

Media release

DKSH partners with aCommerce to accelerate e-commerce expansion

DKSH today announced that it has formed a strategic partnership with aCommerce, the leading e-commerce solutions provider in South East Asia. Acquiring a strategic 20% equity stake in aCommerce proves DKSH's commitment to further strengthen its omni-channel approach, thereby selling client products through both the well-established offline trade channels and the fast growing online channels.

Bangkok, Thailand, December 9, 2015 – DKSH (SIX: DKSH), the leading Market Expansion Services provider with a focus on Asia, further expands its e-commerce activities, building on the momentum in online markets in South East Asia. E-commerce still accounts for less than one percent of total retail sales in the region, yet with an average growth of 38% per year, the development is very promising.

DKSH with its 28,000 specialists on the ground already now delivers truly integrated end-to-end solutions across online and offline channels in Asia. The new partnership with the Bangkok-based aCommerce – which is cemented by DKSH taking a 20% equity stake in the company – is a perfect match, combining DKSH's leading position in Market Expansion Services with aCommerce's fast-growing, technology-focused business model. Together with aCommerce, DKSH will help its clients sell their products even more through online channels in South East Asia by bringing its business-to-consumer competence to the next level.

With more than 850 employees, aCommerce is the leading regional e-commerce solutions provider with a strong presence in Indonesia, Thailand and the Philippines. The company provides solutions to bring clients and retailers into online retailing, including channel management, performance marketing, content production, customer service, platform design, e-fulfillment and B2C delivery and logistics.

Dr. Joerg Wolle, President & CEO of DKSH, said: "With the investment in aCommerce, we bring our unique ability to serve our clients through all trade channels one step further. aCommerce's services will become an integral part of our successful omni-channel service offering. The partnership also opens the doors to Indonesia and the Philippines for DKSH's Consumer Goods and Healthcare businesses."

Paul Srivorakul, Group CEO of aCommerce, added: "There is an untapped growth potential for clients moving online whether on marketplaces, their own retail sites, social platforms or mobile apps. DKSH's infrastructure network of 165 distribution centers, its strong sales and marketing expertise as well as long-term relationships with leading clients are a massive boost for aCommerce. We can now offer complete, yet complementary services for all B2B and B2C relationships."

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 March 2012, DKSH is a global company headquartered in Zurich. With 750 business locations in 35 countries – 720 of them in Asia – and 27,600 specialized staff, DKSH generated net sales of CHF 9.8 billion in 2014. 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. In 2015, DKSH celebrates its 150th anniversary. 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.

Think Asia. Think DKSH.

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