

DKSH Holdings (Malaysia) Berhad Extraordinary General Meeting

Petaling Jaya, February 22, 2019

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Agenda

- **About DKSH Group**
- DKSH Malaysia at a glance
- About Auric Pacific (M) Sdn Bhd
- Ordinary resolution
- Polling procedures
- Outcome of Extraordinary General Meeting

Who we are

DKSH is the No. 1 in
Market Expansion Services

We help companies to grow their business
in new and existing markets



DKSH is a successful market leader

No. 1

Market Expansion Services
provider with a focus on Asia

1,700 clients

1,800 suppliers

19 million

transactions per year

CHF

11.3 billion

Net sales (2018)

>10 years

4 countries

average client relationship¹⁾

825

business locations

33,000

specialists

More than **150**

years in Asia

450,000

customers

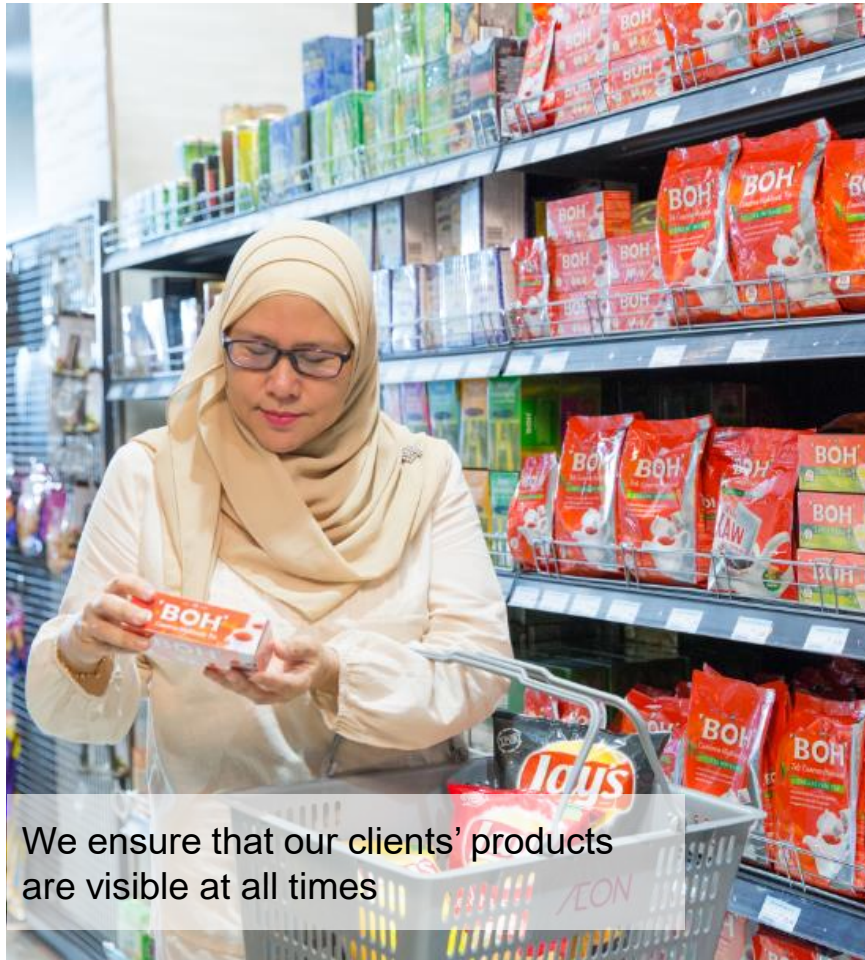
¹⁾ Top 200 clients by net sales

What we do



We generate growth opportunities through a comprehensive, tailor-made portfolio of Market Expansion Services

We support companies to grow their business in and with Asia...



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 goes beyond offering individual services – it is about the integration of many different services to meet the needs of business partners



Drive sales growth in last mile of supply chain journey

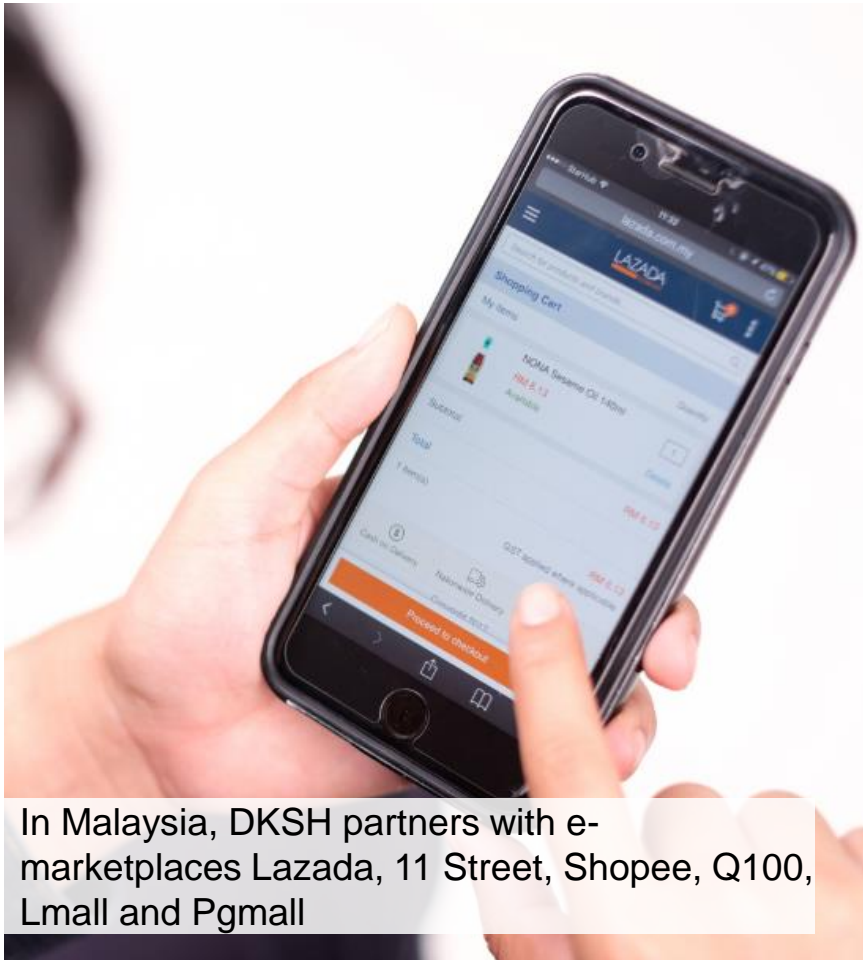


Our large sales force is equipped with handheld devices, which put real time information at their fingertips

DKSH Smollan Field Marketing (DSFM)

- Joint venture with Smollan Group, leading retail solutions organization
- More than 5,000 specialists servicing over 75,000 retail stores across Asia
- Present in ten countries
- Provides retail execution and brand activation services, backed by Smollan Mobile real-time reporting and retail insights

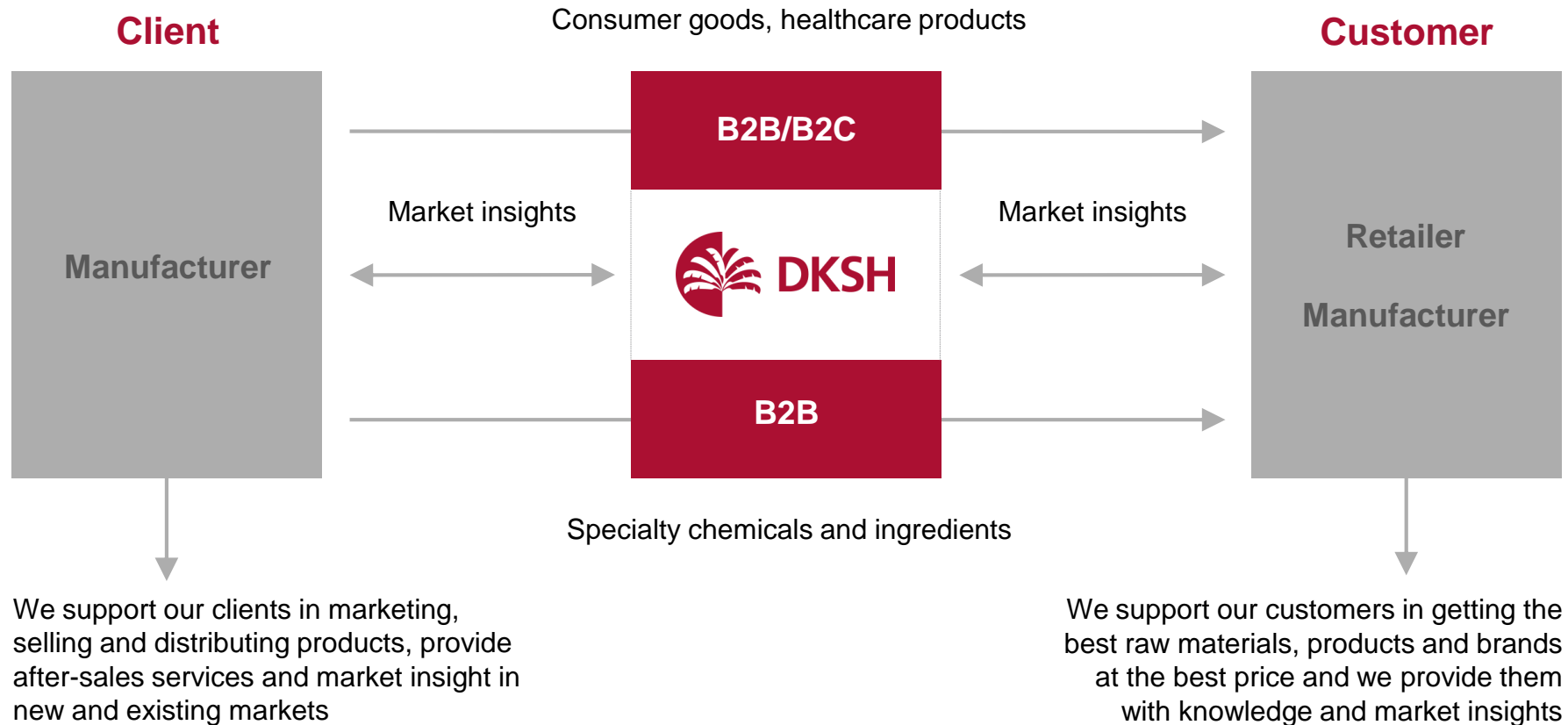
Omni-channel approach increases clients' access to market



In Malaysia, DKSH partners with e-marketplaces Lazada, 11 Street, Shopee, Q100, Lmall and Pgmall

- Offer an end-to-end portfolio of e-commerce services – from online channel management to performance marketing to e-fulfillment and customer service solutions
- Provide brands with access to over 100 online channels in Asia, from e-retailers to e-resellers to e-marketplaces to brand.com
- Operate across nine markets in Asia

We link business partners and add value to businesses



DKSH Malaysia at a glance



DKSH Malaysia at a glance



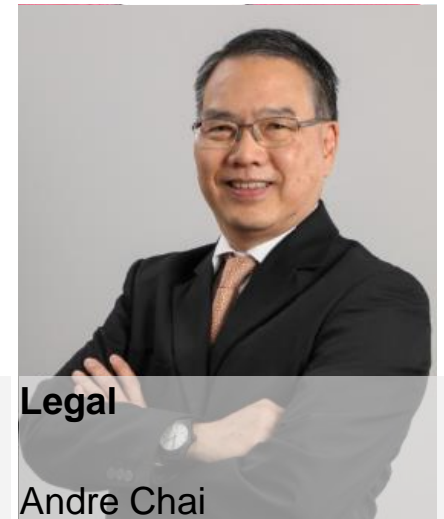
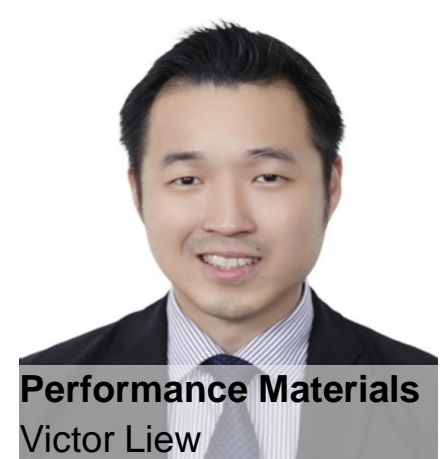
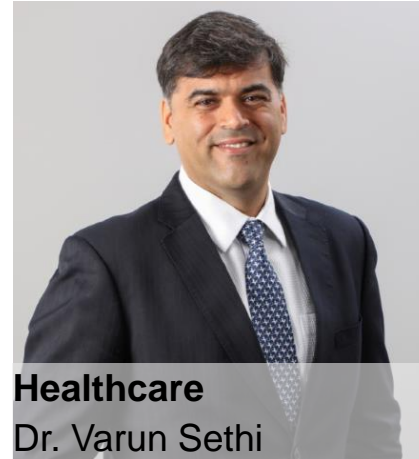
More than 90 years of success in Malaysia

Figures as of financial year 2017

Think Asia. Think DKSH.

Leadership with proven management track record

Key Senior Management



Three specialized business segments

Marketing & Distribution Services



- Fast Moving Consumer Goods
- Performance Materials

Logistics Services



- Healthcare
- Telecommunications

Others



- Famous Amos

...leading the Market Expansion Services industry with tailored solutions across the value chain

Serving both international and local brands

Trusted partner for well-known international brands

Consumer Goods:



Healthcare:



Performance Materials:



Reliable partner for Asian brands



In Malaysia for Malaysia



Potential to further strengthen our leading position in the MES industry

Increase distribution network

- Increase client base to provide larger distribution network
- Increase economies of scale to attract more clients
- Improve cost efficiencies of operations

Expand food service channels segment

- Opportunity to enter wider food service segment – restaurants, hotels, cafes
- Expand into chilled/frozen distribution channels
- Product cross-selling among various complementary segments

Expand house brand product range

- Opportunity to enter food manufacturing segment
- Opportunity to access a sizeable and growing bakery market

About Auric Pacific (M) Sdn Bhd

1. Auric Pacific (M) Sdn Bhd is a private company incorporated in Malaysia.

2. The company is engaged in the business of providing financial services.

3. The company is a subsidiary of Auric Pacific Group.

4. The company is a member of the Auric Pacific Group.

5. The company is a member of the Auric Pacific Group.

6. The company is a member of the Auric Pacific Group.

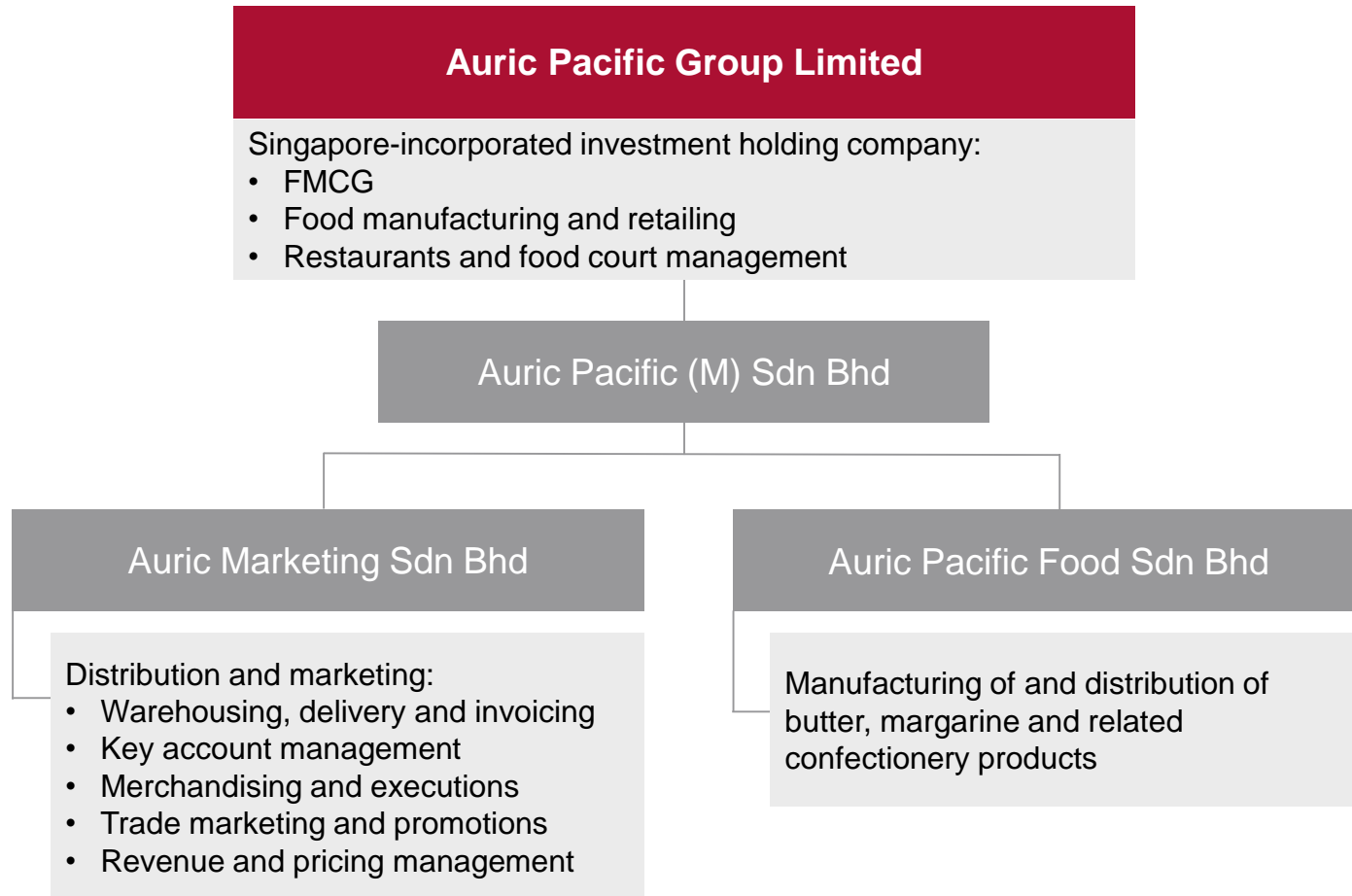
7. The company is a member of the Auric Pacific Group.

8. The company is a member of the Auric Pacific Group.

9. The company is a member of the Auric Pacific Group.

10. The company is a member of the Auric Pacific Group.

Wholly owned subsidiary of Auric Group



Building market share for over 65 leading global consumer brands

Dairy and spreads	       
Spices, sauces and condiments	   
Cereals and biscuits	  
Sugar and baking needs	      
Canned foods and ready-to-eat	    
Dried fruits and nuts	 
Edible oils	
Beverages	
Frozen	

Market-leading house brands:



SCS:

- Leading butter brand in Malaysia
- Product portfolio includes butter-blocks, spreadable butter, cream cheese and sliced cheese
- Retail and food service channels

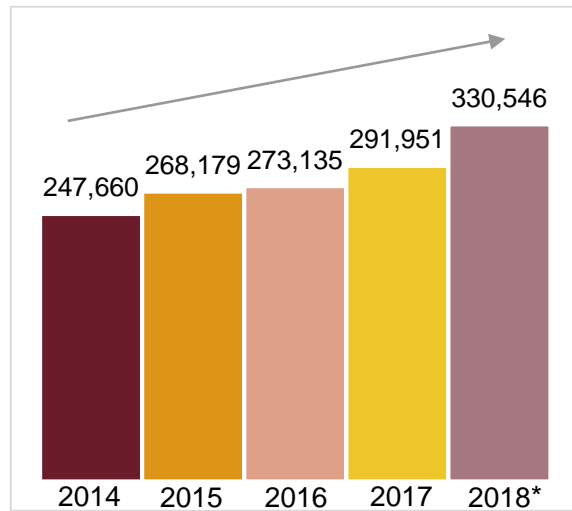


Buttercup:

- Leading mélange brand in Malaysia
- Product portfolio includes salted mélange as well as garlic, canola and olive spread
- Halal-certified
- Retail and food service channels

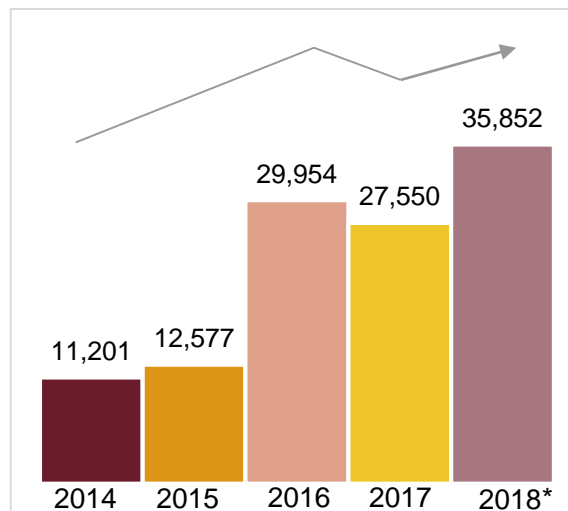
Summary of financial information

Revenue (MYR '000)



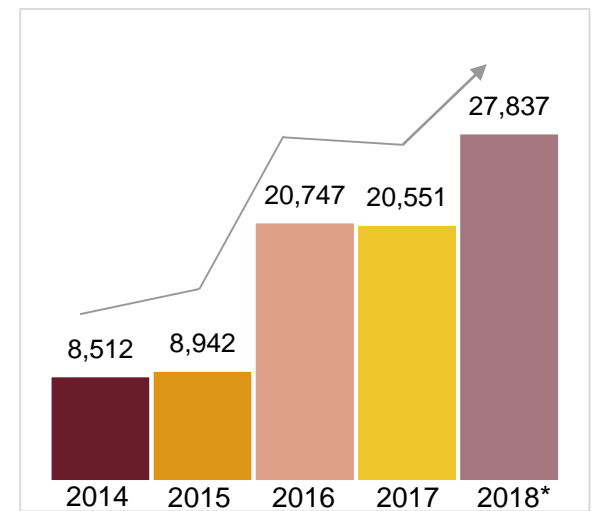
CAGR** = 6.6%

EBIT (MYR '000)



CAGR** = 33.8%

Net profit (MYR '000)



CAGR** = 24.7%

* Unaudited 12 months for the FYE December 31, 2018

** Compound Annual Growth Rate



**Strategic growth initiative to strengthen our leading
MES position in Malaysia**

Ordinary resolution

Ordinary resolution

To approve proposed acquisition by DKSH Holdings (Malaysia) Bhd of the entire equity interest in Auric Pacific (M) Sdn. Bhd. from Auric Pacific Group Limited for an initial purchase price of SGD 157, 674,000

Q&A

- **Q:** How can we ensure that the data collected is accurate and reliable?
- **A:** We can ensure data accuracy and reliability by implementing rigorous data collection protocols, using validated measurement tools, and conducting regular data quality checks.
- **Q:** What are the potential limitations of this research?
- **A:** Potential limitations include limited sample size, self-reported data, and the cross-sectional design, which may not capture long-term changes.
- **Q:** How can we address the issue of missing data?
- **A:** We can address missing data by using appropriate statistical techniques such as multiple imputation or listwise deletion, and by ensuring high response rates.
- **Q:** What are the implications of the findings for practice?
- **A:** The findings suggest that targeted interventions focusing on social support and stress management may be effective in improving mental health outcomes.
- **Q:** How can we ensure the ethical integrity of the research?
- **A:** We can ensure ethical integrity by obtaining informed consent from all participants, ensuring confidentiality, and adhering to relevant ethical guidelines.
- **Q:** What are the next steps in the research?
- **A:** The next steps include conducting longitudinal studies to assess the long-term effects of the interventions and exploring the underlying mechanisms of the observed effects.

Polling procedures

Outcome of Extraordinary General Meeting

Thank you for your attention

Disclaimer

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