



Media release

DKSH Partners with Del Monte Asia to Expand Ready-to-Eat Food Offering in Taiwan

DKSH Taiwan has entered an exclusive partnership with Del Monte Asia to introduce their innovative ready-to-eat pre-packed corn selection locally, offering full-service market entry and leveraging DKSH's strong distribution network across retail, food services, and e-commerce channels.

Taipei, Taiwan, October 15, 2025 – DKSH Business Unit Consumer Goods, a leading partner for companies seeking to grow their consumer goods business in Asia and beyond, has entered into an exclusive agreement with Del Monte Asia Pte Ltd, a brand with over a century of heritage that is known for its commitment to quality, innovation, and deliver nutritious products to consumers worldwide, to support the launch and expansion of its pre-packed fruit and vegetable offerings in Taiwan.

Under this strategic partnership, DKSH will introduce Del Monte Asia's Whole Kernel Corn in Tetra Pak format, an innovative food packaging solution that brings an eco-friendly concept to Taiwanese consumers. The ready-to-eat product will be distributed through a wide range of channels, including modern and traditional trade, food services, and online platforms. The user-friendly, easy-open, and space-saving design offers end-users a new premium-quality corn option. This collaboration marks Del Monte Asia's major entry into the Taiwanese market, with DKSH providing end-to-end services, spanning marketing, sales, distribution, and logistics.

Starting in 2025, the collaboration underscores DKSH's strategic focus on enabling brand success in new markets through its comprehensive omni-channel approach, which combines commercial outsourcing, deep market insights, value chain integrity, and marketing excellence. The partnership reinforces DKSH Business Unit Consumer Goods position as the preferred growth partner for established international FMCG brands seeking to expand their presence in Asia Pacific's dynamic markets.

Toshio Ota, Managing Director at Del Monte Asia, commented: "We aimed to deliver 'Sun-Filled Goodness From Farm to Table' offering consumers greater access to quality food and an enhanced lifestyle. Partnering with DKSH marks a key step in achieving our goal as we are confident in their expertise in helping us reach Taiwanese consumers and build a strong presence in the market. We look forward to our successful collaboration."

Carol Yeh, General Manager, Sales & Marketing, FMCG, DKSH Taiwan, commented: "We are proud to welcome Del Monte, a leading brand in processed fruit and vegetables across the Asia-Pacific and the USA to our growing portfolio in Taiwan. With 160 years of market expansion experience in Asia Pacific and an unparalleled distribution network, DKSH is uniquely positioned to drive Del Monte Asia's market entry and long-term growth."

About Del Monte Asia

Del Monte Asia Pte Ltd (DMA), headquartered in Singapore, oversees the marketing and distribution of Del Monte processed foods across Asia and Oceania (excluding India, Philippines and Myanmar). The Del Monte brand, originally established in the United States in 1886, is renowned for its high-quality produce and commitment to delivering wholesome goodness from farm to table. Established in 1990, DMA operates independently from Del Monte US. Since its



inception, Del Monte Asia has expanded its portfolio beyond tomatoes to include a diverse range of processed fruit and vegetable products. To support this growth, the company has established production facilities in Thailand and China, enhancing its ability to serve the Asia-Oceania region, which includes Taiwan. www.delmonte.com

About DKSH

For 160 years, DKSH has been delivering growth for companies in Asia and beyond across its Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, DKSH offers sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services, following its purpose of enriching people's lives. DKSH is a participant of the United Nations Global Compact and adheres to its principles-based approach to responsible business. Listed on the SIX Swiss Exchange, DKSH operates in 36 markets with 28,060 specialists, generating net sales of CHF 11.1 billion in 2024. DKSH Business Unit Consumer Goods focuses on fast moving consumer goods, food services, luxury and lifestyle products as well as hair and skin cosmetics. With 14,250 specialists, the Business Unit generated net sales of CHF 3.4 billion in 2024. www.dksh.com/cg

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