



Media release

DKSH enters Indonesia for Consumer Goods and Pharma

DKSH, the leading Market Expansion Services provider with a focus on Asia, creates a partnership with the Wicaksana Group and intends to acquire the majority of shares of PT Wicaksana, an established distributor of consumer goods and pharmaceutical products based in Jakarta, Indonesia. Through the partnership and acquisition, DKSH further expands its position in the most populous country in South East Asia.

Zurich, Switzerland, July 11, 2017 – DKSH, the leading Market Expansion Services provider with a focus on Asia, and PT Wicaksana, based in Jakarta, Indonesia, agreed that DKSH will take over the majority of PT Wicaksana. Per agreement, DKSH will acquire 60-65% of shares of PT Wicaksana.

The agreement is effective as of July 2017. PT Wicaksana for many years has been successfully operating as a distributor of consumer goods and pharmaceutical products in the Indonesian market. Through the acquisition of the majority of PT Wicaksana, DKSH expands its position in the most populous country in South East Asia. Consumer goods and pharmaceutical products are among the fastest growing product categories in the dynamically growing Indonesian market.

Founded in 1973, PT Wicaksana (WICO:IJ) has been listed on the Indonesian Stock Exchange since 1994. The company distributes consumer goods such as snacks, instant noodles, beverages and personal care items. PT Wicaksana also holds a license to distribute prescription and over the counter drugs in Indonesia. With 32 distribution centers across major cities in Indonesia and 870 specialists, the company generated net sales of more than CHF 60 million in 2016.

Stefan Butz, CEO, DKSH Holding, said: “Partnering with the Wicaksana Group by acquiring the majority of PT Wicaksana is an important milestone in the history of DKSH. We sustainably expand our leading market position in South East Asia and at the same time enter Indonesia in one of the fastest growing areas in this important country jointly with an established and respected distributor. PT Wicaksana’s distribution network is the ideal platform for us to further expand our business by investing in Indonesia with local and international clients over time. We can now offer our clients an even larger platform for expansion across the Asian growth markets.”

For ten years DKSH has been present in Indonesia with Business Units Performance Materials and Technology.

Djajadi Djaja, founder of Wicaksana Group and PT Wicaksana added: “In the last 40 years plus, we have become a trusted partner for local consumer brands across Indonesia. By partnering with DKSH, the leading Market Expansion Services provider in Asia, we are starting another exciting chapter in our successful history. We connect our company to DKSH’s pan-Asian distribution network which is becoming increasingly important for consumer goods and pharma clients. Together with DKSH, we will continue to invest in the business, improve service capabilities to clients and further expand our networks and our facility standard in Indonesia. We will continue to support DKSH and will remain on board as significant shareholder.”

Think Asia. Think DKSH.

About Wicaksana Group

Founded in 1965, Wicaksana is a diversified business group engaging in marketing and manufacturing of consumer package goods, third-party contract logistics and distribution of fast moving consumer goods and pharma.

About PT Wicaksana

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About DKSH Group

DKSH is the leading Market Expansion Services provider 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. Publicly listed on the SIX Swiss Exchange since 2012, DKSH is a global company headquartered in Zurich. With 780 business locations in 36 countries – 750 of them in Asia – and 30,320 specialized staff, DKSH generated net sales of CHF 10.5 billion in 2016.

The company offers a tailor-made, integrated portfolio 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.

DKSH was founded in 1865. With 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.

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