



Half-Year 2013 Analyst and Investor Presentation

DKSH Holding Ltd.

August 13, 2013

Think Asia. Think DKSH.

Welcome to the DKSH Half-Year 2013 Analyst and Investor Presentation



Think Asia. Think DKSH.

Excellent first half 2013 results

In CHF millions	H1 2013	H1 2012 ¹⁾	Change in %
Net sales	4,754.5	4,160.0	14.3%
Operating profit (EBIT)	142.8	125.9	13.4%
Profit after tax	104.9	80.2	30.8%
Free cash flow	170.8	50.8	236.2%
Earnings per share (in CHF)	1.60	1.23	30.1%
Number of specialists²⁾	26,263	25,882	1.5%

Delivered on promise of sustainable, profitable growth

1) 2012 restated to reflect the adoption of IFRS 11 and IAS 19 revised

2) H1 2012 figure is year-end 2012

Continuation of our track record

Half-Year 2013 highlights

Sustainable profitable growth – high double-digit profit increase

Net sales growth outperforms the projected 8.3% growth rate of its addressable markets¹⁾

Further market share gains

Proof for resilience of our business model

Excellent free cash flow (CHF 170.8 million) and RONOC (25.2%)

Presence in Indonesia strengthened, one of the fastest growing markets in ASEAN

Positive outlook: guidance of double-digit profitable growth confirmed

Performance reflects unique business model and strategy for growth

¹⁾ Roland Berger Strategy Consultants, March 2013

Clear strategy for sustainable, profitable growth

Diligent implementation of our strategy for growth

- Organic growth
 - Expanding business with existing clients and customers
 - Multiplying success stories from country to country
 - New business development
- Bolt-on acquisitions
 - Miraecare, South Korea (Healthcare)
 - Primatek, Indonesia (Technology)
- Strengthen service offering
- Increase operational efficiency



Industry consolidator in fast-growing and highly fragmented industry

Industry with promising growth potential



Market Expansion Services (MES)

- Still considerable growth potential in DKSH's addressable markets: 8.3% p.a. until 2017¹⁾
- Growth drivers:
 - Rise of the middle class in emerging markets
 - Stronger inner-Asian trade
 - Trend towards outsourcing

MES growth premium is driven by an increase in the outsourcing rate

1) Roland Berger Strategy Consultants, March 2013

Rapidly growing middle class in Asia

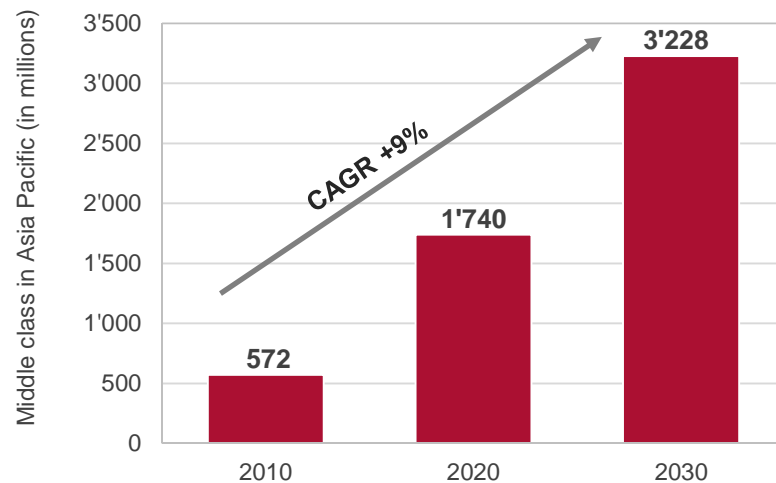
Growing middle class in Asia Pacific¹⁾

APAC middle class
in % of the global
middle class

28%

54%

66%



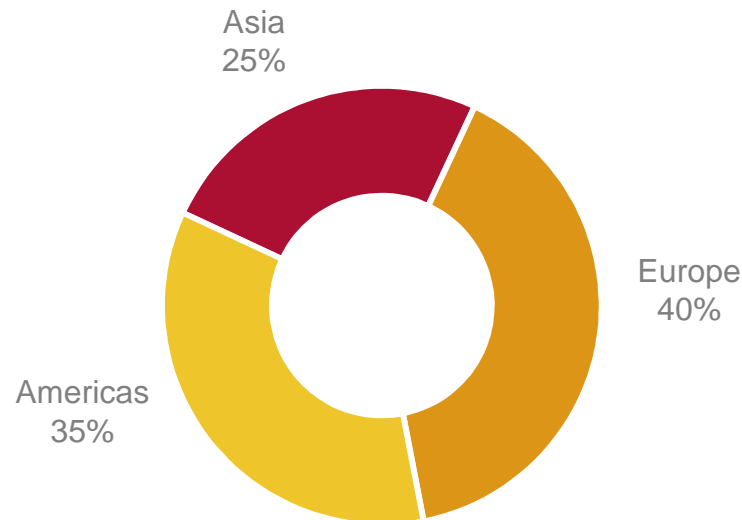
- By 2030 middle class is expected to grow sixfold
- Growing middle class driving demand for local and international products
- DKSH is well positioned to benefit from these trends
 - direct positive impact on consumer spending
 - indirect positive impact on industrial sectors

From the "extended workbench" of the West to attractive domestic sales markets

1) UnctadSTAT, Roland Berger Strategy Consultants, March 2013

Strong inner-Asian trade

Origin of DKSH's key clients



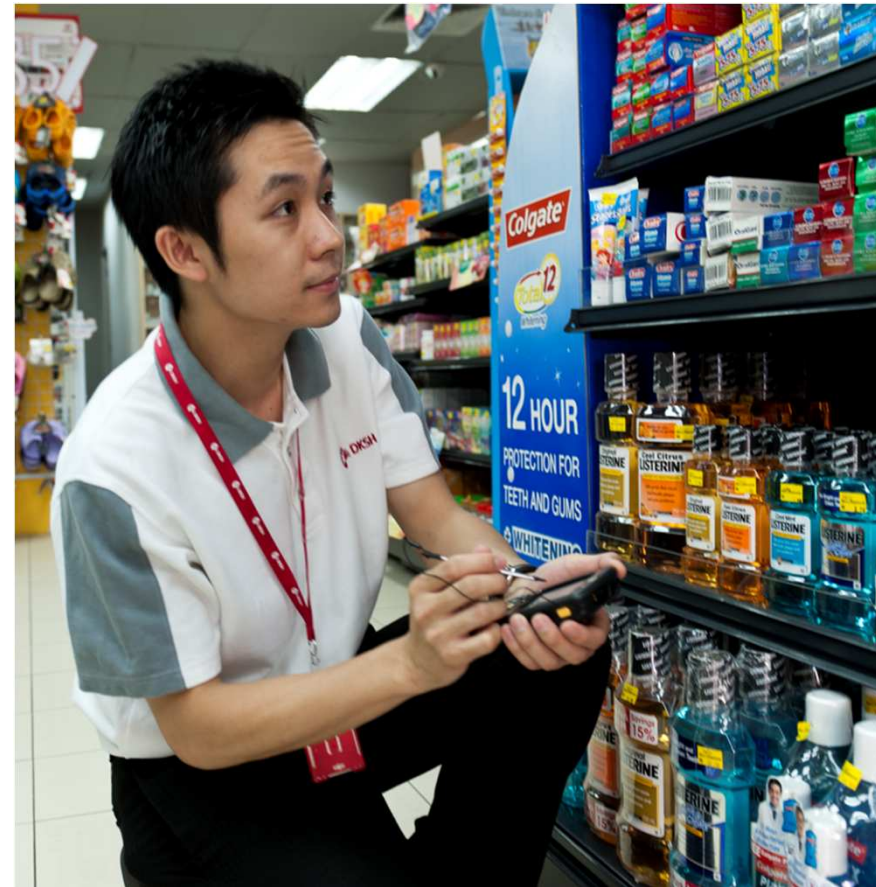
- Asia Pacific is today already the second largest trading area after Europe, having overtaken North America¹⁾
- Inner-Asian trade is expected to rapidly grow as trade barriers between Asian nations decline (e.g. in ASEAN) and local consumer markets develop fast
- Out of our 400 major clients, already 25% are of Asian origin

DKSH enables and benefits from growing inner-Asian trade

1) Roland Berger Strategy Consultants, March 2013

Trend towards outsourcing

- Asia as a target region for companies seeking to grow their business
- Strong focus on core competencies – R&D, manufacturing, marketing – leads to increasing demand for outsourcing services related to market entry and expansion
- DKSH is a reliable partner for the successful, rapid and low-risk expansion to and within Asia



Focus on core competencies leads to increasing demand for Market Expansion Services

Excellent sales and profit growth

Financials			
(in CHF millions)	H1 2013	H1 2012 ¹⁾	Change %
Net sales	4,754.5	4,160.0	14.3%
EBIT	142.8	125.9	13.4%
Profit before tax	142.4	117.5	21.2%
Taxes	(37.5)	(37.3)	
<i>Effective tax rate</i>	26.3%	31.7%	
Profit after tax	104.9	80.2	30.8%
RONOC	25.2%	22.1%	
Return on equity	17.0%	15.0%	

Comments

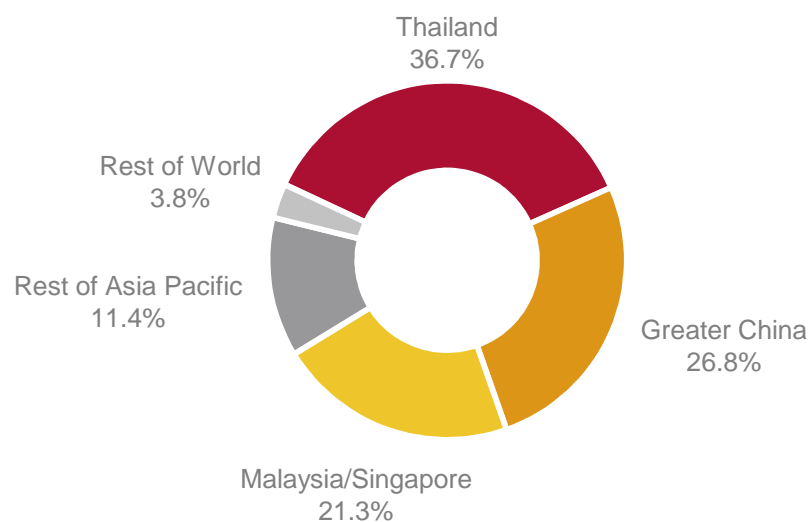
- Net sales growth of 14.3%
- Profit after tax increased by 30.8%
 - Operational efficiency and economies of scale
 - Lower tax rates in Thailand and other key markets
 - Result from net FX transactions
 - Lower interest expenses
- Improved RONOC and RoE

Sustainable value creation with strong profit growth and increased RONOC/ROE

1) 2012 restated to reflect the adoption of IFRS 11 and IAS 19 revised

Strong organic growth

Net sales by region

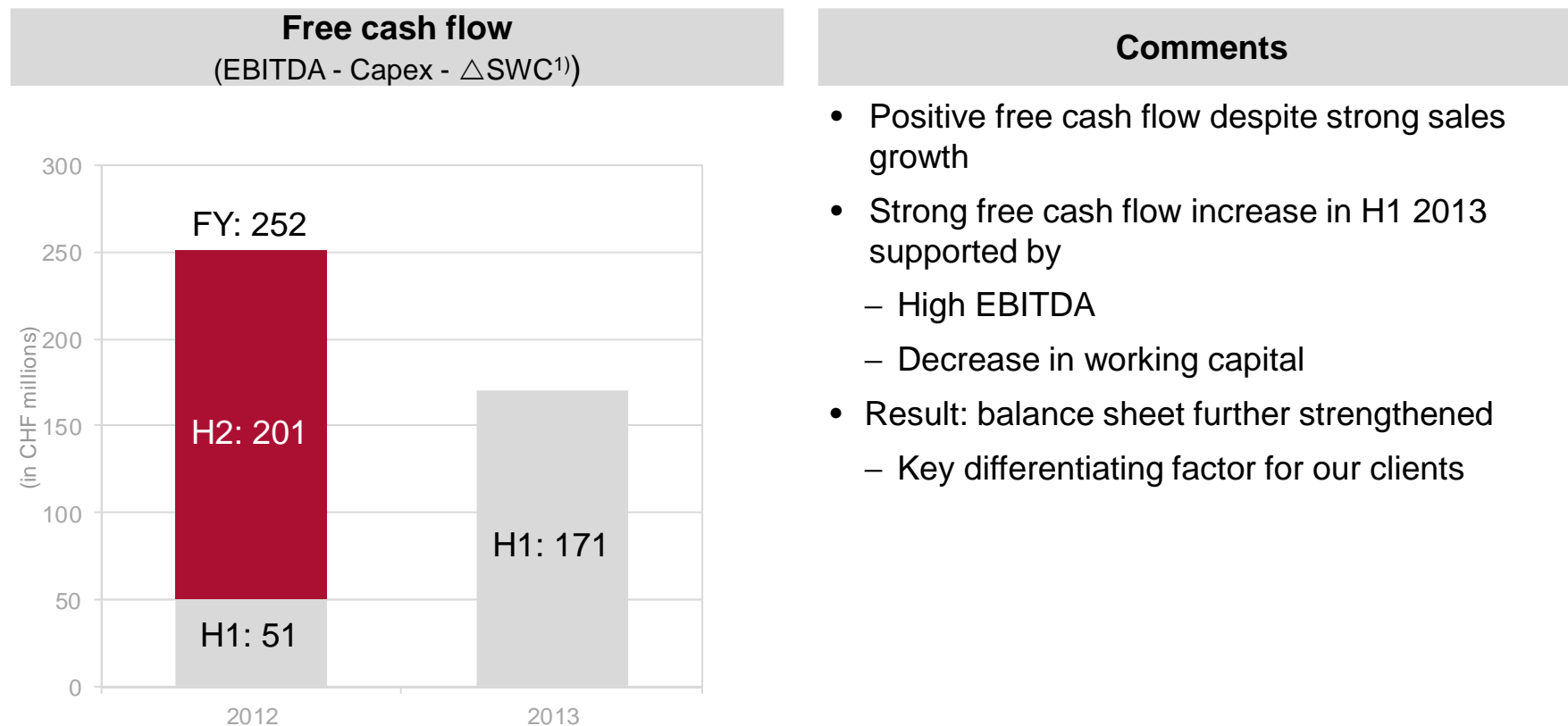


Comments

- Strong net sales growth of 14.3%, mainly driven by organic growth
 - Increased volumes with existing clients
 - Rolling out success stories from country to country
 - Successful business development
- Less than 1%-point of sales growth from M&A
- 96% of net sales generated in Asia Pacific

96% of net sales generated in Asia Pacific

Excellent free cash flow



Healthy balance between sales growth and free cash flow

1) Specific working capital (SWC) = Trade receivables + Inventory - Trade payables

Business Unit Consumer Goods

Financials			
(in CHF millions)	H1 2013	H1 2012	Change %
Net sales	2,094.3	1,848.6	13.3%
EBIT	79.9	71.3	12.1%
<i>EBIT margin</i>	<i>3.8%</i>	<i>3.9%</i>	

Comments

- Strong net sales and EBIT growth of 13.3% and 12.1% respectively
- Variety of clients and markets contributed to growth
- Solid organic growth across the region
 - Increased volumes with existing clients
 - Rolling out success stories from country to country
 - New business development

Double-digit net sales and profit growth

Business Unit Healthcare

Financials			
(in CHF millions)	H1 2013	H1 2012	Change %
Net sales	2,098.4	1,757.6	19.4%
EBIT	55.5	42.6	30.3%
<i>EBIT margin</i>	<i>2.6%</i>	<i>2.4%</i>	

Comments

- Excellent net sales growth of 19.4% and outstanding EBIT growth of 30.3%
- Solid organic growth across the region
 - Increased volumes with existing clients
 - Rolling out success stories from country to country
 - New business development
- Strategic bolt-on acquisition of Miraecare in Korea

Business Unit Healthcare with the best performance in H1 2013

Business Unit Performance Materials

Financials			
(in CHF millions)	H1 2013	H1 2012	Change %
Net sales	394.1	369.5	6.7%
EBIT	29.1	31.2	-6.7%
<i>EBIT margin</i>	<i>7.4%</i>	<i>8.4%</i>	

Comments
<ul style="list-style-type: none"> • Net sales growth of 6.7% • Negative impact of Yen depreciation and associated hedge accounting • Postponement/cancellations of some projects in view of the price increases due to the strong currency devaluation • Further expansion of cooperation with leading specialty chemicals companies • Successful integration of Swiss company Staerkle & Nagler acquired in 2012

Solid result despite challenging currency fluctuations

Business Unit Technology

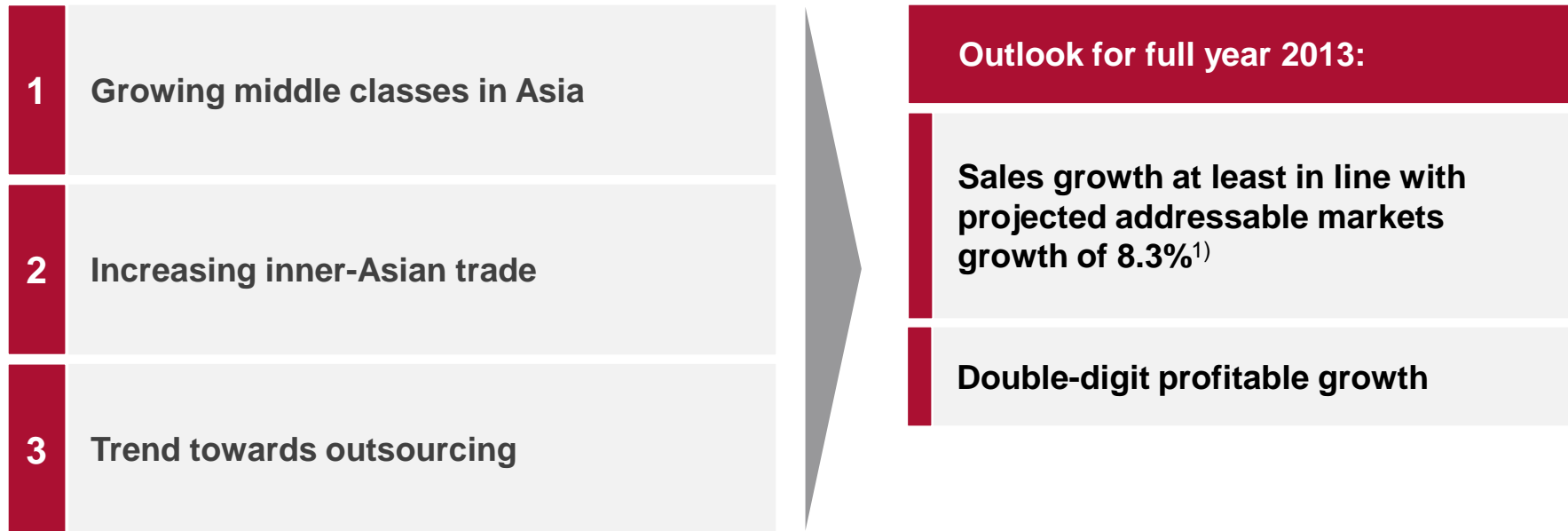
Financials			
(in CHF millions)	H1 2013	H1 2012 ¹⁾	Change %
Net sales	169.9	185.7	-8.5%
EBIT	6.1	10.2	-40.2%
<i>EBIT margin</i>	<i>3.6%</i>	<i>5.5%</i>	

Comments
<ul style="list-style-type: none"> • Strong negative impact from currency fluctuations and associated hedge accounting treatment • Certain operational issues further contributed to disappointing result – appropriate actions taken • Market entry into Indonesia with acquisition of Primatek

Weak performance in first half 2013 – appropriate actions taken

1) 2012 restated to reflect the adoption of IFRS 11 and IAS 19 revised

First half is a strong foothold for full year 2013



Guidance confirmed: another record year with double-digit profitable growth expected

1) Roland Berger Strategy Consultants, March 2013

Thank you for your attention



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