

# DKSH Q4 2025 Analyst and Investor Presentation

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March 5, 2026

Delivering Growth – in Asia and Beyond.



# Agenda



- 1. About DKSH Group**
- 2. DKSH Malaysia at a Glance**
- 3. Q4 2025 Results**
- 4. Outlook**

# 1

## About DKSH Group

# Delivering Growth for Over 160 Years

## Across Asia Pacific, Europe, and North America



**35**

markets

**11.1**

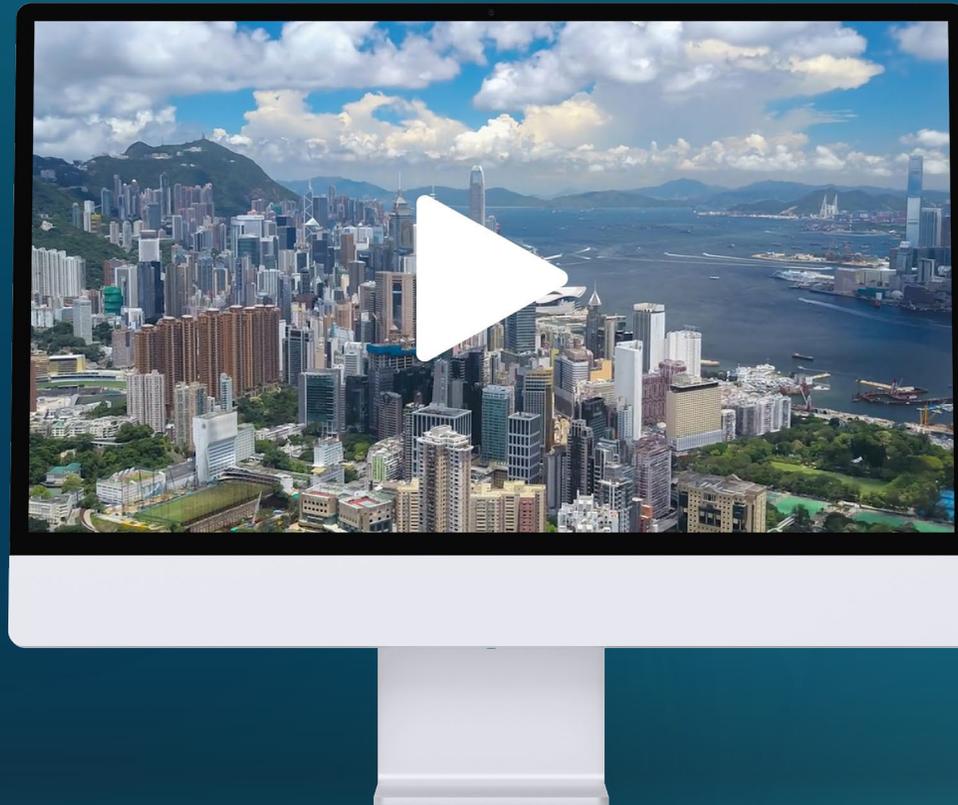
net sales 2025 (in CHF bn)

**26,840**

specialists



# Our Story: Enriching People's Lives



# Supporting Companies to Grow Their Business: Market Expansion Services



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, sourcing base, revenue opportunities, and, ultimately, market share

# Our Full Range of Tailored Market Expansion Services



## Omni-Channel Service Portfolio

Clients



Customers

Backflow of information from customers to clients

# 2

## **DKSH Malaysia at a Glance**

# DKSH Malaysia at a Glance



**8.6 billion**  
net sales (2025)



About **3,700** specialists



**19** business locations



**11** ISO-certified distribution centers

**4** regional distribution centers

**1** manufacturing plant



Network of more than **190** 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



# #AEONResponsible Suppliers Forum Award 2025



DKSH Holdings (Malaysia) Berhad was honored as a **Collaborative Partner** to AEON's Sustainability Journey

# New Consumer Goods Business Development Highlights



**TW Kafen  
Sdn Bhd**



**Kellanova**



**Nestlé  
Nutren**



**Etika Fresh  
Milk  
(Goodday)**

# Healthcare Segment



## Healthcare

- Pharmaceuticals
- OTC & Consumer Health
- Medical Devices



# DKSH and Reckitt Expand Partnership in Malaysia



DKSH has entered into a strategic partnership with Reckitt to provide comprehensive commercial and logistics services for its leading consumer health and hygiene portfolio across Malaysia. This partnership builds on DKSH's existing collaborations with Reckitt in Vietnam and Thailand, further strengthening Reckitt's regional presence and operational excellence in Asia.

## 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.

# Famous Amos Cookies Continuing Journey in the Skies



## Famous Amos x Firefly

Since 2019, Famous Amos cookies have been part of Firefly's in-flight complimentary refreshments. The successful partnership has been renewed for **another three years, extending through October 2028**, with cookies served on all Firefly routes.

## Famous Amos x Malaysia Airlines

Famous Amos cookies will continue to be served on **Singapore routes and A330neo flights** under a newly secured contract with Malaysia Airlines. This agreement runs until **October 2026**, keeping our cookies as part of the airline's in-flight refreshments.

# Famous Amos Is Now Available In Every State Across Malaysia



With the opening of our first outlets in Kota Bharu, Kelantan on November 13, 2025, followed by Kangar, Perlis on December 19, 2025, Famous Amos is now proudly present across all **13 states** in Malaysia – a truly exciting milestone for the brand.



# 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

## FY2025 Results

# FY2025 Results



## Financials

(in RM millions)	FY2025	FY2024	Change %
<b>Revenue</b>	<b>8,620.0</b>	7,943.4	8.5%
<b>Profit before interest and tax</b>	<b>235.0</b>	188.3	24.8%
<b>Profit before tax</b>	<b>206.9</b>	162.6	27.2%
<b>Profit after tax</b>	<b>155.5</b>	123.1	26.3%
(in RM sen)			
<b>Earnings per share (EPS)</b>	<b>98.6</b>	78.1	26.2%
<b>Cash earnings per share (Cash EPS)</b>	<b>108.4</b>	89.5	21.1%

## Comments

- Revenue improved by 8.5%, driven by growth from existing and new clients in the Business Units Consumer Goods and Healthcare, as well as growth in FACC retail business.
- Profit before tax increased by 27.2%, largely due to the movement in revenue, operational efficiencies from distribution productivity, and unrealized foreign exchange effects

**Revenue improved due to client growth in all segments**

# Consumer Goods Segment



## Financials

(in RM millions)

	FY 2025	FY 2024	Change %
<b>Revenue</b>	<b>4,654.3</b>	4,285.2	8.6%
<b>Segment profit before interest and tax</b>	<b>131.2</b>	108.6	20.8%

## Comments

- Revenue improved by 8.6% due to growth from existing and new clients
- Segment profit increased by 20.8%, primarily driven by revenue growth and distribution cost efficiency

1 FMCG

2 Food Services

**Segment profit rose on revenue growth and distribution cost efficiency**

# Healthcare Segment



## Financials

(in RM millions)	FY 2025	FY 2024	Change %
<b>Revenue</b>	<b>3,855.5</b>	3,554.9	8.5%
<b>Segment profit before interest and tax</b>	<b>105.5</b>	79.2	33.1%

## Comments

- Revenue improved by 8.5%, driven by ongoing growth from existing and newly secured clients
- Segment profit increased by 33.1%, primarily driven by revenue growth, logistics and distribution efficiencies, and unrealized foreign exchange effects

1

Healthcare

**Segment profit rose from revenue growth, L&D efficiencies, and unrealized FOREX effects**

# Others Segment



Financials			
(in RM millions)	FY 2025	FY 2024	Change %
<b>Revenue</b>	<b>110.3</b>	103.3	6.8%
<b>Segment loss before interest and tax</b>	<b>(1.7)</b>	0.4	(>100%)

## Comments

- Revenue increased by 6.8%, driven by revenue growth and outlet expansion
- Segment loss was mainly due to increase in central overheads cost

**1** Famous Amos

**2** Others – overheads

**Segment loss mainly due to central overheads cost increase**

# Cash Flows



Financials		
(in RM millions)	FY 2025	FY 2024
<b>Net cash flows from operating activities</b>	<b>112.1</b>	67.4
<b>Net cash flows used in investing activities</b>	<b>(21.6)</b>	(13.8)
<b>Net cash flows (used in)/from financing activities</b>	<b>(166.0)</b>	0.9
<b>Cash and cash equivalents</b>	<b>18.0</b>	93.5

## Comments

- Higher operating cash flow in-line with the improved performance for the year partially offset by working capital requirements.
- Higher investing cash flow is used for capital expenditure
- Financing cash outflow were primarily driven by repayment of borrowings

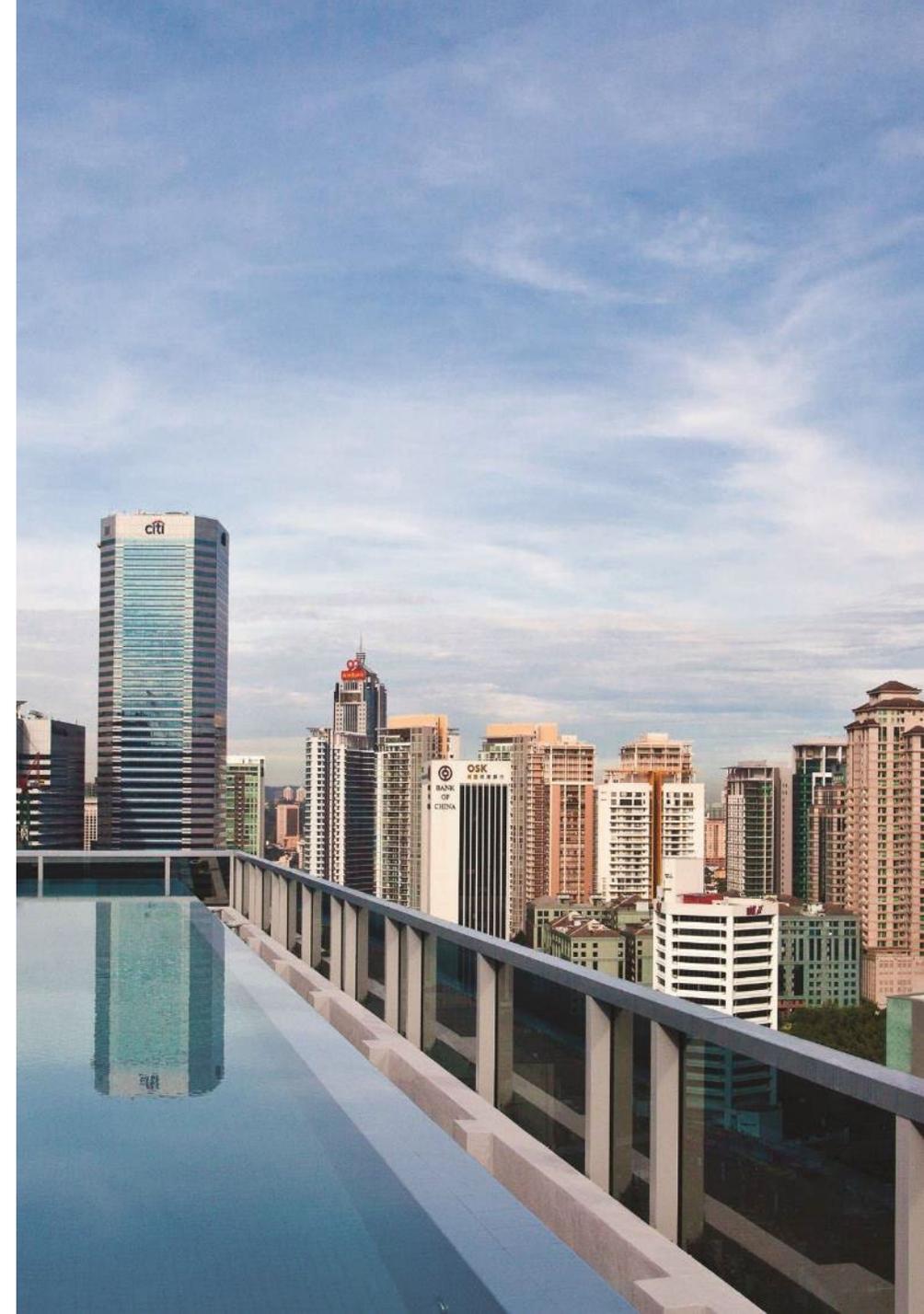
**Lower cash from repayment of loans**

# 4 Outlook

# Outlook 2025

- In the face of an uncertain macroeconomic environment, the Group maintains a well-diversified portfolio, and continues to enhance its people's capabilities, accelerating digitalization, and leveraging automation.
- The Groups' strategy remains on growing existing and securing new businesses, improving cost and resource efficiency, managing working capital, and consistently monitoring the short-term 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**