Introducing DKSH

Delivering Growth – in Asia and Beyond.

The underlying goal of any business is to drive growth.

This is DKSH's sole aim – providing companies access an d expertise to grow in and with Asia Pacific, Europe, and North America.

We call this
Market Expansion Services.

How can we support you to

expand your business?

Who We Are

Your Trusted Partner

We enrich people’s lives by providing access to goods, services, and insights. United by our vision to be the trusted partner, we help companies grow.

DKSH Is a Successful Market Leader

160 years' experience

4,700
clients & suppliers

28,060
specialists

11.1 billion
Net sales (2024)

>10 years
4 markets
average client relationship[1]

19.4 million
transactions per year

[1] Top 200 clients by net sales

We Support Companies to Grow Their Business…

We ensure that our clients' products are visible at all times.

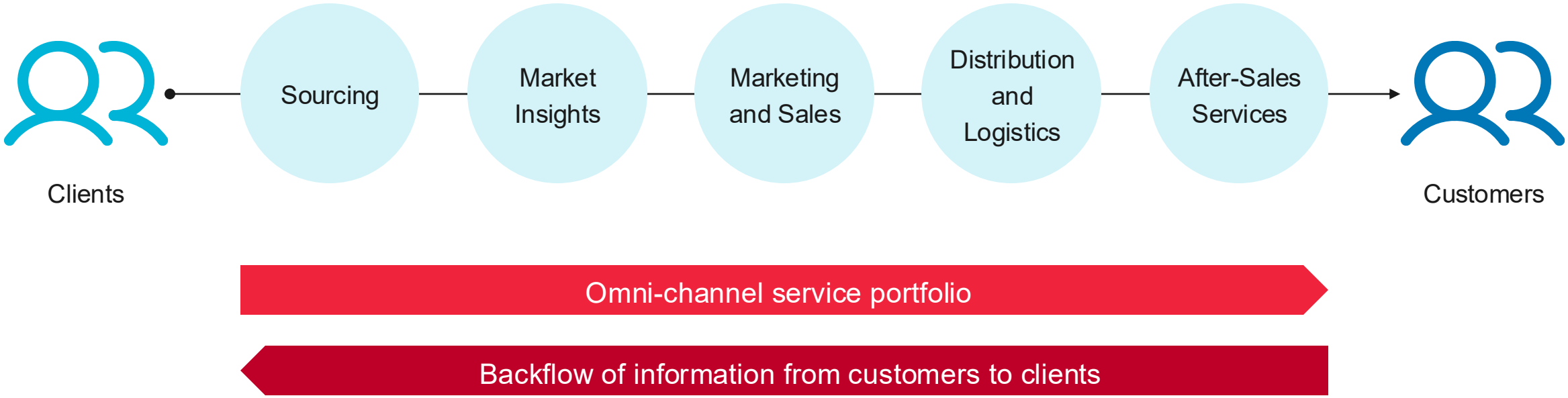
- Helping companies to grow their business in new and existing markets
- Providing business partners with the knowledge, advi ce, relationships, and on-the-ground logistics to reach their individual growth goals
- Expanding their access to knowledge, their sourcing b ase, revenue opportunities, and ultimately, their mark et shares

This is what we define as

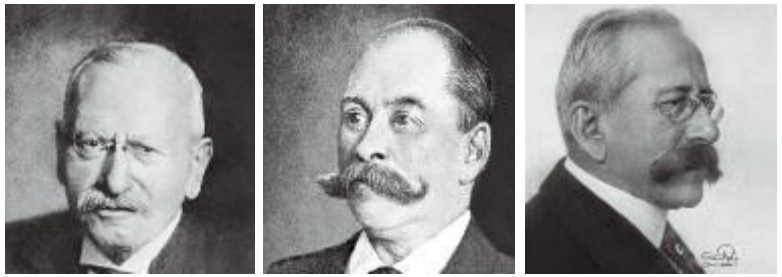
Market Expansion Services.

…With a Comprehensive, Tailor-Made Portfolio of Services

Market Expansion Services goes beyond offering individual services – it is about the integration of many different services to meet the needs of business partners



…Through 160 Years of Experience



Experience dates back to 1860s when our founders ventured to Asia.

We built sustainable relationships with international companies and local business communities.

Now, we are the trusted partner for companies looking to grow their business in Asia Pacific, Europe, and North America.

Trading Companies → **Specialized Services Provider** → **Market Expansion Services Provider**

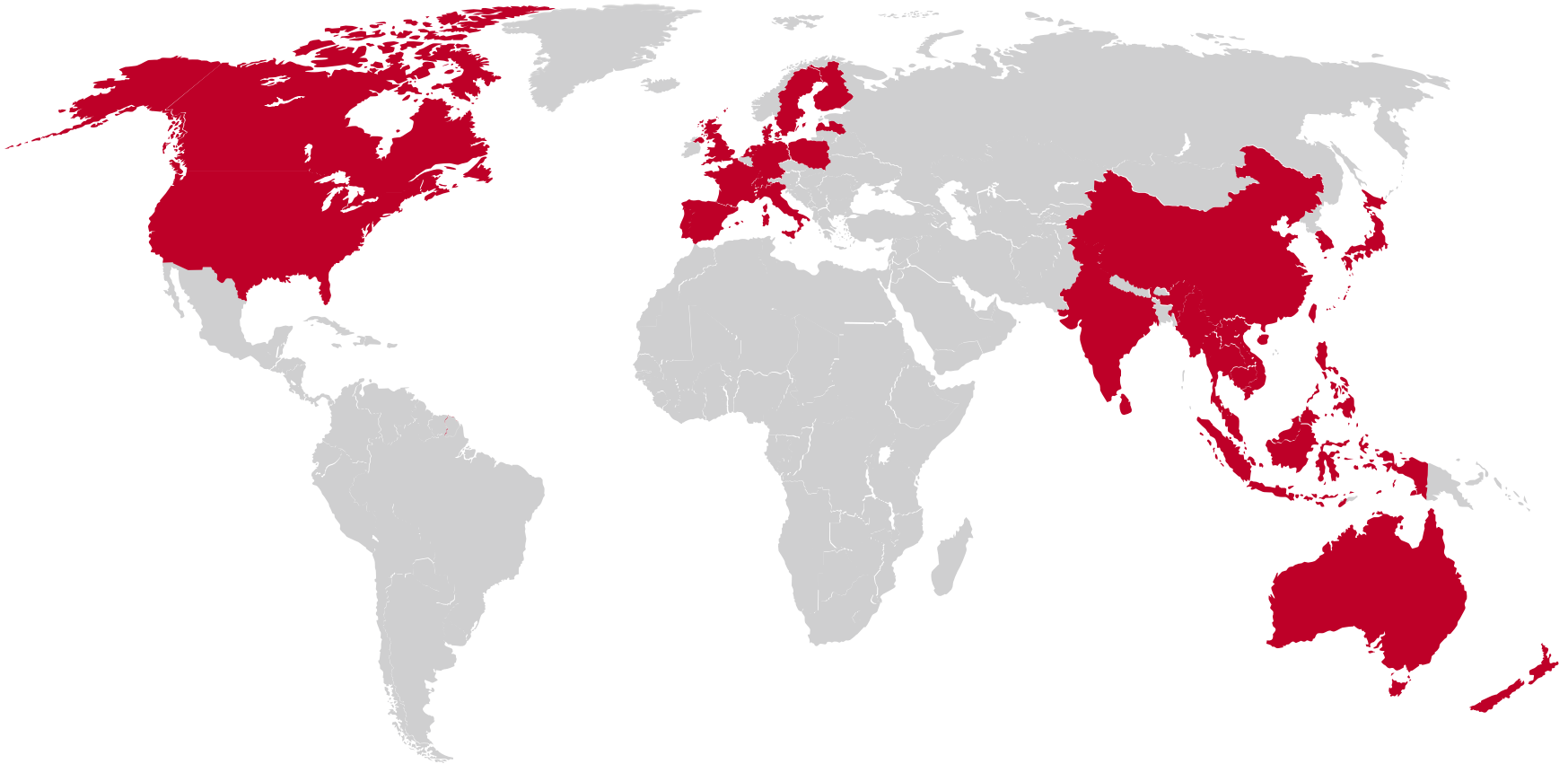
1865 — **2002** — **2025**

…By Bridging Cultures

The best of both worlds – Swiss reliability…

…and Asian can-do attitude.

…And a Network of Unique Scope and Depth



Europe and North America

Canada
Denmark
Finland
France
Germany
Italy
Latvia
Netherlands
Poland
Portugal
Spain
Sweden
Switzerland
UK
USA

Asia Pacific

Australia
Brunei
Cambodia
China
Guam
Hong Kong
India
Indonesia
Japan
Laos
Macau
Malaysia
Myanmar
New Zealand
Philippines
Singapore
South Korea
Sri Lanka
Taiwan
Thailand
Vietnam

What We Do

We generate growth opportunities through a comprehensive, tailor-made portfolio of Market Expansion Services

Tailor-Made Market Expansion Services

DKSH

Business Partners' Needs

CEOs and corporate Boards across the world want to grow their businesses and margins in existing markets and to expand into new markets.

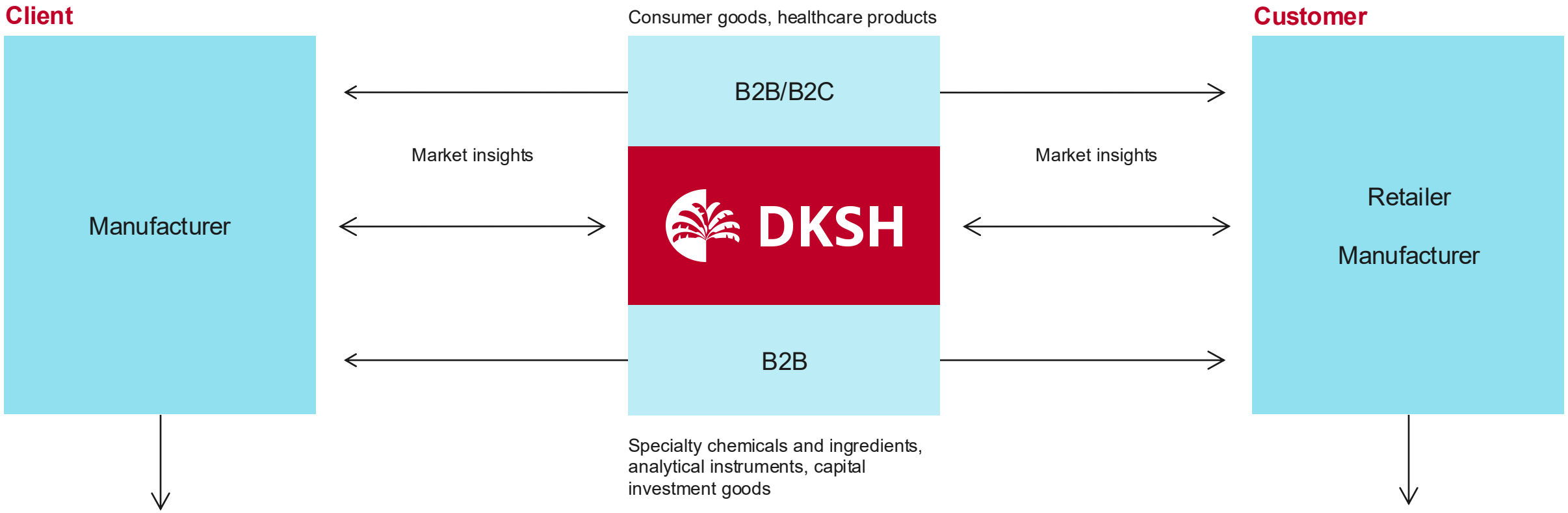
Market Expansion Services

We help our business partners grow their business in new and existing markets with a comprehensive, tailor-made package of services across the entire value chain.

Capturing Growth Opportunities

- Improve revenue opportunities
- Increase market share
- Enhance efficiency
- Advance access to knowledge
- Expand sourcing base

We Link Business Partners and Add Value to Businesses



We support our clients in marketing, selling and distributing products, provide after-sales services, and market insight in new and existing markets

We support our customers in getting the best raw materials, products and brands at the best price, and we provide them with knowledge and market insights

How We Do It

With a strategy for growth and deep expertise gathered in specialized Business Units, we consistently deliver results

We have a strategy for growth that continuously increases our market share and helps our business partners expand their business.

Clear Strategy for Growth

Focus on Existing Business Units

Focus on growing existing Business Units where we leverage our leader position for our business partners.

Strengthen Service Offering

Continuously strengthen and extend our service offerings to ensure long-term success of our customers and clients.

Increase Operational Efficiency

Successively improve efficiency and effectiveness of our processes to serve our business partners best.

Do more of the same and…do it more efficiently.

DKSH Korea Group Overview

4 Business Units

Healthcare, Consumer Goods,
Performance Materials, Technology

391
employees

35
years local expertise

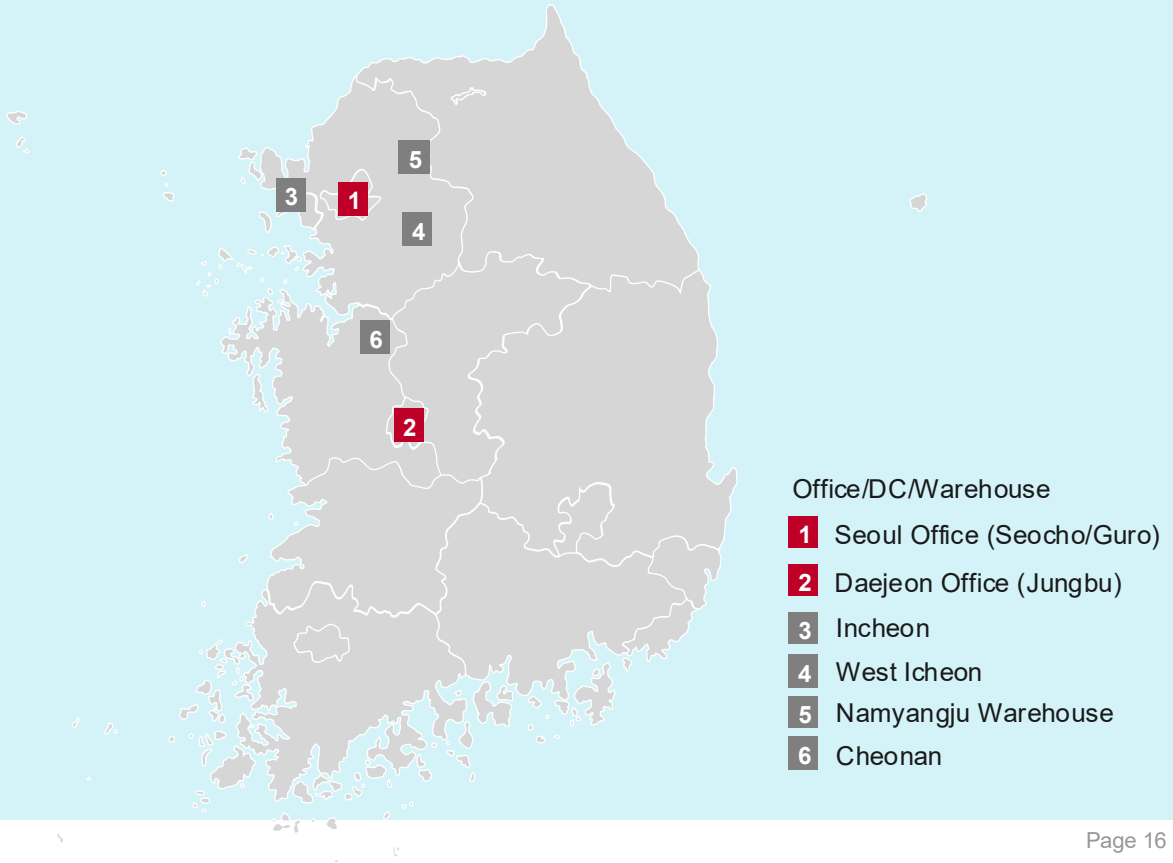
6
business locations*

227
suppliers and clients

15.6K
customers

Driving Global Growth with Local Expertise at DKSH Korea

DKSH Korea leads the Asian market with local expertise, providing customer-tailored solutions. By combining a global network with local experience, we drive sustainable growth.



* Including branch offices

DKSH Korea Group Overview

Central Service

56
staff

Consumer Goods

122
staff

Some of our clients

ZWILLING J.A. HENCKELS · staub en France · LAMY Design. Made in Germany. · zyliss

Healthcare

68
staff

Some of our clients

KYOWA KIRIN · CHEPLA PHARM Arzneimittel · HOYA · ATG ANTENGENE · insmed

Performance Materials

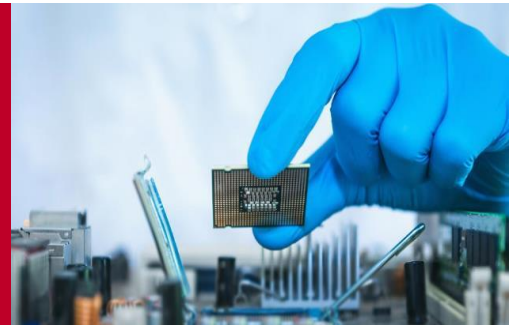
32
staff

Some of our clients

DSM · WACKER · CLARIANT · NAGASE NAGASE & CO.,LTD.

Technology

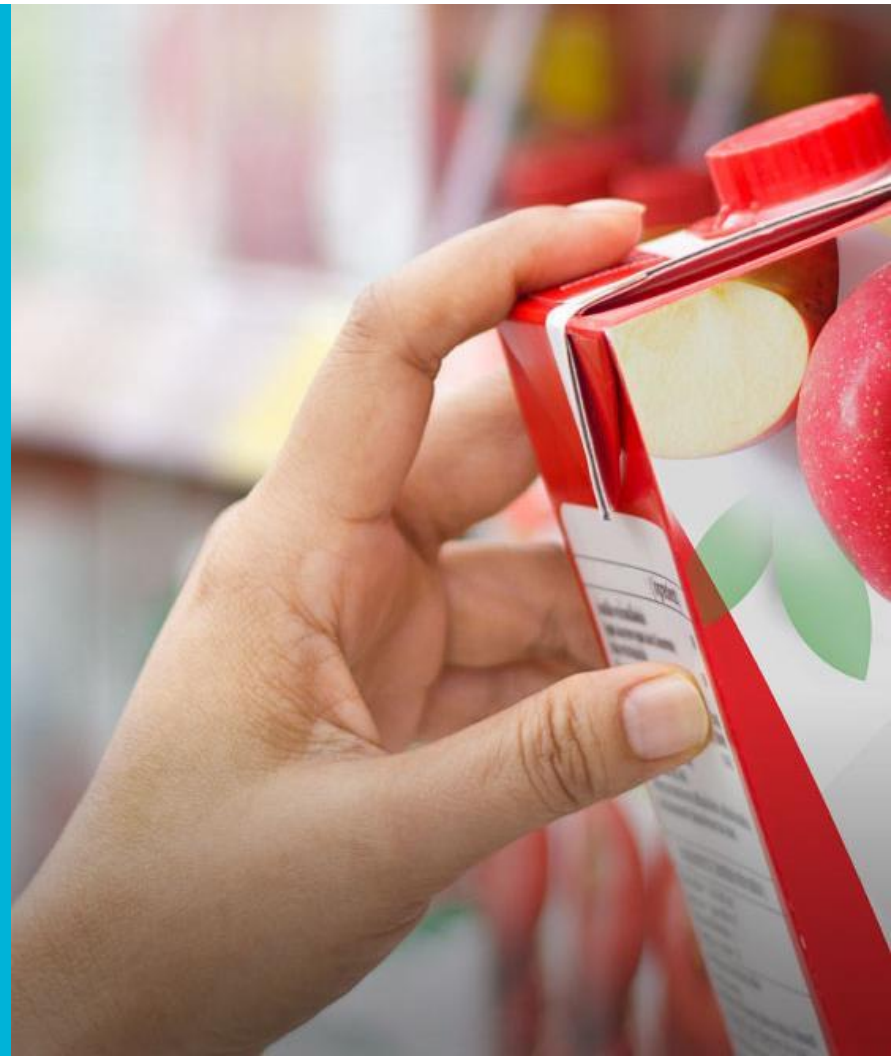
112
staff



Some of our clients

BÜHLER · STUDER KÖRBER SOLUTIONS · ThermoFisher SCIENTIFIC · KLINGELNBERG · hp

…Deep **Consumer Goods** Experience



DKSH Consumer Goods is a leading distributor and market expansion services partner for fast-moving consumer goods, food services, and luxury & lifestyle companies. We provide a full range of integrated solutions to support your business growth.

122
Employees

74
Stores

4
clients

235
customers

Some of our 800 clients and suppliers

…Extensive **Healthcare** Capabilities

DKSH Healthcare is a leading distributor and commercial outsourcing partner of choice for pharmaceutical, OTC, consumer health, and medical device companies.

We help patients in Asia Pacific and Switzerland get reliable and efficient access to the best healthcare possible by providing our partners with a full range of commercial outsourcing and market expansion services.

68
Employees

3
Warehouses

82
clients

2,793
customers

Some of our 650 clients and suppliers

…World-Class **Performance Materials** Offerings

DKSH Performance Materials is a leading global distributor of specialty chemicals and ingredients for the food and beverage, pharmaceutical, personal care, and specialty chemicals industries.

We provide a full range of market expansion services to support your business growth across Asia Pacific, Europe, and North America.

32
Employees

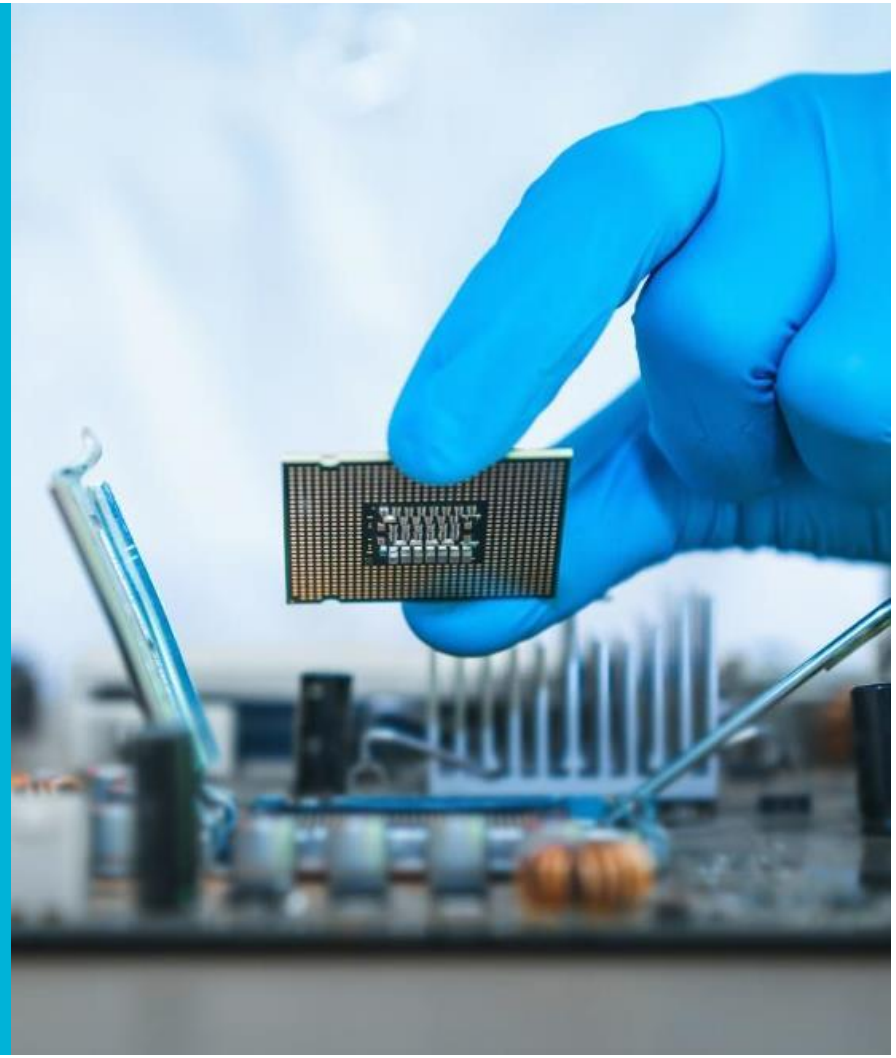
128
clients and suppliers

4
showrooms/Labs

535
customers

Some of our 2,500 clients and suppliers

…Comprehensive **Technology** Services



DKSH Technology is a leading global distributor of capital investment goods and analytical instruments offering total solutions in the areas of commercial and industrial applications, precision machinery, scientific instrumentation, and semiconductor & electronics.

We provide a full range of market expansion services to ensure business growth for our partners in Asia Pacific.

112
Employees

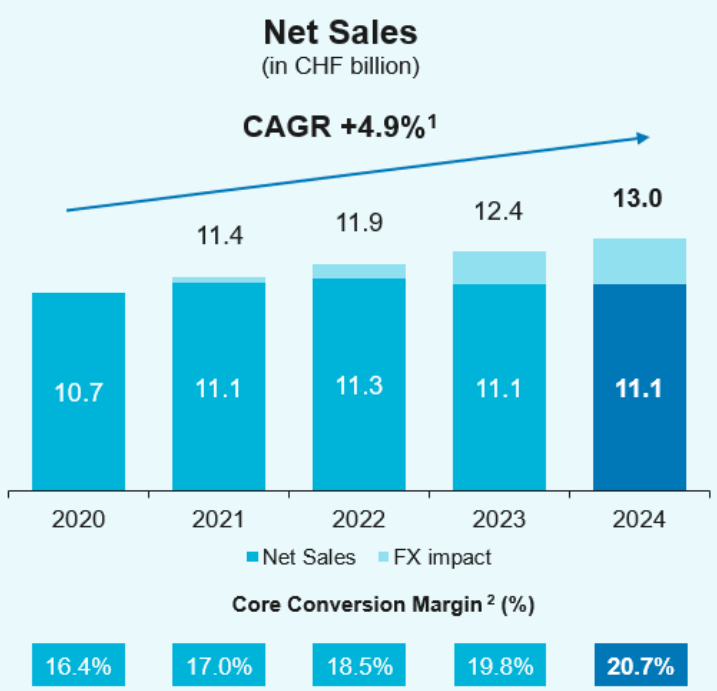
45
clients and suppliers

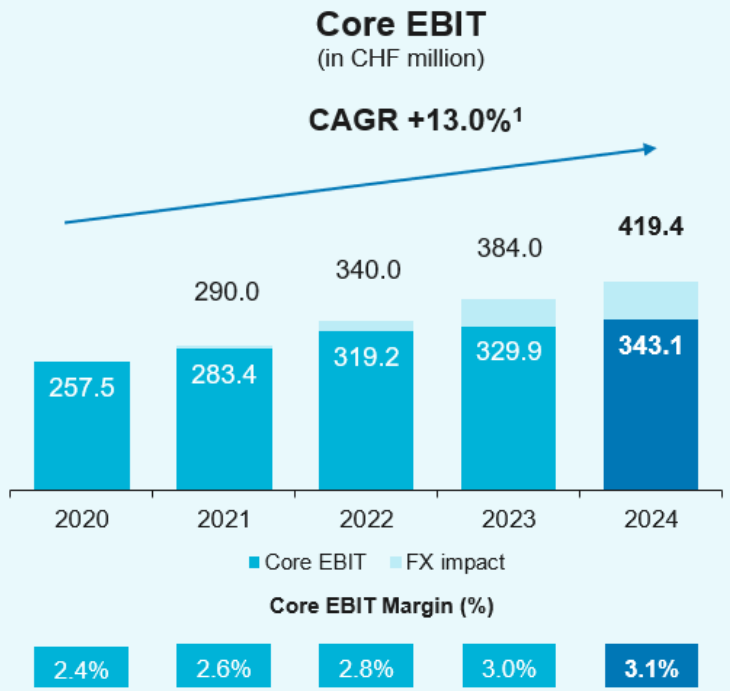
2
showrooms/Labs

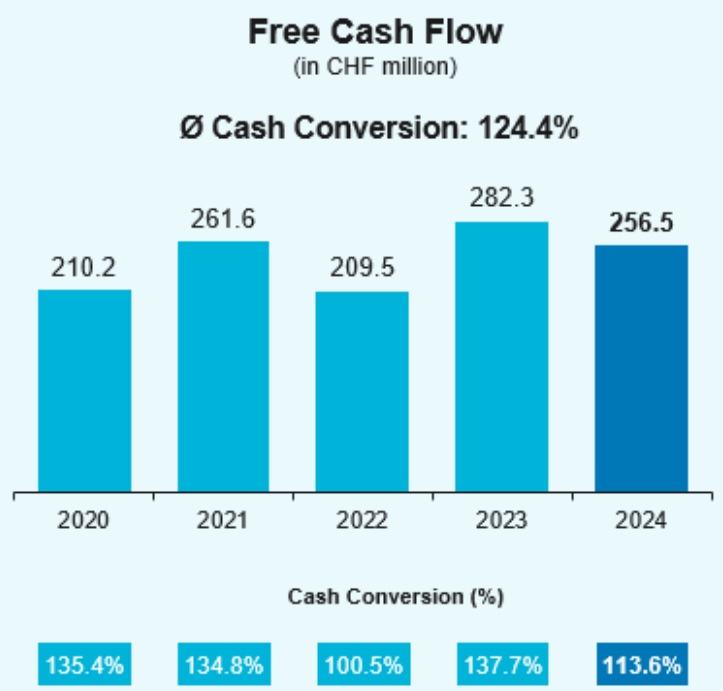
2,760
customers

Some of our 750 clients and suppliers

Strong Long-Term Performance







DKSH maintains track record of growth, margin expansion, and strong cash conversion

[1] Constant exchange rates (CER): Figures converted at 2020 exchange rates.
[*] For the definition of Alternative Performance Measures (APM), see Annual Report 2024

Thank you for your attention

Delivering Growth – in Asia and Beyond.