

Factsheet DKSH Group

Market Expansion Services

As the No. 1 in the Market Expansion Services sector with a focus on Asia¹, DKSH helps other companies and brands to grow their business in new or existing markets. We offer our business partners tailor-made solutions along the entire value chain to support them in successfully achieving their objectives.

Facts and figures

- Headquartered in Zurich. In terms of Net Sales and number of employees – one of Switzerland's top 20 enterprises
- Publicly listed on the SIX Swiss Exchange since March 2012
- Reliable outsourcing partner supporting companies in growing their business in new or existing markets
- Integrated services portfolio along the entire value chain, from sourcing, market entry consultancy, marketing and sales, distribution and logistics to after-sales support
- Comprehensive, well-established network throughout Asia, and key markets in Europe, and the Americas
- Four specialized Business Units: Consumer Goods, Healthcare, Performance Materials, and Technology

Facts as per December 31, 2011

Specialists	24,342
Clients	5,500
Customers	500,000
Distribution centers	180
Countries	35
Network of business locations	
- Asia Pacific	630
- Europe, Americas	20

¹ According to a study conducted by Roland Berger Strategy Consultants in November 2011, DKSH is the leading Market Expansion Services provider with a focus on Asia in terms of Transaction Value.

Key performance indicators in CHF Mio.

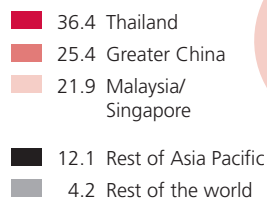
	2010*	2011
Net Sales	7,293	7,340
EBIT	195	238
Profit After Tax (continuing operations)	121	152

*Excluding Real Estate (disposed in 2010)

Our most important markets

In 2011, DKSH generated 96% of Net Sales in Asia Pacific, with Thailand being the single largest market, followed by Greater China, and Malaysia/Singapore.

2011 Net Sales by region in %



Greater China = China, Taiwan, and Hong Kong

Megatrend Asia and outsourcing

DKSH has been at home in the rapidly growing Asian markets for close to 150 years, making it ideally positioned to benefit from the dynamic economic growth in this region:

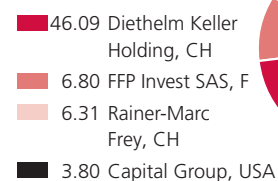
- Geographic focus is on the Asia Pacific region, which generated 96% of our Group Net Sales
- Growth in GDP, disposable income and purchasing power, local consumer spending and industrial production in Asia continue to surpass those of the Western world. Asia's emerging economies are becoming the drivers of global economic growth

- Rising purchasing power and changing lifestyles of the emergent middle class are leading to increased consumer demand and the need for Western capital goods and components
- Asian markets are evolving from being the "extended workbench" of the West to becoming promising domestic markets, representing attractive expansion targets for Western companies
- Companies that have earmarked Asia as their growth target are increasingly using services provided by specialist outsourcing partners to achieve market expansion. This allows them to avoid fixed overheads and risks while focusing on their core competencies
- Strong increases in consumer demand throughout Asia are driving growth in inner-Asian business. Stagnating Western consumer markets are causing Asia's export economy to transfer its focus into its own regional markets

History

DKSH is deeply rooted throughout the region. In the 1860s, three Swiss entrepreneurs, Wilhelm H. Diethelm, Eduard A. Keller, and Hermann Siber sailed east from Europe to Asia. They established trading houses which evolved into major players in South East Asia, China, the Eastern Asia-Pacific region, and Japan. In 2002, those companies joined forces to create DKSH.

Ownership structure* in %



*Shareholders with more than 3% shares in DKSH Holding.

Our core business: Market Expansion Services

What we do

DKSH helps companies to grow in existing markets and expand into new ones by delivering the services our business partners need to achieve their goals.

How we do it: comprehensive portfolio of services

We help our business partners grow by providing a complete range of specialized services along the entire value chain: from sourcing, research and analysis, marketing and sales, distribution and logistics, to after-sales services.

Customized in every case

Our services are precisely tailored to the exact needs of our clients and customers. To do this, we draw on nearly 150 years of experience, deep industry expertise, extensive on-the ground logistics, and our vast network of business and personal relationships throughout Asia.

Integrated to leverage success

Because we take profound responsibility for our business partners' goods, brands, and markets, our Market Expansion Services offer more than just outsourcing of particular activities. Our intelligently integrated and tailor-made services deliver seamless end-to-end

solutions no matter how large – or small – the requirements.

Our business model

DKSH's business model combines profound specialization with broad diversification in terms of industries, regions, goods, and value chains. While concentrated on Asia, we provide a bridge with Europe, the Americas, and Asia Pacific. With our business activities organized into four highly specialized Business Units: Consumer Goods, Healthcare, Performance Materials, and Technology, we deliver an extensive range of integrated services to a huge diversity of business partners, industries, and countries.

