

FOR IMMEDIATE RELEASE

Delfi's 9-Month 2019 earnings higher Y-o-Y by 27.1%

- Performance driven by higher sales of premium category products and higher margins achieved.

Financial Highlights (US\$ Million)	3 months ended 30 Sep			9 months ended 30 Sep		
	3Q 2019	3Q 2018	Change (%)	9M 2019	9M 2018	Change (%)
Indonesia	78.5	72.4	8.4	253.7	229.2	10.7
Regional Markets	33.7	30.3	11.1	99.0	89.9	10.1
Total Revenue	112.2	102.7	9.2	352.7	319.1	10.5
Gross Profit Margin (%)	34.7	33.9	0.8 pt	35.6	34.3	1.3 pt
EBITDA	12.7	10.4	22.2	44.2	37.9	16.8
PATMI (excluding exceptional items) *	6.0	4.4	35.3	21.5	17.6	22.3
PATMI (including exceptional items) *	5.9	4.0	47.5	21.3	16.7	27.1
EPS (US cents)	0.96	0.65	47.5	3.48	2.74	27.1
Net Asset Value per share (US cents)				35.6	33.7	5.6

* As disclosed in 2Q 2018, the Group discovered improper and unsubstantiated transactions in one of its wholly owned subsidiaries, Delfi Marketing, Inc in the Philippines. Included in 3Q and 9M 2018 were the losses associated with the improper transactions. For 9M 2019, exceptional losses pertained to legal and professional fees incurred in respect of this matter.

SINGAPORE - 12 November 2019 - For 3Q 2019, Delfi Limited (“**Delfi**”, or together with its subsidiaries, the “**Group**”) reported PATMI of US\$5.9 million, a year-on-year (“**Y-o-Y**”) increase of 47.5% as revenue grew by 9.2% to US\$112.2 million.

Year-to-date, revenue for the nine months ended 30 September 2019 (“**9M 2019**”) increased 10.5% Y-o-Y to US\$352.7 million as compared to US\$319.1 million achieved in the corresponding nine months in 2018 (“**9M 2018**”), while EBITDA and PATMI respectively rose 16.8% to US\$44.2 million and 27.1% to US\$21.3 million over the same period.

The main contributor to the Group's robust performance continued to be its Own Brands portfolio of chocolate confectionery, which forms more than 60% in total revenue. Our Own Brands sales increased by 9.6% and 10.9% for 3Q and 9M 2019 respectively on strong demand for our premium format products, mainly in Indonesia.

Mr John Chuang, Delfi's Chief Executive Officer, said: *"We are pleased with the Group's performance so far in 2019 especially with the growth achieved by our Own Brands portfolio. The growth was achieved despite the challenging operating environment with intensifying competition and growing demands from our Modern Trade customers and consumers."*

He further added: *"Our growth, especially of our premium brands like SilverQueen, Delfi Premium and Van Houten which grew in excess of 20%, reflects the continued success of our brand building initiatives and new product introduction to capture the growing demand from our consumers."*

As part of the long term objective to improve the overall profitability of our Own Brands portfolio, the Group discontinued certain low yielding, low priced point products and focused instead on higher priced point products in our value format portfolio in Indonesia. This initiative, while impacting sales in the short term, will yield long term benefits.

Market Review - Indonesia

The Group in Indonesia achieved revenue growth of 8.4% Y-o-Y to US\$78.5 million in 3Q 2019, which lifted 9M 2019 revenue 10.7% higher to US\$253.7 million. This was driven by the higher sales of our core premium brands.

In addition, sales of the Group's Agency Brands was higher Y-o-Y by 12.1% in 9M 2019, due to the price increases implemented to selected Agency Brands to mitigate the impact of the weaker Indonesian Rupiah in 3Q 2018. For the periods under review, double digit growth was achieved for some of our core Agency Brands in the confectionery and snacking, grocery and breakfast categories.

Market Review - Regional Markets

In the Regional Markets, revenue grew by 11.1% Y-o-Y to US\$33.7 million in 3Q 2019 and 10.1% Y-o-Y to US\$99.0 million in 9M 2019. The growth was mainly attributed to higher sales in Malaysia and sales of Van Houten products, which contributed US\$3.9 million in sales. In the Philippines, Goya Mini Tubes, Goya Spread and Delfi Premium continues to deliver double digit growth.

Business Outlook

Looking ahead, the operating environment is expected to be increasingly challenging with intensifying competition and growing demands from trade customers and consumers. In order to capture growth opportunities and drive the long term growth of the business, the Group's focus is to continuously grow its key brands and extend its market reach through better channel segmentation for both the Modern Trade and General Trade. In addition, it will continue to adopt a prudent approach in building capacity and capabilities where there are clear expansion opportunities, and increase productivity and efficiency.

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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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