

**INVESTOR RELATIONS CONTACT:**

**Nikka Maloles**

**Investor Relations Officer**

**D&L Industries**

+632 635 0680 loc 150

debmaloles@dnl.com.ph

\*\*\*\*\*

**D&L Industries and Ventura Foods enter  
into Manufacturing Agreement for Asia-Pacific Region**

- **Covers manufacturing by Oleo-Fats of specialty oils and specialty ingredients for Ventura Foods to export in the Asia-Pacific region**
- **Via the fast-growing food service industry, Oleo-Fats can accelerate its penetration into the value added specialty food ingredients market**
- **Will open up market opportunities in the regional food service industry by leveraging Ventura Foods' existing global expertise**

19 August 2014 – D&L Industries' wholly-owned subsidiary, Oleo-Fats, Inc. (OFI) has entered into a supply agreement with leading US food manufacturer, Ventura Foods, to develop and produce specialty oils and specialty ingredients for the foodservice, retail and ingredient manufacturing industries in the Asia-Pacific region.

Ventura Foods will work with OFI to produce specialty oils and specialty food ingredients for export to the Asia-Pacific region and domestic Philippines sales. Development and production will be done at OFI's Mercury Plant in Quezon City.

By leveraging Ventura Foods' extensive culinary and commercial expertise in producing custom specialty food ingredients, OFI can further entrench itself with current customers, specifically the quick service restaurants (QSRs), which is one of the most exciting growth sectors in the industry. Also through Ventura Foods' existing businesses across the Asia-Pacific region, OFI will be able to grow its exports sustainably.

As a strategic supplier, OFI equips Ventura Foods with a more simplified supply chain through improved scale, better logistics, and cost efficiency for its global customers. Ventura Foods meanwhile provides OFI additional depth, expertise, and geographies.

“Ventura Foods realizes the importance of local production outside of the U.S.,” said Yann Kervoern, Ventura Foods' President of International.

--more--

“We have identified the Asia-Pacific region as a key expansion market, and we are excited to engage Oleo-Fats as our partner in the Philippines. Oleo-Fats shares Ventura Foods’ same passion for quality food, great customer service and the spirit of customization. Oleo-Fats helps us delight our customers. By entering into a supplier relationship with Oleo-Fats, Ventura Foods has increased its capability to offer all of our products to the expanding Asia-Pacific region and beyond,” Kervoern said.

“OFI has been traditionally strong in fats and oils and working with Ventura Foods will give us that traction in the specialty food ingredients market. Further, it will solidify our position in the food service industry, in particular QSRs, where most of the high-growth, value-added opportunities are. Eventually we want our ingredients to be found in almost every food category across the region. This brings us forward to that goal,” according to OFI Managing Director Vincent D. Lao.

On 07 August 2014, D&L Industries reported a 31% year-on-year growth in export sales for the first six months of 2014, driven by sales of specialty plastics and food ingredients segments. Exports were 18% of revenues for the period versus 12% of revenues for the full year 2013. During the period, OFI increased exports year-on-year by 149% as the company continues to leverage on existing relationships locally to serve its customers’ overseas operations in Asia-Pacific. Overall, D&L Industries grew net income by 22% from last year.

OFI has over 650 food ingredient formulations serving more than 1,200 customers in the food and beverage industry. It is in four primary businesses – specialty fats and oils, refined vegetable oils, specialty ingredients, and food safety products.

**D&L Industries** is a Filipino company engaged in product customization and specialization for the food, plastics, and aerosol industries. The company’s principal business activities include manufacturing of customized food ingredients, specialty raw materials for plastics, and oleochemicals for personal and home care use. Established in 1963, D&L has the largest market share in each of the industries it serves, as well as longstanding customer relationships with the Philippines’ leading consumer and chemical companies. It was listed on the Philippine Stock Exchange in December 2012. For more information please visit [www.dnl.com.ph](http://www.dnl.com.ph)

**Ventura Foods** is a US-based manufacturer of branded and custom-made dressings, mayonnaises, sauces, shortenings, oils, margarines, culinary bases and pan coatings for the foodservice, retail and ingredient manufacturing industries. As the largest maker of vegetable oil-based products in the U.S., Ventura Foods exceeds \$2.5 billion in revenue and produces over three billion pounds of finished goods each year. Ventura outperforms within the dynamic food marketplace by delivering high quality products at competitive prices. Throughout the company's rich history, the core focus hasn't changed: a dedication to helping Ventura Foods' customers delight their customers and a commitment to remain the most agile food solutions company. For more information please visit [www.venturafoods.com](http://www.venturafoods.com)

###