DKSH – More than 150 years of experience

1865

Siber & Brennwald, the precursor of the SiberHegner Group, is founded in Yokohama. The company will be at the forefront of the silk trade for decades.

1868

Eduard Anton Keller joins C. Lutz & Co., founded in Manila in 1866. He takes over Lutz and sets up Ed. A. Keller & Co. in 1887.

1871

Wilhelm Heinrich Diethelm joins Hooglandt & Co., Singapore, established in 1860 and later acquired by Diethelm & Co. Ltd. founded in 1887. The company is strong in kerosene and rubber.

To the end of the 19th century

With the opening up of Japan and the expansion of global trade, textiles, timepieces and industrial goods from Switzerland and raw silk from Japan flow between the continents. By the turn of the century, all three trading houses have headquarters in Zurich.

Beginning of the 20th century

Trade between Asia and the West is developing vigorously. SiberHegner enters China in 1902. The trading firms are converted into public limited companies and the second generation takes over.

1914 – 1945

After struggling through two world wars and the Great Depression, the three companies survive, making acquisitions along the way. Siber Hegner operates in Japan and some regions of China; Ed. A. Keller is in the Philippines and Hong Kong and Diethelm concentrates on Singapore, Indochina, Thailand and Malaysia.

1946 to the end of the century

Globalization takes off and business booms. To deal with growing protectionism in newly independent colonies, the trading houses set up their own local production facilities. Thailand becomes a major market. The companies endure difficult years and the 1997 Asian financial crisis.

2000

Diethelm Holding Ltd. and Edward Keller Holding Ltd. merge to form Diethelm Keller Holding Ltd. This follows decades of independence yet cooperation. There are four great-grandsons of the original founders involved and the companies succeed in remaining family firms.

2002

On June 19, DKSH Holding Ltd. is formed through the merger of Diethelm Keller Services Asia Ltd. and SiberHegner Holding Ltd., with annual revenues exceeding CHF 4 billion and over 14,000 employees in 30 countries. The two companies complement each other perfectly in terms of activities, markets and strengths.

2002 – 2005

DKSH achieves fast post-merger integra-tion. In line with our strategy to centralize corporate functions, the Corporate Shared Services Center, DKSH's new centralized IT services center, opens in Malaysia. To serve our clients even better, the Group is reorganized on Business Units rather than geographic lines. State-of-the art distribution centers are set up in Vietnam and Singapore. While remaining focused on organic growth, new businesses are acquired in Malaysia (East Asiatic Co. and EAC Transport), Korea (KOSE Logistics) and Switzerland (Medinova Ltd.). The Group's excellent performance sees double-digit profit growth, with net sales topping CHF 5 billion in 2005.

2006 – 2009

The Group continues its successful development and double-digit profit growth, with 2008 a new record year. More state-of-the-art distribution centers open in Australia, Cambodia, Korea, Malaysia, Myanmar, South China, Thailand and Vietnam. DKSH broadens its equity base in 2008 through a capital increase and welcomes FFP, the French holding company of the Peugeot family, Swiss financial entrepreneur Rainer-Marc Frey, and the Stephan Schmidheiny family as new investors. The new Finance Center opens in Singapore and DKSH embarks on a global branding initiative with the aim of establishing a strong global services brand for the entire Group. All legal entities still carrying legacy names are renamed to DKSH and the DKSH design implementation is completed. An agreement is also signed on a Joint Venture with Smollan Group Pte. Ltd. of South Africa, a leading field marketing company. Excellent performance continues, with increased net sales of well over CHF 6.4 billion.

2010 – 2011

In 2010, DKSH's Business Unit Healthcare receives 20 quality certificates for its pharmaceutical and healthcare distribution centers across Asia. A new state-of-the-art healthcare distribution center opens in Taiwan. Acquisitions in Switzerland (Hagemeyer-Cosa Liebermann Group), Taiwan (Chiao Tai Logistics and Trekintal), Malaysia (Biolife) and Japan (Mikron Machining) complement DKSH's organic growth. 2011 was another record year, delivering double-digit growth. Two new state-of-the-art distribution centers are inaugurated in Singapore and North Vietnam and two existing faci-

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lities in Phnom Penh and Hong Kong are expanded. Five new innovation centers for Performance Materials are established, while two new showrooms in Taiwan and in Vietnam, plus three new research laboratories in Taiwan, Thailand, and Vietnam open for Business Unit Technology. Complementing our organic growth, five acquisitions are done: Brandlines and FNZ in New Zealand, Tiger Chemicals Company in Australia, 3D Asia in Taiwan and Maurice Lacroix in Switzerland.

2012

The Group is successfully listed on SIX Swiss Exchange at CHF 48 per share. Three bolt-on acquisitions are completed in Australia (ElectCables), Japan (Clay and Company Limited) and Switzerland (Staerkle & Nagler). DKSH opens new distribution centers in Thailand and Hong Kong and three new innovation centers in Mumbai, Thailand and Taiwan. This is further complemented by a company-wide SAP upgrade. DKSH posts excellent results with net sales of CHF 8.8 billion and sells its non-core contract manufacturing facility OLIC in Thailand.

2013

In 2013, DKSH again reaffirms its strength and resilience with another strong set of results and continues to deliver double-digit profitable growth. Net sales increase to CHF 9.6 billion. The Group acquires Miraecare, one of the leading medical device distribution and service providers in Korea and also acquires PT Primatek Technologies, a well-established Indonesian distributor of capital investment goods. A new distribution center for Business Unit Healthcare is opened in Seoul, South Korea. Additional distribution centers for fast moving consumer goods in Myanmar and for Healthcare in Malaysia are established. In response to the continued development in the region, DKSH Business Unit Performance Materials opens an innovation center to cater to the personal care industry in South China. People are DKSH's most important asset. The company continues investing in the skills and capabilities of its staff with the re-launch of its in-house training and development center "Fantree Academy."

2014

Net sales grow by 2.7% to CHF 9.8 billion. DKSH acquires Glory, an established healthcare distributor in Macao, strengthening its Greater China operations by adding a local presence. In addition, DKSH buys Zeus Química, a top-ranking specialty chemicals distributor in Spain and Portugal. The Group extends its infrastructure with two new state-of-the-art healthcare distribution centers in Malaysia and Myanmar.

2015

Net sales increase by 2.4% to CHF 10.1 billion. The number of specialists grow beyond 28,000. Thereby, DKSH once again demonstrates the robustness, balance and resilience of its business model in a temporary difficult market environment.

DKSH celebrates its 150th anniversary. Established in 1865, DKSH is the oldest foreign company with uninterrupted business presence in Japan and has been setting the pace for globalization for 150 years. In March 2015 DKSH and China Medical System Holdings Limited (CMS) sign an agreement for the transfer of Combizym and Hirudoid, two pharmaceutical brands owned and marketed by DKSH in China. In December 2015, DKSH forms a strategic partnership with aCommerce. Acquiring a strategic 20% equity stake in aCommerce proves DKSH's commitment to further strengthen its omni-channel approach, thereby selling client products through both the well-established offline trade channels and the fast growing online channels. DKSH further acquires Andreas Jennow, a top-ranking specialty chemicals distributor in Northern Europe. With this move, DKSH Business Unit Performance Materials strengthens its geographic coverage in Europe, complements its market leadership in Asia and drives forward the consolidation of the chemical distribution industry.

In 2015, DKSH opens several new, state-of-the-art distribution centers in Taiwan, Malaysia and Cambodia which brings the total area of DKSH's logistics infrastructure to about 900,000 square meters.

2016

In 2016, DKSH's net sales increased by 4.5% to CHF 10.5 billion, the operating profit (EBIT) grew by 8.4% to CHF 293.0 million and profit after tax rose by 6.7% to CHF 213.0 million. The number of specialists reached more than 30,000 for the first time. Furthermore, DKSH continued its progressive dividend policy and proposed a 15.4% higher ordinary dividend of CHF 1.50 per share and in addition a special dividend of CHF 3.00 per share.

During 2016, DKSH enhanced its infrastructure to enable further growth and opened new distribution centers in New Zealand, Myanmar and Vietnam. In August, DKSH sold premium watch brand Glycine to the US-based watch manufacturer Invicta Watch Group. In September, DKSH acquired the majority of Shanghai Sweets International (eSweets). With the takeover, DKSH continues its strategic expansion in the fast-growing Chinese e-commerce market.