Half-Year Report 2016





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| Interim consolidated income statement | At constant ex | change rates ¹ | | | |
|--|------------------------|---------------------------|------------------------|-------------|------------------------|
| in CHF millions | January – June 2016 | Change in % | January – June 2016 | Change in % | January – June 2015 |
| Net sales | 5,084.1 | 2.3 | 5,157.3 | 3.8 | 4,968.9 |
| Operating profit (EBIT) | 135.7 | (2.7) | 137.6 | (1.4) | 139.5 |
| Profit after tax | 91.7 | (13.4) | 94.0 | (11.2) | 105.9 |
| EBIT margin (in %) | 2.7 | - | 2.7 | - | 2.8 |
| Interim consolidated statement of financial position | | | | | |
| in CHF millions | June 30, 2016 | December 31, 2015 | Change in % | | |
| Total assets | 4,164.1 | 4,095.8 | 1.7 | | |
| Equity attributable to the shareholders of the Group | 1,524.1 | 1,509.2 | 1.0 | | |
| Net operating capital (NOC) | 1,134.4 | 1,049.4 | 8.1 | | |
| Net cash | 400.6 | 468.8 | (14.5) | | |
| Return on net operating capital (RONOC) (in %) | 24.9 | 24.3 | - | | |
| Return on equity (ROE) (in %) | 11.8 | 13.4 | - | | |
| Earnings per share | | | | | |
| in CHF | January – June 2016 | January – June 2015 | Change in % | | |
| Basic earnings per share | 1.38 | 1.70 | (18.8) | | |
| Diluted earnings per share | 1.38 | 1.70 | (18.8) | | |
| Other | | | | | |
| | June 30, 2016 | December 31, 2015 | Change in % | | |
| Specialists | 29,010 | 28,340 | 2.4 | | |
| | | | | | |

¹ Constant exchange rates: 2016 figures converted at 2015 exchange rates (CER)

Interim consolidated income statement (unaudited)

| in CHF millions (except for earnings per share in CHF) | January – June 2016 | January – June 2015 |
|---|------------------------|------------------------|
| Net sales | 5,084.1 | 4,968.9 |
| Other income | 11.7 | 81.0 |
| Goods and materials purchased and consumables used | (4,372.7) | (4,285.9) |
| Employee benefit expenses | (290.7) | (274.5) |
| Depreciation, amortization and impairments | (19.4) | (52.3) |
| Other operating expenses | (275.3) | (299.7) |
| Share of profit of associates and joint ventures | (2.0) | 2.0 |
| Operating profit (EBIT) | 135.7 | 139.5 |
| Net finance costs | (14.2) | 4.3 |
| Profit before tax | 121.5 | 143.8 |
| Income tax expenses | (29.8) | (37.9) |
| Profit after tax | 91.7 | 105.9 |
| Attributable to: | | |
| Shareholders of the Group | 89.7 | 110.4 |
| Non-controlling interest | 2.0 | (4.5) |
| Earnings per share for profit attributable to the shareholders of the Group | | |
| Basic earnings per share | 1.38 | 1.70 |
| Diluted earnings per share | 1.38 | 1.70 |

Interim consolidated statement of comprehensive income (unaudited)

| in CHF millions | January – June 2016 | January – June 2015 |
|--|------------------------|------------------------|
| Profit after tax | 91.7 | 105.9 |
| Other comprehensive income | | |
| Items that may be reclassified to profit or loss | | |
| Net gains/(losses) on available-for-sale financial assets, net of tax of CHF 0.0 million in current and prior period | (0.7) | 1.2 |
| Net gains/(losses) on interest rate swap, net of tax of CHF 0.0 million in current period and CHF 0.1 million in prior period | 0.1 | (0.4) |
| Net investment hedges, net of tax of CHF 0.0 million in current and prior period | - | 1.0 |
| Currency translation differences | 19.4 | (76.8) |
| Items that will not be reclassified to profit or loss | | |
| Remeasurement gains/(losses) on defined benefit plans, net of tax of CHF 1.6 million in current period and CHF 0.3 in prior period | (6.1) | (1.0) |
| Total comprehensive income | 104.4 | 29.9 |
| Attributable to: | | |
| Shareholders of the Group | 99.1 | 38.9 |
| Non-controlling interest | 5.3 | (9.0) |

Interim consolidated statement of financial position (unaudited)

| in CHF millions | June 30, 2016 | December 31, 2015 |
|--|------------------|----------------------|
| Cash and cash equivalents | 501.6 | 571.4 |
| Trade receivables | 1,845.6 | 1,801.9 |
| Inventories | 1,046.4 | 978.8 |
| Prepaid expenses | 36.6 | 31.3 |
| Other receivables | 335.7 | 315.9 |
| Current income tax receivable | 11.5 | 8.8 |
| Current assets | 3,777.4 | 3,708.1 |
| Intangible assets | 128.8 | 130.1 |
| Other receivables | 2.9 | 3.1 |
| Property, plant and equipment | 127.1 | 128.5 |
| Financial assets | 24.9 | 21.5 |
| Investments in associates and joint ventures | 56.3 | 58.4 |
| Retirement benefit assets | 3.1 | 4.7 |
| Deferred tax assets | 43.6 | 41.4 |
| Non-current assets | 386.7 | 387.7 |
| Total assets | 4,164.1 | 4,095.8 |
| | | |
| Borrowings | 45.0 | 26.3 |
| Trade payables | 2,023.8 | 1,946.2 |
| Current income tax liabilities | 27.0 | 34.2 |
| Other payables and accrued expenses | 403.4 | 421.8 |
| Current provisions | 3.1 | 3.5 |
| Current liabilities | 2,502.3 | 2,432.0 |
| Borrowings | 56.0 | 76.3 |
| Other non-current liabilities | 3.8 | 6.0 |
| Deferred tax liabilities | 6.0 | 10.9 |
| Non-current provisions | 4.4 | 4.7 |
| Retirement benefit obligations | 31.7 | 26.2 |
| Non-current liabilities | 101.9 | 124.1 |
| Total liabilities | 2,604.2 | 2,556.1 |
| Share capital | 6.5 | 6.5 |
| Reserves and retained earnings | 1,517.6 | 1,502.7 |
| Equity attributable to the shareholders of the Group | 1,524.1 | 1,509.2 |
| Non-controlling interest | 35.8 | 30.5 |
| Total equity | 1,559.9 | 1,539.7 |
| Total equity and liabilities | 4,164.1 | 4,095.8 |

Interim consolidated statement of changes in equity (unaudited)

| | | | | | Total equity attributable | | |
|----------------------------------|------------------|-------------------------|----------------|-------------------|------------------------------------|-------------------------------|-----------------|
| in CHF millions | Share capital | Currency translation | Other reserves | Retained earnings | to shareholders of the Group | Non-control- ling interest | Total equity |
| As of January 1, 2016 audited | 6.5 | (191.7) | 234.2 | 1,460.2 | 1,509.2 | 30.5 | 1,539.7 |
| Profit after tax | | | | 89.7 | 89.7 | 2.0 | 91.7 |
| Other comprehensive income | - | 16.1 | - | (6.7) | 9.4 | 3.3 | 12.7 |
| Total comprehensive income | - | 16.1 | - | 83.0 | 99.1 | 5.3 | 104.4 |
| Share-based payment transactions | | | | 0.4 | 0.4 | | 0.4 |
| Dividend | | | | (84.6) | (84.6) | | (84.6) |
| As of June 30, 2016 | 6.5 | (175.6) | 234.2 | 1,459.0 | 1,524.1 | 35.8 | 1,559.9 |
| in CHF millions | | | | | | | |
| As of January 1, 2015 audited | 6.5 | (124.9) | 234.2 | 1,333.2 | 1,449.0 | 40.9 | 1,489.9 |
| Profit after tax | - | - | - | 110.4 | 110.4 | (4.5) | 105.9 |
| Other comprehensive income | - | (71.3) | - | (0.2) | (71.5) | (4.5) | (76.0) |
| Total comprehensive income | - | (71.3) | - | 110.2 | 38.9 | (9.0) | 29.9 |
| Share-based payment transactions | - | - | - | 0.2 | 0.2 | - | 0.2 |
| Dividend | - | - | - | (74.8) | (74.8) | - | (74.8) |
| As of June 30, 2015 | 6.5 | (196.2) | 234.2 | 1,368.8 | 1,413.3 | 31.9 | 1,445.2 |

Interim consolidated cash flow statement (unaudited)

| in CHF millions | January – June 2016 | January – June 2015 |
|---|------------------------|------------------------|
| Profit before tax | 121.5 | 143.8 |
| Non-cash adjustments | | |
| Depreciation, amortization and impairments on | | |
| Property, plant and equipment | 15.2 | 17.2 |
| Intangible assets | 4.2 | 35.1 |
| Share-based payment transaction expense | 0.4 | 0.2 |
| Gain on sale of tangible assets, intangible assets and financial assets | - | (70.6) |
| Net finance result | 14.2 | (4.3) |
| Share of result of associates and joint ventures | 2.0 | (2.0) |
| Dividend received from associates and joint ventures | 3.4 | 4.0 |
| Change in provisions and other non-current liabilities | (1.7) | 1.7 |
| Change in other non-current assets | 0.1 | 0.9 |
| Working capital adjustments | | |
| Decrease/(Increase) in trade and other receivables and prepayments | (40.4) | 39.3 |
| Increase in inventories | (51.1) | (90.5) |
| Increase in trade and other payables | 37.8 | 68.8 |
| Interest received | 0.8 | 1.0 |
| Interest paid | (3.0) | (2.6) |
| Taxes paid | (45.6) | (35.1) |
| Net cash flows from operations | 57.8 | 106.9 |
| | | |
| Proceeds from sale of property, plant and equipment | 1.7 | 1.3 |
| Purchase of property, plant and equipment | (13.2) | (17.6) |
| Proceeds from sale of intangible assets | 0.5 | 38.2 |
| Purchase of intangible assets | (2.6) | (2.7) |
| Proceeds from sale and repayment of financial assets | - | 2.3 |
| Purchase of financial assets | (8.9) | - |
| Acquisition of subsidiary net of cash ¹ | (17.1) | (8.7) |
| Net cash flows from/(used in) investing activities | (39.6) | 12.8 |

¹ 2016 relates to the exercise of the put/call option agreed as part of an earlier acquisition.

| in CHF millions | January – June 2016 | January – June 2015 |
|--|------------------------|------------------------|
| | | |
| Proceeds from current and non-current borrowings | 32.2 | 48.8 |
| Repayment of current and non-current borrowings | (36.5) | (41.5) |
| Dividend paid | (84.6) | (74.8) |
| Net payments for net investment hedges | (1.0) | - |
| Net cash flows used in financing activities | (89.9) | (67.5) |
| Cash and cash equivalents, as of January 1 | 571.4 | 393.6 |
| Effect of exchange rate changes | 1.9 | (13.6) |
| Net increase/(decrease) in cash and cash equivalents | (71.7) | 52.2 |
| Cash and cash equivalents, as of June 30 | 501.6 | 432.2 |

Notes to the interim consolidated financial statements

1. General information

DKSH ("the Group") is a Market Expansion Services Group with a focus on Asia. DKSH helps other companies and brands to grow their business in new or existing markets.

The Group offers any combination of sourcing, marketing, sales, distribution and after-sales services. It provides business partners with expertise as well as on-the-ground logistics based on a comprehensive network of unique size and depth.

Business activities are organized into four specialized Business Units that mirror the Group's fields of expertise: Consumer Goods, Healthcare, Performance Materials and Technology.

DKSH Holding Ltd. is the parent company of DKSH Group. Since March 20, 2012 DKSH Holding Ltd.'s shares are listed on the SIX Swiss Exchange. The address of its registered office is Wiesenstrasse 8, 8008 Zurich, Switzerland.

These interim consolidated financial statements include the consolidated financial statements of the Group and its subsidiaries as of June 30, 2016. They were approved by the Board of Directors on July 12, 2016.

2. Basis of preparation and accounting policies

Basis of preparation

The interim consolidated financial statements for the six months ended June 30, 2016 are prepared in accordance with IAS 34 and should be read in conjunction with the accompanying notes.

The interim consolidated statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual financial statements for the year ended December 31, 2015, which have been prepared in accordance with IFRS.

Accounting policies

The accounting policies adopted in the preparation of the interim consolidated financial statements are consistent with those followed in the preparation of the Group's annual financial statements for the year ended December 31, 2015. No new interpretations and amended standards effective as of January 1, 2016 were applicable for the Group.

3. Segment information

Identification of reportable segments

For management purposes, the Group is organized into Business Units based on their products and services and has four reportable segments as described in the Group's annual financial statements 2015.

No operating segments have been aggregated to form the above-mentioned reportable operating segments.

An individual segment manager is determined for each operating segment and the results are regularly reviewed by the Board of Directors. The Board of Directors monitors the operating results of its Business Units separately for the purpose of making decisions about resource allocation and performance assessment.

Management assesses the performance of the operating segments based on EBIT. This measure excludes gains/losses on financial instruments and interest income and expenditure that are not allocated to segments, as this type of activity is driven by the central treasury function.

Operating segments

| January – June 2016 | | | | | | | |
|-------------------------|-------------------|------------|--------------------------|------------|--------|--------------|----------------|
| in CHF millions | Consumer Goods | Healthcare | Performance Materials | Technology | Others | Eliminations | Group Total |
| Net sales third parties | 1,812.5 | 2,665.2 | 434.2 | 174.6 | (3.2) | 0.8 | 5,084.1 |
| Net sales intersegment | (2.1) | 0.2 | - | - | 3.2 | (1.3) | - |
| Net sales | 1,810.4 | 2,665.4 | 434.2 | 174.6 | - | (0.5) | 5,084.1 |
| EBIT | 45.4 | 70.8 | 38.5 | 4.5 | (23.5) | | 135.7 |
| Net finance costs | | | | | | | (14.2) |
| Profit before tax | | | | | | | 121.5 |

January - June 2015

| in CHF millions | Consumer Goods | Healthcare | Performance Materials | Technology | Others | Eliminations | Group Total |
|-------------------------|-------------------|------------|--------------------------|------------|--------|--------------|----------------|
| Net sales third parties | 2,015.0 | 2,408.7 | 386.6 | 159.7 | - | (1.1) | 4,968.9 |
| Net sales intersegment | (1.1) | 0.2 | - | - | 1.2 | (0.3) | - |
| Net sales | 2,013.9 | 2,408.9 | 386.6 | 159.7 | 1.2 | (1.4) | 4,968.9 |
| EBIT ¹ | (16.5) | 143.4 | 25.0 | 11.2 | (23.6) | - | 139.5 |
| Net finance costs | | | | | | | 4.3 |
| Profit before tax | | | | | | | 143.8 |

¹ Including loss of CHF 59.4 million in Consumer Goods from restructuring of luxury business and gain of CHF 60.4 million in Healthcare on transfer of two China pharma brands. The loss from restructuring principally includes write-downs of inventories to net realizable value of CHF 18.8 million and losses from the impairment of intangible assets and property, plant and equipment of CHF 30.9 million and CHF 1.3 million, respectively.

4. Acquisitions

New acquisitions

The Group did not acquire any business in the first six months of 2016.

Prior year acquisitions

During the first six months of 2015, the Group acquired shares in the following companies:

| Company | Country of incorporation | Legal ownership | Effective date | Consolidation method | Employees |
|--------------------|--------------------------|--------------------|-------------------|----------------------|-----------|
| Andreas Jennow A/S | Denmark | 100% | June 30, 2015 | Full | 15 |

Effective June 30, 2015, the Group purchased 100% of the shares of Andreas Jennow A/S, a privately held company based in Denmark. Andreas Jennow A/S is a specialty chemicals distributor with activities in Denmark, Sweden, Finland, Norway, Iceland, Estonia, Latvia and Lithuania.

Since the business was acquired on June 30, 2015, there was no actual contribution to net sales and profit for the period. Assuming the business had been acquired as of January 1, 2015, the contribution for the net sales would have been CHF 12.3 million with a corresponding profit after tax of CHF 0.7 million as of June 30, 2015.

The fair values of the identifiable assets and liabilities as at the dates of acquisition are:

| in CHF millions | Fair value recognized on acquisition |
|-------------------------------------|--|
| Assets | on acquisition |
| Cash and cash equivalents | 0.1 |
| Trade receivables | 5.5 |
| Inventories | 2.8 |
| Other current assets | 0.5 |
| Property, plant and equipment | 0.1 |
| Other non-current assets | 0.1 |
| Liabilities | |
| Trade payables | (3.0) |
| Current borrowings | (1.5) |
| Other current liabilities | (0.8) |
| Net assets acquired | 3.8 |
| Goodwill on acquisitions | 9.4 |
| Purchase consideration | 13.2 |
| Deferred purchase consideration | (4.4) |
| Purchase consideration paid in cash | 8.8 |
| Cash and cash equivalents acquired | 0.1 |
| Net cash outflow | (8.7) |

The fair value of trade receivables amounts to CHF 5.5 million and it is equivalent to the gross contractual amount of trade receivables.

The goodwill of CHF 9.4 million relates to non-contractual supplier and customer relationships, synergies and footprint improvements. None of the goodwill is expected to be deductible for income tax purposes.

The deferred purchase price depends on the further development of the acquired businesses, timing and exercise of options. The amount currently recognized reflects the present value of the most likely outcome of the amount to be paid.

The allocation of the purchase price was based upon a preliminary valuation, and the estimates and assumptions used are subject to change within the one-year purchase price allocation period.

5. Equity

There were no changes in share capital and treasury shares transactions during the first six months of 2016 and 2015.

An ordinary dividend of CHF 1.30 per registered share was paid during the 2016 interim period. Total dividend payments amounted to CHF 84.6 million. In 2015, a dividend of CHF 1.15 per registered share was paid, resulting in total dividend payments of CHF 74.8 million.

6. Events after the reporting period

There were no material subsequent events that would require adjustments of the interim consolidated financial statements or additional disclosure.

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