

1. DKSH Group

Presentation to Label « non GMO » Workshop 3 – 4th February 2010
Brussels

Profile



- ▶ **DKSH is the No.1 Services Group in Asia, focusing on sourcing, marketing, logistics and distribution.**
- ▶ **Founded and deeply rooted in Asia, DKSH successfully bridges complex markets within and between Asia Pacific, Europe and the Americas.**
- ▶ **Market Expansion Service** is our core competence. A profound understanding of market conditions, product and applications expertise is our trademark. We combine marketing and logistics skills and enhance them through unique networks established over a corporate history of one and a half centuries.
- ▶ **DKSH is the preferred partner for quality companies expanding their business in complex and demanding markets.**

AMERICAS

EUROPE

ASIA PACIFIC

Think Asia. Think DKSH.

Key Figures

- ▶ Total Sales: > CHF 7,4 Billion
- ▶ Over 25'000 specialised staff covering 48 nationalities
- ▶ Operations in 35 countries
- ▶ Network of about 310 business locations in Asia
- ▶ 15 business locations in Europe and the Americas



DKSH – the No.1
marketing and services
Group in Asia

DKSH is among
the top 20 companies in
Switzerland

Think Asia. Think DKSH.

Proud of our Swiss Roots



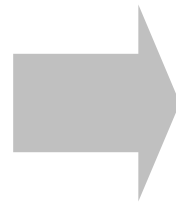
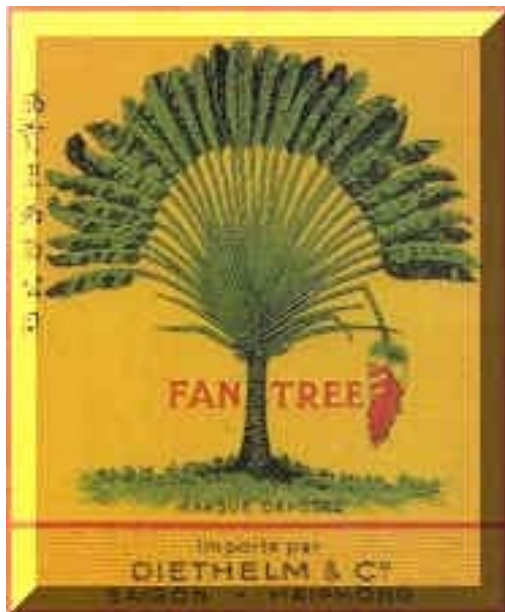
Name Wilhelm Heinrich Diethelm
Founded 1887
In Singapore

Name Edward Anton Keller
Founded 1887
In Philippines

Name Hermann Siber-Hegner
Founded 1865
In Japan

In 2002, the three businesses merged to create DKSH.

Our Logo

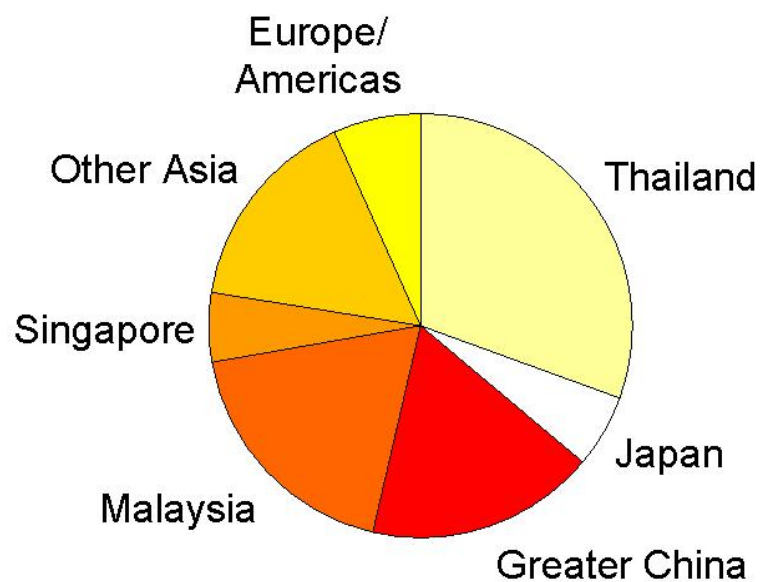


It bends with the wind, it weathers all storms, but it does not yield!

Think Asia. Think DKSH.

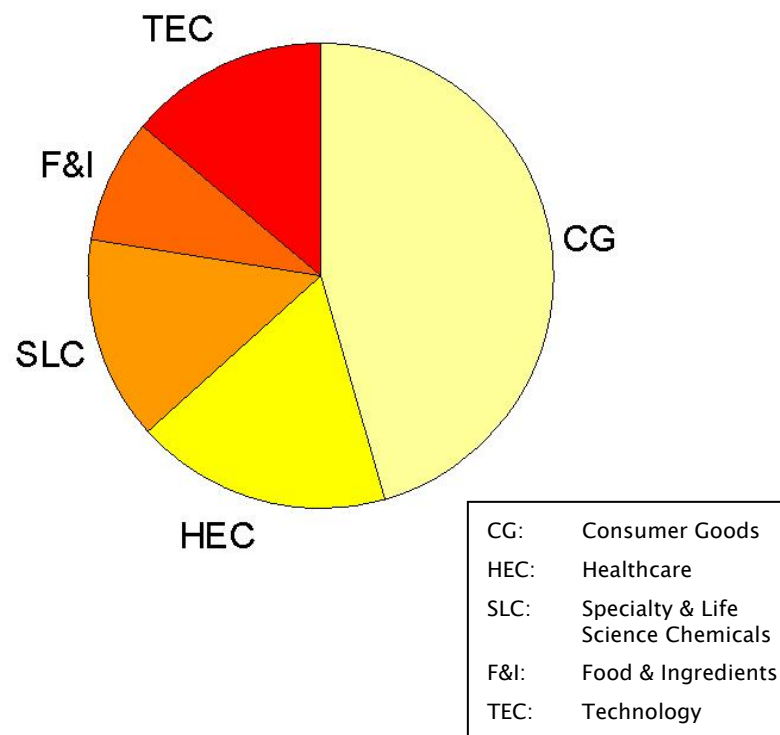
Well-balanced Business Portfolio

Countries:



Total Sales by Region 2005

Business Units:



EBIT by Business Unit 2005

DKSH: thinks global- acts regional- sells personal

- ▶ DKSH provides market access in Asia, Europe and USA through a wide range of partnerships with:

Medium sized enterprises:

with innovative, high-quality products, yet insufficient resources for independent product launches in export markets

**DKSH provides
One-stop regional coverage
through partnerships in
marketing, sales and distribution**

Multinationals:

aiming at outsourcing of distribution & order fulfillment

**DKSH provides
Comprehensive Pan Asian
distribution network covering
modern & traditional trade**

Our Principals

Medium Sized Enterprises: Marketing, Sales & Distribution

- ▶ Graf von Faber-Castell
- ▶ Porsche Design
- ▶ Montblanc
- ▶ Dunhill
- ▶ Roger Dubuis
- ▶ Hanro
- ▶ DIM
- ▶ Filofax
- ▶ Twinings
- ▶ Lindt & Sprüngli
- ▶ Fisherman's Friends
- ▶ Ricola
- ▶ Leica
- ▶ Cadbury
- ▶ Hero
- ▶ Melitta
- ▶ etc.

Multinationals: Outsourcing Distribution & Order Fulfillment

- ▶ Novartis
- ▶ Roche
- ▶ Bristol-Myers Squibb Ltd.
- ▶ GlaxoSmithKline Ltd.
- ▶ Kraft
- ▶ Gillette
- ▶ Beiersdorf (Nivea)
- ▶ Procter & Gamble
- ▶ Pepsi
- ▶ Ferrero
- ▶ Campbell's
- ▶ Heinz
- ▶ etc.

Business Unit Consumer Goods

- Asia's leading full-service marketing provider
- Focused on Fast-Moving Consumer Goods, Food Services, Luxury Goods, Fashion & Lifestyle Products
- Serves more than 300'000 retail outlets in Asia
- 170 business locations in 15 countries



Consumer Goods

	2005
Total Sales	4,218 Mio. CHF
Net Sales	2,609 Mio. CHF
EBIT	65 Mio. CHF
Employees	12'229

Business Unit Healthcare

- ▶ Marketing, Sales and wholesale Distribution of pharmaceutical and consumer health products
- ▶ Toll manufacturing for global pharmaceutical companies
- ▶ Strategic Partnerships with Unilab and Dos Ni Roha
- ▶ 180 business locations in 14 countries



Healthcare

	2005
Total Sales	2'181 Mio. CHF
Net Sales	1'748 Mio. CHF
EBIT	20 Mio. CHF
Employees	6,383

Business Unit Performance Materials (merger of F&I and SLC units)

- ▶ Truly global, highly specialized
- ▶ Toll manufacturing and food processing
- ▶ Raw materials, formulations and integrated service solutions for the areas of food, cosmetics, personal care, animal care, agriculture, coating & polymer, pharmaceutical, imaging & electronic
- ▶ 41 business locations in 21 countries



Food & Ingredients

	2005
Total Sales	525 Mio. CHF
Net Sales	453 Mio. CHF
EBIT	20 Mio. CHF
Employees	959

Business Unit Technology

- ▶ Marketing, Sales, Distribution, Application Engineering and After-Sales Services for state-of-the-art capital investment goods and scientific instruments
- ▶ Highly specialized customer service
- ▶ 84 business locations in 20 countries



Technology

	2005
Total Sales	517 Mio. CHF
Net Sales	327 Mio. CHF
EBIT	16 Mio. CHF
Employees	1,124



15a. Thank you for your attention

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Think Asia. Think DKSH.

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