

DKSH Holding Ltd.
Full-year results 2018



Overview full-year 2018



¹ Proposal of the Board of Directors



Net sales increased by 3.1% to CHF 11.3 billion



Profit after tax and EPS grew by 22.0% and 23.3% (incl. gain on sale in China)



EBIT of CHF 263.6 million below 2017 (negative one-time effects CHF 20.7 m)



Proposal to increase ordinary dividend by 12.1% to CHF 1.85 per share¹



Outlook 2019: Higher operating result – with strong performance in H2

Focus topics 2018

Three Business Units above prior year



Consumer Goods restructuring



Further focus



Three Business Units with increased results

Healthcare 		Net sales (2018 / 2017) +0.8%	EBIT (2018 / 2017) +2.7%
Performance Materials 		+7.4%	+2.6%
Technology 		+2.0%	+3.9%
Consumer Goods 		+5.9%	-40.6%

Consumer Goods: investments and restructuring

Investments to enhance service offering

Enhance value proposition for clients, i.a.:

- Route-to-Market
- Transport management system
- Business development
- Indonesia
- E-Commerce and data analytics



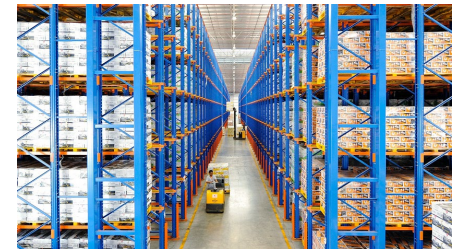
Portfolio and sales force optimization

- Portfolio and contract optimization
- Winning with winners
- Increase sales efficiency



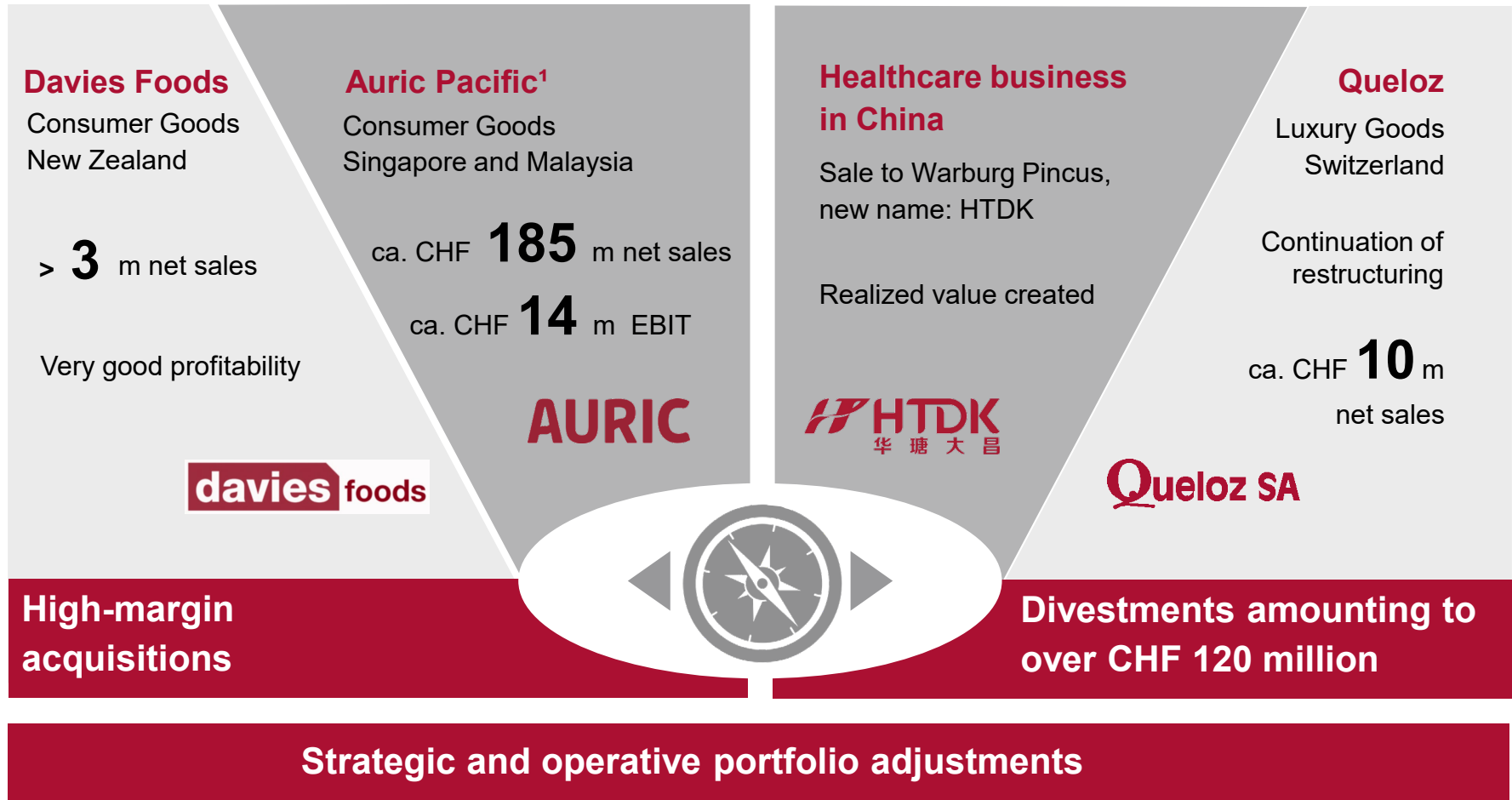
Cost optimization

- Supply chain management
- Organization efficiency
- Selling expenses/G&A optimization



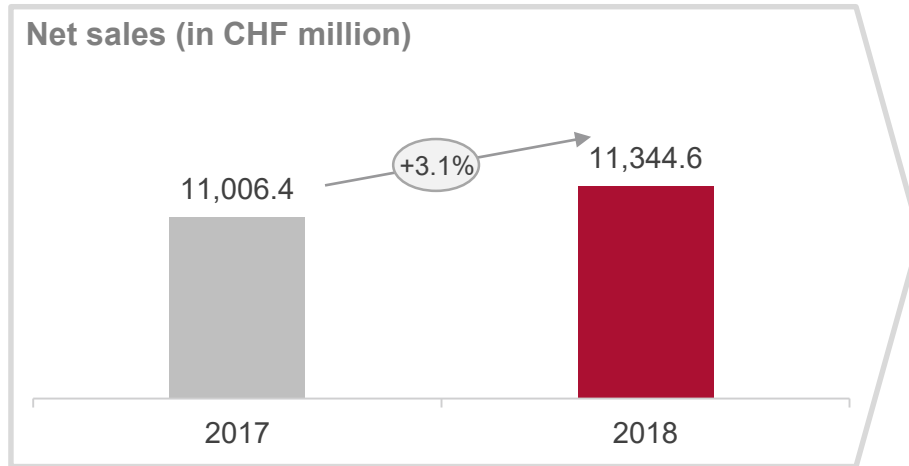
¹ Transport management system

Further focus in 2018



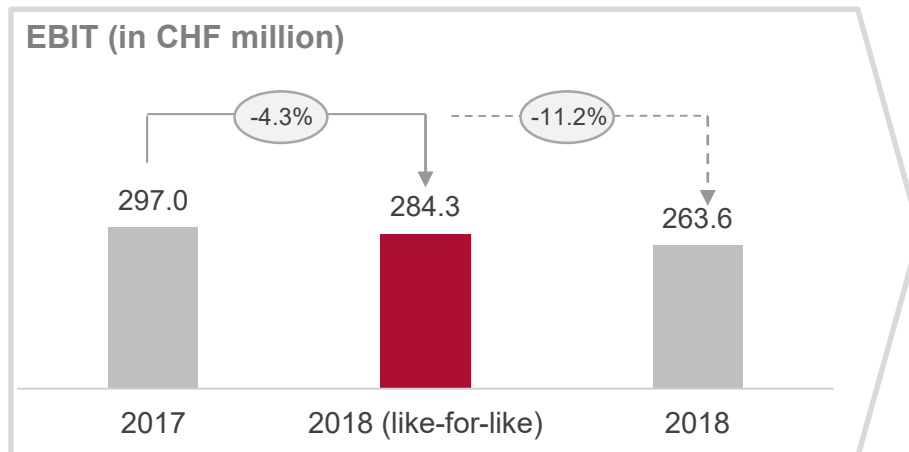
¹ Closing of the transaction is expected in the first half of 2019 and is subject to certain conditions and regulatory approvals

Key figures DKSH Group 2018



Continued sales growth

- FX: +2.0%
- M&A: +0.5%
- China effect: -3.0%¹
- Organic growth: +3.6%



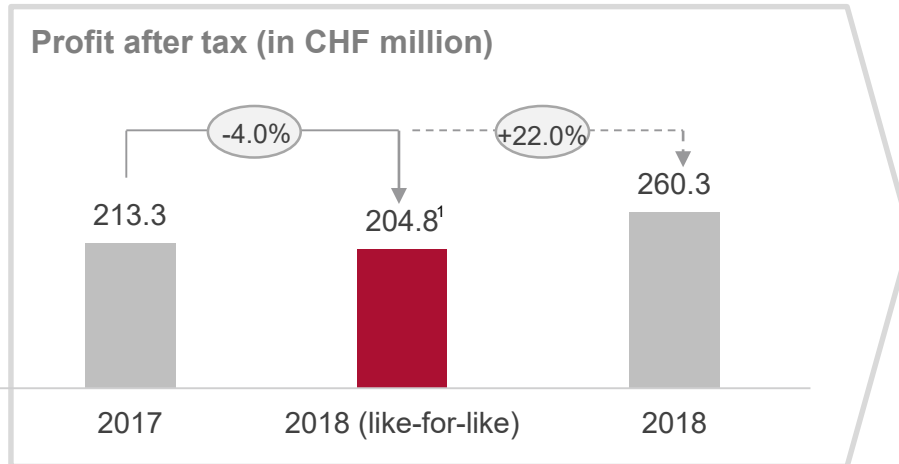
EBIT negatively impacted by one-time effects

- Reported result of CHF 263.6 million includes one-time effects of CHF 20.7 million
- Like-for-like result by -4.3% slightly below prior year²

¹ Adjusted for changed service offering and divestment of Healthcare business in China

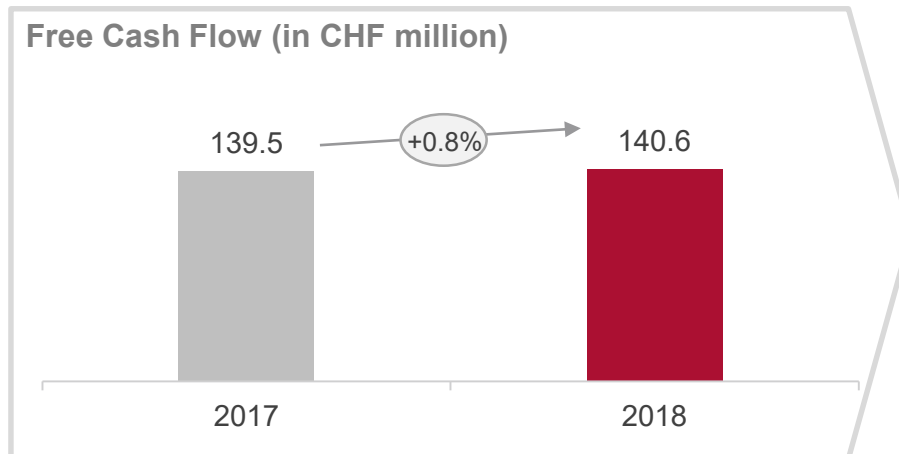
² Adjusted for one-time effects of CHF 20.7 million

Key figures DKSH Group 2018



Increased profit after tax

- Profit after tax +22.0% to CHF 260.3 million (+22.0%) including gain on sale of Healthcare business in China (CHF 75.2 million)
- Like-for-like, slight decrease in profit after tax¹



Solid Free Cash Flow

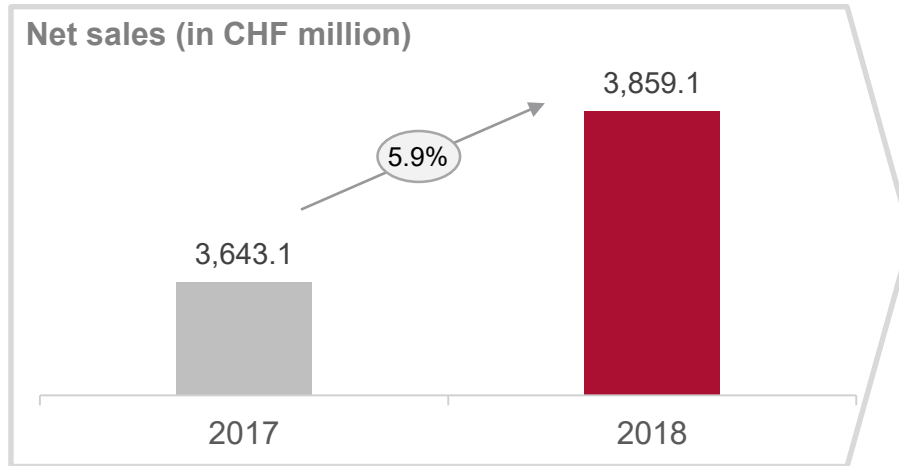
- Free cash flow slightly above last year
- Net cash remains high with CHF 473.8 million

¹ Adjusted for divestment of Healthcare business in China and one-time effects in Consumer Goods and Healthcare



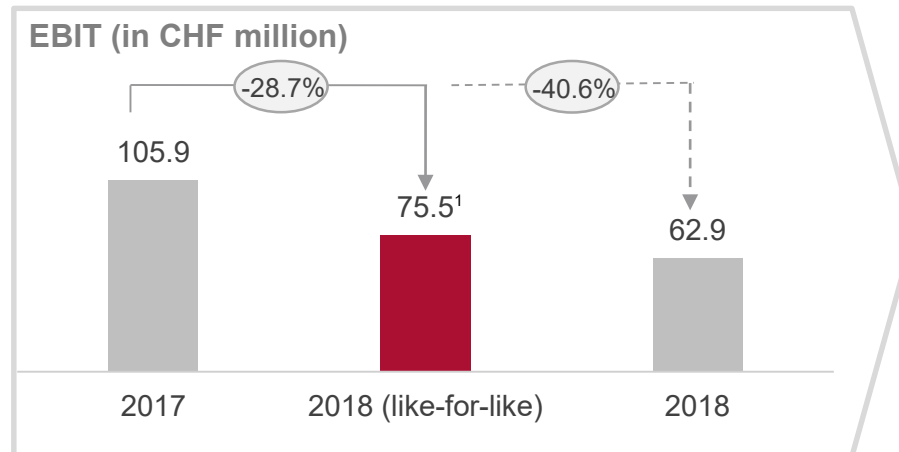
Business Unit
Consumer Goods

Business Unit Consumer Goods



Return to sales growth

- Strong growth in Indochina
- Slight growth in Thailand as well



EBIT considerably below prior year

- Reinforcement of investments and weaker operating performance impacted the result
- Restructuring measures initiated, resulting in one-time effects of CHF 12.6 million

* Adjusted for one-time effects of CHF 12.6 million

แผนกยา
Pharmacy

แผนกยา
Pharmacy

บริเวณให้บริการโดยเภสัชกร

Pharmacy Service Area

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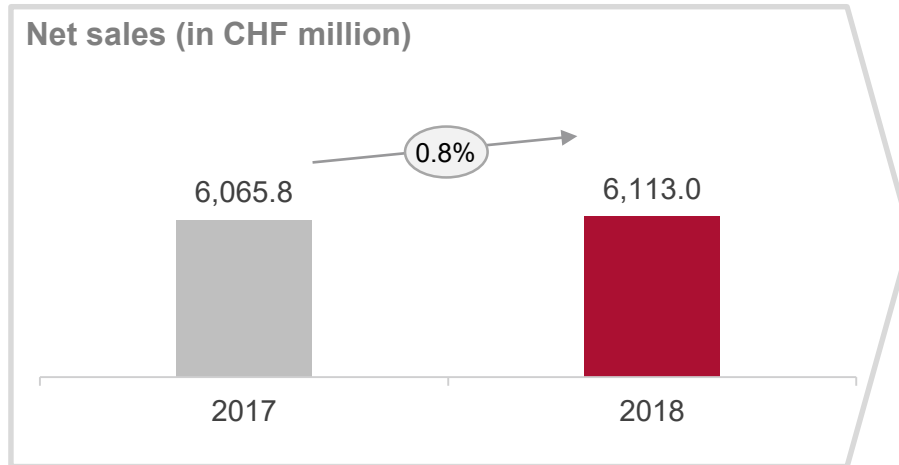
Pharmacy Service Area

บริเวณให้



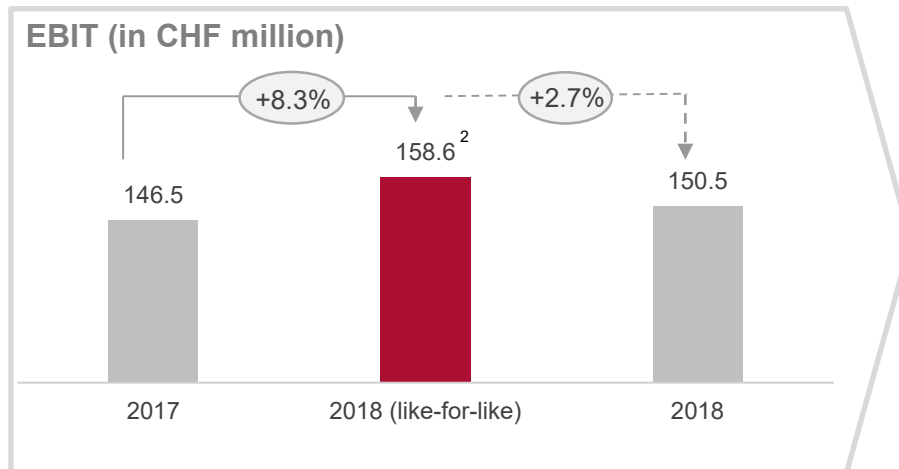
Business Unit
Healthcare

Business Unit Healthcare



Continued solid demand for healthcare in Asia

- Net sales growth of 0.8% (organic growth +4.0%)¹
- Good growth in South East Asia
- Continuously good potential in various Asian markets



Continued EBIT growth

- Measures to refocus the business in South Korea and Macau resulted in one-time charges
- Like-for-like, EBIT grew by 8.3%²
- Deconsolidation of business in China as of November 2018

¹ Adjusted for changed service offering and divestment of Healthcare business in China

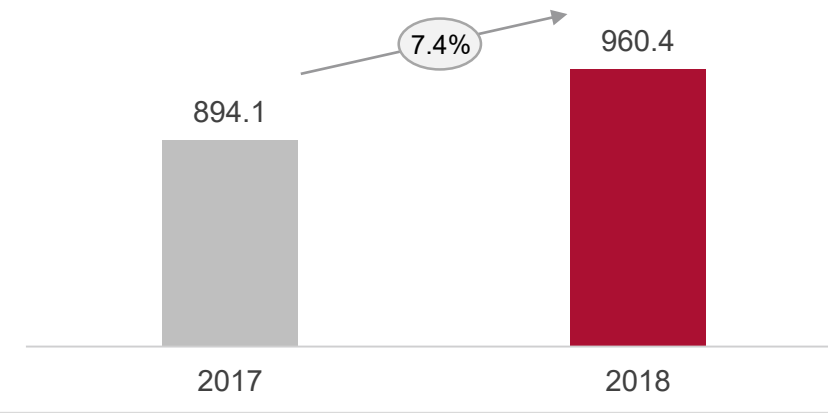
² Adjusted for one-time effects of CHF 8.1 million



Business Unit
Performance Materials

Business Unit Performance Materials

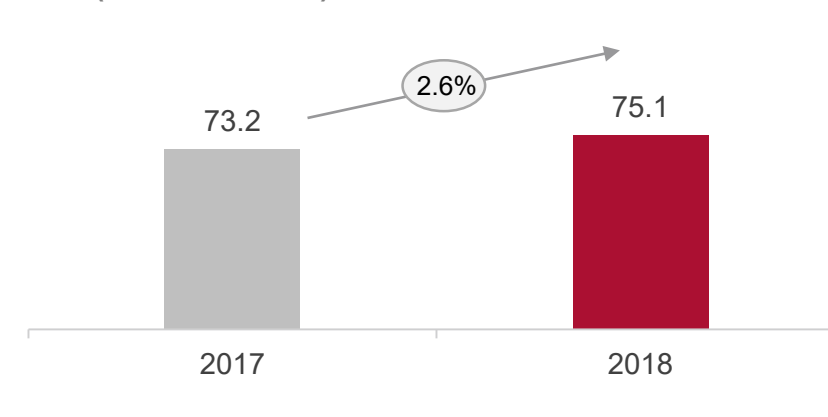
Net sales (in CHF million)



Solid net sales growth

- Net sales growth of 7.4%
- Successful contract expansion with international clients and new business wins
- Growth in major DKSH markets

EBIT (in CHF million)



Further EBIT growth

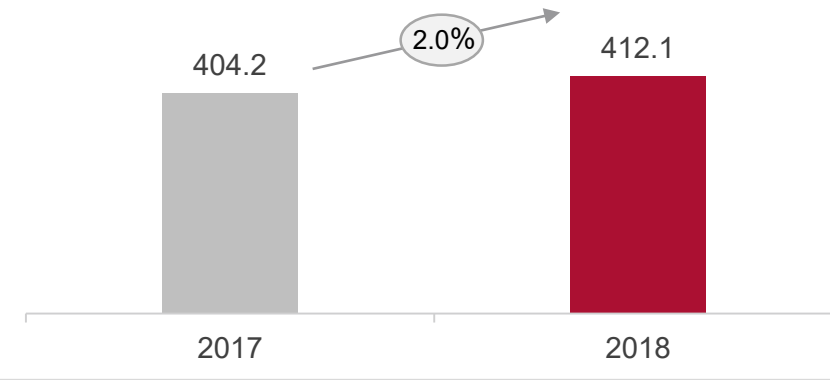
- EBIT grows by 2.6% in 2018
- Further expansion of innovation and distribution centers in Asia
- EBIT-margin remains at good level



Business Unit
Technology

Business Unit Technology

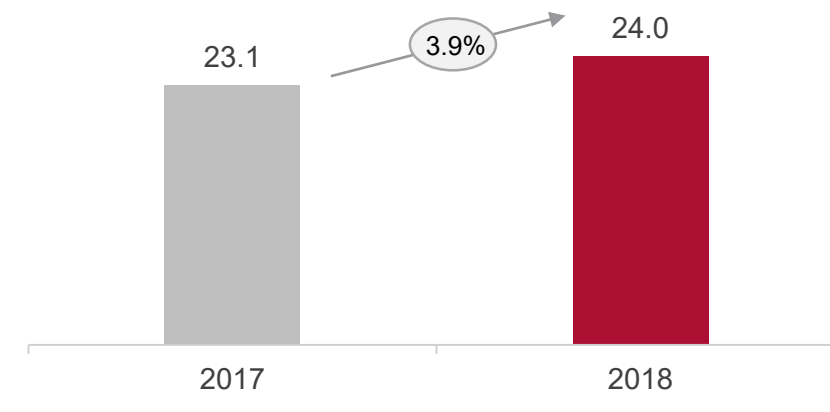
Net sales (in CHF million)



Slightly higher net sales

- Net sales growth of 2.0%
- Thailand, China and Singapore with good growth

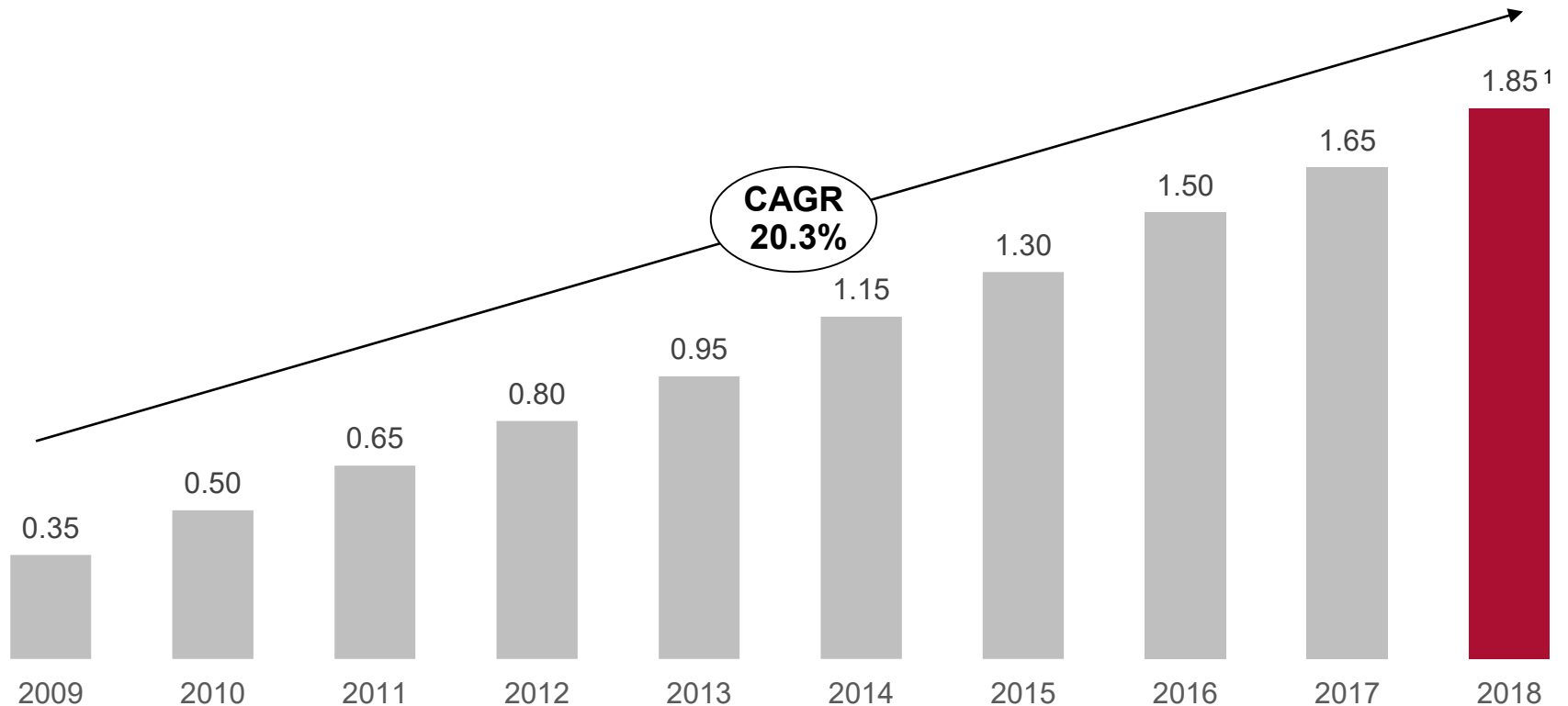
EBIT (in CHF million)



Higher EBIT

- EBIT increased by 3.9%
- Increased focus and portfolio adjustments, e.g. in Vietnam

Ordinary dividend 2018 by 12.1% higher than last year¹



Note: Ordinary dividend per share. The chart takes into account share split 1:100, effective since the Annual General Meeting 2011

¹ Dividend 2018 as proposed by the Board of Directors

Outlook 2019



Optimistic long-term outlook for Asia

Further strengthening of DKSH's resilient business model

Higher operating result in 2019
– with strong performance in H2

Continuation of progressive, ordinary dividend policy

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