

FOR IMMEDIATE RELEASE

Delfi Limited kicks off 2019 with double-digit growth in sales and PATMI

- Driven by strong Own Brands sales in the premium format category across key markets and higher margins achieved.

Financial Highlights (US\$ Million)	3 months ended 31 March		
	1Q 2019	1Q 2018	Change (%)
Indonesia	93.6	76.2	22.9
Regional Markets	34.6	31.1	11.1
Total Revenue	128.2	107.3	19.5
Gross Profit Margin (%)	35.8	34.5	1.3 pt
EBITDA	17.6	14.4	22.3
PATMI (excluding exceptional items)*	9.3	7.6	23.1
PATMI (including exceptional items)*	9.2	7.6	21.6

* As disclosed in 3Q 2018, the Group discovered improper and unsubstantiated transactions in one of its wholly owned subsidiaries, Delfi Marketing, Inc in the Philippines. Included in 1Q 2019's exceptional item was legal and professional fees of US\$112,000 incurred for ongoing work carried out for the subsidiary.

SINGAPORE - 14 May 2019 - Mainboard-listed chocolate confectionery company, Delfi Limited ("Delfi", or together with its subsidiaries, the "Group") started the year strongly with a 22.3% increase in EBITDA to US\$17.6 million and a 21.6% rise in PATMI to US\$9.2 million for the three months ended 31 March 2019 ("1Q 2019") as compared to the corresponding three months in 2018 ("1Q 2018"). Over the same period, revenue expanded 19.5% year-on-year ("Y-o-Y") to US\$128.2 million driven mainly by the enduring improvement in the performance of its Own Brands segment across key markets.

With a broader Own Brands product portfolio that now includes chocolate confectionery, biscuits and wafers, breakfast items, beverages and baking ingredients, the segment's contribution to overall sales continued to expand in 1Q 2019, making up 68.9% of the Group's revenue as

compared to 65.5% in 1Q 2018. Delfi's investment in its Own Brands segment also contributed to 1Q 2019 being its best quarter in two years. Meanwhile, the Group's Agency Brands segment also achieved Y-o-Y revenue growth of 7.7%.

During the quarter, the Group enjoyed higher sales of premium products and continued its cost containment initiatives, which resulted in higher gross profit margin that rose 1.3% points Y-o-Y to 35.8%.

Commenting on the robust 1Q 2019 performance, **Mr John Chuang, Delfi's Chief Executive Officer**, said: *"We are pleased with the Group's strong start to 2019 as we build on the positive momentum from 2018. Looking ahead, I believe that although the operating environment remains challenging, we have established a solid foundation upon which we can continue to pursue our growth objectives and build a strong and sustainable future for our business."*

Mr Chuang further added: *"Through our continued focus on top line expansion by further growing our core premium brands, extending into the snacking category and strengthening our value segment; and stepped up productivity efforts, we expect, barring unforeseen circumstances, to continue the growth momentum achieved in 1Q 2019 and perform better in FY2019 as compared to FY2018."*

Based on 611,157,000 ordinary shares in issue, the Group's earnings per share for 1Q 2019 was 1.51 US cents, 21.6% higher than in 1Q2018 when it was 1.24 US cents. Net asset value per share as at 31 March 2019 was 35.6 US cents compared to 33.7 US cents as at 31 December 2018.

Delfi's financial position remains strong with a cash balance of US\$49.4 million as at 31 March 2019, which is more than adequate to support its near term business and investment needs.

PERFORMANCE REVIEW BY MARKETS

Indonesia

In 1Q 2019, Delfi's business in Indonesia achieved 22.9% (28.7% in local currency terms) Y-o-Y growth in sales to US\$93.6 million. The main growth driver was our premium brands of SilverQueen, Delfi Premium, Selamat and Van Houten, which registered growth in excess of 20% as a result of the successful promotional programmes implemented to capture strong

consumer demand for Valentine's Day. In addition, the results reflected the shipment of products to our customers for the Muslim Lebaran festivities.

New Own Brands products, which were launched in the second half of 2018 including the Green Tea variant under its flagship SilverQueen brand and also new snack products such as Delfi Take-It Big, Delfi Zap, Delfi Buzza, Delfi Black Thunder and Delfi Big Thunder, had generated very encouraging response. Meanwhile some core Agency Brands also enjoyed double digit growth partly due to the implementation of price increases to mitigate the impact of the weaker Indonesian Rupiah.

Regional Markets

Revenues from the Group's Regional Markets increased 11.1% in 1Q 2019 (14.3% in local currency terms). The growth was mainly driven by higher overall sales in Malaysia and sales of Van Houten products in its regional markets. In the Philippines, Goya Bits Mini Tubes and Goya Spread continued to enjoy double digit growth.

BUSINESS OUTLOOK

In 2019, Delfi remains focused on capturing growth opportunities by investing in Core Brands and product innovation to excite the market and to extend its market reach by having better channel segmentation for both the Modern and General trade retail formats. In addition, the Group will continue to focus on building capacity and capabilities prudently wherever there are opportunities to expand into new and attractive categories and to increase its productivity and efficiency targets. Meanwhile, Delfi will continue to look out for suitable and synergistic opportunities to enter new markets and extend to new product categories.

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ABOUT DELFI LIMITED

Headquartered in Singapore and listed on the SGX-ST since 5 November 2004, Delfi Limited and its subsidiaries (the "Group") manufactures and/or distributes branded consumer products that are sold in over 17 countries including Indonesia, Singapore, Malaysia, Hong Kong, Australia, Thailand, the Philippines and China.

Formerly called Petra Foods Limited until an official name change that took effect on 9 May 2016, Delfi has an established portfolio of chocolate confectionery brands which are household names in Indonesia. Its flagship brands in Indonesia include "SilverQueen" and "Ceres" that were introduced in the 1950s and "Delfi" in the 1980s. In addition, the Group also distributes a portfolio of well-known agency brands in Indonesia, Malaysia and the Philippines.

The Group was awarded the top spot in the annual Singapore Enterprise 50 Award in 2003 and was recognized as the "Best Newly Listed Singapore Company in 2004" in AsiaMoney's Best Managed Companies Poll 2004. It was named the "Enterprise of the Year 2004" by the 20th Singapore Business Awards on 30 March 2005 and was named one of "Singapore's 15 Most Valuable Brands" in November 2005 by IE Singapore.

Over the years, Delfi Limited has clinched awards in various categories at the annual Singapore Corporate Awards. The Group won a Silver award for its inaugural annual report in the "Best Annual Report/Newly Listed Company" category in 2006. In April 2009, it clinched a Gold award in the "Best Annual Report/Companies with \$300 million to less than \$1 billion in market capitalization" category. In May 2010, it bagged two Silver awards for "Best Managed Board" and "Best Investor Relations" under the "companies with \$300 million to less than \$1 billion in market capitalization" category. In 2015, the Group bagged a Bronze award for "Best Managed Board" under the "companies with S\$1 billion and above in market capitalization" category.

Delfi Limited's Chief Executive Officer, Mr John Chuang, was also recognized for his leadership and management of the Group. He was named "Best Chief Executive Officer" at the 2011 Singapore Corporate Awards, "Businessman of the Year" at the 2012 Singapore Business Awards and he was one of the recipients of the SG50 Outstanding Chinese Business Pioneers Awards in 2015.

Issued by August Consulting on behalf of Delfi Limited

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