



PRESS RELEASE

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FINANCIAL RESULTS FOR THE 4TH QUARTER OF 2010

The Board of Directors of Delko S.A., a leader on the market of the distribution of FMCG goods within chemical & chemistry industry in Poland – published the interim report for the 4th quarter of 2010.

Net sales revenues of Delko S.A. within the period of fourth quarters of the last year amounted to 405.755 thousand PLN and were 20.2% higher compared to 2009. Net profit amounted to 5.233 thousand PLN and was 0.7% lower compared to the last financial year. At the same time net sales revenues of Delko Group amounted to 503.514 thousand PLN which represents 16.3% increase compared to the last year. On the other hand, net profit attributable to shareholders of parent entity amounted in the previous period to 5.236 thousand PLN and compared to 2009 was 15.1% lower.

- Achieved financial results are derivatives of a number of factors, including many one-off factors. The results were influenced mainly by the flood, national mourning after the Smolensk catastrophe, as well as severe winter which additionally reduced the level of revenues. It is also worth to mention the process of restructuring which is currently carried out in the Group and recent acquisition of companies. Consequently, all the aforementioned



factors taken together strongly influenced our financial results - said Andrzej Worsztynowicz, President of the Board of Delko.

- Sales results for January this year are better than those obtained in the same period of 2010 – added President Worsztynowicz.



DELKO S.A. – leader on the market of distribution of chemicals and cosmetics in Poland; it stands out against the industry in terms of financial performance and efficiency. The Company was established in 1995 by owners of several chemical and cosmetic wholesalers from across Poland. During this time, DELKO S.A. won a leading role in the wholesale distribution of household chemistry products, cosmetics and personal hygiene articles, being the only entity offering such services throughout the country. Sales of products is carried out on the basis of regional representatives, the network of own warehouses and direct servicing of large detail customers. DELKO capital group consists of DELKO S.A as a parent entity and three subsidiaries: Delko Otto Sp. z o.o., Delko RDT Księżycowa Sp. z o.o. and Nika Sp. z o.o. The Company has been quoted on Warsaw Stock Exchange since September 2009.

DELKO S.A. has won many prestigious awards, among others it received – at least five times (in 2002, 2003, 2006, 2007 and 2008) - the title of “Gazela Biznesu” (*“Business Gazelle”*) – the award granted by “Puls Biznesu” newspaper for the most dynamically developing companies. The strategic objective of the Company is to consolidate its position as the undisputed industry leader in the wholesale of chemicals and cosmetics in Poland. DELKO S.A. wants to achieve this objective through acquisition and organic growth, i.e. by increasing sales of own labels and development of sales network in the retail segment

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