

Fact sheet DKSH Malaysia

Market Expansion Services

As the No.1 Market Expansion Services provider with a focus on Asia, DKSH helps other companies to grow their business in new or existing markets. Backed by 150 years of experience, we offer our business partners tailor-made solutions along the entire value chain to support them in successfully achieving their objectives.

About DKSH Malaysia

DKSH Malaysia is one of the oldest and largest Market Expansion Services providers in the country, serving more than 180 brand owners, 13,000 customers and employing a workforce of over 2,800 specialists providing unparalleled market coverage nationwide.

Our business partners leverage on DKSH's capillary distribution network, deep local market know-how and expertise, as well as our extensive supply chain network of unique size and depth to expand and grow their businesses.

Our business activities are organized into three business segments that mirror our fields of expertise: Marketing and Distribution, Logistics and Others.

DKSH Malaysia is publicly listed under the name DKSH Holdings (Malaysia) Berhad on the Main Market of the Bursa Malaysia stock exchange. For the financial year of 2016, which ended in December, DKSH Holdings (Malaysia) Berhad achieved net sales of MYR 5.3 billion.

Facts

- Net sales of MYR 5.3 billion
- Over 2,800 specialists
- DKSH runs on a large SAP business warehouse application, processing over 150,000 transactions monthly
- Over 13,000 customers
- More than 180 clients

Business locations

- Head office in Petaling Jaya
- 30 locations nationwide
- Four ISO-certified distribution centers
- Eight regional distribution centers

Business segments and services

Our business segments offer integrated and tailored Market Expansion Services along the entire value chain from sourcing, research and analysis, marketing and sales, distribution and logistics to after-sales services.

Marketing and Distribution segment

Under this business segment, the Group provides a comprehensive portfolio of services ranging from marketing, to providing sales force, distribution and logistics, invoicing and credit control, handling of inventory and returned goods and other value-added services. The businesses represented under this segment are Consumer Goods and Performance Materials.

Logistics segment

The Group's logistics services focus on supply chain services ranging from import, to warehousing and distribution, order processing and collections. The businesses represented in this segment are primarily Healthcare and part of Consumer Goods, as well as our distribution of telephone cards, which are entirely supply chain-centric.

Segment "Others"

The primary business activity in this segment is the Famous Amos chocolate chip cookie business. Famous Amos is a retailer of chocolate chip cookies as well as selected assortment of complementary products such as hampers, gifts, chocolates and confectionery items. This segment also

includes central unallocated overheads.

In 2015, DKSH celebrates its 150th anniversary. With a strong Swiss heritage, the company has a long tradition of doing business in and with Asia, and is deeply rooted in communities and businesses across Asia Pacific.

Head of Country Management Team



Nicholas McLaren

Head of Country Management and Vice President, Country Finance since March 2015

Contact

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