

PRESS RELEASE

Record year for the DKSH Group

2010: Rising Net Sales with excellent growth in profit – 2011: dynamic start and extensive new business in all Business Units

DKSH Holding Ltd.

Date: April 19, 2011

2010 saw the Swiss DKSH Group, the No. 1 in Market Expansion Services with a focus on Asia, achieve the hitherto best results ever in the company's almost 150-year history. The privately held DKSH Group increased its Net Sales, i.e. turnover achieved for its own account, by 14.8 percent to CHF 7.3 billion. Total Sales, or the transaction value, rose by 19 percent to almost CHF 10 billion. Operating profit (EBIT) grew by 51.2 percent to CHF 195 million, outperforming the previous record year 2008 by 30.9 percent. Profit After Tax rose by 42.4 percent to CHF 121 million.

In 2010, the focus was on organic growth, based on the successful expansion of existing businesses and by entering into new partnerships with suppliers and customers. Moreover, inner-Asia business became of increasing significance, i.e. the marketing, sale, and distribution of Asian products within other Asian markets. In the period under report, DKSH also acquired six companies and created 1,800 new jobs.

2011 is continuing on this dynamic course: results reported at the end of the first quarter are significantly higher than the 2010 figures.

All DKSH financial indicators exhibit high double-digit growth rates. The outstanding annual result 2010 is a reflection of the rapid recovery of the markets from the global economic crisis. However, with GDP growing at 9 percent, Asia's markets have recovered far more rapidly than the Western economies. All four Business Units contributed to the hitherto best results ever of the DKSH Group. Particularly noteworthy is the significant improvement in profitability, specifically in the Business Unit Performance Materials as well as in the biggest Business Unit Consumer Goods. Throughout Asia, DKSH has broadened its business footprint in recent years. Thailand remains the largest market, but DKSH is also expanding in Indochina – i.e. Vietnam, Cambodia, Laos, and Myanmar – as well as in Greater China, which covers China, Taiwan, and Hong Kong, achieving still higher growth rates, leading to a broader geographical diversification.

Thorough implementation of the growth strategy

„2010 was dedicated entirely to the thorough implementation of our growth strategy aimed at continuously strengthening our position as the leading provider of Market Expansion Services throughout Asia. We are concentrating on our core business, i.e. across-the-board coverage of Asia and selected markets in Europe, in the four Business Units Consumer

Goods, Healthcare, Technology, and Performance Materials. In these selected areas we are expanding further", explains Jörg Wolle, President & CEO of DKSH. Priority is being given to organic growth, i.e. enhancing existing businesses and entering into new partnerships with suppliers and customers. Its blanket presence in Asia allows DKSH to replicate successful partnerships within the region. At the same time, DKSH is continuously increasing the efficiency and performance of its business processes.

DKSH also generates growth through selected bolt-on acquisitions, whereby here too, the focus remains on strengthening existing markets and Business Units. In 2010, DKSH made six acquisitions. The biggest was Hagemeyer-Cosa Liebermann with 350 employees and operations in Korea, Taiwan, Hong Kong, Guam, and Saipan. With Cosa Liebermann, active in the luxury goods and lifestyle business, the last former Swiss trading house of significance is now owned by DKSH. Other acquisitions included the Japanese sales and service subsidiary of Switzerland's Mikron Machining, the leading consumer goods logistics organization Chiao Tai Logistics in Taiwan, the Thailand distribution set-up for Shell's lubricants business, the Trekintal analytical instruments distributorship in Taiwan, as well as Biolife, the leading supplier of vitamins and nutritional supplements in Malaysia, thereby strengthening operations in own brands in the Business Unit Healthcare.

Above and beyond its sharply defined growth strategy, another key factor in the DKSH success story is the integrated business model. Jörg Wolle: „We have consciously evolved into a one-stop, professional service provider for all aspects relating to market expansion in Asia. DKSH has reinvented the business model of the traditional trading houses. Any company that is considering the option of expanding in Asia should think of contacting DKSH first.“ DKSH offers an integrated service portfolio along the entire value chain, tailored explicitly to business partner needs throughout the entire Asia region.

Also decisive in the success of DKSH is its unique presence in Asia, the world's growth market per se: of the 610 DKSH subsidiaries across the globe, no less than 590 are located in Asia. Moreover, there is a clear tendency towards further globalization of trade flows. DKSH supports that trend and benefits from the movement of goods and services from, to and within Asia. Other positive factors stimulating business are, on the one hand, the increasing demand for Western products from a steadily growing Asian middle class, and a rising need for outsourcing solutions on the other.

Comments Jörg Wolle: „Many companies that do not yet have a presence in Asia are seeking new expansion opportunities. Moving into Asia, however, carries its own risks and ties down liquid resources. The viable option is DKSH, a reliable partner for successful and rapid expansion with limited risks and eliminating the need to budget for fixed overheads.“ Companies that are already active in Asia are also opting for collaboration with DKSH and are outsourcing sectors that are not part of their core

business, such as distribution, logistics, and cash collection.

Cost efficiency is also a core issue with DKSH. Thanks to its Group-wide implementation of SAP, the organization has globally harmonized and standardized its business processes. There is also continuous investment in distribution infrastructure: in 2010, DKSH opened new distribution centers in China, Taiwan, and Myanmar. These facilities form the basis for further expansion in those core markets.

Continuation of the growth trend in 2011

DKSH has had a superb start to the new business year. All indications, including the results of the first quarter, point towards DKSH once again achieving record result in 2011. In implementing its growth strategy, DKSH will continue to focus on organic growth in existing markets and industries, in conjunction with suitable acquisitions to complement the portfolio.

In the first quarter 2011, DKSH already succeeded in concluding numerous new business partnerships. For example, the Business Unit Performance Materials signed an agreement with Kodak covering the global distribution of fine and specialty chemicals. In the consumer goods sector, Nestlé in Hong Kong extended its long-standing cooperation with DKSH. Moreover, Kraft, also a long-term business partner of the Business Unit Consumer Goods, is now being supported by DKSH in its entry into the Vietnam market aimed at distributing its quality brands such as Oreo, Ritz, and Chips Ahoy. Furthermore, DKSH will provide merchandising services to Carlsberg in the convenience store channel in Singapore. On behalf of RUAG, a major Swiss technology group, DKSH is marketing their mechanical engineering applications in Taiwan, China, Korea, and Japan. The Business Unit Healthcare is newly assisting Bristol-Myers Squibb in Vietnam and Malaysia.

About 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 610 business locations in 35 countries – 590 of them in Asia – and 22,500 specialized staff, it is one of the top 20 Swiss companies ranked by sales and employees. In 2010, DKSH generated annual gross revenues of CHF 10 billion.

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 nearly 150-year-long tradition of doing business in and with the region.

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