



DÉLICE HOLDING

Délice Holding

Financial Indicators – Q4 2020

January 21st 2021



Highlights

Performance Indicators – Fourth Quarter 2020



Délice Holding reached a new milestone, and for the first time in its history, the Group has surpassed **One billion Dinars**, in terms of consolidated revenues.



KTND 274 456

TOTAL REVENUES IN Q4

(+16,0% YoY)

KTND 1 075 918

TOTAL REVENUES – FULL YEAR

(+9,9% YoY)

Performance Indicators – Fourth Quarter 2020



Délíce Holding carried on, its tight control over the Group's Capital Expenditures. The amounts that are shown below, come from investments that were made during last year and that are directed to the new mineral water unit and productivity programs.

KTND 22 086

CAPEX IN Q4

(+11,5 % YoY)

KTND 54 593

CAPEX – FULL YEAR

(- 35,4% YoY)



Revenues

Revenues in 2020

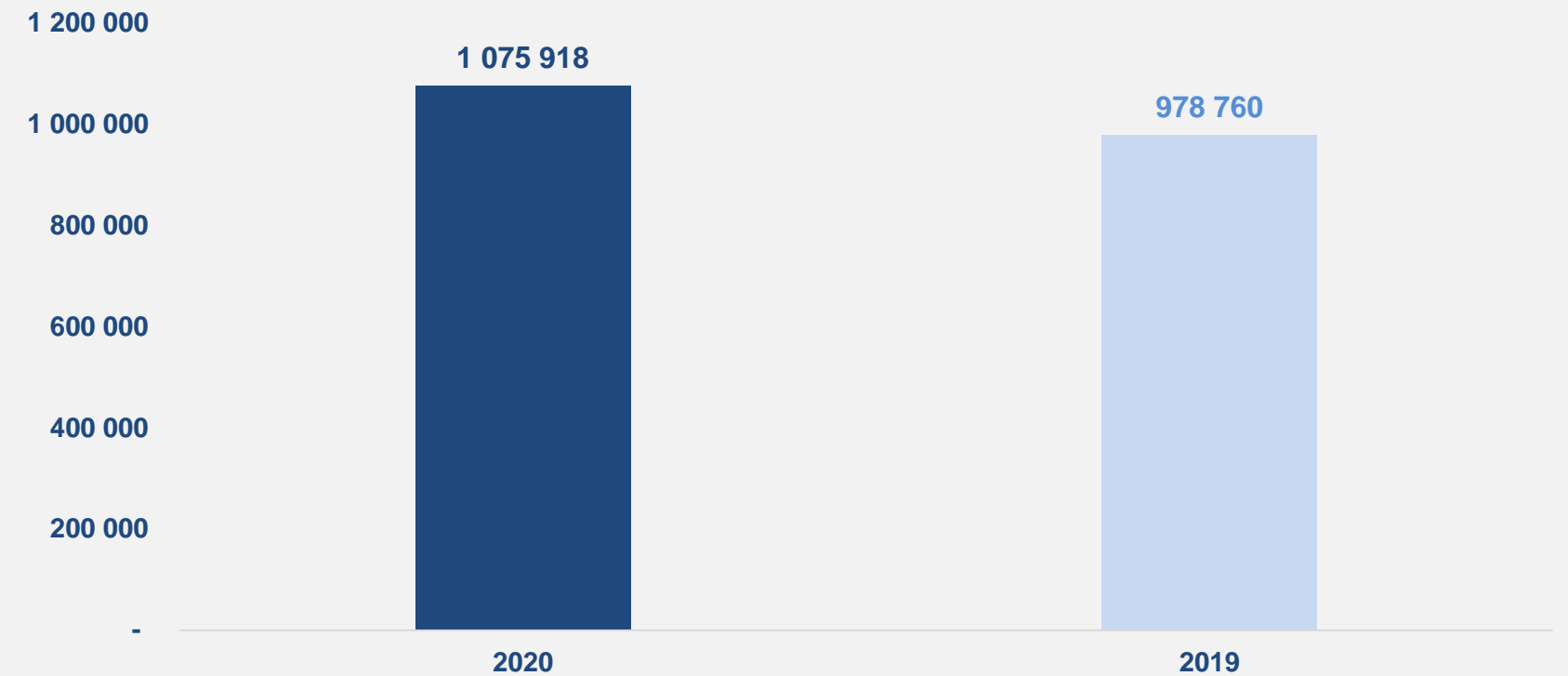
Consolidated revenues, reached **1 075 918 KTND** by the end of 2020 , making a **9,9%** growth rate, compared to the same period last year.

Exports increased, despite closed borders and extended lockdown during the pandemic, thus totalizing **32 634 KTND (+12,2%)**. This shows the resilience of the Group, especially with Tourism slowing down and negatively impacting demand.

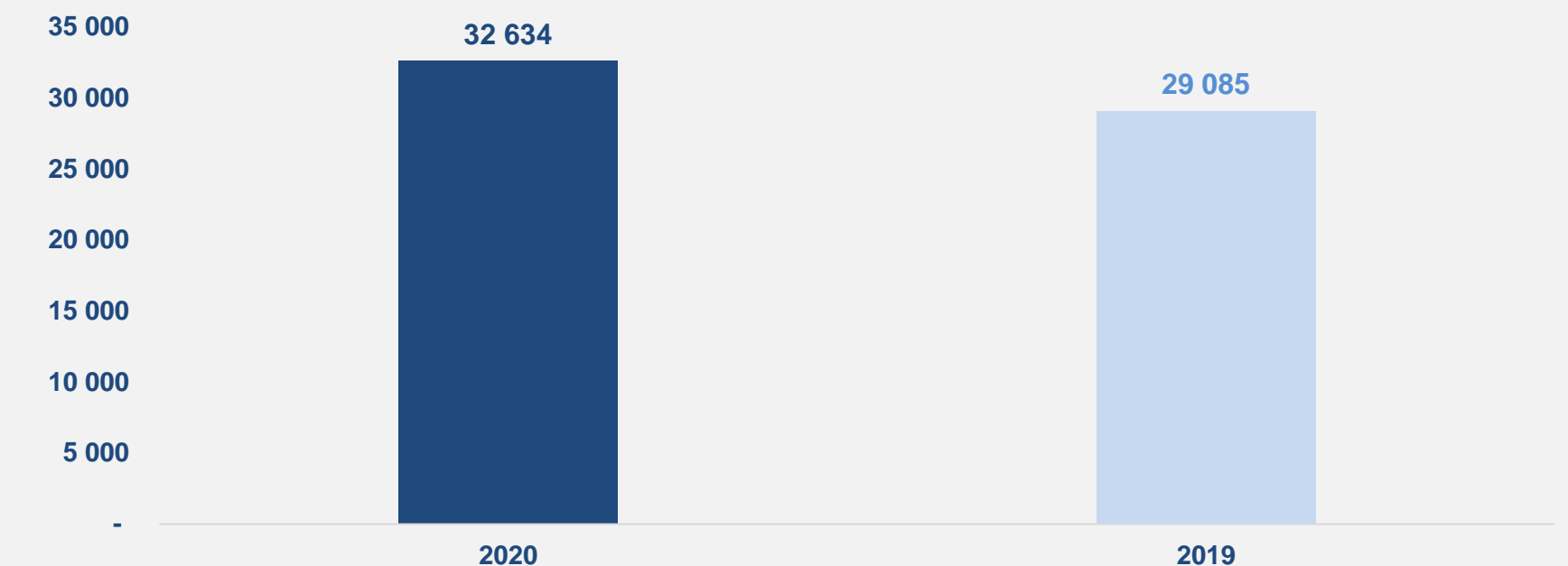
In addition, local market revenues made a solid **9,9%** growth rate by the end of December 2020, with growing volumes, and milk price increase, that was operated in August 2020.



Total Revenues – FULL YEAR
In KTND



Total Export Revenues – FULL YEAR
In KTND





Capital Expenditures

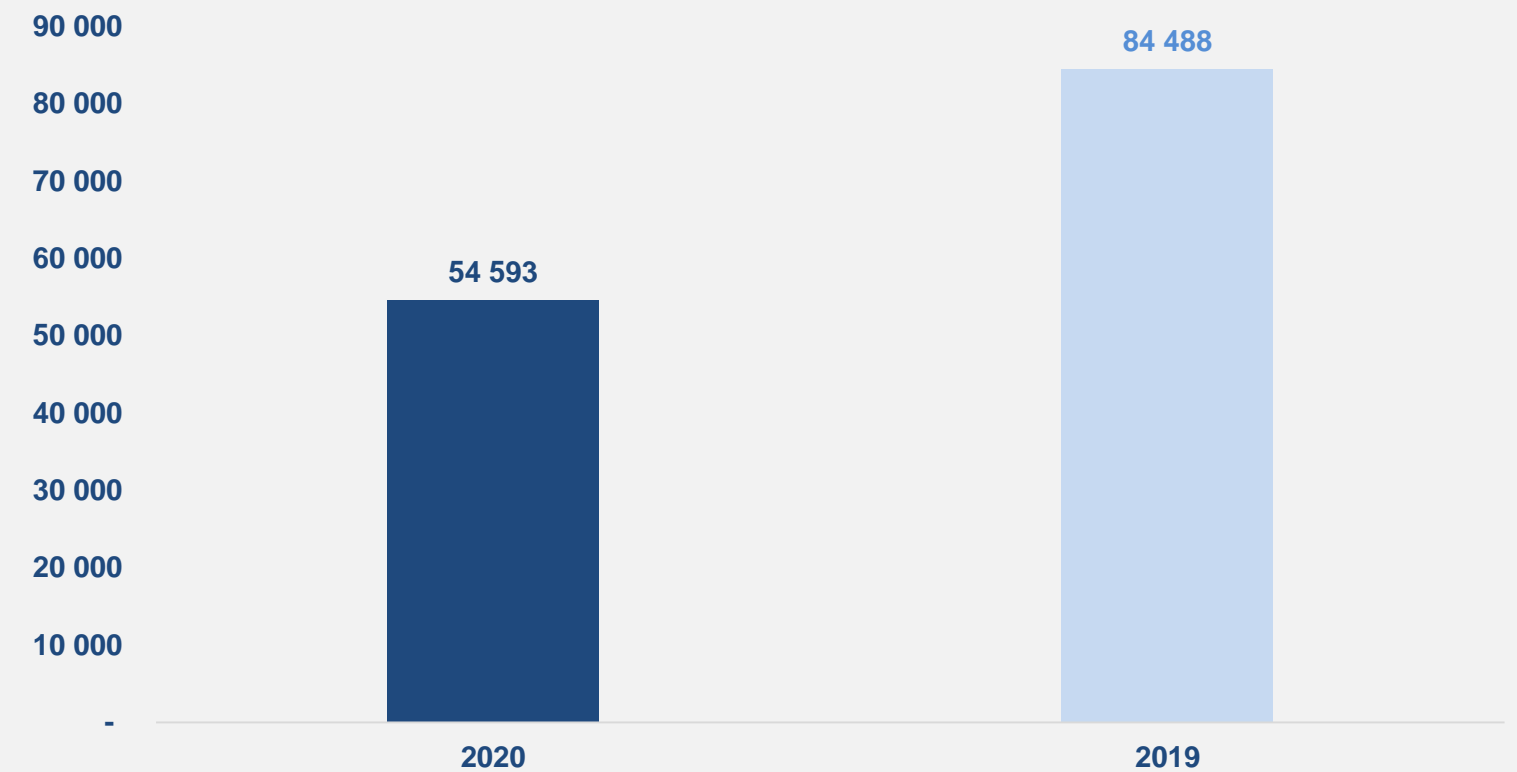
CAPEX in 2020



The Group is slowing down its Capital Expenditures, in order to evaluate return on investments that were made during the period 2014-2019.

CAPEX decreased by **35,4%** on YoY reaching **54 593 KTND** (Vs. **84 488 KTND** in 2019) and were directed to the new mineral water unit, productivity programs and the consolidation of the Group's distribution network.

Total CAPEX – FULL YEAR
In KTND





Debt Outstanding



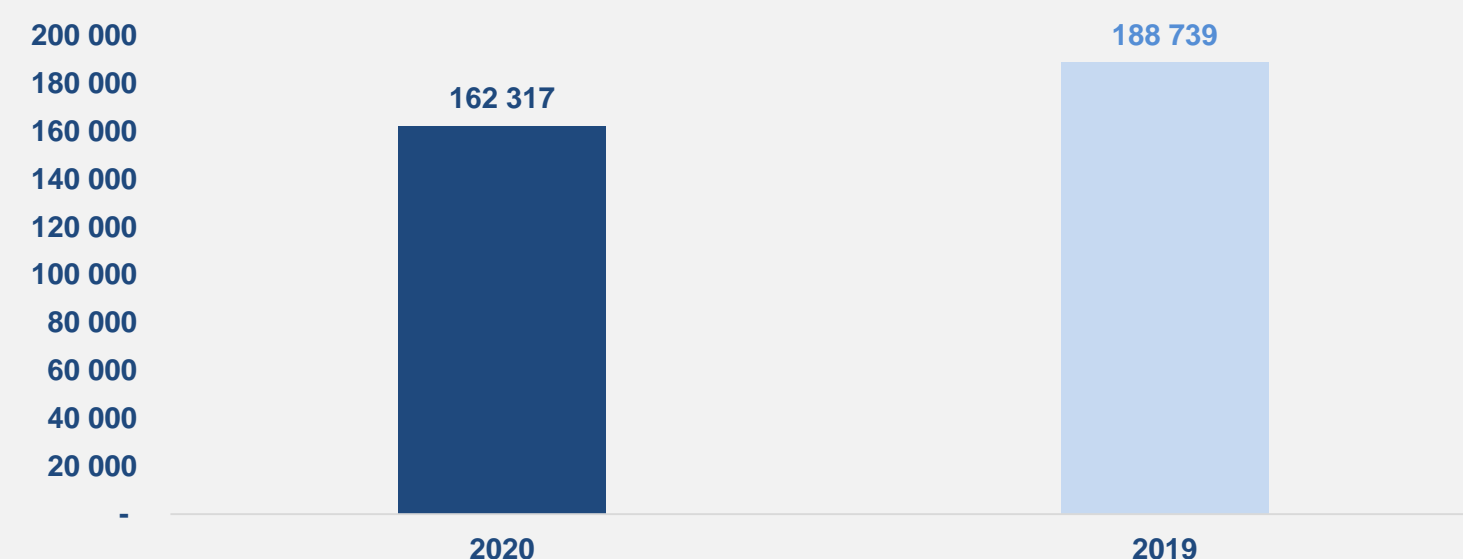
Debt Outstanding in 2020

Debt outstanding decreased by **14%** reaching a total of **162 316 KTND** (Vs. **188 739 KTND**). The effort made by the Group to reduce its short term borrowings has paid. In fact short term borrowings were reduced by **61%** amounting to **15 892 KTND** (Vs. **40 730 KTND** in 2019).

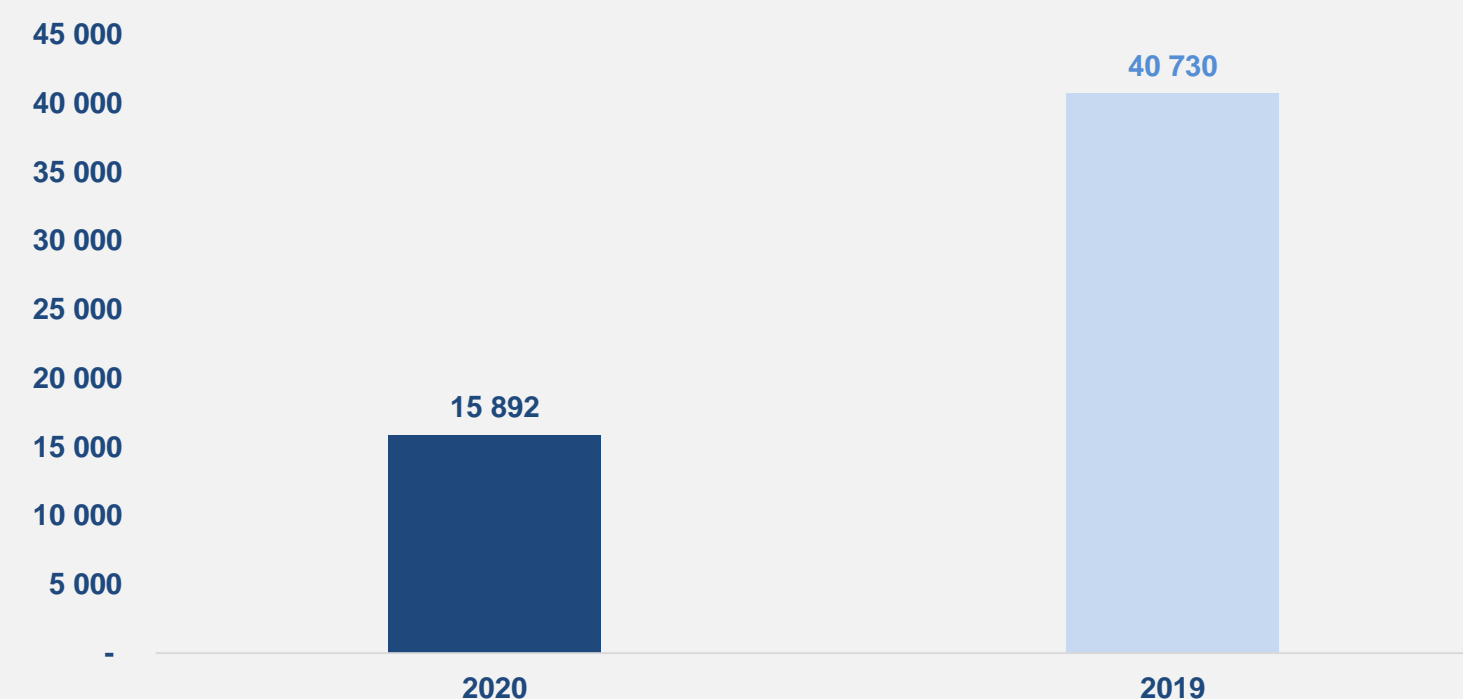
This was made possible thanks to intra-Group synergies in terms of financing, and inventories optimization programs.

Long term debts amounted to **146 425 KTND**, thus making a slight decrease of **-1,1%** versus the same period last year.

Total Debt Outstanding – FULL YEAR
In KTND



Total Short Term Borrowings – FULL YEAR
In KTND





Stock Price in 2020

Stock Price in 2020

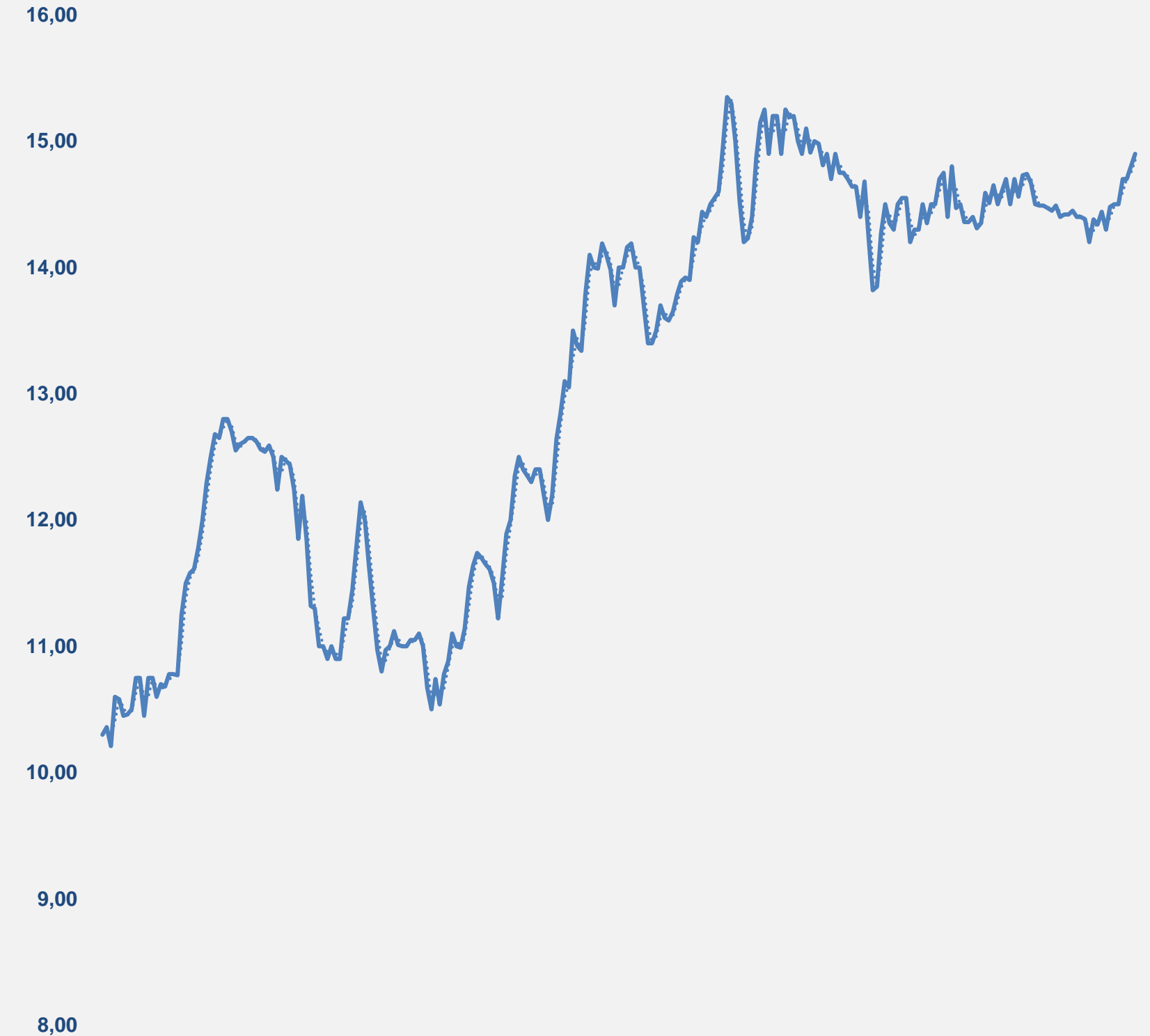
Delice Holding share price, continued its uptrend making a **44,7%** growth rate. Despite an underperforming market (**-3,3%**).

Defensive shares continued to rise during the pandemic period.

Encouraging financial indicators boosted Délice Holding share price that reached a maximum **15,35 TND** in August 2020. The stock finished the year at **14,90 TND**.

In addition, exchanged volumes reached **42 391 KTND** by the end of December 2020

Délice Holding Share Price
In TND





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