

Media Release

DKSH Hong Kong Expands Consumer Goods Footprint with Partners Suntory Wellness and Suntory Beverage & Food

DKSH has expanded its consumer goods portfolio in Hong Kong and Macau, strengthening its partnerships with Suntory Wellness and Suntory Beverage & Food. This exclusive agreement leverages DKSH's extensive distribution network, industry expertise, and services to support Suntory Beverage & Food in Macau for a simpler and more efficient route to market for growth as well as the launch in the new market for Suntory Wellness.

Hong Kong, September 12, 2025 – DKSH, a leading Market Expansion Services provider in Asia and beyond, continues to cement its position as the trusted partner of choice for multinational consumer brands seeking to thrive in dynamic Asia-Pacific markets. In its latest strategic move, DKSH has significantly bolstered its long-standing partnerships with industry titans Suntory Wellness and Suntory Beverage & Food.

DKSH Hong Kong Consumer Goods has further deepened its partnership with Suntory Wellness and Suntory Beverage & Food, two leading players in the beverage and health supplement industries. Under the expanded collaboration, DKSH will now provide full distribution services for Suntory Wellness products in Hong Kong and Macau, as well as for Suntory Beverage & Food products in the Macau market. This strategic partnership leverages DKSH's unparalleled track record, comprehensive service offering, and expertise in navigating complex Asia-Pacific markets to support the expansion ambitions of these leading consumer brands. The agreement further solidifies DKSH's position as a trusted and indispensable partner for multinational companies like Suntory Group, which seek to grow their footprint in the dynamic Asia-Pacific region.

"DKSH is a trusted strategic partner with an unmatched track record in Asia," said Makoto Abe, General Manager of Suntory Beverage & Food Hong Kong Limited. "Their comprehensive service offering, omni-channel approach, and unwavering integrity across the value chain make them the ideal partner to help us achieve our growth ambitions in Macau."

Mario Suzuki, CEO of Suntory Wellness APAC and Head of Taiwan, added: "As we expand our reach into new markets, we are confident that DKSH's marketing and sales excellence, as well as their strong regulatory competence, will be instrumental in introducing our premium health supplement products to Hong Kong and Macau consumers."

"This expanded partnership with Suntory Wellness and Suntory Beverage & Food underscores DKSH's position as a leading provider of market expansion services in Asia," said Hugo Reyes, Vice President of FMCG at DKSH Hong Kong, Macau, Taiwan & China. "With our 160 years of experience in the region and our commitment to delivering growth for our partners, we are excited to support the expansion of these renowned brands and further enhance our long-standing relationship."

This latest collaboration demonstrates DKSH's commitment to driving innovation in Asia's vibrant consumer landscape. By leveraging its regional expertise and comprehensive service offerings, DKSH continues to cement its position as the go-to partner for global brands seeking success in the fast-paced Asia-Pacific market.

About Suntory Group

As a global leader in the beverage industry, Suntory Group aims to inspire the brilliance of life, by creating rich experiences for people, in harmony with nature. Sustained by the gifts of nature and water, the Group offers a uniquely diverse portfolio of products, from award-winning Japanese whiskies Yamazaki and Hibiki, iconic American whiskies Jim Beam and Maker's Mark, canned ready-to-drink -196 (minus one-nine-six), The Premium Malt's beer, Japanese wine Tomi, and the world-famous Château Lagrange. Its brand collection also includes non-alcoholic favorites Orangina, Lucozade, Oasis, BOSS coffee, Suntory Tennensui water, TEA+ Oolong Tea, and V energy drink, as well as popular health and wellness product Sesamin EX. Founded as a family-owned business in 1899 in Osaka, Japan, Suntory Group has grown into a global company operating throughout the Americas, Europe, Africa, Asia and Oceania, with an annual revenue (excluding excise taxes) of \$20.3 billion in 2024. Its 41,357 employees worldwide draw upon the unique blend of Japanese artisanship and global tastes to explore new product categories and markets. www.suntory.com

About DKSH Consumer Goods

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. 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

For more information please contact:

DKSH Hong Kong
Karin Cho
Manager, Marketing and Communications
Tel: +852 2895 9610
karin.cho@dksh.com