

Media release

## **DKSH sets offering price of shares for its IPO at CHF 48 per share**

**DKSH Holding Ltd. (DKSH), the leading Market Expansion Services provider with a focus on Asia\*, placed 17,107,102 shares at the price of CHF 48 per share for its Initial Public Offering (IPO). Today, Tuesday, is the first day of trading of its shares on SIX Swiss Exchange.**

Zurich, Switzerland, March 20, 2012 – DKSH has set the offering price of its shares after the close of its book building period at CHF 48 per share.

A total of 17,107,102 DKSH shares have been placed in the offering to the public in Switzerland and to selected private and institutional investors. The Company has also granted the syndicate banks an over-allotment (Greenshoe) option of up to 10% of the shares offered in the base offer at the offering price, which can be exercised until April 18, 2012.

Dr. Joerg Wolle, President & CEO of DKSH, comments: "We are proud of the successful placement of our shares. The interest and demand of institutional and private investors were exceptionally high. At the price of CHF 48 per share, the offer was multiple times oversubscribed."

The first trading day of DKSH's shares on SIX Swiss Exchange is today, Tuesday, March 20, 2012. The ticker symbol is DKSH.

### **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 650 business locations in 35 countries – 630 of them in Asia – and over 24,000 specialized staff, it is one of the top 20 Swiss companies ranked by sales and employees. In 2011, DKSH generated Net Sales of CHF 7.3 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 headquartered 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.

\*According to a study conducted by Roland Berger Strategy Consultants in November 2011, DKSH is the leading Market Expansion Services provider with a focus on Asia in terms of Transaction Value.

**For more information please contact:**

### **DKSH Holding Ltd.**

Till Leisner  
Head, Group Investor & Media Relations  
Phone +41 44 386 7315  
[till.leisner@dksh.com](mailto:till.leisner@dksh.com)

Dominique Nadelhofer  
Manager, Group Media Relations  
Phone +41 44 386 7228  
[dominique.nadelhofer@dksh.com](mailto:dominique.nadelhofer@dksh.com)

**Think Asia. Think DKSH.**

This document does neither constitute an offer to buy or to subscribe for securities of DKSH Holding Ltd. nor a prospectus within the meaning of applicable Swiss law. Investors should make their decision to buy or to subscribe to securities solely based on the official offering and listing prospectus which will be published by DKSH Holding Ltd. and available free of charge from UBS AG, Prospectus Library, P.O. Box, 8098 Zurich (telephone: +41 (0)44 239 47 03, facsimile: +41 (0)44 239 69 14 or email: [swiss-prospectus@ubs.com](mailto:swiss-prospectus@ubs.com)) or from Deutsche Bank AG, Equity Capital Markets, Uraniastrasse 9, 8021 Zürich (Telephone +41 (0)44 227 30 00). Investors are furthermore advised to consult their bank or financial adviser before making any investment decision.

#### Stabilization/FSA

This document does not contain or constitute an offer to sell or a solicitation of any offer to buy securities in the United States or in any other jurisdiction in which such offer or solicitation is not authorized or to any person to whom it is unlawful to make an offer or solicitation. The securities of DKSH Holding Ltd. have not been and will not be registered under the United States securities laws and may not be offered or sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended. Neither DKSH Holding Ltd. nor its shareholders intend to register any portion of the offering in the United States.

The securities described herein are offered publicly in Switzerland only. The distribution of this document in certain jurisdictions may be restricted by law and such distribution could result in violation of the laws of such jurisdictions. This document does not constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company or any securities to any person in any jurisdiction in which such offer or solicitation would be unlawful. In particular, this document is not for distribution in the United States, Australia, Canada or Japan.

The information contained herein does not constitute an offer of securities to the public in the United Kingdom. No prospectus offering securities to the public will be published in the United Kingdom.

This document is only being distributed to and is only directed at (i) persons who are outside the United Kingdom or (ii) to investment professionals falling within article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Order") or (iii) high net worth entities, and other persons to whom it may lawfully be communicated, falling within article 49(2)(a) to (d) of the Order (all such persons together being referred to as "relevant persons"). The securities are only available to, and any invitation, offer or agreement to subscribe, purchase or otherwise acquire such securities will be engaged in only with, relevant persons. Any person who is not a relevant person should not act or rely on this document or any of its contents.

In Member States of the European Economic Area which have implemented Directive 2003/71/EC (together with any applicable implementing measures in any Member State, the "Prospectus Directive"), this document is only addressed to and directed at "qualified investors" in that Member State within the meaning of the Prospectus Directive.

This document may contain statements that are, or may be deemed to be, forward-looking statements. These forward-looking statements may be identified by the use of forward-looking terminology, including terms like "believe", "assume", "expect", "forecast", "project", "may", "could", "might", "will" or similar expressions. Such forward-looking statements are subject to known and unknown risks, uncertainties and other factors which may result in a substantial divergence between the actual results, financial situation, development or performance of the Company and those explicitly or implicitly presumed in these statements. Against the background of these uncertainties, readers should not rely on forward-looking statements. Except as required by law, the Company assumes no responsibility to update forward-looking statements or to adapt them to future events or developments.