



Analyst and Investor Presentation

Full-year results 2016

DKSH Holding Ltd.

Zurich, February 6, 2017

Welcome to the 2016 results of DKSH



2016 as the best year since DKSH was established



- Net sales with CHF 10.5 billion (+4.5%) above previous year
- EBIT grows over-proportionally to CHF 293.0 million (+8.4%)
- Profit after tax substantially higher than last year
- Increase of ordinary dividend by 15.4% to CHF 1.50 per share¹
- Additional special dividend of CHF 3.00 per share¹
- DKSH well positioned for future growth

Another record year – DKSH in robust shape

¹ Dividends 2016 as proposed by the Board of Directors

Further focus topics in 2016



- P&G outsources its Hong Kong business to DKSH
- Disciplined acquisition policy
- Situation in Thailand
- Good progress in the luxury goods business
- Successful transactions:
 - Glycine (Switzerland)
 - eSweets (China)

Excellent performance in a difficult and complex market environment

DKSH Group

Financials

in CHF million

	2016	2015	% CHF	% at CER ¹
Net sales	10,505.2	10,050.8	4.5	4.6
Operating profit (EBIT)	293.0	270.2	8.4	6.9
Profit after tax	213.0	199.6	6.7	5.8
Earnings per share (in CHF)	3.21	3.12	2.9	–
Free Cash Flow	128.8	190.8	(32.5)	–
RONOC (in %)	26.7	24.3	–	–
Number of specialists	30,318	28,340	7.0	–

Comments

- Net sales increase by 4.5%
 - Organic growth +4.4%
 - M&A activities +0.2%
 - FX effect -0.1%
- EBIT higher by 8.4%
- Profit after tax noticeably above last year
- Free Cash Flow of CHF 128.8 million impacted by closing date effect
- RONOC maintained on a good level

2016 as the best year since the company's existence

¹ Constant exchange rates: 2016 figures converted at 2015 exchange rates

Business Unit Consumer Goods

Financials

in CHF million

	2016	2015	% CHF	% at CER ¹
Net sales	3,768.5	3,925.6	(4.0)	(3.6)
EBIT²	105.8	88.4	19.7	20.0
EBIT margin ²	2.8%	2.3%		

Comments

- Net sales decreased by 4.0% because of the decision to discontinue client contracts in Thailand and Malaysia
- EBIT increased by 19.7%
 - Restructuring measures in the luxury goods segment with positive effect
 - Very strong year in Malaysia
 - Efficiency measures drive profitability

Higher profitability despite challenging market environment in 2016

¹ Constant exchange rates: 2016 figures converted at 2015 exchange rates

² Excluding the effect from the luxury goods business in 2015 (–CHF 58.7 million)

Business Unit Healthcare

Financials

in CHF million

	2016	2015	% CHF	% at CER ¹
Net sales	5,481.5	4,971.0	10.3	11.1
EBIT²	134.3	150.5	(10.8)	(9.8)
EBIT margin ²	2.5%	3.0%		

Comments

- Net sales +10.3% due to strong organic growth
- EBIT -10.8%
 - Excludes results from own brands that have been sold to CMS in 2015
 - As expected lower impact in the second half from one-time contract adjustments
 - Underlying business with solid growth
- Continued demand for our services

Operating profit in 2016 impacted by known one-time effects

¹ Constant exchange rates: 2016 figures converted at 2015 exchange rates

² Excluding the effect from CMS transaction in 2015 (CHF 64.5 million)

Business Unit Performance Materials

Financials

in CHF million

	2016	2015	% CHF	% at CER ¹
Net sales	870.6	782.5	11.3	6.9
EBIT	77.0	51.4	49.8	40.1
EBIT margin	8.8%	6.6%		

Comments

- Net sales grow by 11.3%
 - Strong organic growth across all markets, especially in Japan
- EBIT +49.8%
 - Strong Yen impacts EBIT positively
 - Adjusted for FX effects, strong double-digit EBIT growth

Excellent operating result in 2016

¹ Constant exchange rates: 2016 figures converted at 2015 exchange rates

Business Unit Technology

Financials

in CHF million

	2016	2015	% CHF	% CER ¹
Net sales	385.4	372.2	3.5	1.0
EBIT	21.3	20.1	6.0	2.0
EBIT margin	5.5%	5.4%		

Comments

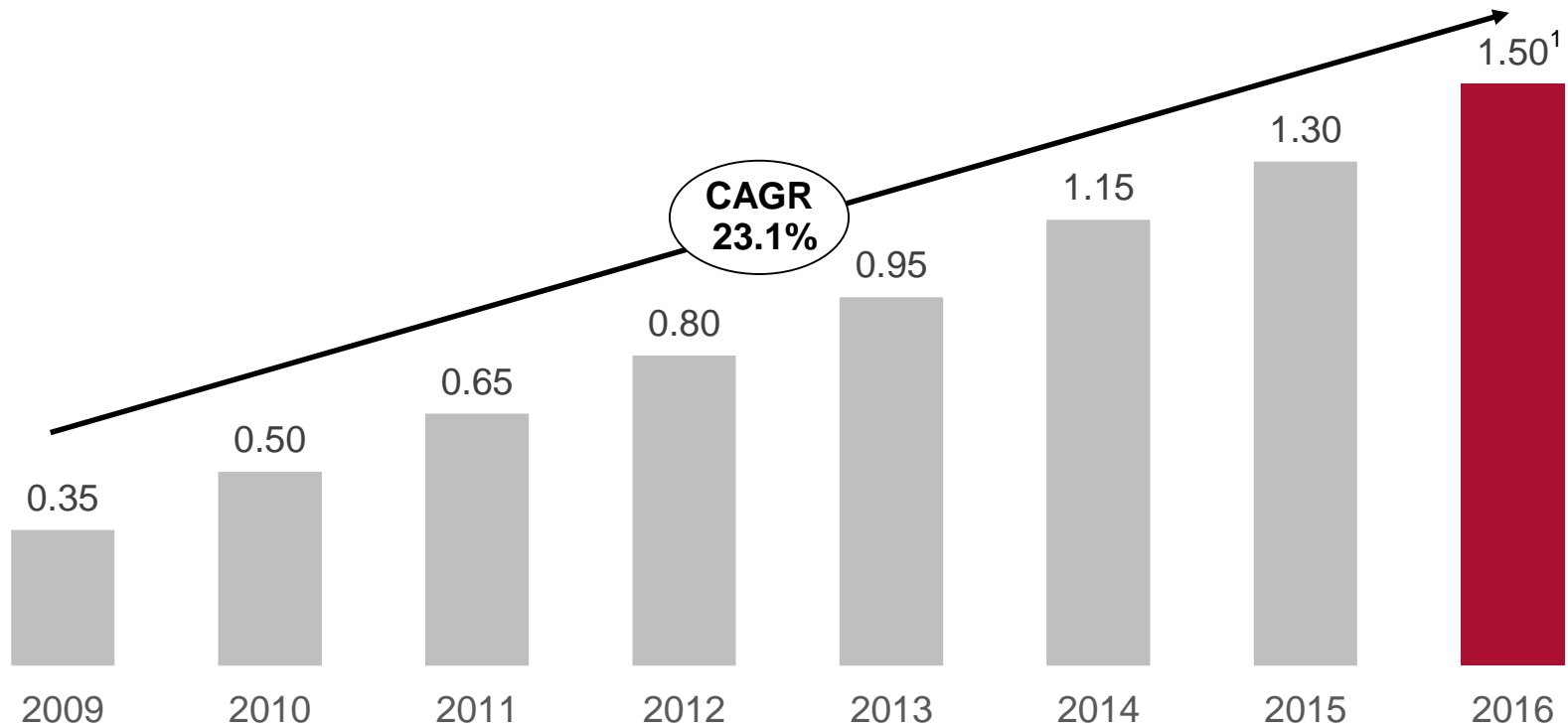
- Net sales +3.5%
 - Solid demand
- EBIT of CHF 21.3 million
 - More higher-margin projects in the second half
 - Well-filled order book for 2017

More project business in second half-year 2016 as expected

¹ Constant exchange rates: 2016 figures converted at 2015 exchange rates

Progressive dividend policy

Ordinary dividend (in CHF per share)



Dividend 2016 by 15.4% higher than last year¹

Note: Ordinary dividend per share. The chart takes into account share split 1:100, effective since the Annual General Meeting 2011

¹ Dividends 2016 as proposed by the Board of Directors

Asia remains the world's strongest growth region



- Asia is the region with by far the highest growth rates
- Intact growth drivers:



Growing middle class



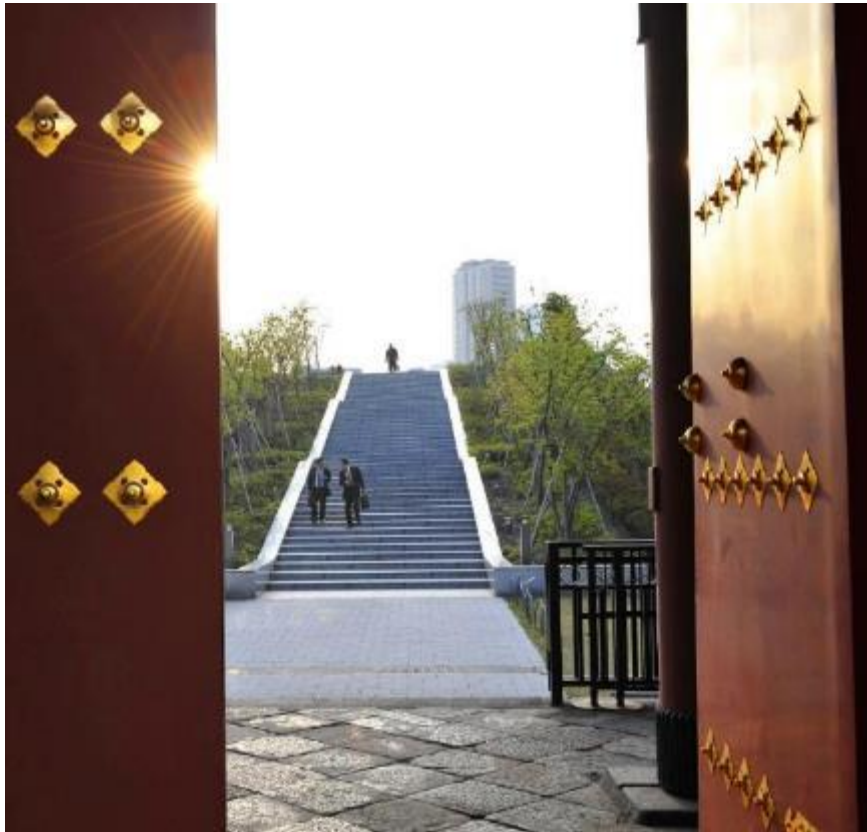
Increased inner-Asian trade



Trend towards outsourcing

Attractive potential for Market Expansion Services

Outlook



- Long-term growth drivers intact
- Continuity in strategy implementation
- Solid preparation and realization of transition at the two top positions
- Focus on organic growth, supported by acquisitions, such as EC Cambodia
- From today's perspective, net sales and profit growth should continue for DKSH
- Continuation of proven progressive dividend policy

Focus on core competencies as a Market Expansion Services provider

Disclaimer

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