

3Q FY2026 Presentation

11 March 2026





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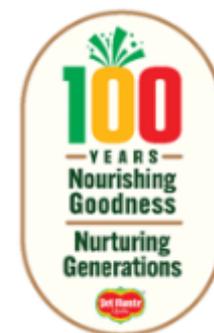
- **3Q FY2026 Results** (1 November 2025 to 31 January 2026)
- **9M FY2026 Results** (1 May 2025 to 31 January 2026)
- **Market Updates**
- **Sustainability**
- **Strategic Priorities & Outlook**

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.

3Q FY2026 FINANCIAL HIGHLIGHTS

- DMPL sustained its growth trajectory in 3Q FY2026
- Sales of US\$243.8m, up 20%, on higher sales in the international markets and the Philippines
- Net profit jumped to US\$10.0m from US\$2.5m driven by improved sales and margins
- After recognising write-downs of investments and other assets under discontinued operations resulting in negative equity at the end of FY2025, the company's net debt to equity ratio is negative 1.7x. It continues to make significant progress on capital-raising initiatives amidst the volatile market environment to reduce its capital deficit of US\$590m (as of 31 January 2026)

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.



3Q FY2026 RESULTS



In US\$m	3Q FY2026	3Q FY2025	Chg (%)	Comments
Turnover	243.8	203.4	+19.8	Higher sales in international markets and the Philippines
Gross profit	79.8	58.3	+36.9	Higher volume, better pricing, improved mix and lower costs (improved pineapple recovery and lower commodity costs)
Gross margin (%)	32.7	28.6	+4.1ppts	Same as above
EBITDA	94.3	73.9	+27.7	Higher sales and margins
Net profit	10.0	2.5	+300.5	Higher sales and margins
Net margin (%)	4.1	1.2	+2.9ppts	Same as above
Net debt	990.1	1,029.1	-3.8	Lower due to loan repayments
Net debt/Equity (x)	(1.7)	7.3	Nm	Negative gearing due to capital deficiency (negative equity of US\$590m) from the impairment and asset write downs of the US business in end FY2025
Net debt/EBITDA (x)	5.9	7.5	-1.6x	Debt reduction and improved profitability
Cash flow from Operations	53.5	73.0	-26.7	Increased receivables for international business from significant growth, and higher inventory from increased pineapple volume



9M FY2026 RESULTS

In US\$m	9M FY2026	9M FY2025	Chg (%)	Comments
Turnover	682.4	597.5	+14.2	Higher sales in international markets and the Philippines
Gross profit	226.3	167.0	+35.5	Higher volume, better pricing, improved mix and lower costs (improved pineapple recovery and lower commodity costs)
Gross margin (%)	33.2	27.9	+5.3ppts	Same as above
EBITDA	133.5	108.8	+22.8	Higher sales and margins
Net profit	32.3	5.2	+526.4	Higher sales and margins
Net margin (%)	4.7	0.9	+3.8ppts	Same as above
Net debt	990.1	1,029.1	-3.8	Lower due to loan repayments
Net debt/Equity (x)	(1.7)	7.3	Nm	Negative gearing due to capital deficiency (negative equity of US\$590m) from the impairment and asset write downs of the US business in end FY2025
Net debt/EBITDA (x)	5.9	7.5	-1.6x	Debt reduction and improved profitability
Cash flow from Operations	220.8	238.2	-7.3	Inventory buildup to support higher sales, and higher receivables from increased international sales in 3Q

3Q AND 9M FY2026 PHILIPPINES

3Q FY2026

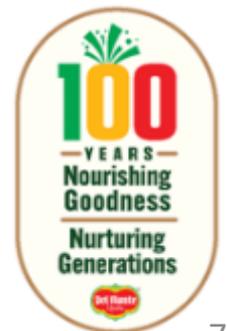
DMPL sales: US\$243.8m, +20%

Philippine sales: US\$112.3m, +6% in peso terms and +5% in US\$ terms

- Continued growth in the Philippines on higher volume and improved pricing
- Higher sales of beverage, culinary, dairy and snacks
- Del Monte sustained market leadership across key core categories, growing shares in packaged pineapple, mixed fruit and spaghetti sauce

9M FY2026

- **The Philippine market generated sales of US\$322.7m, +8% in both peso and US\$ terms**
- Driven by strong execution across all major channels and continued momentum in core categories



PHILIPPINE MARKET SHARE – 9M FY2026



Leadership market shares with notable increases in Mixed Fruit, Spaghetti Sauce and Packaged Pineapple

42.0% -0.1pt

RTD Juices ex foil pouches (#1)
Category: -1.7%

78.3% +1.7pts

Canned Mixed Fruit (#1)
Category: +9.4%

94.8% +1.1pts

Packaged Pineapple (#1)
Category: +7.2%

83.3% -1.3pts

Tomato Sauce (#1)
Category: +7.0%

40.4% +1.2pts

Spaghetti Sauce (#1)
Category: -1.1%

Source for Volume Share and Category Growth: The Nielsen Company - Data as of 9M FY2026 (May 2025 to January 2026)

Total Philippines performance remains resilient, with Del Monte sustaining category leadership across segments despite mixed competitive pressures.

- **RTD Juice:** Category remains soft. Del Monte declines driven by Pineapple Juice, while Juice Drinks are starting to recover. PET drinks remain soft as Fit 'n Right contracts while Fruity Zing grows.
- **Mixed Fruits:** Category remains strong with solid holiday uplift. Del Monte leads growth driven by Fiesta Fruit Cocktail and Today's.
- **Packaged Pineapple:** Del Monte is the only growing brand, sustaining category performance.
- **Tomato Sauce:** Category growth is led by competitors. Del Monte grows but trails category, resulting in share decline.
- **Spaghetti Sauce:** Category is soft. Del Monte slightly outperforms category.

PHILIPPINE MARKET SHARE – 3Q FY2026



Leadership market shares with increases in Packaged Pineapple, Mixed Fruit and Spaghetti Sauce

41.5% -2.7pts

RTD Juices ex foil pouches (#1)
Category: +0.8%

76.3% +0.6pt

Canned Mixed Fruit (#1)
Category: +19.7%

94.5% +1.1pts

Packaged Pineapple (#1)
Category: +13.5%

83.0% -1.2pts

Tomato Sauce (#1)
Category: +11.0%

38.4% +0.4pt

Spaghetti Sauce (#1)
Category: +1.9%

Source for Volume Share and Category Growth: The Nielsen Company - Data as of 3Q FY2026 (November 2025 to January 2026)

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

- **RTD Juice:** Category remains flat. Del Monte declines driven by Pineapple Juice, while Juice Drinks rebound. Del Monte's PET drinks are down as Fit 'n Right contracts while Fruity Zing grows.
- **Mixed Fruits:** Strong holiday uplift. Del Monte leads growth driven by Fiesta Fruit Cocktail and Today's.
- **Packaged Pineapple:** Del Monte is the only growing brand, sustaining category performance.
- **Tomato Sauce:** Growth is led by competitors. Del Monte grows but trails category, resulting in share decline.
- **Spaghetti Sauce:** Category is flat. Del Monte slightly outperforms category.



PHILIPPINES – CENTENNIAL

NOURISHING A NATION OF GOODNESS

Spotlighted our century-long purpose: nourishing generations through our products, our people, responsible stewardship of the land, and stronger communities.

Kaayo Film 60s



Anthemic film as our campaign centerpiece aired on TV and Digital platforms

202M Views **84M** Positive Engagements

A screenshot of social media comments from various users praising Del Monte Philippines. The comments are displayed in a grid-like format with user avatars, names, and text. The comments are as follows:

- Marel Milanes-Limin** (10w): kudos to the company for taking good care to all your employees ❤️❤️❤️❤️
- Faye Serrano** (10w): Let's support Del Monte. They are incredibly kind to their farmers, everything is free. It's admirable, and it's touching that they genuinely care about their workers. That's how it should be. 2 ❤️
- Precious Cee** (10w): Thank you **Del Monte Philippines** for existing. You're my childhood and up until now my favourite brand
- Kenneth Beduya** (1w): Grabe pala dito henerasyon gusto rin magtrabaho sa galing ng owner neto bless you hanggang sa mga susunod na henerasyon mo onwer 🙏
- Aileen Ituralde Suarez** (n...): Thank you **Del Monte Philippines** for giving filipinos what they deserve. You're such an inspiration to everyone. Keep it up! 🙌
- Annaliza M. Castro** (10w): Etong deserve suportahan !! Thank del Monte Philippines 🙏🙏🙏🙏🙏🙏 Saludo ko sa may ari ng company nito 🙏🙏🙏 Sabi nga n... See more
- Thea RM**: if only the government was like this, the country could have been a better place like the people of bukidnon,the people of **Del Monte Philippines** happy 100 years 🙏 nakakaproud ❤️
- Onin Guinza** (10w): Kudos sa Management. God bless you more
- Ruby Tolentino** (10w): Supporting Del Monte !!



PHILIPPINES - CENTENNIAL

Nourishing Goodness Storytelling Partnerships

Del Monte’s purpose brought to life through story-first approach from the perspective of credible voices positioned as witnesses to the living core of goodness in Bukidnon, Del Monte’s heartland

8.5M Organic Views **105M** User Generated Content **25M** Engagements



Veteran Journalist Karen Davila documented nourishment as a way of life—from land stewardship, employee care to community resilience



Cooking Expert Chef RV demonstrated how everyday meals could be made healthier with pineapples



Health experts, Doc Alvin and Doc Killimanguru, reinforced the nutritional equity of Del Monte pineapples



Docu-series featuring people and communities witnessing how Del Monte elevates quality of life



PHILIPPINES - CENTENNIAL

Nourishing More Goodness Partnerships

Strategic alliances with purpose-driven brands to nourish goodness, inspire healthier living, deepen connections, and create a better future for today's generation



Uniqlo x Del Monte “Wear the Goodness” — a collaboration that brings “Kaayo” (goodness) to life through UTMe! shirts and tote bags inspired by Del Monte’s iconic red, yellow and green colours



Auro Chocolate x Del Monte Pineapple Crunch, a proudly Filipino collaboration featuring freeze-dried golden pineapples coated in Auro’s signature single-origin white chocolate



Jamba Juice x Del Monte — Drink good, do good with every purchase of Aloha Pineapple smoothie or Pina Colada refresher. ₱5 will be donated to Del Monte's farming communities for each cup sold

PHILIPPINES - FRUITS

Packaged Pineapple

Launched the “Tidbits Twinpack Promo” to encourage increased usage of Packaged Pineapple during the holidays



Mixed Fruits

Additional displays for Fiesta Fruit Cocktail and Today's Mixed Fruits to leverage on peak Christmas season



Total Fruits

Partnered with Del Monte Kitchenomics and Key Opinion Leaders for recipe-push digital content relevant to the season



PHILIPPINES - BEVERAGE

Refresh-Zing Break Time with Del Monte Fruity Zing



- Advocating refresh-zing breaks among Gen Z with the duo fruit flavours of Del Monte Fruity Zing
- Collegiate Basketball (UAAP) in-game partnership with branded segment, branded signages and sampling

A new way to “cheers” to the holidays: Del Monte Juice Drinks



- Encouraging wholesome, better-for-you holiday celebrations that are still vibrant and colourful!
- Led by known Filipino BFF groups, clinking to real good moments

PHILIPPINES - CULINARY

Del Monte Disney Campaign in Full Blast

- Delivered +12% growth on participating Del Monte Disney-themed promo packs during the holiday season— exceeding media benchmarks and garnering high promo participation rate



Out-of-Home Billboards



Kitchenomics & Influencers



TV & Digital Placements



Winner Feature Videos



PHILIPPINES – DAIRY & SNACKS

Del Monte Mr. Milk Rainbow campaign in full swing



'RAINBOW' digital advertising



'RAINBOW' integrated store merchandising

School distribution drive

MR MILK x DISNEY lunch bag



PHILIPPINES – DAIRY & SNACKS



Del Monte Potato Crisp Launch of New Flavours



3Q AND 9M FY2026 INTERNATIONAL

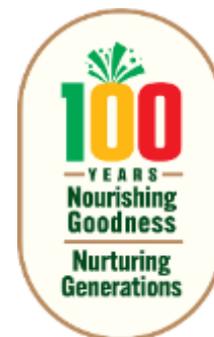


3Q FY2026

- Sales in the international markets grew by 34% to US\$110.8m.
- Higher volume of fresh pineapple, packaged products and NFC juice.
 - ✓ Packaged pineapple and juices spearheaded the growth with a 47% increase.
 - ✓ Fresh also maintained its strong momentum, growing by 23%, on continued higher sales of the *S&W Deluxe Pineapple* variety improving sales mix, coupled with strong pricing.
 - ✓ NFC Juice doubled its sales primarily due to higher sales in Europe.

9M FY2026

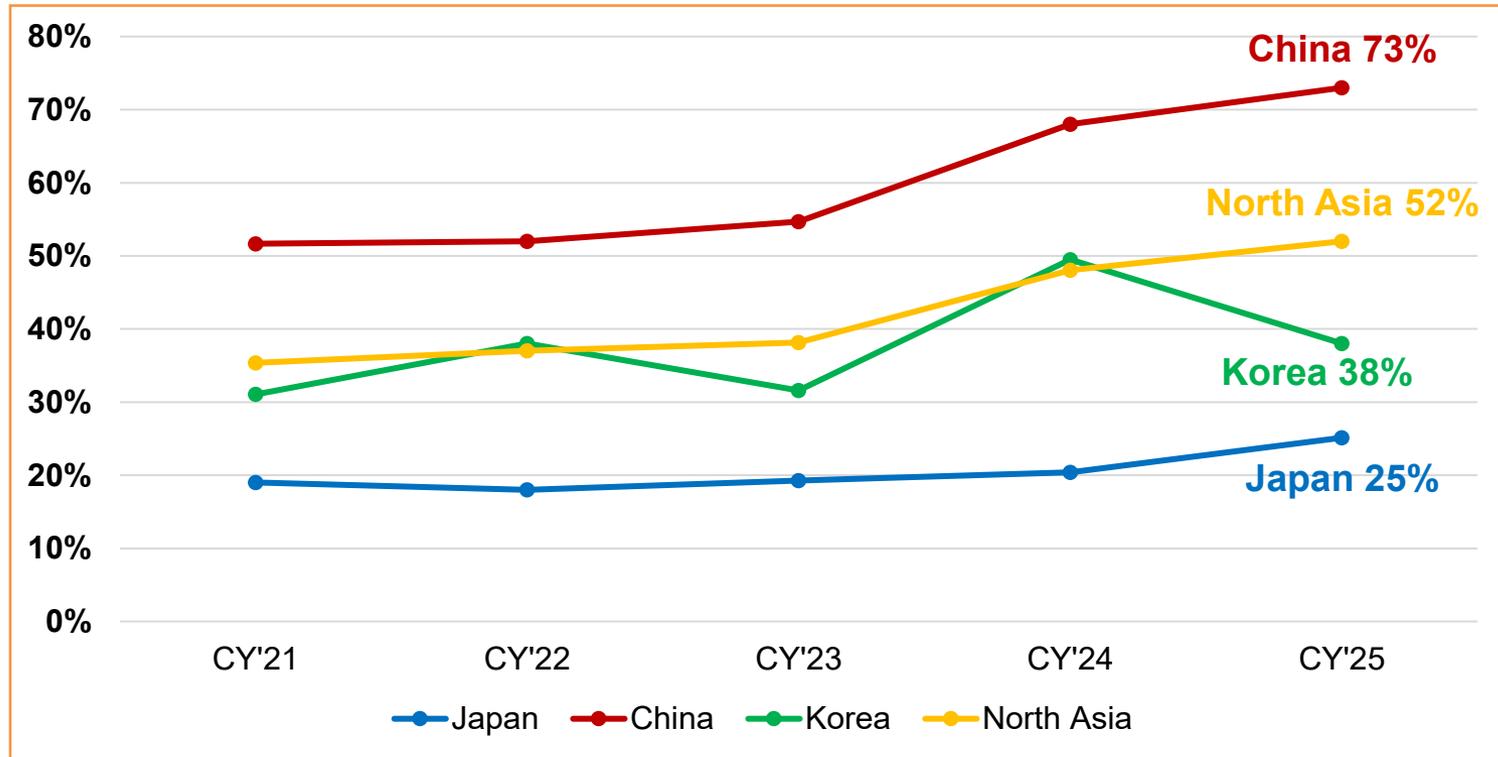
- International sales grew by 15% to US\$298.6m driven by higher fresh pineapple sales, +19%, with China and Japan leading, and supported by favourable mix and pricing strategies.



INTERNATIONAL – FRESH MARKET SHARE



**Sustained market leadership in North Asia
China leadership expanded 1 ppt to 73%**



Source: CY2021 – 2023 Imports Data from Asiafruit Congress Statistical Handbook
CY2024-25 from Customs Data of Importing Country

The China Consumer Innovation Conference 2025 and the Fourth International Quality Festival held its grand opening in Beijing, China last 21 January 2026 with the theme “Innovation Leads to a New Era of Consumption”.

In this event, our star product **S&W Deluxe Fresh Pineapple** won the award for “**Best in Public Opinion of the Year 2025**” with outstanding word of mouth (positive feedback) and solid quality strength. Likewise, Goodfarmer, S&W’s co-branding partner in China, won the “**Leading Brand of the Year 2025**” with its deep brand heritage and outstanding market performance.



S&W Deluxe Fresh Pineapple received the **Superior Taste Award** seal of approval for the **second time** from the International Taste Institute's jury of world's best Chefs and Sommeliers. Achieving **3 STARS** – the highest rating – given only to exceptional products with a score of above 90%.

The award was received through the initiative of Goodfarmer, S&W's co-branding business partner in China.



S&W FRESH - JAPAN



S&W Fresh Japan launched special Christmas promotion of S&W x Trial Supermarket fresh pineapple in over 368 stores in December. Our market presence continues to grow with additional stores and new products, namely:

- **S&W Fresh Pineapple** entered **Seiyu stores** (243 stores) starting January 2026
- **S&W x Trial Supermarket Fresh-cut Pineapple** in Stand-up Pouch (SUP) starting January 2026



Left: Christmas promotion in Trial Supermarket
Right: S&W x Trial Fresh Cut Pineapple in SUP (new product)

S&W PROCESSED - JAPAN



S&W Beans is now in **Taco Bell!** The new menu, which launched in December 2025, featured a new ingredient – Black Beans – from S&W. Taco Bell stores are located in metropolitan areas of Tokyo and Osaka.



The new menu was endorsed by a famous singer (AiNA THE END) in Japan, currently in Top 10 on the Billboard Chart

S&W PROCESSED – HONG KONG



S&W Pineapple Slices and S&W Fiesta Fruit Cocktail were featured in various promotional items of McDonalds in Hong Kong for Chinese New Year.

A special collab drink McDonalds x Hello Kitty Strawberry Yogurt Flavoured Soda added with Fruit Cocktail, and new menu items called “prosperity burgers” including Chicken Pineapple Burger were launched in over 250 stores all over Hong Kong.



Strawberry Yogurt Flavoured Soda with S&W Fiesta Fruit Cocktail



Chicken Pineapple Burger with S&W Pineapple Slices

S&W PROCESSED - INDONESIA



S&W, through its partner distributor PT Sukanda Djaya (of PT Diamond Cold Storage Group), launched special promotions in Indonesia for its key SKUs– the **S&W Apple Cider Vinegar** and **S&W Beans**. 25 retail bins were installed in several modern trade stores including Frestive, Delta and Coco. Promotions will be expanded to another 25 stores in the next quarter. S&W Apple Cider Vinegar continues to be its biggest product among its portfolio, contributing to about 60% of its year-to-date sales.



Setiabudi SM



Frestive Seminyak



Frestive Perenenan



Delta Dewata Ubud



Coco Labuan Sawit



DEL MONTE PAKISTAN

Through its partner distributor Lifonic Brand Private Limited, Del Monte participated in Karachi Food Festival held on 9-11 January 2026. The festival featured a vast array of culinary delights, local food stalls and home-based businesses. The Del Monte stall, which transcended the various colours of its logo and brought retro feel to its brand personality, featured dishes using **Del Monte Fruit Cocktail**, **Pineapple Juice** and **Olives**.



SUSTAINABILITY



Waste Management



- DMPI recently visited EcoLoop (Republic Cement), one of the company's business partners for plastic diversion, in their Batangas recycling plant
- EcoLoop processes qualified waste materials such as plastic waste as alternative fuels in their cement kilns

EPR Law



- DMPI complied with the EPR Law by co-processing / recycling **51% of its plastic packaging waste** in CY2025
- DMPI will co-process / recycle **60%** of its plastic packaging waste in CY2026

Del Monte Foundation



- The Del Monte Foundation donated books and toys to **100 daycare centers** in various municipalities
- Turned over **100 recycled tetra boards** used for classroom walling of 3 Indigenous Peoples' schools in Lantapan
- Completed the **"Little Seats"** project and turned over to 6 schools and 4 daycare centers

Centennial Book



DMPI launched its centennial book **"Nurturing the Nation: A Hundredfold Harvest"** during its 100-year anniversary celebration last 11 January 2026

Its chapter on "Sustaining the Land" was featured in the media, balancing sustainable operations, environmental care, community empowerment, and long-term business success

STRATEGIC PRIORITIES AND OUTLOOK

- DMPL remains focused on protecting and growing the Asian operations to drive long-term growth and profitability. DMPL's subsidiary, Del Monte Philippines, Inc., continues to perform well with resilient consumer demand, supported by a strong and stable supply chain.

- DMPL's immediate key priorities include:

Philippines:

- ✓ Reinforce market leadership in beverage, culinary and packaged fruit.
- ✓ Launch new products in new segments to broaden consumer base.
- ✓ Expand in growth channels of convenience stores, away-from-home, drugstores and schools.

International: Maintain market leadership in Fresh MD2 Pineapples across North Asia.

Operations: Improve productivity of C74 pineapple variety by over 15% vs. prior year.

Cost Management: Control cost proactively, reduce waste and inventory write-offs.

Capital Structure: Prioritise raising equity to reduce leverage and capital deficit resulting from the impairment in FY2025 of investment/other assets in the U.S operations.

- The 9M FY2026 results demonstrate the growth momentum of the Philippines and international businesses.
- Barring unforeseen circumstances, the Company expects to sustain its profitability in FY2026. However, the path to overall corporate financial health needs to be supported by the successful execution of an equity raise for long-term shareholder value.

