

# DKSH Q1 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. Q1 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...



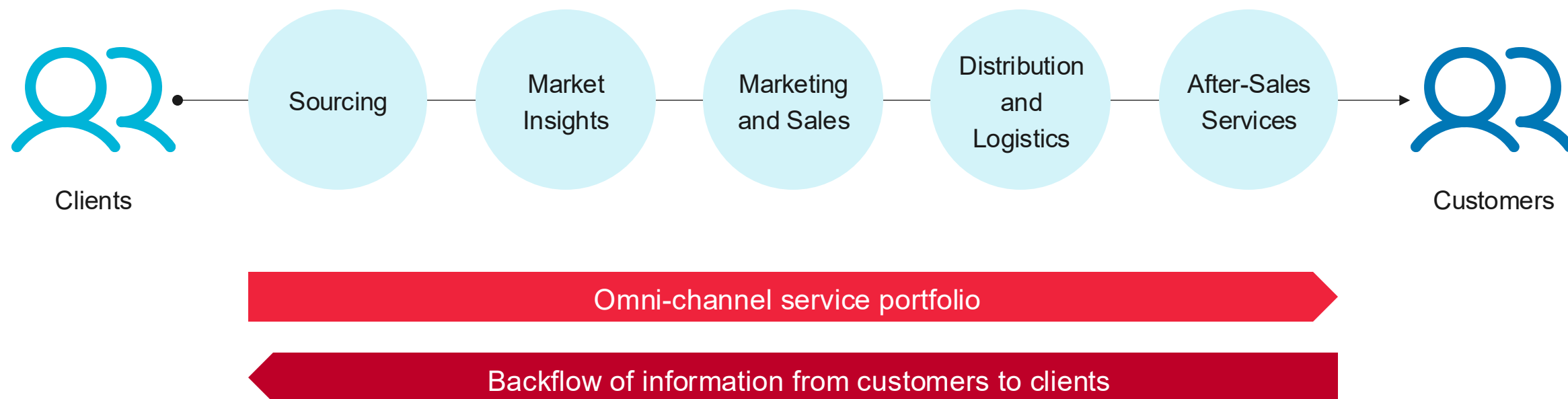
**We ensure that our clients' products are visible at all times.**

- 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 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



**7.9 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 Partners with Eastroc Beverage to Enhance Beverage Distribution in Peninsular Malaysia



DKSH has been appointed as an authorized partner and distributor for Eastroc Beverage (Malaysia) Sdn. Bhd.

This collaboration will enhance the availability of Eastroc's beverages across modern trade channels in Peninsular Malaysia, where the beverage market has shown consistent growth with consumers demonstrating a strong preference for products that offer both functionality and premium experiences.

# Healthcare Segment



## Healthcare

- Pharmaceuticals
- OTC & Consumer Health
- Medical Devices





# Kowa and DKSH Debut Triglycerides Lowering Medicine, Parmodia®, in Malaysia



DKSH Malaysia has expanded its partnership with Kowa Company, Ltd. to distribute Parmodia®, the newly launched triglycerides (TG) lowering drug.

Since 2022, DKSH Malaysia Healthcare has been distributing a range of Kowa products.

Parmodia® marks the latest addition to Kowa's product lineup.

## 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



# 3

## Q1 2025 Results



# Q1 2025 Results

## Financials

(in RM millions)	Q1 2025	Q1 2024	Change %
<b>Revenue</b>	<b>2,215.7</b>	2,068.1	7.1%
<b>Profit before interest and tax</b>	<b>71.4</b>	60.6	17.9%
<b>Profit before tax</b>	<b>64.1</b>	54.1	18.5%
<b>Profit after tax</b>	<b>48.2</b>	40.5	19.1%
(in RM sen)			
<b>Earnings per share (EPS)</b>	<b>30.56</b>	25.65	19.1%
<b>Cash earnings per share (Cash EPS)</b>	<b>32.64</b>	29.55	10.5%

## Comments

- Revenue improved by 7.1% due to:
  - ✓ Growth of existing clients
  - ✓ New clients in both Consumer Goods and Healthcare segments
  - ✓ Higher outlet sales in the Others segment
- Operating expenses increased largely in line with the revenue growth with controlled cost measures in selling and distribution expenses.
- Profit before tax improved 18.5%, benefitting from sales growth, cost efficiencies, and favorable foreign exchange gains.

**PAT improved due to sales growth, cost efficiencies, and favorable foreign exchange gains**

# Consumer Goods Segment



Financials			
(in RM millions)	Q1 2025	Q1 2024	Change %
<b>Revenue</b>	<b>1,203.5</b>	1,127.3	6.8%
<b>Segment profit before interest and tax</b>	<b>44.8</b>	38.8	15.4%

Comments
<ul style="list-style-type: none"> <li>Revenue improved by 6.8% due to growth from existing and newly secured clients, and seasonal sales due to the timing of festivities.</li> <li>Operating profit improved by 15.4%, primarily driven by revenue growth and lower amortization cost.</li> </ul>

**1** FMCG

**2** Food Services

**Operating profit improved due to revenue growth and lower amortization cost**

# Healthcare Segment

Financials			
(in RM millions)	Q1 2025	Q1 2024	Change %
<b>Revenue</b>	<b>984.0</b>	916.3	7.4%
<b>Segment profit before interest and tax</b>	<b>26.0</b>	21.9	18.5%

Comments
<ul style="list-style-type: none"> <li>Revenue improved by 7.4%, driven by strong growth from existing and newly secured clients.</li> <li>Segment profit increased by 18.5%, primarily driven by sales growth, improved collection, and lower distribution costs from portfolio mix.</li> </ul>

1

Healthcare

**Sales growth led to increased revenue and better operating result**

# Others Segment



Financials			
(in RM millions)	Q1 2025	Q1 2024	Change %
<b>Revenue</b>	<b>28.2</b>	24.4	15.4%
<b>Segment loss before interest and tax</b>	<b>0.7</b>	(0.1)	573.4%

Comments
<ul style="list-style-type: none"> <li>Revenue grew by 15.4% driven by the seasonal sales growth from festive activities and outlets expansion.</li> <li>Segment profit significantly improved by 573.4% due to sales growth.</li> </ul>

**1 Famous Amos**

**2 Others – overheads**

**Revenue improved due to strong growth and outlet expansion**

# Cash Flows

Financials		
(in RM millions)	Q1 2025	Q1 2024
Net cash flows from/(used) in operating activities	(81.0)	(15.5)
Net cash flows used in investing activities	(3.2)	(3.4)
Net cash flows used in/from financing activities	14.9	13.1
Cash and cash equivalents	24.2	33.2

Comments
<ul style="list-style-type: none"> <li>Lower operating cash flow due to reduced payables as a result of improvement inventory management, offset by higher receivables due to change in customer mix and increased sales.</li> <li>The cash flow from financing is used to fund our working capital.</li> </ul>

**Sales growth and better working capital management**



# 4 Outlook

# Outlook 2025

- Economy is projected to maintain positive momentum
- Tempered by recent global trade policy changes and potential local subsidy rationalization.
- We continue to enhance people capabilities, accelerating digitalization, and leverage automation.
- Our strategy is to grow existing business 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**