

Media release

DKSH Expands Access to Nestlé's Nutrition and Consumer Health Products Across Malaysia

DKSH partners with Nestlé Malaysia to strengthen market presence and make Nestlé's nutritional and consumer health products more accessible to Malaysian consumers. This collaboration supports growing consumer demand for high-quality, nutritious, and wellness-focused products.

Petaling Jaya, Malaysia, November 24, 2025 – DKSH Business Unit Consumer Goods, a leading partner for companies seeking to grow their consumer goods business in Asia and beyond, has entered into a strategic partnership with Nestlé Malaysia, a leading food and beverage company dedicated to nourishing Malaysians for over a century. Through this collaboration, DKSH will drive the market presence and availability of Nestlé's NUTREN® product range and consumer health portfolio across Malaysia.

DKSH offers specialized understanding of consumer health and wellness products, from proper handling and storage to building trusted partnerships across different channels. Leveraging this expertise, DKSH Malaysia will provide full-service Market Expansion Services, encompassing sales, trade marketing, distribution and logistics, as well as credit and collection management.

The Nestlé NUTREN® range, which includes NUTREN® OPTIMUM, NUTREN® GlucoBalance™, NUTREN® Fibre and NUTREN® Junior, ORAL IMPACT®, NOVASOURCE®, and PEPTAMEN®, is part of Nestlé's consumer health portfolio formulated to support a wide range of nutritional needs, from general wellness and digestive health to specialized medical nutrition. These products will be distributed through a broad network of channels, including international and local chain pharmacies, modern trade outlets, independent supermarkets, and baby stores.

With deep consumer health category knowledge, an extensive distribution network, and local market expertise, DKSH will collaborate closely with key retail partners across Malaysia to make Nestlé's high-quality nutrition and health solutions more accessible to consumers nationwide.

Raei-Sze Pang, Business Executive Officer from Nestlé Health Science shared: "Partnering with DKSH Malaysia allows us to bring our trusted nutritional and consumer health products closer to Malaysian consumers. With DKSH's distribution network and local expertise, we can enhance product accessibility, visibility, and availability, ensuring that more Malaysians have access to high-quality, nutritious products that support healthier lifestyles. This collaboration reflects our ongoing commitment to nourish and uplift communities across Malaysia."

Daniel Schwalb, Vice President, Fast Moving Consumer Goods at DKSH Malaysia, shared: "We are excited to partner with Nestlé to make their trusted nutritional and consumer health products more accessible to Malaysian consumers. With DKSH's strong distribution network and market expertise, we are confident in expanding Nestlé's presence and supporting healthier lifestyles across Malaysia."

This partnership reinforces DKSH's role as a trusted growth partner for global consumer brands, while enriching the lives of Malaysian consumers by ensuring access to nutritious, high-quality, and wellness-focused products.

About DKSH

For 160 years, DKSH has been delivering growth for companies in Asia and beyond its Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, DKSH offers sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services, following its purpose of enriching people's lives. DKSH is a participant of the United Nations Global Compact and adheres to its principles-based approach to responsible business. Listed on the SIX Swiss Exchange, DKSH operates in 36 markets with 28,060 specialists, generating net sales of CHF 11.1 billion in 2024. DKSH Business Unit Consumer Goods focuses on fast moving consumer goods, food services, luxury and lifestyle products as well as hair and skin cosmetics. With 14,250 specialists, the Business Unit generated net sales of CHF 3.4 billion in 2024. www.dksh.com/cg

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