

## **MEDIA RELEASE**

### **DKSH Group achieves outstanding half-year results**

**First half-year 2010: EBIT increases 35.2 percent over previous year to CHF 85 million, with Net Sales rising by 10.5 percent to CHF 4.9 billion.**

**DKSH Management Ltd.  
Date: July 15, 2010**

**DKSH, the leading Market Expansion Services provider with a focus on Asia, continues its growth course with an outstanding result for the first half-year 2010. In that period, EBIT rose by 35.2 percent compared to the previous year, reaching CHF 85 million. Net Sales saw an increase of 10.5 percent to CHF 4.9 billion.**

Zurich, July 15, 2010 – Development of all Business Units was extremely positive, with each one reporting profitability levels that not only exceeded the previous year's figures, but also surpassed those of the record year 2008 by 23.6 percent.

„These results reflect the successful implementation of our expansion strategy that is based on the enlargement of existing markets and business segments, primarily buttressed by organic growth and selective bolt-on acquisitions“, explains Joerg Wolle, President and CEO of DKSH.

That performance is all the more remarkable against the backdrop of the recent turmoil in Thailand which, with over 10,000 employees, is a key market for DKSH. „Despite the difficult economic environment, our business in Thailand saw high double-digit growth this year“, comments Joerg Wolle.

Once again, outstanding results have demonstrated just how robust the DKSH business model is. As the leading provider of Market Expansion Services, DKSH is highly specialized, yet at the same time its entrepreneurial base is broadly diversified across business sectors, industries, regions, material flows, and value creation chains. With its sharp focus on Asia, DKSH continues to benefit from the strength of the economic environment in the Asian markets and the uninterrupted strong demand for outsourcing of marketing, sales, and distribution in Asia.

Joerg Wolle: „We are optimistic about the remainder of the ongoing business year. As the market leaders, we are ideally positioned to benefit from the economic growth throughout this region.“

### **Profile of DKSH Group**

DKSH is the leading Market Expansion Services Group with a focus on Asia. As the term "Market Expansion Services" suggests, DKSH helps other companies and brands to grow their business in new or existing markets.

With 560 business locations in 35 countries – 20 of them in Europe and the Americas – and 22,000 specialized staff, it is one of the top 20 Swiss companies ranked by sales and employees. In 2009, DKSH generated annual gross revenues of CHF 8,600 million.

The company offers any combination of sourcing, marketing, sales, distribution and after-sales services. It provides business partners with expertise as well as on-the-ground logistics based on a comprehensive network of unique size and depth. Business activities are organized into four specialized Business Units that mirror DKSH fields of expertise: Consumer Goods, Healthcare, Performance Materials, and Technology.

Although DKSH is a Swiss company with headquarters in Zurich, it is deeply rooted in communities all across Asia Pacific. This is because the company looks back on a more than 140-year-long tradition of doing business in and with the region.

### **For further details please contact:**

#### **DKSH Management Ltd.**

Martina Ludescher  
Vice President Strategy & Corporate Communications  
Wiesenstrasse 8  
8034 Zurich / Switzerland

[martina.ludescher@dksh.com](mailto:martina.ludescher@dksh.com)  
Telephone +41 44 386 7208  
Fax +41 44 386 7608