

FOR IMMEDIATE RELEASE

Delfi reports strong FY2022 performance as sales and PATMI surpass pre-pandemic levels

- *Recurrent profit increased 68.7% to US\$43.9 million on 19.2% Y-o-Y growth in revenue to US\$483.0 million. Performance driven by strong sales from both Own Brands and Agency Brands and across all markets.*
- *Gross Profit Margin for the year was higher due to increased sales in the premium product category, higher sales volume and prudent cost mitigation measures.*
- *Final dividend proposed of 2.00 US cents and a special dividend of 0.72 US cents per ordinary share, which together with the interim dividend of 1.58 US cents, brings the total dividend in respect of FY2022 to 4.30 US cents per ordinary share. Up 51.9% Y-o-Y.*

Financial Highlights (US\$ Million)	6 months ended 31 Dec			12 months ended 31 Dec		
	2H 2022	2H 2021	Change (%)	FY2022	FY2021	Change (%)
Total Revenue	236.7	194.6	21.6	483.0	405.1	19.2
- Indonesia	150.3	126.2	19.1	317.5	270.2	17.5
- Regional Markets	86.4	68.4	26.3	165.5	134.9	22.7
Gross Profit Margin (%)	32.0	30.2	1.8 pt	30.7	29.5	1.2 pt
EBITDA	39.4	31.6	24.5	74.0	58.1	27.2
EBITDA Margin (%)	16.6	16.3	0.3 pt	15.3	14.3	1.0 pt
PATMI	24.5	17.0	44.4	43.9	29.3*	49.9

Note: If post-tax non-recurring items of US\$3.2 million were not included in 2021 PATMI, the figure would have been US\$26.0 million.

SINGAPORE - 27 February 2023 - SGX Mainboard-listed chocolate confectionery company, Delfi Limited (“Delfi”, the “Company” or together with its subsidiaries, the “Group”) has delivered a strong set of results for the financial year ended 31 December 2022 (“FY2022”) with both top- and bottom-lines higher compared to 2021 (“FY2021”), and also the pre-pandemic performance achieved in 2019 (“FY2019”).

Delfi's EBITDA was up 27.2% Year-on-Year ("Y-o-Y") from US\$58.1 million in FY2021 to US\$74.0 million in FY2022 while PATMI increased by 49.9% over the same period from US\$29.3 million to US\$43.9 million. FY2021 was helped by post-tax US\$3.3 million of non-recurrent profits and so the core business improvement in 2022 was actually a 68.7% increase in PATMI.

Both of Delfi's two business lines performed well in 2022 with strong sales of Own Brands, especially in the premium product segment, and Agency Brands recording Y-o-Y revenue growth of 19.0% and 19.6% respectively. Rising in tandem with higher sales, the Group's overall gross profit increased 23.9% Y-o-Y to US\$148.3 million in FY2022, with a gross profit margin of 30.7% as compared to 29.5% in FY2021.

The Indonesia market, where the Group is the market leader, continued to deliver strong revenue growth of 17.5% Y-o-Y to US\$317.5 million in FY2022. This was driven by the strong performance of the Group's Own Brands, particularly the premium brands, such as "SilverQueen" and "Cha Cha", both of which grew by double-digits, as well as the launch of a new range of healthier and eco-conscious products targeting the Millennials and Gen-Zs, including "7+" health bar in August 2022, and the "Van Houten Vegan" series in September 2022.

Mr. John Chuang, Delfi's Chief Executive Officer, said: *"Our FY2022 performance reflects the cumulative investment in our brands, in product development and innovation, in new product segments and in expanding our distribution network. These growth strategies have all borne fruit and enabled the Group to recover from the pandemic slump despite global economic uncertainties. We are very encouraged by the progress we have made and the momentum we have built. But we are not resting on our laurels. Instead, we continue to plan ahead with strategies and product launches which will help sustain our future growth. We believe our strong brands, innovative approach and effective distribution strategies will continue to hold us in good stead and enable us to continue to grow our business across all our markets and to meet the evolving needs of our customers."*

The Group's cash and cash equivalents as of 31 December 2022 was a healthy US\$77.1 million. With the Company's strong cash position and ability to generate cash flow, it continually looks to strike a balance between rewarding shareholders and investing in the business to generate future growth.

DIVIDENDS

The Board of Directors has proposed a final dividend of 2.00 US cents per share and a special dividend of 0.72 US cents per share, which together with the interim dividend of 1.58 US cents per share, brings the total dividends for FY2022 to 4.30 US cents per share. This is 51.9% higher than the 2.83 US cents paid in respect of FY2021. The interim and final dividends would equate to a 50% pay-out. The special dividend would increase the total pay-out to 60%.

BUSINESS OUTLOOK

Looking ahead, the global economy is expected to remain sluggish in 2023, due to ongoing economic uncertainties such as rising interest rates, currency volatility, geopolitical tension and inflationary pressures. Despite these challenges, the Group is confident of its ability and track record to be able to navigate these challenging headwinds.

Delfi will continue to focus on its core strategic products and drive growth in its premium product category. In line with the global trend towards healthier lifestyles and greater environmental awareness, the Group will continue to develop new products to expand its healthier snack category.

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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 and the Philippines. Its flagship brands in Indonesia include "*SilverQueen*" and "*Ceres*" that were introduced in the 1950s and "Delfi" in the 1980s. In the Philippines its flagship brands include "*Goya*" and "*Knick Knacks*". In addition, the Group also distributes a portfolio of well-known third-party 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" at 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 received recognition through various awards in different 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 was awarded 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 was recognized with 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. As the Group grew it received further recognition and in 2015, was awarded the Bronze award for "Best Managed Board" for "companies with S\$1 billion and above in market capitalization".

Delfi Limited's Chief Executive Officer, Mr John Chuang, has also been 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.

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