, *Del Monte Fiber-Enriched Pineapple Juice's* daily fibre benefit, and *Heart Smart Pineapple Juice's* #PusongBreadwinner campaign with Vice Ganda, encouraging Filipino breadwinners to protect their heart health
- Innovation continued with the test market launch of Today's Mixed Fruits 1.4 kg in a stand-up pouch, a category first for this size and a first in this convenient format
- Del Monte Philippines continued to reinforce the strength and relevance of its brands during the quarter, with its marketing programmes earning recognition at the Asia Pacific Tambuli Awards, YouTube Works Awards and Marketing Excellence Awards Philippines, across its centennial campaign, brand strategy and integrated marketing initiatives

PHILIPPINE MARKET SHARE – 1Q FY2027

38.8% **-3.6pts**
RTD Juices ex foil pouches (#1)
Category growth: +4.9%

83.8% **-0.5pt**
Tomato Sauce (#1)
Category growth: -4.6%

42.6% **+0.0pt**
Spaghetti Sauce (#1)
Category growth: -2.0%

Source for Volume Share and Category Growth: The Nielsen Company - Data for 1Q FY2027 (May to July 2026)

Del Monte maintains market leadership across core categories, with mixed market share performance.

- **RTD Juice:** Del Monte's share declined driven by Pineapple Juice in bigger cans, Juice Drinks and Fit 'n Right, while new product Fruity Zing sustained strong momentum
- **Tomato Sauce:** Category slowed down with Del Monte experiencing the same
- **Spaghetti Sauce:** Del Monte maintained market share amidst a slowing category

PHILIPPINES - BEVERAGE

Del Monte 100% Pineapple Juice

Del Monte Pineapple Juice A-C-E highlighted its Triple Immunity Protection during the Summer heat and the rainy season; supported by 3x Immunity education by doctors

Promoted Del Monte Fiber-Enriched Pineapple Juice for daily cleansing habit through an online campaign, doctor endorsements and the Fiber army of influencers

PHILIPPINES - BEVERAGE

Del Monte 100% Pineapple Juice

Launched the #PusongBreadwinner #AlagangHeartSmart campaign online and secured the HeartSmart endorsement of the country's National Breadwinner

PHILIPPINES - BEVERAGE

Del Monte Juice Drinks:
Real Fruity Summer

TikTok




- Del Monte Juice Drinks owned the flavors of Summer
- Collaborated with content creators for Summer Del Monte Juice Drinks refreshing fruity blends and concoctions

Tipco 100% Juices:
Tipco ABC collaborates with global beauty brands

- Tipco ABC promotes natural glowing skin with the anti-oxidant combination of Apple, Beetroot & Carrot
- Tipco ABC partners with Estee Lauder with the global launch of the Brit Veggie Collection
- Supported by influencer event launch, social content, and on-ground sampling

PHILIPPINES - BEVERAGE

Del Monte Fruity Zing

ZING into breaktime

A Gen Z breaktime refreshment campaign built to drive brand awareness, excitement and conversion

1. **New TVC moment**

   Featuring the cast of the Gen Z hit, Hell University

2. **Celebrity Social Endorsement**

   Key Opinion Leader posts on Zing's unique, double refreshing flavor

3. **Media Support**

   Fully supported in TV and digital platforms, featuring the new 500ml pack size

PHILIPPINES - FRUITS

Today's Mixed Fruits 1.4 kg in Stand-Up Pouch

- Pioneered two category firsts: the only Mixed Fruits brand in a 1.4 kg size, and the first in a convenient stand-up pouch format
- Launched via Test Market in June 2026; for National Launch in September 2026

Eye-level placement for awareness and accessibility

Merchandiser drive
for added visibility

End-cap displays
for stronger impact

PHILIPPINES - FRUITS

Del Monte x Bubu

Del Monte Philippines ties up with the premier plant-based ice cream bar maker in the country to offer Pineapple Creamsicle made with Del Monte's Pineapple Chunks

PHILIPPINES – CULINARY

Del Monte Spaghetti Sauce

Encouraged spaghetti consumption through recipe education featuring affordable and exciting pasta dishes

PHILIPPINES – MARKETING AWARDS

Del Monte Philippines, Inc's **"100 Years of Nourishing Goodness" (Kaayo)** campaign was recognised at the 20th Asia Pacific Tambuli Awards, winning three Silver Tambuli Awards and one Bronze Tambuli Award.

The campaign was recognised for its authentic storytelling and integrated marketing approach that celebrated **Del Monte's century-long legacy while reinforcing its purpose of Nourishing Goodness**, highlighting its enduring commitment to **Filipino families, farming communities, and sustainable business practices**.

Kaayo campaign also won The Big Bang, with WPP Media and Dentsu HIIP Philippines as agency partners

PHILIPPINES – MARKETING AWARDS

More Marketing Awards

GOLD
Excellence in Anniversary Marketing
Brand: Del Monte
Campaign: Del Monte 100 Years of Nourishing Goodness

GOLD
Excellence in Content Marketing
Brand: Del Monte
Campaign: Del Monte 100 Years of Nourishing Goodness

GOLD
Excellence in Retail/ Shopper Marketing
Brand: Del Monte Mr. Milk
Campaign: Del Monte Mr. Milk Rainbow of Flavors

Bronze
Excellence in Brand Strategy
Brand: Del Monte Heart Smart
Campaign: Puso

Bronze
Excellence in Sponsorship Activation
Brand: Del Monte Spaghetti
Campaign: Del Monte Trip to Hongkong Disneyland

1Q FY2027 INTERNATIONAL

DMPL sales: US$222.1m, +9%

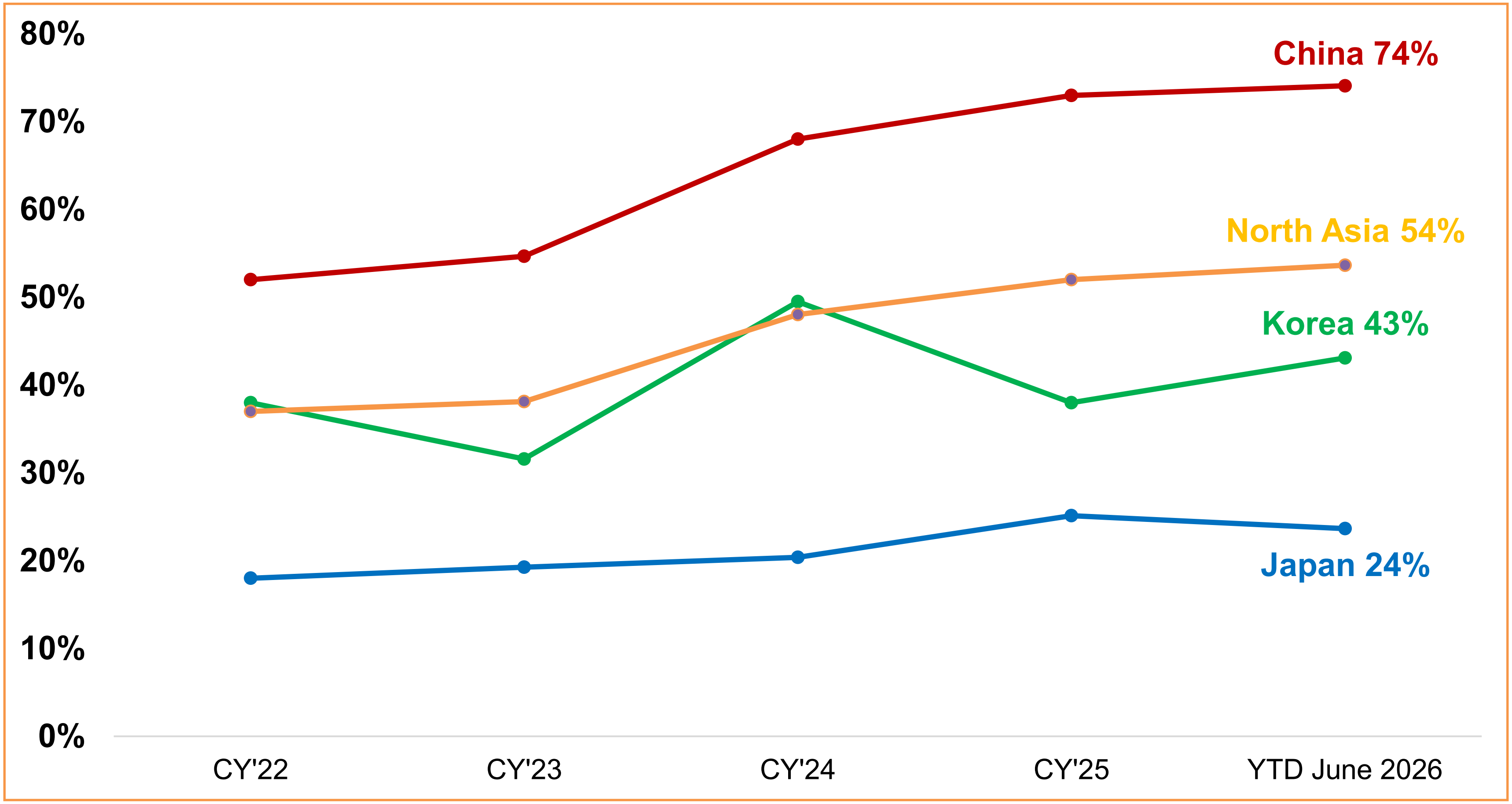
International Markets sales: US$118m, +21%

- Higher volume of fresh pineapple, packaged products and NFC juice
- Fresh pineapple maintained its strong momentum, growing by 20%, on continued higher sales of the *S&W Deluxe Pineapple* variety, improving sales mix
- Exports of packaged pineapple also grew strongly by 23%, driven by higher volume and better sales mix
- Sustained market leadership for imported fresh pineapple in North Asia with a 54% share

100 YEARS Nourishing Goodness Nurturing Generations

INTERNATIONAL – FRESH MARKET SHARE

S&W sustained dominant share for imported fresh pineapples in North Asia



Source: CY2021 – 2023 Imports Data from Asiafruit Congress Statistical Handbook
CY2024-2Q 2026 from Customs Data of Importing Country

S&W FRESH - CHINA

Goodfarmer, S&W's partner distributor in China for S&W Deluxe Fresh Pineapple, launched **fresh-cut pineapples at Sam's Club**, breaking its competitor's former monopoly in this channel.

S&W FRESH - CHINA

Xianfeng is upgrading its community stores to reinforce convenience and premium-positioning, with **fresh-cut pineapple** now presented in branded, high-quality packages.

S&W FRESH - CHINA

Eachtake, our distributor partner in China for S&W Fresh Pineapple, expanded their footprint in regional retails like Xin Yu Lou, Zhongbai and Tao Xiao Pang in tier 2 cities, strengthening their competitive edge and **boosting S&W brand exposure**.

S&W FRESH - PHILIPPINES

S&W Deluxe Fresh Pineapples were launched in 5 S&R membership clubs in late April - BGC, Libis, Shaw, New Manila and Aseana.

Due to **overwhelming response**, distribution spread to 15 other clubs in the Greater Manila Area within 2 months after the initial launch.

S&W PROCESSED - HONG KONG

McDonald's Hong Kong launched McDonald's x Chiikawa collaboration as part of their summer promotion. Featured menu included White Peach Sprite with our **S&W Fiesta Fruit Cocktail** and Ebi Burger with **S&W Pineapple Slices**. The promotion was launched in more than 250 outlets all over Hong Kong.

SUSTAINABILITY

ESG Metrics

- The cannery, plantation and beverage plant solar power systems generated savings of **PhP 39.3 million** in FY2026.
- DMPI's water use ratio was **11.50 liters per kilogram** of products manufactured in FY2026, lower than year ago.

Environment Day

Del Monte Philippines Inc. (DMPI) Cabuyao Plant celebrated World Environment Day last June 2026, with the theme "**Inspired by Nature. For Climate, For Future.**" emphasizing the importance of climate action and how nature-based solutions address climate change and safeguard future generations.

Del Monte Foundation

The Del Monte Foundation and Goodfarmer, S&W's business partner, turned over a brand new, **one-classroom building to Sankanan Elementary School** in Manolo Fortich, Bukidnon, last June, marking a significant boost to the school's learning infrastructure from the first week of classes.

Recognition

Del Monte was recognized at the 20th Asia Pacific Tambuli Awards on its centennial initiative, **"Del Monte: 100 Years of Nourishing Goodness," with four trophies across key sustainability and corporate purpose** categories, honoring its role as storytellers of a century-long legacy rooted in Bukidnon.

STRATEGIC PRIORITIES AND OUTLOOK

DMPL remains focused on growing its Asian operations to drive long-term growth and profitability. The Group's subsidiary, Del Monte Philippines, Inc. (DMPI), continues to perform well, with resilient consumer demand in international markets, supported by a strong and stable supply chain.

Geopolitical and Cost Environment

The US-Iran war has introduced significant volatility into the Group's cost base, particularly for fuel, fertiliser, and tinplate. Management is actively mitigating these pressures through:

- Pricing actions across all markets;
- Accelerating productivity initiatives across the supply chain;
- Diversifying supplier sources for critical inputs;
- Reducing waste and inventory write-offs;
- Vigilantly managing all costs and reducing discretionary spend.

The Group's stress-testing indicates that the business can withstand moderate adverse movements in these variables within the planning horizon. However, the full impact of the ongoing conflict and El Niño on FY2027 performance remains uncertain and is being closely monitored.

STRATEGIC PRIORITIES AND OUTLOOK (cont'd)

Philippines:

- Reinforce market leadership in beverage, culinary and packaged fruit;
- Launch new products in new segments to broaden consumer base;
- Expand in growth channels: convenience stores, foodservice, drugstores and schools.

International:

- Maintain market leadership in Fresh MD2 Pineapple across North Asia;
- Continue to expand S&W brand presence in key markets, including China and Japan.

Operations:

- Proactively mitigate the impact of El Niño on the supply and quality of pineapple.

Outlook:

The Group expects the business to maintain profitability in FY2027, although the operating environment remains challenging. Management is confident that the combination of a strong underlying business, targeted operational improvements, and a disciplined restructuring plan will position the Group for sustainable long-term growth.

CAPITAL STRUCTURE

- DMPL has initiated integrated restructuring discussions with its principal creditors and other stakeholders. A comprehensive framework is being developed with the assistance of external financial advisors, focusing on:
  - Addressing near-term liquidity and maturity pressures;
  - Strengthening DMPI's balance sheet and cash-generating capacity;
  - Establishing a sustainable capital structure for the Group.
- Management recognises that the capital deficit at the holding company level, arising principally from the impairment of its former U.S. subsidiary, does not fully reflect the financial strength and underlying operating capacity of DMPL's core Philippine business. At the same time, Management recognises that the performance of DMPI, by itself, is not sufficient to address the Group's total liabilities of US$1.2bn or the negative equity at the DMPL level of US$579m.
- No equity raise, by itself, is expected to turn DMPL's equity position to positive.
- The restructuring is not premised on a single capital raising or other isolated transaction. Rather, Management expects that a combination of measures - including debt restructuring, operational initiatives, asset monetisation, shareholder support and other capital measures - will be required to address the Group's obligations and improve the position of its creditors and other stakeholders.
- As part of this process, the Group is exploring the divestment of certain assets to simplify the business structure and generate liquidity. Any such transaction would be subject to appropriate approvals, including from minority shareholders where required.
- In light of the existing negative equity, DMPL does not expect to declare and pay dividends to its shareholders while the capital deficit remains outstanding.