

DKSH Holdings (M) Berhad 31st Annual General Meeting

Puneet Mishra,
Executive Director, DKSH Malaysia

May 19, 2023

Delivering Growth – in Asia and Beyond.

100 Years
in Malaysia

DIETHELM & CO
SIEGE SOCIAL: ZURICH
BRANCHES: SAIGON, HAIPHONG, P. PENH, BANENON, SINGAPORE, PENANG

From humbly beginnings as trading houses...



A woman with dark hair, wearing a black floral patterned shirt and a red lanyard, is sitting on a red leather sofa. She is smiling and looking towards a man who is partially visible on the right side of the frame. The man is holding a laptop, and they appear to be in a meeting or collaborative work session. The background shows a large window with a view of a cityscape and mountains under a clear sky.

**To being the leading
Market Expansion Services Provider**

100 Years
in Malaysia

1923 - 2023

**Celebrating A Century of
Enriching People's Lives**

Agenda



- 1. About DKSH Group**
- 2. DKSH Malaysia at a Glance**
- 3. FY2022 in Retrospective**
- 4. 2022 Highlights**
- 5. Outlook**
- 6. Resolutions**
- 7. Outcome of Annual General Meeting (AGM)**

1

About DKSH Group

DKSH Is a Successful Market Leader



Nearly
160 years' experience



2,200 clients
2,100 suppliers



32,600
specialists



11.3 billion
Net sales (2022)



>10 years
4 markets
average client relationship¹



21.8
million
transactions per year

¹ Top 200 clients by net sales

We Support Companies to Grow Their Business...



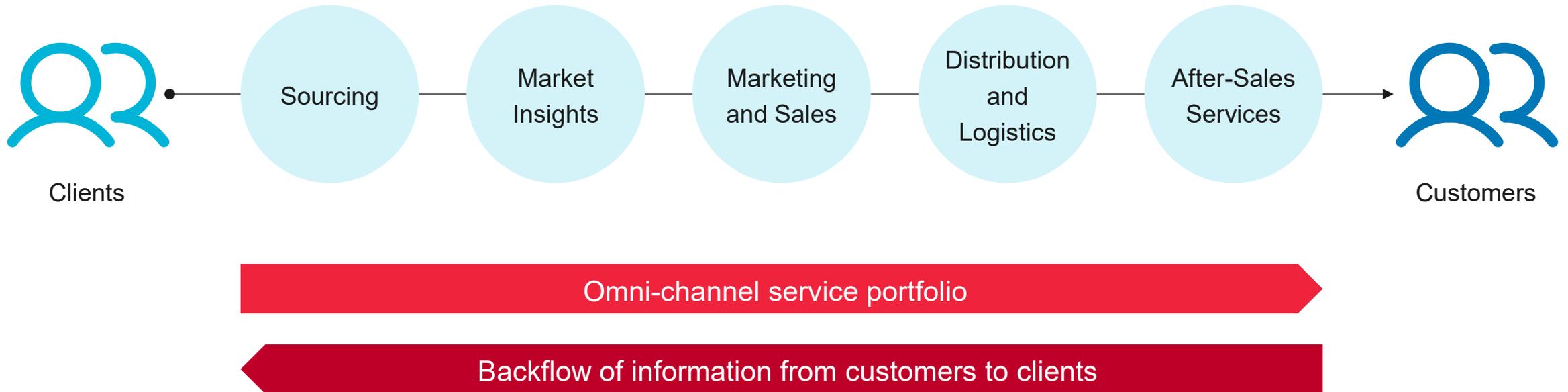
We ensure that our clients' products are visible at all times.

- 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 goes 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



7.2 billion
net sales (2022)



..About **3,200** specialists



25 business locations

4 ISO-certified distribution centers



15 regional distribution centers

1 manufacturing plant



Network of more than **160** clients
and thousands of customers

Celebrating 100 Years in Malaysia

Three Specialized Business Segments

Marketing & Distribution Services



- Fast Moving Consumer Goods
- Food Services

Logistics Services



- Healthcare

Others



- Famous Amos
- Others – overheads

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

Serving International Clients...



Trusted Partner for Well-Known International Brands

Consumer Goods:



Healthcare:



...and Local Brands

Reliable Partner for Asian Brands



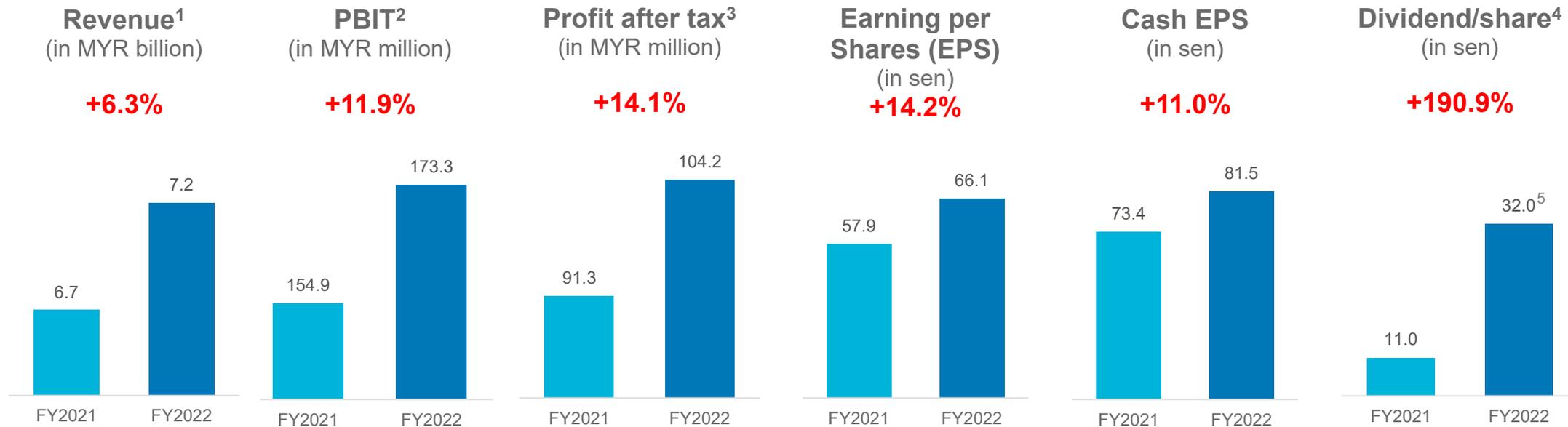
In Malaysia for Malaysia



3

FY2022 in Retrospective

FY2022 – All KPI's Tracking Above Last Year



DKSH reports double-digit PBIT growth

1. Organic growth of existing clients and new clients coupled with recovery from COVID-19 pandemic
2. Excluding one-off gain on reorganization of BU PM of RM 8.5 million in 2021, PBIT grew by 18.4% (Note: BU PM was transferred to DKSH Switzerland in Dec 2021)
3. PAT further improved with interest expenses maintained at prior year level
4. Dividend per share increased by 190.9% to 32.0 sen per share, which includes a special dividend of 16.0 sen per share to catch up on missed dividend during the pandemic
5. Proposal of the Board of Directors of 16.0 sen single tier final dividend

4 2022 Highlights

Awards & Achievements



TAPA Recertification

Level “A” recertification for HEC DC by Transported Asset Protection Association (TAPA)



Watsons Health, Wellness, and Beauty Awards 2022

CG & HEC have been awarded the “Most Wanted Awards” for their represented brands



Asia eCommerce Awards 2022

Gained a total of 12 prestigious industry accolades for clients & customers. DKSH also won Agency of the Year for second consecutive year



Employee Experience Awards 2022

DKSH won silver for Most Innovative and Sustainable Office Design and bronze for Best Succession Planning Strategy



Key Partnerships & Contract Renewals



Consumer Goods:

- Oatly
- Nando's (Expansion to cover EM)
- Ferrero (Renewal)
- Mars Wrigleys (Renewal)
- Maestro Swiss (Renewal)
- Carlsberg (Renewal)

Healthcare

- Leo Pharma
- Splat
- Pharmanovia
- Cheplapharm
- Dr. Kurt & August Wolff
- Lab Torrent
- Sandoz (additional portfolio acquired from GSK)



Corporate Social Responsibility

- FACC's Project ORCHID (Opportunities in Rejuvenating Careers for the Hearing Impaired)
- FACC's uniform upcycling campaign under Kechara Empowerment project
- Bantuan Kasih food-aid program – benefitting 45 low-income families
- Donation of 31 tons of surplus food in collaboration with The Lost Food Project
- Orang Asli preschool adoption program in partnership with SUKA Society
- Marine Conservation program – beach and underwater clean-up



5 Outlook

Buttercup Manufacturing Expansion Plan



Short-term strategy (completed)

Leveraging on OEM production as well as in-house production line upgrade to expand more than 1,500 ton of output p.a. to meet market demand.

Long-term strategy

Double up current output capacity to 14,000 ton p.a. through MYR 30 million investment in a new factory which integrates a new margarine production line with the current production line.

Capturing Growth Opportunities

Improve revenue opportunities



Increase market share



Enhance efficiency



Expand regional market reach



Outlook

- This year, DKSH celebrates 100 years of presence in Malaysia.
- Overall, consumer demand remains stable despite inflationary pressure with some fluctuations in relation to the current phase of recovery
- Continue to focus on winning new businesses, cost efficiency improvements, working capital management, and closely monitoring the short-term outlook to ensure prudent navigation of the current environment

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



6 Resolutions

Agenda 1

Audited Financial Statements 2022

To receive the Audited Financial Statements of the Company for the financial year ended December 31, 2022 and the Reports of the Directors and Auditors thereon.

Agenda 2

Proposed Final Single Tier Dividend

Ordinary Resolution 1

To approve the payment of a final single tier dividend of 16.0 sen per share for the financial year ended December 31, 2022.

Agenda 3

Approval of Directors' Fees

Ordinary Resolution 2

To approve the Directors' fees payable up to an amount of RM 280,000 for the period from May 20, 2023 until the next Annual General Meeting of the Company to be held in 2024.

Agenda 4

Re-election of Director

Ordinary Resolution 3

To re-elect Dr. Leong Yuen Yoong who retires pursuant to Article 105 of the Constitution of the Company.

Agenda 5

Re-election of Director

Ordinary Resolution 4

To re-elect Lai Tak Loi who retires pursuant to Article 101 of the Constitution of the Company.

Agenda 6

Election of New Director

Ordinary Resolution 5

To elect Jaclyn Ang Swee Yin as a Director of the Company, with effect from the conclusion of this Annual General Meeting

Agenda 7

Re-appointment of Auditors

Ordinary Resolution 6

To re-appoint Messrs Ernst & Young as Auditors of the Company for the financial year ending December 31, 2023, and to authorize the Directors to fix their remuneration.

Agenda 8

Proposed Renewal of Shareholders' Mandate for Recurrent Related Party Transactions

Ordinary Resolution 7

To approve the renewal of the Proposed Shareholders' Mandate for Recurrent Related Party Transactions of a Revenue or Trading Nature.

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Q & A

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Polling Procedures



Poll Verification in Progress

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Outcome of AGM



Chairman's Closing and Conclusion of the Meeting

Thank you for your participation

Thank you for your attention