

Feature Article

DKSH Thailand Advances Excellence, Innovation, and People to Power 120 Years of Sustainable Growth

A deep dive into DKSH Thailand's comprehensive service network, including smart distribution centers, community healthcare initiatives, and a people-driven culture of excellence.



In a world where technology, sustainability, and human connection increasingly define business success, DKSH Thailand stands at the intersection of all three.

With operations spanning four Business Units, Consumer Goods, Healthcare, Performance Materials, and Technology, DKSH serves as a trusted partner helping companies grow locally and internationally across diverse industries. Its integrated approach combines world-class logistics, specialized market expertise, and a people-first mindset to create long-term value for business partners and communities alike.

From AI-driven logistics hubs and solar-powered distribution centers to community healthcare initiatives and a working culture that champions inclusion and employee well-being, DKSH is shaping a model of growth where innovation meets purpose and where progress is measured not just in performance, but in positive impact.

As Thailand advances toward a low-carbon, high-tech future, DKSH's four Business Units are driving progress on multiple fronts based on the Group's sustainability strategy: strengthening supply chains through automation, improving healthcare access through digital innovation, delivering advanced materials and technologies, and nurturing people and communities as the foundation of sustainable growth.

Delivering Growth – in Asia and Beyond.

Operational Excellence: Powering Growth Across Industries

As part of the company's commitment to operational excellence, DKSH Thailand continues to strengthen its capabilities to deliver reliable, efficient, and sustainable value for partners across all industries. With advanced technology, integrated logistics, and specialized market expertise, DKSH ensures that products and innovations reach customers and communities across Thailand and the wider region safely, efficiently, and on time.



Solar panels at DKSH's distribution center

Within DKSH's nationwide operations network, the Business Unit Consumer Goods plays a key role in helping consumer goods partners scale through a combination of advanced logistics and strong commercial capabilities. This includes key facilities such as the Consumer Goods Distribution Center (CGDC) in Bang Na-Trad, one of DKSH's largest hubs equipped with AI-assisted warehouse systems, drone inventory tools, and vertical lift technology to enhance accuracy and safety. Beyond logistics excellence, the local Consumer Goods team delivers comprehensive route-to-market solutions across modern trade, traditional trade, convenience stores, and omnichannel platforms, supported by nationwide sales execution, merchandising, trade marketing, and category insights. These integrated capabilities enable brands to capture growth opportunities in high-potential segments such as food, personal care, and beauty.



A-Frame automation system

Similarly, the Business Unit Healthcare mirrors this operational excellence through smart distribution networks and automated, temperature-controlled facilities that safeguard the delivery of medicines and medical devices nationwide. In line with these advancements, DKSH recently launched the “A-Frame” automation system at its main logistics hub, increasing fulfilment productivity by 40 percent and expanding cold-chain capacity to support specialty medicines nationwide. New satellite centers, such as in Chiang Mai, further extend healthcare access while maintaining service reliability, underlining its mission to provide healthcare for all.

Building on this operational foundation, the Business Unit Technology drives Thailand’s industrial and scientific advancement through automation, precision equipment, and technical expertise that enable clients to optimize productivity and innovation. Recent initiatives include strengthening industrial automation capabilities and expanding partnerships in laboratory and life science equipment to support the country’s growing R&D and manufacturing sectors.

The team of the Business Unit Performance Materials supports Thailand’s manufacturing, food, and personal care industries through responsible procurement and advanced formulation solutions. By promoting portfolio for sustainable development and responsible material management, DKSH helps partners meet evolving sustainability standards and consumer expectations.

“Operational excellence is at the core of how we create value for partners. By integrating advanced technology, strong logistics capabilities, and market expertise across all our Business Units, DKSH delivers reliable and scalable solutions that help clients grow with confidence,” said Poranee D’alelio, Vice President, Country Finance and Head, Country Leadership, DKSH Thailand.

Sustainability Leadership and Community Impact Initiatives

Sustainability is embedded across DKSH Thailand’s operations, from solar-powered facilities including the installation of solar panels at the Consumer Goods Distribution Center (CGDC), to electric-vehicle logistics and ISO-certified management systems (ISO 9001, 14001, 45001). These efforts earned DKSH the “Climate Action Leader Award 2025” from the Agricultural and Food Marketing Association for Asia and the Pacific (AFMA), recognizing measurable progress in carbon reduction and sustainable operations.



(Right) Mathias Greger, Managing Director, Business Unit Performance Materials, DKSH Thailand received the “Climate Action Leader Award 2025” from the Agricultural and Food Marketing Association for Asia and the Pacific (AFMA)

Beyond environmental stewardship, DKSH continues to expand its social impact through initiatives that improve health, education, and community well-being across Thailand. One of the keys highlights this year is the “Patient Purpose Day Run 2025”, a signature social-impact event as part of the company’s annual “Patient Purpose Day” initiative that raised funds to support free cervical and breast cancer screenings for underserved Thai women, encouraging early detection and preventive health.



Patient Purpose Day Run 2025

DKSH also partners closely with hospitals, NGOs, and community organizations to deliver essential health information and services nationwide. Through its long-standing collaboration with the Baan Dek Foundation, the company provides health education, screenings, and essential supplies to vulnerable children and families living in urban slums and construction-site communities.



DKSH partner with Baan Dek Foundation provides essential supplies to vulnerable children and families living in urban slums and construction-site communities

Beyond community initiatives, DKSH also empowers employees to take part in sustainability and community efforts through volunteer programs and sustainability-in-action initiatives. These activities reinforce the company's belief that caring for people and the environment begins within the organization.

"Our commitment to sustainability extends across every part of our organization. From advancing towards net-zero operations to supporting preventive health initiatives and community well-being, each effort reflects our belief that responsible growth comes from creating positive impact for people, communities, and the environment," said Mathias Greger, Managing Director, Business Unit Performance Materials, DKSH Thailand.

These collective contributions earned DKSH the "Quo Vadis Sustainability Award", reaffirming the company's leadership in advancing both environmental and social progress in Thailand.

People: The Heart of DKSH's success

At DKSH, success begins with people. The company's culture of care and inclusion continues to shape its identity and workplace, reflecting a strong commitment to its employees. This dedication has been recognized through multiple accolades, including two prestigious honors at the HR Asia Awards 2025, "Most Caring Company" and "Best Companies to Work for in Asia" as well as being certified as a Great Place to Work® for the second consecutive year.



DKSH received prestigious honors at the HR Asia Awards 2025

These recognitions underscore DKSH's commitment to fostering an inclusive, supportive, and empowering work environment.

"At DKSH, caring for people is at the heart of everything we do, from how we support our colleagues' growth and well-being, to how we make a difference in the communities where we operate," said Matukorn Salyapongs, Vice President, Country Human Resources, DKSH Thailand. "These recognitions reaffirm that our people-first culture continues to create positive impact within and beyond our organization."

Through continuous efforts in leadership development, diversity, inclusion, and workplace safety, DKSH continues to nurture talent and strengthen its reputation as one of Asia's most desirable workplaces. The company has achieved 4.5 million safe working hours under Thailand's "Zero Accident" framework, earning recognition as an "Excellent Establishment in Safety" for seven consecutive years. These milestones reaffirm DKSH's belief that when people are cared for and empowered, they become the driving force behind sustainable business growth and long-term impact.

A Journey Towards 120 Years

As DKSH Thailand approaches its 120th anniversary in 2026, the company reflects on more than a century of enriching lives through excellence, innovation, and shared value creation. What began as a trading company has evolved into a trusted partner driving sustainable growth and development across Thailand's key industries.

Today, DKSH's operations in Thailand serve as a major regional growth hub, connecting global brands to Asian markets and supporting local enterprises to expand via DKSH's global network operating across more than 30 markets.

Looking ahead, DKSH plans to expand renewable energy use, grow its electric vehicle logistics fleet, and advance sustainable innovations across its value chains while continuing to achieve net-zero emissions.

Through these efforts, DKSH continues to uphold its enduring purpose of enriching people's lives by empowering partners to grow, uplifting communities, and creating sustainable progress that will last for generations.

About DKSH

For 160 years, DKSH has been delivering growth for companies in Asia and beyond across 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. www.dksh.com

For further information, please contact:

DKSH Thailand

Waralux Mitra

Senior Manager, Marketing and Communications

waralux.mitra@dksh.com

Natthakan Boonperm

Senior Specialist, Marketing & Communications

natthakan.b@dksh.com