

FOR IMMEDIATE RELEASE

Delfi reports 1H 2024 PATMI of US\$19.6 million on sales of US\$260.8 million

- Declares interim cash dividend of 2.06 US cents per ordinary share for 1H 2024, maintaining the same level as 1H 2023 in US dollar terms

Financial Highlights (US\$ Million)	6 months ended 30 June			
	1H 2024	1H 2023	Y-o-Y Change (%)	Change (%) Y-o-Y at Constant Exchange Rates
Total Revenue	260.8	283.0	(7.8)	(3.3)
- Indonesia	169.7	190.1	(10.7)	(6.3)
- Regional Markets	91.1	92.9	(1.9)	2.9
Gross Profit Margin (%)	28.8	29.2	(0.4%) pt	(0.4%) pt
EBITDA	32.8	40.0	(17.8)	(13.0)
PATMI	19.6	25.2	(22.3)	(17.4)

SINGAPORE - 13 August 2024 - SGX Mainboard-listed chocolate confectionery company, Delfi Limited (“**Delfi**”, the “**Company**” or together with its subsidiaries, the “**Group**”) reported PATMI of US\$19.6 million on the back of US\$260.8 million of net sales for the six months ended 30 June 2024 (“**1H 2024**”), representing a year-on-year (“**Y-o-Y**”) decline of 22.3% and 7.8%, respectively. In local currency terms, PATMI and net sales were lower by 17.4% and 3.3%, respectively.

The Group’s performance was mainly due to weakened regional currencies against the US Dollar during the period, particularly the Indonesia Rupiah, combined with reduced trade promotion spending as part of our strategy to optimise our promotional spending.

By business segment, both the weaker Rupiah and the strategic decision to reduce trade promotion spending, led to a 11.8% Y-o-Y decline in Own Brands net sales to US\$148.0 million for 1H 2024, while the termination of an Agency Brand in Indonesia resulted in a reduction in net sales of Agency Brands by 2.1% Y-o-Y to US\$112.8 million. On a constant currency basis, net sales for Own Brands declined by 7.8% while Agency Brands increased by 3.2%.

In line with these developments, by geographic segment, revenue from Indonesia declined 10.7% Y-o-Y to US\$169.7 million. Regional Markets recorded lower revenue, decreasing by 1.9% Y-o-Y to US\$91.1 million, mainly due to lower demand for Own Brands in the Philippines, partially offset by higher demand for Agency Brands in Malaysia and the Philippines.

During the period, despite the lower promotional spending, the Company continued to invest in initiatives to build the brands for products that are expected to show stronger future growth, and to strengthen routes-to-market. These investments are strategically important to support the long-term growth of its business.

The Group generated net cash from operating activities of US\$37.6 million (higher Y-o-Y by US\$14.1 million) through tight management of working capital during the period. After paying dividends of US\$13.8 million in May 2024 and spending US\$25.7 million in capital expenditure during 1H 2024, the Group's cash and bank deposits as at 30 June 2024 stood at US\$54.8 million, keeping the Company in a healthy financial position to face uncertainties that may emerge.

Reflecting its resiliency, the Group has declared an interim cash dividend of 2.06 US cents per ordinary share for 1H 2024, which is the same as 1H 2023 in US Dollar terms.

BUSINESS OUTLOOK

Delfi expects continued uncertainty in other areas of the globe as geopolitical tensions and macroeconomic uncertainty increase, which could impact the regional business environment by further straining supply chains, weakening currencies, and keeping interest rates higher than expected. These pressures could weigh further on local currencies and market sentiment in our region during the rest of 2024, possibly impacting consumer demand.

However, barring unforeseen circumstances, Delfi is convinced it can mitigate potential risks by further supporting its brand building efforts and product development programs, growing core strategic products, and driving growth in its Premium format category. It also remains committed to tightly managing operating costs, collections and working capital levels.

###

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 markets 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. In 2023, Delfi was named “Winner of the Most Transparent Company Award” in its category at the SIAS Investor Choice Awards in recognition of its efforts in corporate governance and transparency. In July of 2024, Delfi Limited was recognized as a company in the inaugural list of the Fortune Southeast Asia 500 in Fortune Magazine.

Over the years, Delfi Limited has won a number of awards in various categories at the annual Singapore Corporate Awards. In 2006, the Group won a Silver Award for its inaugural annual report in the “Best Annual Report/Newly Listed Company” category. In April 2009, it clinched a Gold Award in the “Best Annual Report/Companies in the “\$300 million to less than \$1 billion in market capitalization” category. In May 2010, it won 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 was awarded 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, has also been recognized for his leadership and management of the Group. At the 2011 Singapore Corporate Awards, he was named “Best Chief Executive Officer”, and was named the “Businessman of the Year” at the 2012 Singapore Business Awards. In 2015, he was one of the recipients of the SG50 Outstanding Chinese Business Pioneers Awards.

Issued by August Consulting on behalf of Delfi Limited

Media Contact:

Wrisney Tan - Mobile: +65 9743 2667, Email: wrisneytan@august.com.sg

Victoria Lim - Mobile: +65 9641 2245, Email: victorialim@august.com.sg