

DKSH Q3 2025 Analyst and Investor Presentation

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Delivering Growth – in Asia and Beyond.

Agenda



- 1. About DKSH Group**
- 2. DKSH Malaysia at a Glance**
- 3. Q3 2025 Results**
- 4. Outlook**

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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 relationship¹



19.4
million
transactions per year

¹ Top 200 clients by net sales

We Support Companies to Grow Their Business...



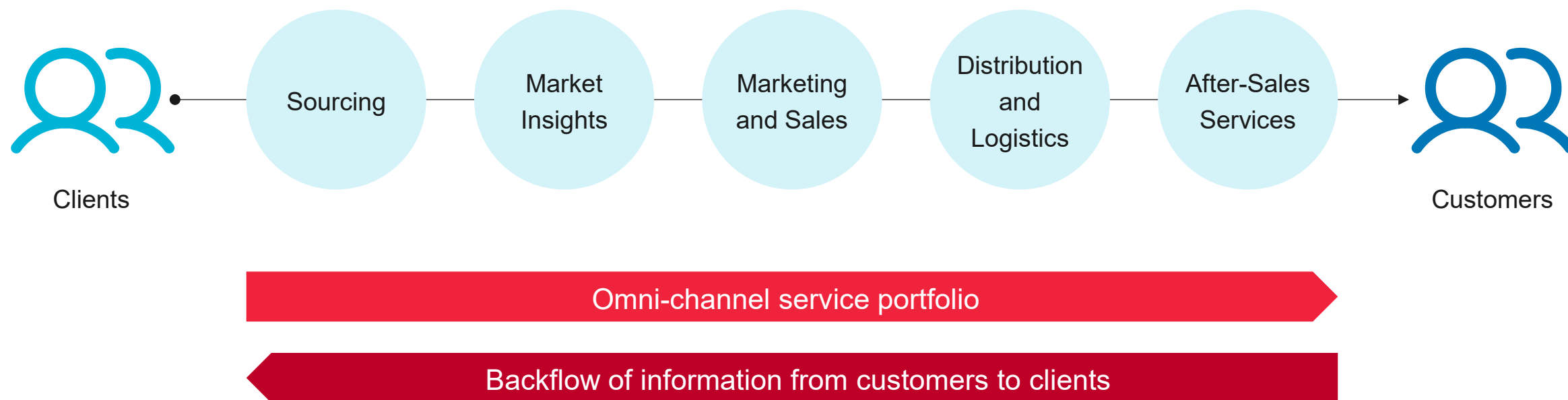
We ensure that our clients' products are visible at all times.

- Helping companies to grow their business in new and existing markets
- Providing business partners with the knowledge, 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



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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



DKSH Malaysia Brings Teazen Kombucha Closer to Consumers Across Peninsular Malaysia



DKSH partners with Teazen, a South Korean functional beverage innovator, to strengthen market presence and bring its popular Kombucha range closer to Malaysian consumers. Teazen's wellness-boosting alternatives address the growing consumer demand for healthier beverage options. This partnership builds on the successful collaboration between DKSH and Teazen in Thailand.



Healthcare Segment



Healthcare

- Pharmaceuticals
- OTC & Consumer Health
- Medical Devices



DKSH and Bayer Launch Strategic Partnership Across Southeast Asia



DKSH has signed a strategic business partnership with life science company Bayer, to provide comprehensive services for a portion of the Bayer Pharmaceuticals business in Singapore, Malaysia, Thailand and the Philippines.

DKSH Malaysia Champions Equity in Women's Health with Patient Purpose Day Run 2025



DKSH Malaysia champions patient well-being with “Patient Purpose Day Run 2025”, promoting women’s health, early detection, and community engagement through meaningful initiatives and partnerships. This event is part of DKSH’s “Patient Purpose Day”, an annual global initiative to foster meaningful impact on the healthcare landscape, with a special focus this year on driving equity in women’s health.



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.

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



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Q3 2025 Results

Q3 2025 Results

Financials

(in RM millions)	Q3 2025	Q3 2024	Change %
Revenue	2,126.3	1,966.2	8.1%
Profit before interest and tax	49.0	28.0	74.6%
Profit before tax	42.2	21.9	92.6%
Profit after tax	32.5	17.5	86.3%
(in RM sen)			
Earnings per share (EPS)	20.6	11.1	86.3%
Cash earnings per share (Cash EPS)	22.6	13.0	73.4%

Comments

- Revenue improved by 8.1% due to growth from existing and newly secured clients in both Business Units Consumer Goods and Healthcare
- Profit before tax increased by 92.6% due to revenue growth, transport cost optimisation and unrealized foreign exchange effects

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

Consumer Goods Segment

Financials			
(in RM millions)	Q3 2025	Q3 2024	Change %
Revenue	1,142.8	1,057.8	8.0%
Segment profit before interest and tax	27.4	10.4	164.2%

Comments
<ul style="list-style-type: none"> Revenue improved by 8.0% due to growth from existing and newly secured clients Segment profit increased by 164.2%, primarily driven by revenue growth, positive client mix, distribution cost efficiency, and unrealized foreign exchange effects

1 FMCG

2 Food Services

Segment profit rose on revenue growth, positive client mix, distribution cost efficiency, and FOREX effects

Healthcare Segment

Financials

(in RM millions)

Q3 2025

Q3 2024

Change %

Revenue

958.7

883.3

8.5%

**Segment profit before
interest and tax**

23.0

18.7

23.4%

Comments

- Revenue improved by 8.5%, driven by ongoing growth from existing and newly secured clients
- Segment profit increased by 23.4%, primarily driven by revenue growth, better productivity on distribution costs, and unrealized foreign exchange effects

1

Healthcare

Segment profit rose from revenue growth, improved productivity on distribution and FX gains

Others Segment

Financials

(in RM millions)

Q3 2025

Q3 2024

Change %

Revenue

24.8

25.1

(1.1%)

**Segment loss before
interest and tax**

(1.5)

(1.0)

(49.0%)

Comments

- Revenue decreased by 1.1% due to soft consumer demand
- Segment loss was mainly due to higher raw material cost

1

Famous Amos

2

Others – overheads

Revenue decreased due to soft consumer demand

Cash Flows

Financials		
(in RM millions)	Q3 2025	Q3 2024
Net cash flows from operating activities	42.8	22.0
Net cash flows used in investing activities	(17.0)	(8.7)
Net cash flows used in financing activities	(68.4)	(12.4)
Cash and cash equivalents	50.9	39.9

Comments
<ul style="list-style-type: none"> Higher operating cash flow in-line with the improved revenue, better collections from customers and optimized inventory levels. Higher investing cash flow is use for capital expenditure Financing cash outflow were primarily driven by repayment of borrowings

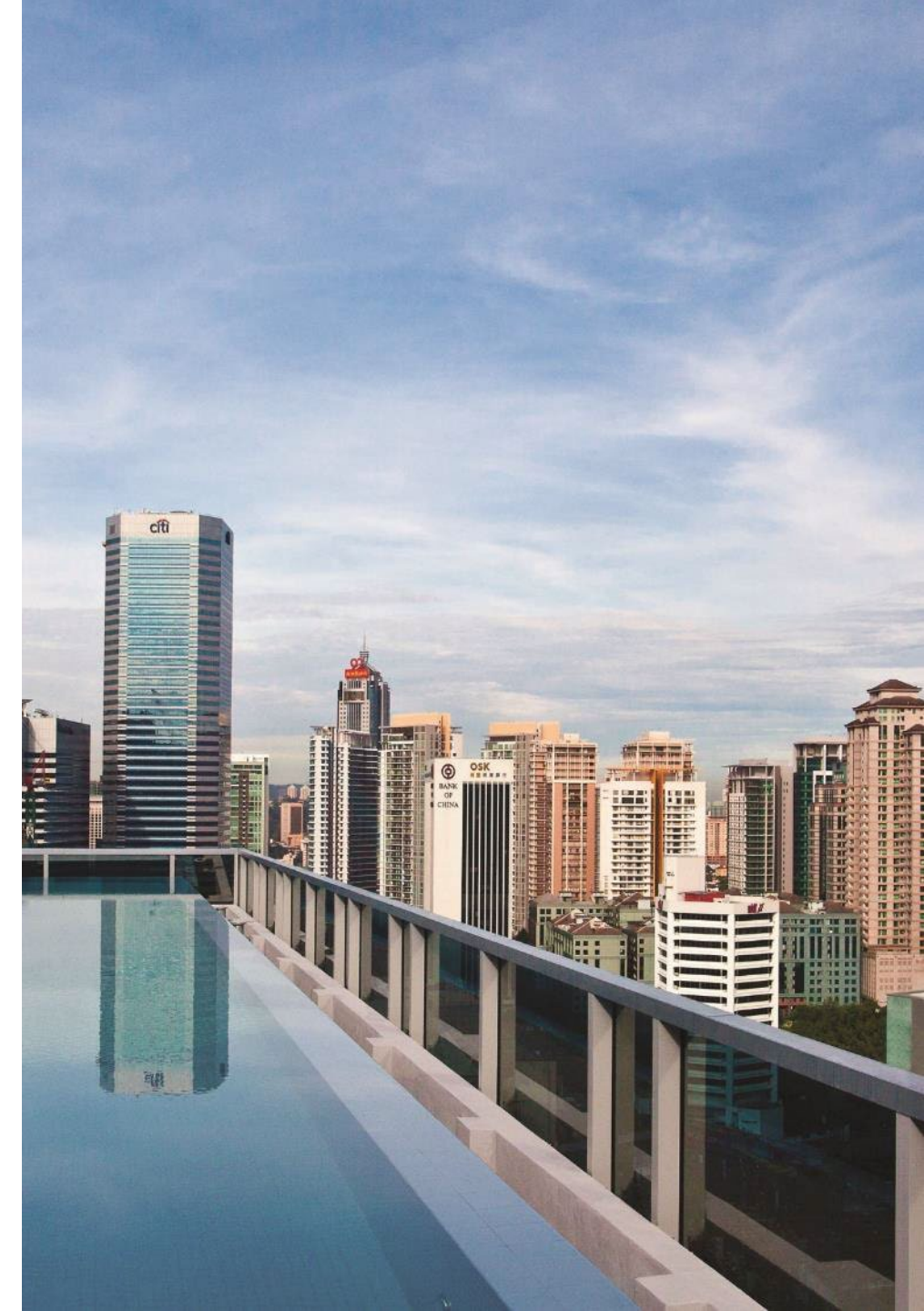
Sales growth and better working capital management

4 Outlook

Outlook 2025

- Encouraging results for the year-to-date
- 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