

DKSH Holding Ltd.  
**Presentation**  
**Half-year results 2018**



# Overview Half-Year 2018



Net sales grew by 7.4%



Profit after tax increases 4.5%  
EBIT on last year's level



Increased performance in Healthcare,  
Performance Materials and Technology



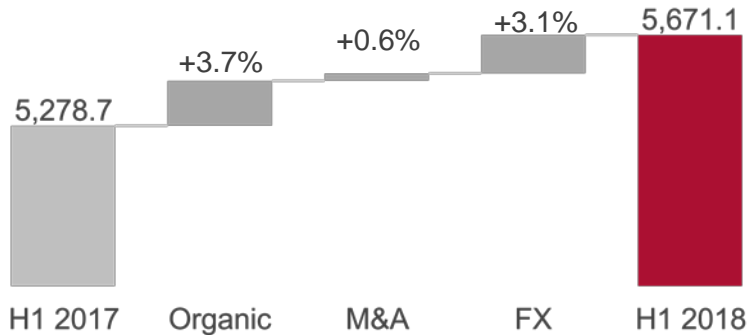
Investments and initiatives in Business Unit  
Consumer Goods impact result



Increased strategic focus

## Growth drivers in H1 2018

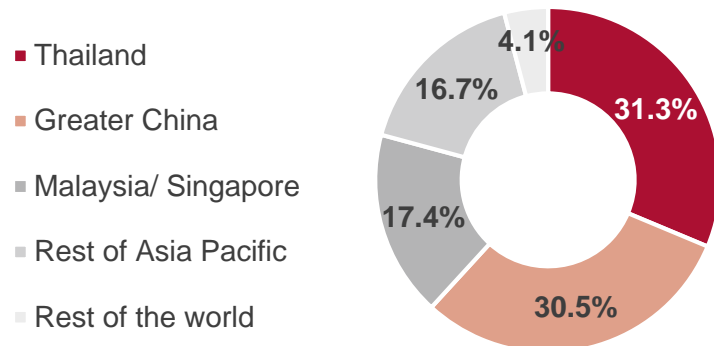
Net sales (in CHF million)



### Continued growth

- Organic growth rate of 3.7%
- M&A contributed 0.6% to growth
- Positive FX-impact of 3.1%

Net sales split by region (in %)



### Thailand

- Onboarding of several Asian consumer brands
- Good demand in healthcare

### Indochina

- Strong growth in Vietnam, Myanmar, Cambodia and Laos

## Adjustments in Business Unit Consumer Goods



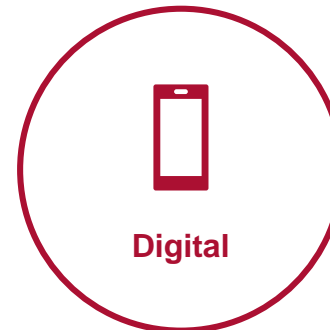
- Return to net sales growth
- Costs to upgrade and expand team



- Expanded route-to-market approach
- Transport-management-system



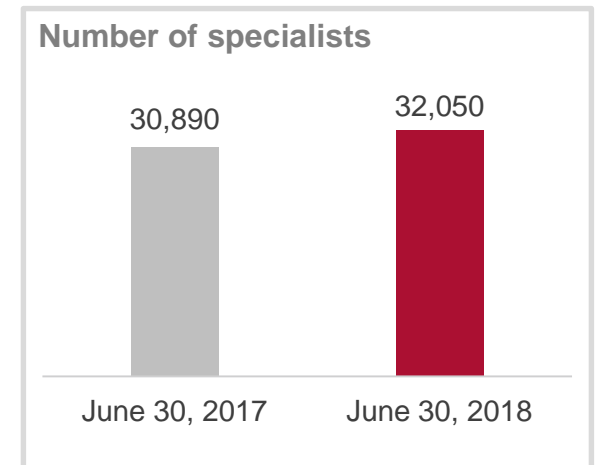
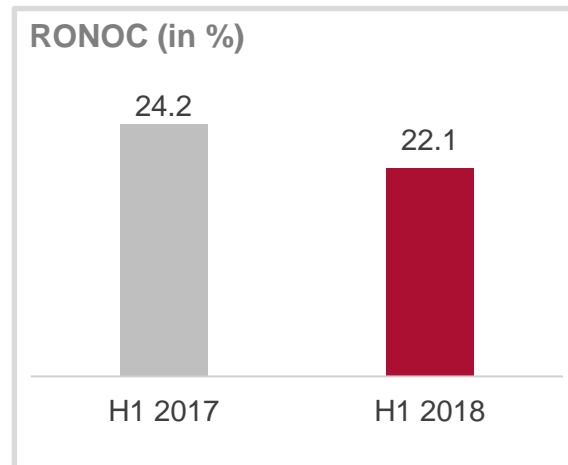
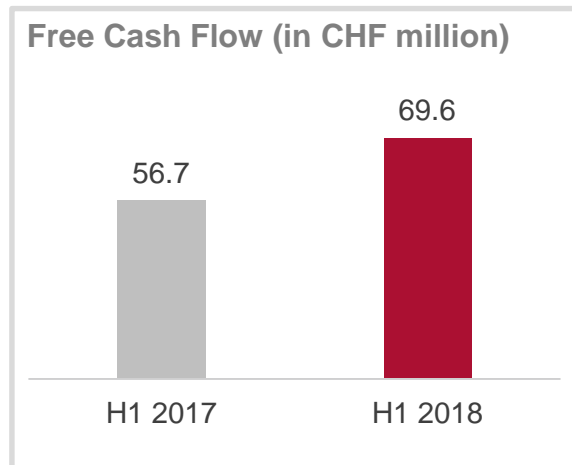
- Integration of PT Wicaksana into DKSH
- Continued market development



- Well-accepted omni-channel offering
- High growth in digital business

# DKSH Group

in CHF million	H1 2018	H1 2017	Change	
			% CHF	% at CER <sup>1</sup>
<b>Net sales</b>	5,671.1	5,278.7	7.4	4.3
<b>Operating profit (EBIT)</b>	139.5	138.8	0.5	(3.0)
<b>Profit after tax</b>	97.5	93.3	4.5	0.4



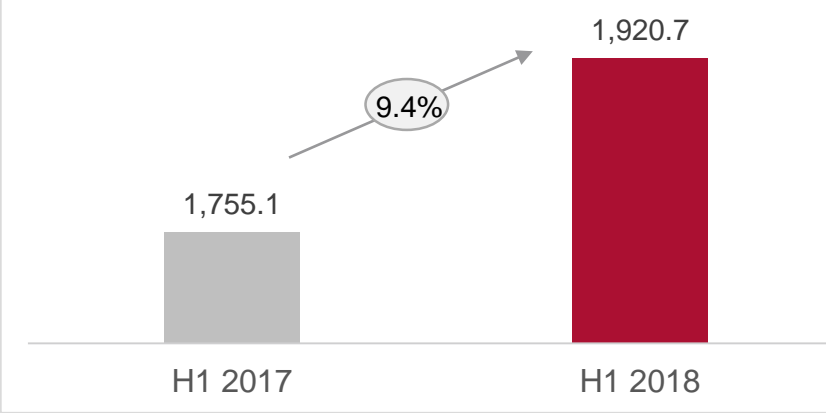
<sup>1</sup> Constant exchange rates: 2018 figures converted at 2017 exchange rates



Business Unit  
**Consumer Goods**

## Business Unit Consumer Goods

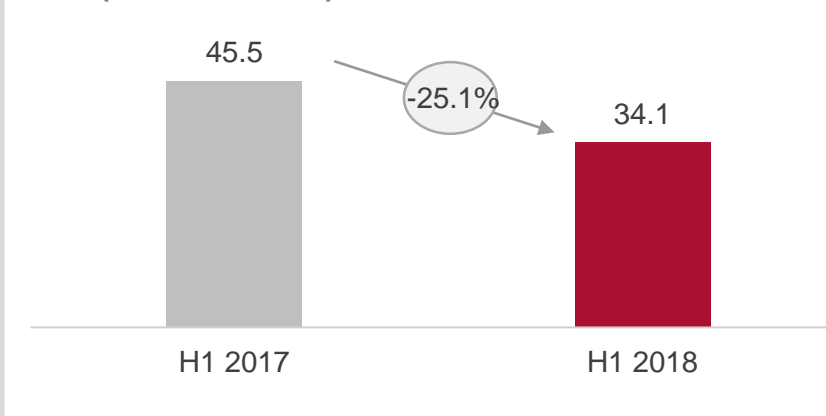
Net sales (in CHF million)



### Return to net sales growth

- Indochina region with strong growth
- Intensified key account management with focus on Asian brands

EBIT (in CHF million)



### EBIT below prior year's level

- Higher costs for key account management and expansion of distribution network
- Investments in Indonesia and digital business
- Further optimization in the luxury goods business

แผนกยา  
Pharmacy

แผนกยา  
Pharmacy

บริเวณให้บริการโดยเภสัชกร

Pharmacy Service Area

บริเวณให้บริการโดยเภสัชกร

Pharmacy Service Area

บริเวณให้

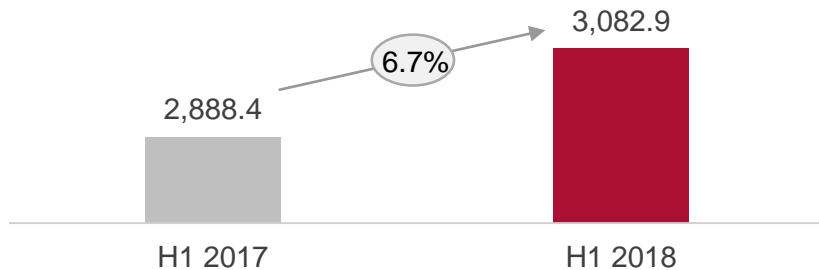


Business Unit  
Healthcare



## Business Unit Healthcare

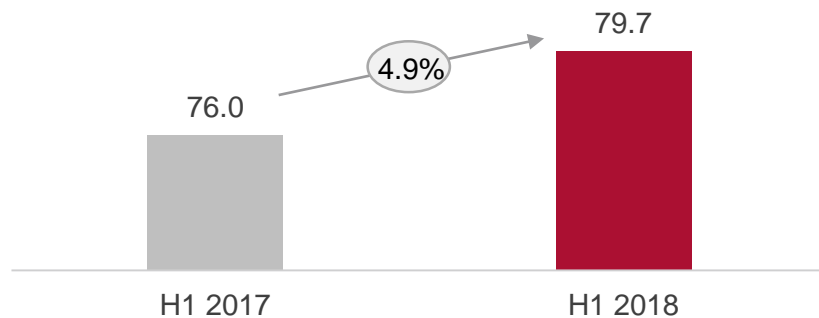
Net sales (in CHF million)



### Continued solid demand for healthcare in Asia

- Good growth across markets in South East Asia
- Further good potential in various healthcare markets across Asia

EBIT (in CHF million)



### Further EBIT growth

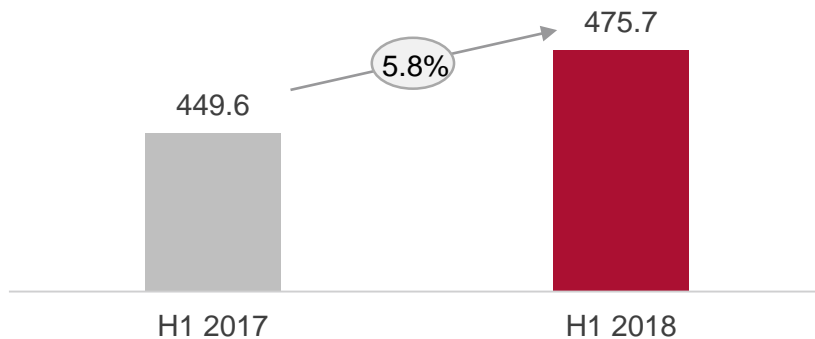
- EBIT increase of 4.9%
- Agreement for transfer of healthcare business in China signed



Business Unit  
**Performance Materials**

## Business Unit Performance Materials

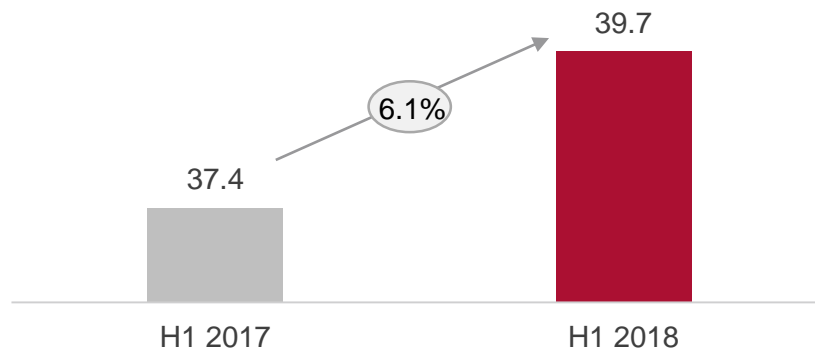
Net sales (in CHF million)



### Solid sales growth

- South East Asia with good growth, especially in Thailand, Philippines and India
- In Europe, too, good performance

EBIT (in CHF million)



### Strong EBIT growth

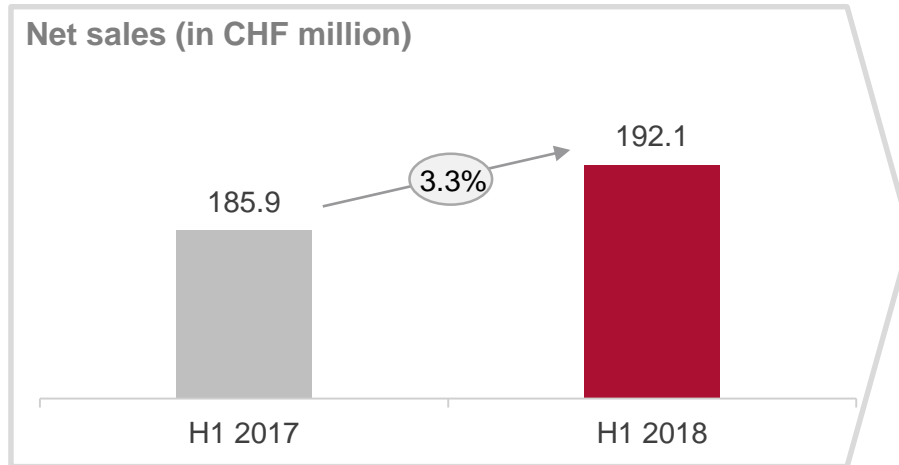
- EBIT grew by 6.1% in the first half-year of 2018
- EBIT-margin remains at good level



Business Unit  
**Technology**

## Business Unit Technology

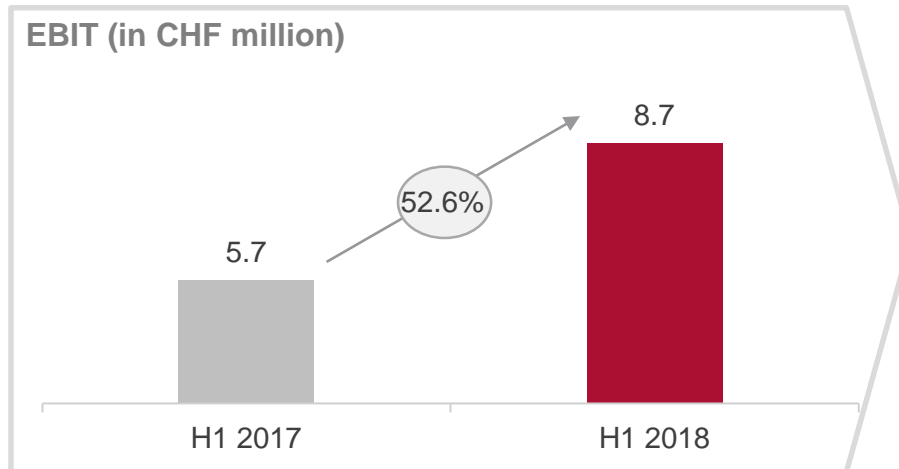
Net sales (in CHF million)



### Slightly higher net sales

- Net sales growth of 3.3%
- Good demand in Japan, Thailand and Indonesia

EBIT (in CHF million)



### Higher EBIT

- EBIT increases by 52.6%
- First half of 2018 with larger contract wins in Japan
- Increased focus and portfolio adjustments, e.g. in Vietnam

# Increased strategic focus

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**Focus on existing Business Units**



**Strengthen service offering**



**Increase operational efficiency**

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**Key Account Management**



**Route-to-Market**



**Digital**



**Regulatory**



**Automation**



**Transport systems**

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## Outlook for 2018



Long-term growth drivers remain intact

Further growth in net sales  
Operating result around last year's level

Continuation of progressive dividend  
policy

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