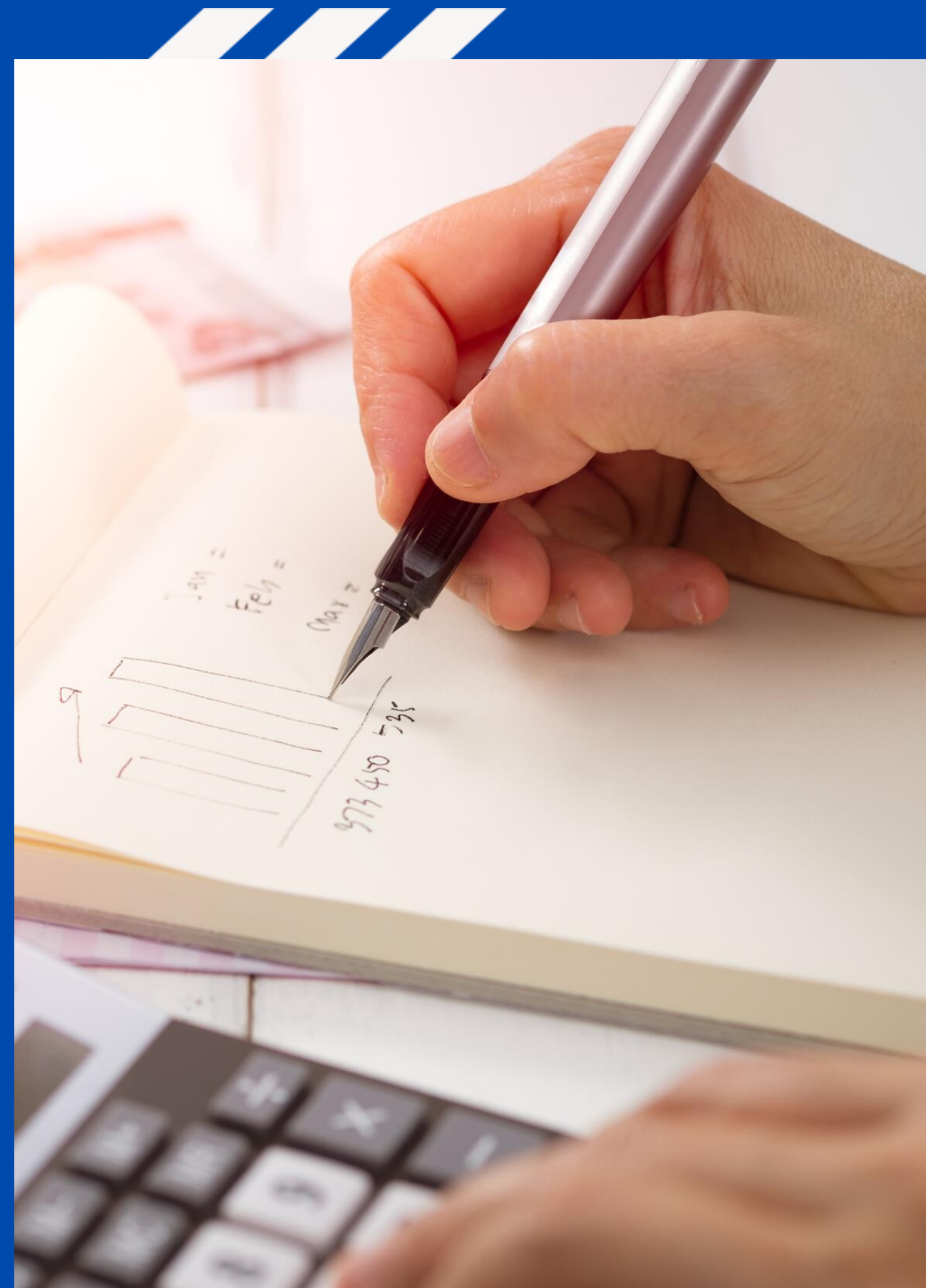




Quarterly Performance Indicators

2nd Quarter 2020 - Délice Holding



DELICE HOLDING

Highlights

- The first half of 2020 was marked by a worldwide pandemic that hindered global economic growth
- Global growth is projected at **-4,9%** in 2020. The COVID-19 pandemic has made a more negative impact on activity in the first half of 2020 than anticipated.
- Tunisia announced a forecasted GDP growth rate of **-6,5%** in 2020.





PERFORMANCE INDICATORS – SECOND QUARTER 2020

Delice Holding, showed great resilience and has managed to increase its revenues on a quarterly basis, despite the ongoing pandemic.



KTND 256 220

LOCAL SALES

(+10,2% YoY)

KTND 9 854

EXPORT SALES

(+3,5% YoY)





PERFORMANCE INDICATORS – SECOND QUARTER 2020

Delice Holding, slowed down capital expenditures, in order to evaluate return on investments that were made during the last five years. The Group has also initiated cost efficiency and productivity programs, that tend to relieve the pressure on its margins.

KTND 8 678

CAPEX – SECOND QUARTER 2020

(- 66,7% YoY)

KTND 26 023

CAPEX – SECOND QUARTER 2019

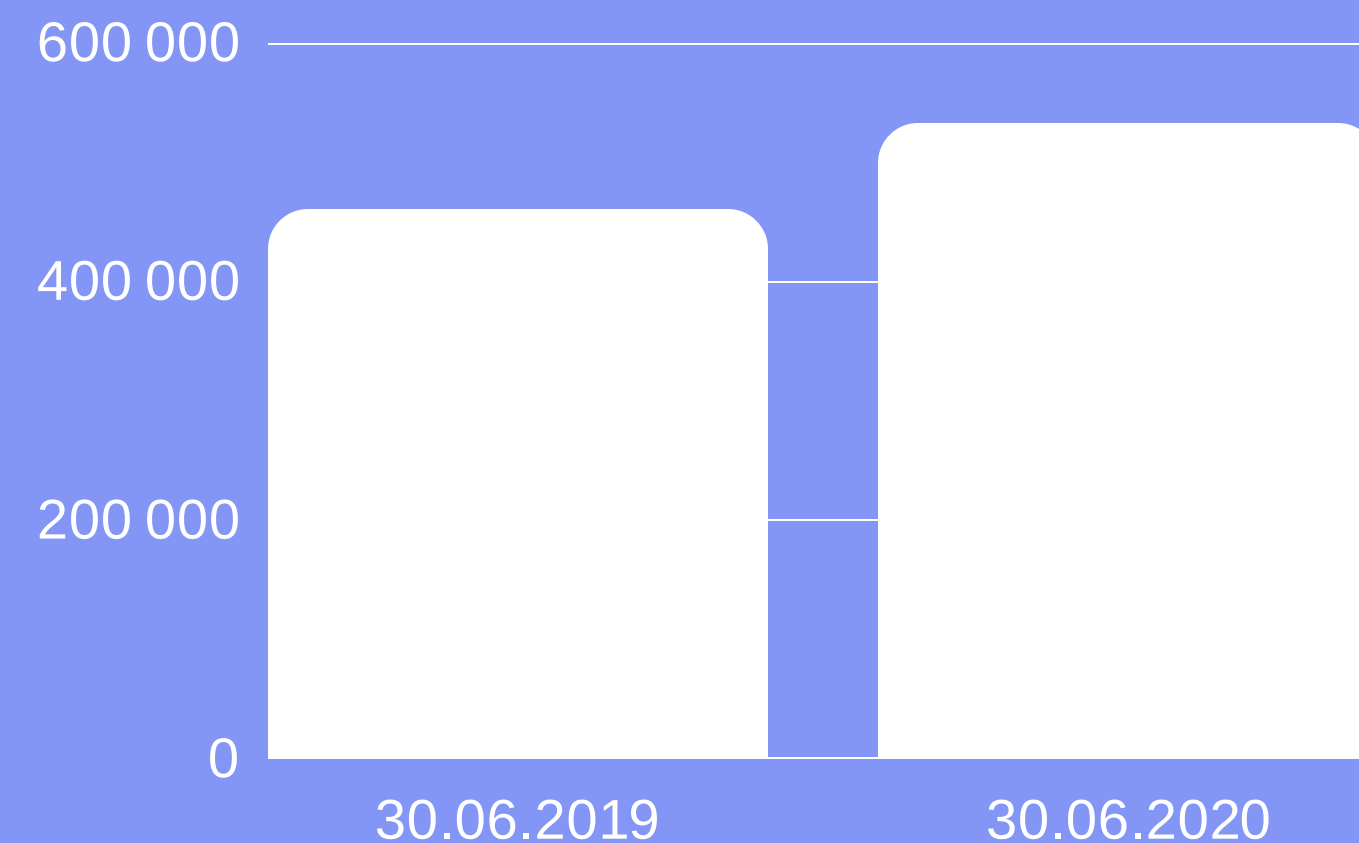
REVENUES YTD 2020

- Consolidated revenues, reached **531 418 KTND** by the end of this semester , making a **15,6%** growth rate, compared to the same period last year.
- Export sales totalized **18 459 KTND**, **11,8%** higher than the same period last year, despite travel restrictions that delayed some deliveries to Libya and Morocco.
- Beverages and Cheese segments, have made impressive revenues growth rates of **+29,6%** and **+35,3%** respectively.

KTND 531 418

CONSOLIDATED REVENUES

(+15,5% YoY)



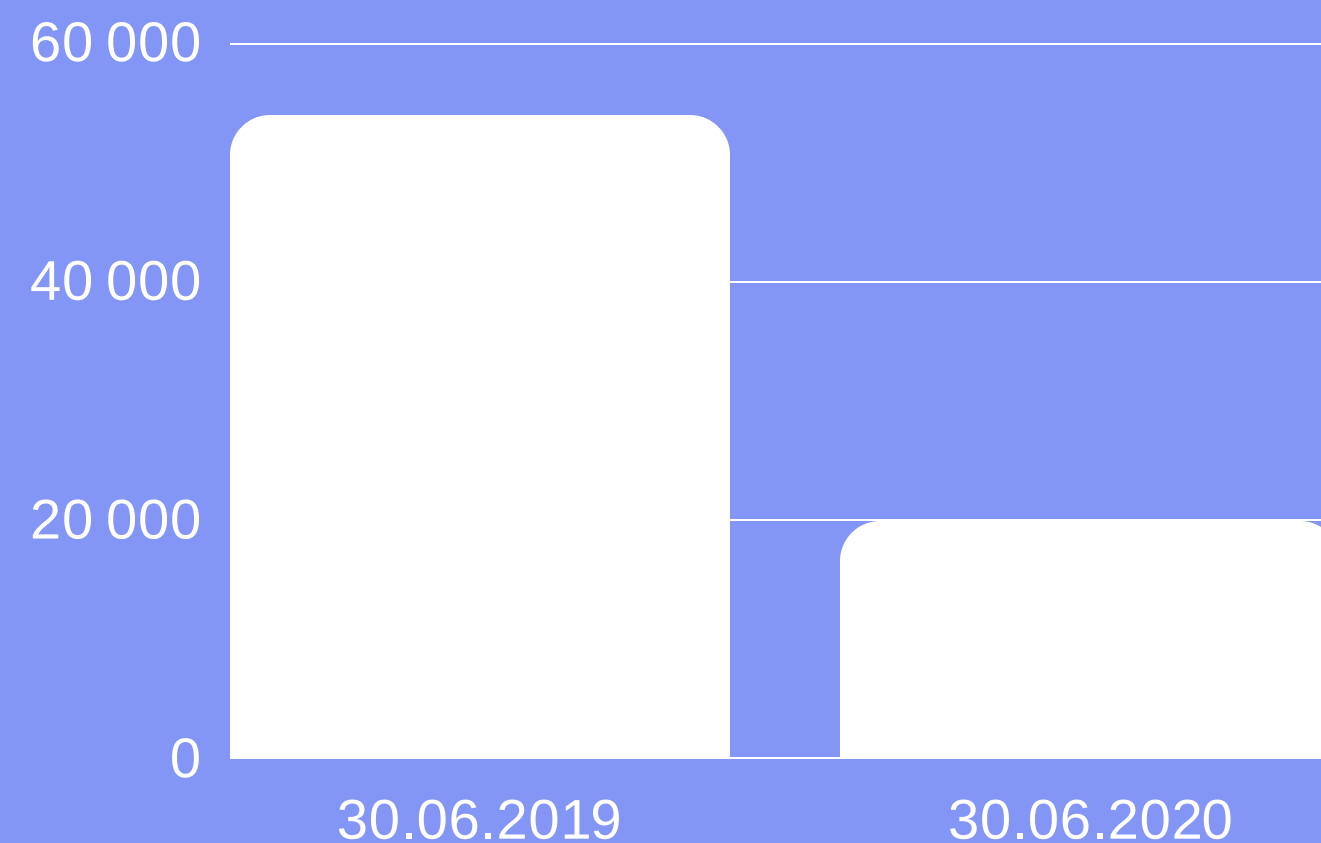
CAPEX - YTD 2020

- The Group has made the decision to hold back Capital Expenditures, even before the sanitary crisis, in order to assess, investments that were implemented over the last five years.
- CAPEX decreased by **63,3% YoY**, reaching **19 797 KTND** by the end of the second quarter 2020 (Vs. **53 945 KTND** the same period last year)

KTND 19 797

CONSOLIDATED CAPEX

(-63,3 % YoY)



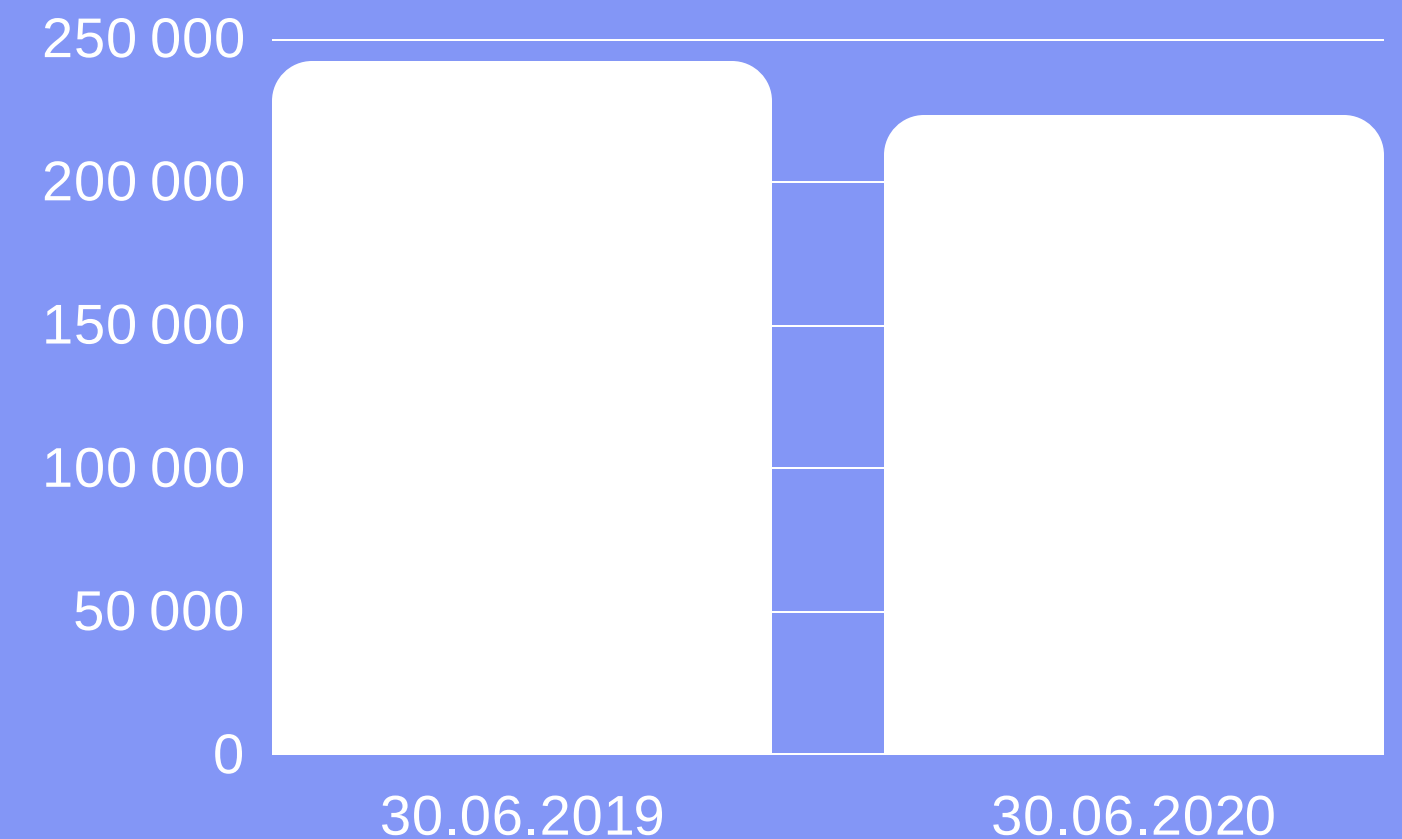
DEBT OUTSTANDING – YTD 2020

- Debt outstanding decreased by 7,8% YoY. Short term borrowings decreased by 23,8% despite growing unpaid subsidies that reached **+50 000 KTND** by the end of this semester.
- As of June 2020, Debt outstanding reached **223 157 KTND** (vs. **242 087 KTND** in June 2019). This decrease is the result of efforts made to reduce receivables, through action plans that essentially target hypermarkets.

KTND 223 157

DEBT OUTSTANDING

(-7,8 % YoY)

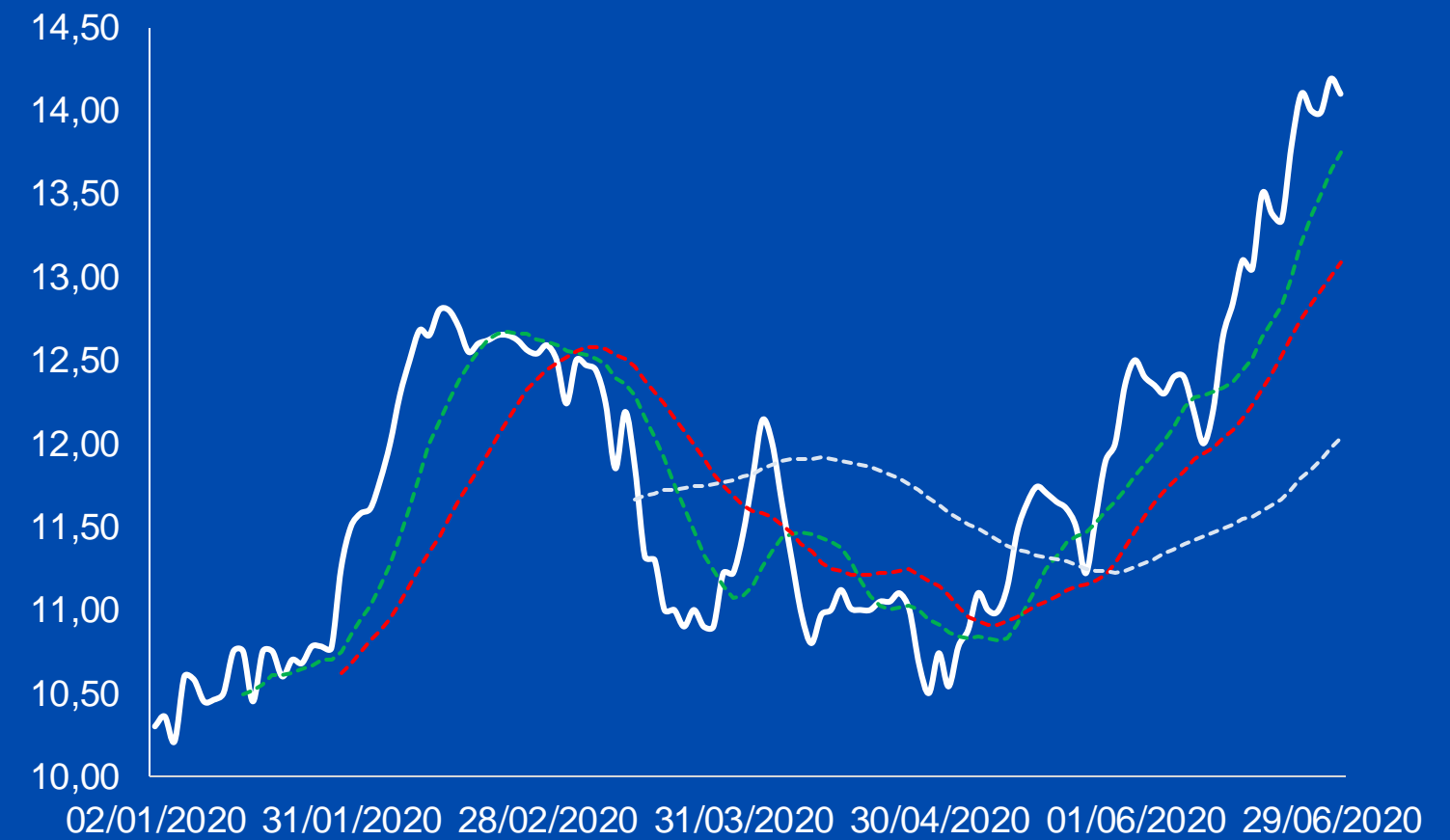




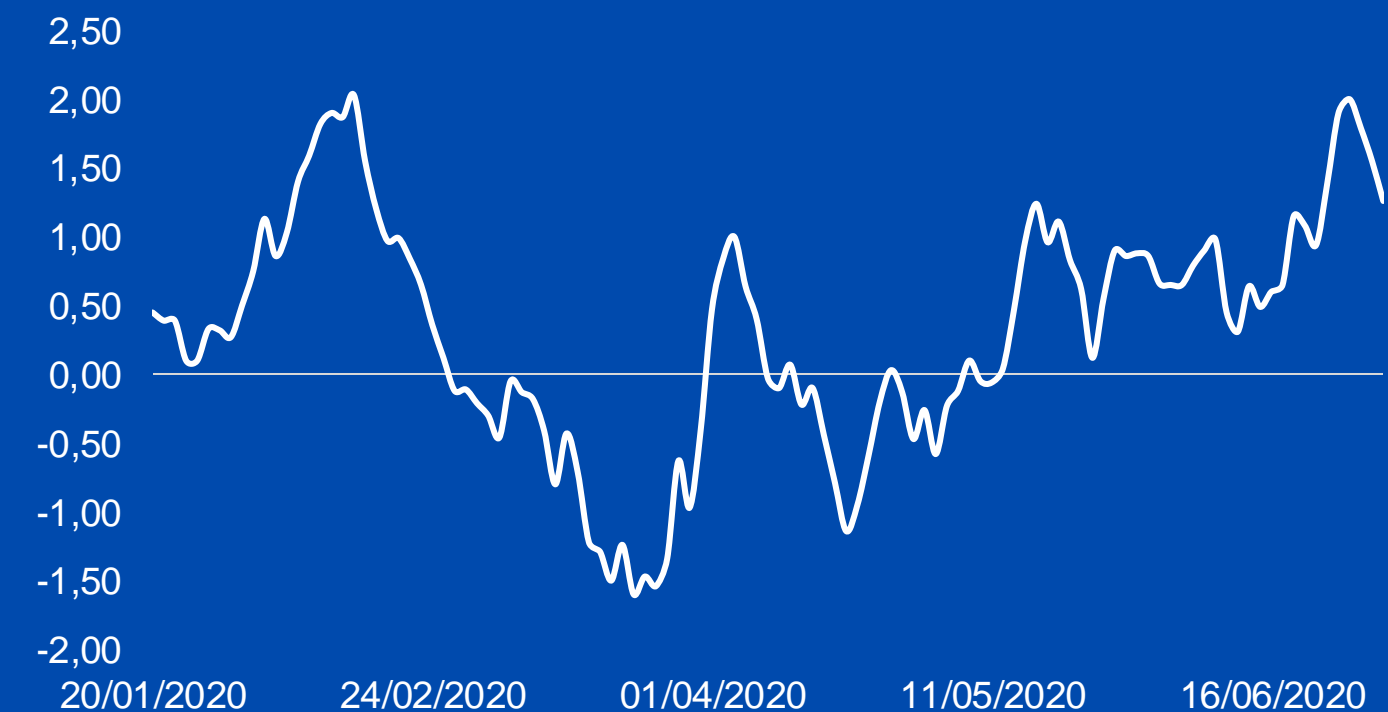
STOCK PRICE IN 2020

- Delice Holding share performed well during the first half of 2020, making a **36,9%** growth rate YTD. This performance was boosted by the national superiority plan that was initiated in January 2020 , and excellent performance indicators that were published in May 2020.
- TUNINDEX has a made a negative performance of **5,9%** during the same period, amid a sanitary crisis that has impacted the national economy
- Exchanged volumes were multiplied by **6** during the first half of 2020, reaching **28 118 KTND** (Vs. **4 441 KTND** the same period last year)

DELICE HOLDING SHARE PRICE (IN TND)



MOMENTUM – DELICE HOLDING (IN TND)





Many Delice employees were working from home during the crisis. On-site staff continued to work normally, bearing in mind safety measures.



We are working constantly on finding ways to improve productivity and cost efficient process, in order to adapt to the decreasing purchasing power.



We insured business continuity and continued providing our products to every customer, in Tunisia and abroad.

Delice & COVID -19

Delice navigated the storm with success, during the first half of the year. However , our Group, puts a lot of efforts to improve the well being of its human force, and to stay close to its stakeholders and investors

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