



DKSH Holdings (M) Berhad 30th Annual General Meeting

Stephen Ferraby, Non-Independent Non-Executive Chairman,
DKSH Malaysia

May 26, 2022

Delivering Growth – in Asia and Beyond.



Agenda



- 1. About DKSH Group**
- 2. DKSH Malaysia at a glance**
- 3. FY2021 performance review**
- 4. 2021 highlights**
- 5. Outlook**
- 6. Resolutions**
- 7. Outcome of Annual General Meeting (AGM)**

1

About DKSH Group

Who We Are



Your Trusted Partner

We enrich people's lives by providing access to goods, services, and insights. United by our vision to be the trusted partner, we help companies grow.



DKSH Group Is a Successful Market Leader



No. 1

Market Expansion Services provider with a focus on Asia



2,100 clients
2,000 suppliers



23 million
transactions per year



11.1 billion

Net sales (2021)



>10 years
4 markets
average client relationship¹



870
business locations



33,100
specialists



More than
150 years in Asia



530,000
customers

¹ Top 200 clients by net sales

2 DKSH Malaysia at a Glance

DKSH Malaysia at a Glance



6.7 billion

Net sales (2021)



3,250

specialists



170 clients

14,000 customers



25

business locations



More than

95 years in Malaysia



Three Specialized Business Segments

Marketing & Distribution Services



- Fast Moving Consumer Goods
- Food Services
- Performance Materials

Logistics Services



- Healthcare

Others



- Famous Amos
- Others – overheads

...leading the Market Expansion Services industry with tailored solutions across the value chain

Serving International Brands...



Trusted Partner for Well-Known International Brands

Consumer Goods:



Healthcare:



...and Local Brands

Reliable Partner for Asian Brands



In Malaysia for Malaysia



DKSH Malaysia's Omni-channel Approach



Online

**Extensive
Omni-channel coverage**

Consumer access

47 agencies

161 brands

36 flagship stores

Partnership with



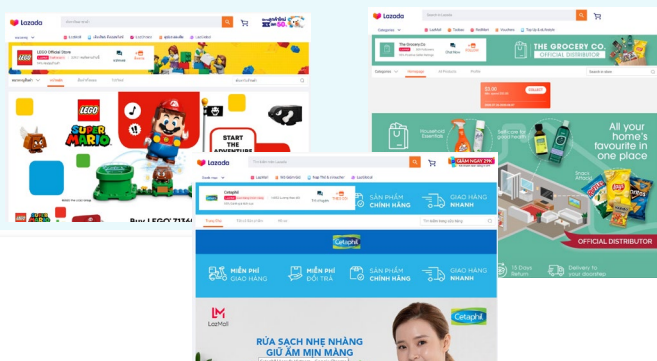
All top channels

GrabMart

Shopee

LAZADA

Alibaba.com



Offline

Consumer Goods:



MYDIN

Healthcare:



Extensive market reach and networks

Consumer Goods

7,351 customers

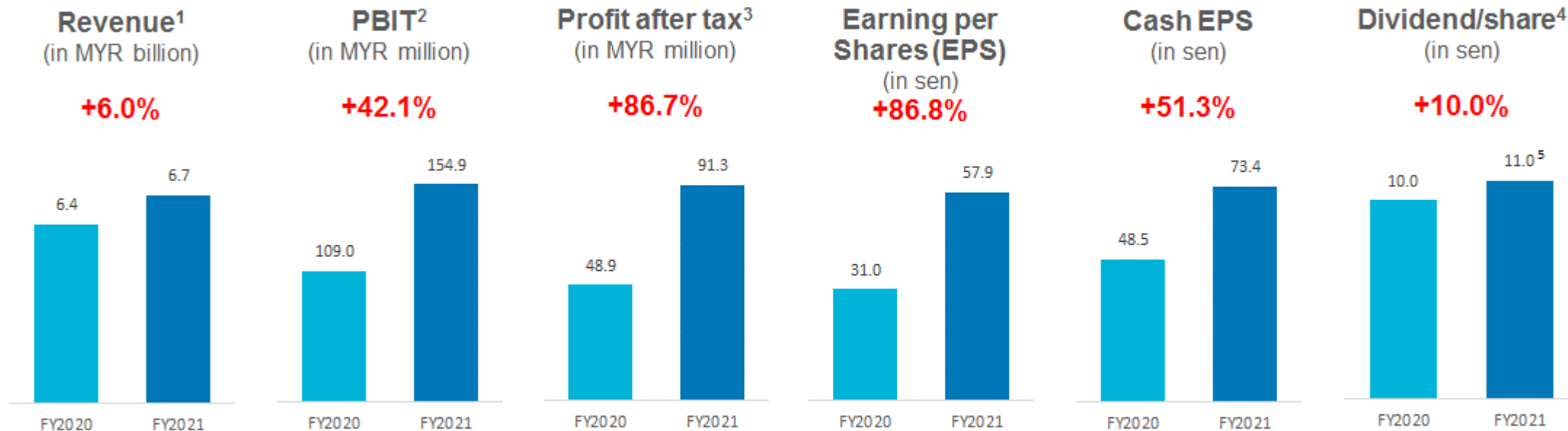
Healthcare

6,944 customers

3

FY2021 Performance Review

FY2021 – All Key Figures Above Last Year



Strong results in a volatile environment

1. Organic growth of existing clients and new clients and recovery from COVID-19 Pandemic
2. Included one-off gain on reorganization of BU PM of RM 8.5 million. Excluding this item, PBIT grew by 34.3% (Note: BU PM was transferred to DKSH Switzerland in Dec 2021)
3. PAT further improved due to decline in interest expenses from reduced borrowings
4. Dividend per share 10.0% higher at 11.0 sen per share
5. Proposal of the Board of Directors

Cash Flows

Financials		
(in RM million)	FY2021	FY2020
Net cash flows generated from operating activities	189.0	37.9
Net cash flows generated from/(used in) investing activities	10.4	(10.5)
Net cash flows (used in)/generated from financing activities	(145.3)	6.0
Cash and cash equivalents	109.5	55.4

Comments

- Strong cash generation
- Good performance on inventory and Accounts receivable management
- Significant reduction of MYR 83 million in external borrowings
- One-off inflow of MYR 19 million from disposal of PM business

Strong cash generation and reduced debt

4 2021 Highlights

Thank You to Our #DKSHHeroes



Heartfelt thanks to all of our team members who have worked tirelessly through the pandemic

- Adaptation of Total Quarantine Solutions in DCs and safety measures in all offices
- Distribution of CanSino vaccine
- Donation of products to frontliners
- Donation of medical consumables in support of Malaysia's Immunization Program with funds raised through internal step-challenge activity
- Delivery of life-saving medicines using speed boats to islands during Movement Control Order

Successfully Navigating Challenging Times



- Strong performance during the COVID-19 pandemic
- Continued to adapt with agility to the fast-changing environment in Malaysia, as well as the worldwide disruptions to the global supply chains
- Meeting our commitments to our clients, customers, and all of the Malaysian society.

Navigated another year with stable revenue and profitable growth

Corporate Social Responsibility

- FACC's Project ORCHID (Opportunities in Rejuvenating Careers for the Hearing Impaired)
- Bantuan Kasih food-aid program
- Donation of 35 tons of surplus food in collaboration with The Lost Food Project and Muhibbah Foodbank
- Disaster relief for flood victims
- Orang Asli preschool adoption program
- Donation of laptops for underprivileged children
- Monetary donation to Institute for Democracy and Economic for mental health intervention programs
- Donation of cooking supplies and groceries to Welfare of Intellectually Disabled Children
- Donation of decommissioned laptop to Ajar-Ajar Malaysia
- Collection of e-waste in partnership with E-waste Recycling Through Heroes



Disposal of Performance Materials (PM) Business



By transferring the business to DKSH Switzerland, PM's competitiveness and business agility are increased, and we create a clear focus for DKSH Holdings (Malaysia) Berhad on Consumer Goods and Healthcare.



5 Outlook

Outlook

- Consumer demand and market demand remains stable
- Even in areas with short-term disruption, recovery comes quickly
- Well-diversified portfolio of clients across varied industries, channels, and product categories in 2022
- Focus on winning new businesses, cost efficiency improvements, working capital management, and other growth initiatives while closely monitoring the short-term outlook to ensure prudent navigation of the current situation
- The medium- and long-term outlook remains positive

The Group is well positioned for growth post-COVID-19



Two market trends...

1 Growing middle class in Malaysia

2 Trend towards outsourcing

Increased spending on value-for-money consumer goods and healthcare products

Investments in local infrastructure and industries

...boost expansion, consumer/industrial spending as well as MES industry



The New Normal – Work Arrangement

- Optimizing the use of office space through the reduction of office footprint
- Hybrid work arrangement (i.e. flexible working hours and work from home) to suit people and business needs



Thank You for Your Continuous Support



As the leading Market Expansion Services provider, we ensure uninterrupted supply of daily essential items, life-saving medicines and related medical devices during pandemic situations.

6 Resolutions

Agenda 1

Audited Financial Statements 2021



To receive the Audited Financial Statements of the Company for the financial year ended December 31, 2021 and the Reports of the Directors and Auditors thereon.

Agenda 2

Proposed Final Single Tier Dividend

Ordinary Resolution 1

To approve the payment of a final single tier dividend of 11.0 sen per share for the financial year ended December 31, 2021.

Agenda 3

Approval of Directors' Fees

Ordinary Resolution 2

To approve the Directors' fees payable up to an amount of RM 280,000 for the period from May 27, 2022, until the next Annual General Meeting of the Company to be held in 2023.

Agenda 4

Re-election of Director

Ordinary Resolution 3

To re-elect Stephen John Ferraby who retires pursuant to Article 105 of the Constitution of the Company.

Agenda 5

Re-election of Director

Ordinary Resolution 4

To re-elect Fa'izah binti Mohamed Amin who retires pursuant to Article 101 of the Constitution of the Company.

Agenda 6

Re-election of Director

Ordinary Resolution 5

To re-elect Puneet Mishra who retires pursuant to Article 101 of the Constitution of the Company.

Agenda 7

Re-appointment of Auditors

Ordinary Resolution 6

To re-appoint Messrs Ernst & Young as Auditors of the Company for the financial year ending December 31, 2022, and to authorize the Directors to fix their remuneration.

Agenda 8

Proposed Shareholders' Mandate for Recurrent Related Party Transactions

Ordinary Resolution 7

To approve the renewal of the Proposed Shareholders' Mandate for Recurrent Related Party Transactions of a Revenue or Trading Nature.

Agenda 9

Transaction of Any Other Business

To transact any other business of an Annual General Meeting for which due notice shall have been given.

A thick, vertical red line on the left side of the page.

Q & A



Polling Procedures

A vertical red line is positioned on the left side of the slide, extending from the top to the bottom of the main text area.

Poll Verification in Progress

A thick, vertical red line on the left side of the slide, extending from the top of the text area to the bottom.

Outcome of AGM



Chairman's Closing and Conclusion of the Meeting

Thank you for your participation

Thank you for your attention