

# DKSH Q2 2025 Analyst and Investor Presentation

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August 28, 2025

Delivering Growth – in Asia and Beyond.

# Agenda



- 1. About DKSH Group**
- 2. DKSH Malaysia at a Glance**
- 3. Q2 2025 Results**
- 4. Outlook**

# 1

## About DKSH Group



# 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<sup>1</sup>



**19.4**  
**million**  
transactions per year

<sup>1</sup> Top 200 clients by net sales

# We Support Companies to Grow Their Business...



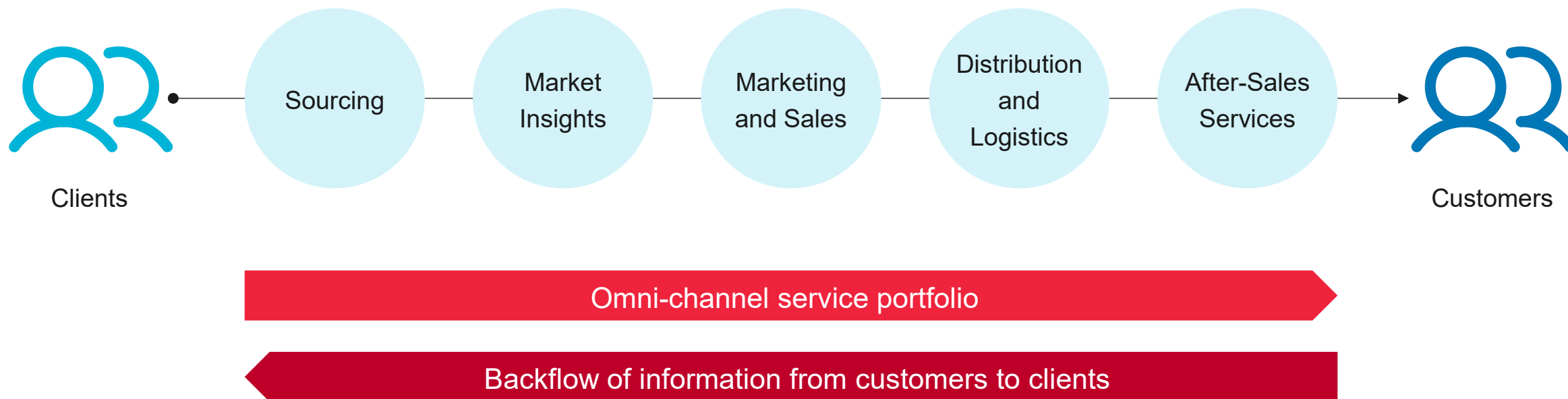
**We ensure that our clients' products are visible at all times.**

- Helping companies to grow their business in new and existing markets
- Providing business partners with the knowledge, advice, relationships, and on-the-ground logistics to reach their individual growth goals
- Expanding their access to knowledge, their sourcing base, revenue opportunities, and ultimately, their market shares

This is what we define as  
**Market Expansion Services.**

# ...With a Comprehensive, Tailor-Made Portfolio of Services

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



# 2

## **DKSH Malaysia at a Glance**



# DKSH Malaysia at a Glance



**7.9 billion**  
net sales (2024)



About **3,700** specialists



**21** business locations



**4** ISO-certified distribution centers

**12** regional distribution centers

**1** manufacturing plant



Network of more than **170** clients  
and thousands of customers



# Three Specialized Business Segments



## Consumer Goods



- Fast Moving Consumer Goods
- Food Services

## Healthcare



- Healthcare

## Others



- Famous Amos
- Others – overheads

Leading the Market Expansion Services industry with tailored solutions across the value chain

# Consumer Goods Segment



## Fast Moving Consumer Goods (FMCG)

- Food (Nutritional products, snacks, beverages, dairy etc)
- Non-food (Personal care, home care, baby and child care, consumer health etc)
- Pet care

## Food Services

- Provide customers high quality ingredients and the latest industry innovations from our world-class clients



# Healthcare Segment



## Healthcare

- Pharmaceuticals
- OTC & Consumer Health
- Medical Devices





# DKSH Malaysia Recertified by TAPA FSR for Top Security Standards at HEC DC



DKSH Malaysia's Shah Alam Distribution Center (SADC) has successfully received a recertification by TAPA Facility Security Requirements (FSR)

Achieving the highest level "A" for the second consecutive year, marks a continued commitment to upholding the highest standards in supply chain security and reflects DKSH's ongoing efforts to strengthen its logistics infrastructure.



## Others Segment



The primary business activity in this segment is the Famous Amos chocolate chip cookie business, specializing in retailing freshly baked cookies and confectionery products.

# DKSH Malaysia 33<sup>rd</sup> Annual General Meeting



On May 14, 2025, we successfully hosted our 33rd Annual General Meeting (AGM) at the Tropicana Golf & Country Resort.

We're proud to share that all resolutions were passed with resounding approval, reinforcing the continued trust and confidence our shareholders place in us.



# DKSH Malaysia Wins at the Employee Experience Awards 2025



DKSH Malaysia won **Bronze** at the Employee Experience Awards 2025 for:

- **Best Talent Sourcing and Attraction Strategy**
- **Best Rewards and Recognition Programme**

These wins reflect our commitment to a high-performing culture that values learning, talent, and meaningful recognition.



# Serving International Clients...



## Trusted Partner for Well-Known International Brands

### Consumer Goods:



### Healthcare:



# ...and Local Brands

## Reliable Partner for Asian Brands



## In Malaysia for Malaysia





# 3

## Q2 2025 Results

# Q2 2025 Results

## Financials

(in RM millions)	Q2 2025	Q2 2024	Change %
<b>Revenue</b>	<b>1,994.1</b>	1,863.4	7.0%
<b>Profit before interest and tax</b>	<b>39.7</b>	42.0	(5.6%)
<b>Profit before tax</b>	<b>32.6</b>	35.8	(8.9%)
<b>Profit after tax</b>	<b>23.9</b>	26.7	(10.4%)
(in RM sen)			
<b>Earnings per share (EPS)</b>	<b>15.2</b>	17.0	(10.4%)
<b>Cash earnings per share (Cash EPS)</b>	<b>17.4</b>	18.9	(8.0%)

## Comments

- Revenue improved by 7.0% due to:
  - ✓ Growth from existing and newly secured clients in both Business Units Consumer Goods and Healthcare
- Profit before tax decreased 8.9%, and this is attributed to negative client mix and higher raw material cost of own brands, coupled with increased personnel cost from annual increments and unrealized foreign exchange losses from hedging instruments

**Revenue improved due to client growth in both Consumer Goods and Healthcare segments**

# Consumer Goods Segment

Financials			
(in RM millions)	Q2 2025	Q2 2024	Change %
<b>Revenue</b>	<b>1,082.2</b>	1,009.5	7.2%
<b>Segment profit before interest and tax</b>	<b>20.2</b>	25.2	(19.9%)

Comments
<ul style="list-style-type: none"> <li>Revenue improved by 7.2% due to growth from existing and newly secured clients</li> <li>Segment profit decreased by 19.9% was due to negative client mix and higher raw material cost for own brands, coupled with increased personnel cost from annual increments</li> </ul>

1 FMCG

2 Food Services

Revenue improved due to growth from existing and newly secured clients

# Healthcare Segment

Financials			
(in RM millions)	Q2 2025	Q2 2024	Change %
<b>Revenue</b>	<b>888.3</b>	828.3	7.2%
<b>Segment profit before interest and tax</b>	<b>23.9</b>	16.9	41.9%

Comments
<ul style="list-style-type: none"> <li>Revenue improved by 7.2%, driven by ongoing growth from existing and newly secured clients</li> <li>Segment profit increased by 41.9%, primarily driven by revenue growth, improved client mix, with better productivity on distribution cost, and unrealized foreign exchange gains</li> </ul>

## 1 Healthcare

**Segment profit increased from revenue growth, improved client mix, with better productivity on distribution cost, and unrealized forex gains**

# Others Segment

Financials			
(in RM millions)	Q2 2025	Q2 2024	Change %
Revenue	23.6	25.6	(7.7%)
Segment loss before interest and tax	(4.4)	(0.0)	>(100%)

Comments
<ul style="list-style-type: none"> <li>Revenue decreased by 7.7% due to timing of festive sales, as Hari Raya was earlier in 2025</li> <li>Segment loss was due timing of festive season, higher raw material cost impacting margin, unrealized foreign exchange losses from hedging instruments, and unrealized derivative losses</li> </ul>

1 Famous Amos

2 Others – overheads

Revenue decreased due to timing of festive sales



# Cash Flows



Financials		
(in RM millions)	Q2 2025	Q2 2024
Net cash flows from operating activities	181.9	205.7
Net cash flows used in investing activities	(9.8)	(5.5)
Net cash flows used in financing activities	(223.9)	(164.9)
Cash and cash equivalents	41.7	74.3

Comments
<ul style="list-style-type: none"> <li>• Lower operating cash flow on payment timing, improved inventory management, offset by higher receivables from increased sales.</li> <li>• The cash flow operating activities were used to reduce debt obligation.</li> </ul>

**Sales growth and better working capital management**

# 4 Outlook

# Outlook 2025

- The current macroeconomic environment is uncertain.
- We continue to enhance people capabilities, accelerating digitalization, and leverage automation
- Our strategy is to grow existing and secure new business, improve cost efficiency, manage working capital, and consistently monitor outlook to navigate the prevailing environment

**With a well diversified portfolio, the Group is well positioned to benefit from favorable long-term market, industry, and consolidation trends in Asia Pacific**



# Two Market Trends...

1

**Growing middle class in Malaysia**

2

**Trend towards outsourcing**

Increased spending on value-for-money consumer goods and healthcare products

Investments in local infrastructure and industries

...boost expansion, consumer/industrial spending as well as MES industry



**We welcome your questions**



**Thank you for your attention**