

Media release

## **DKSH acquires German-Japanese trading house Clay acting as the industry consolidator**

**DKSH, the leading Market Expansion Services Group with a focus on Asia, takes over the old-established German-Japanese trading company Clay and Company Limited (Clay). With this acquisition, DKSH strengthens its leading position in Asia and expands its capital investment goods and lifestyle business in Japan.**

Zurich, Switzerland, July 11, 2012 – The takeover of Clay in Japan is a continuation of DKSH's successful strategy of acquiring and integrating smaller, traditional trading houses of European origin focused on Asia, such as Desco von Schulthess, Hagemeyer Cosa Liebermann, or East Asiatic Company (Malaysia). With this move, DKSH continues to drive the consolidation within the fast growing, yet highly fragmented Market Expansion Services industry.

Dr. Joerg Wolle, President & CEO of DKSH, says: "This small but meaningful acquisition is an important step towards expanding our network of highly specialized experts in Japan. At the same time, the acquisition of Clay contributes to the continuous expansion of our market leadership in Asia."

Established in 1929, Clay employs more than two dozen highly qualified marketing, sales, and after-sales service specialists with extensive market experience. In 2011 Clay generated Net Sales of JPY 529 million (CHF 5.9 million). It has its head office in Tokyo and branch offices in Osaka and Toyama.

For DKSH, the acquisition of the sales and service specialists from Clay is a substantial reinforcement of market know-how, specifically for the expansion of DKSH's Technology and Lifestyle business in Japan.

"This acquisition allows DKSH to extend its distribution platform as well as its portfolio of products and services for the Japanese customers," adds Dr. Peter Kaemmerer, President of DKSH Japan.

Masayuki Yokoyama, President of Clay, comments: "The partnership with DKSH provides an ideal succession solution for our firm. This transaction will create a solid foundation for the rapid development of our more than 80year-old company."

"We will integrate the business segments acquired from Clay into our substantially larger platform and promote their successful development. We are well-positioned to leverage our market leadership position as consolidator within our as-yet highly fragmented industry. There are promising acquisition opportunities in both Europe and Asia that will allow us to complement our strong organic growth with strategic bolt-on acquisitions," concludes Joerg Wolle.

The parties have agreed not to disclose any financial details of the transaction.

### **About DKSH Group**

DKSH is the leading Market Expansion Services Group 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 650 business locations in 35 countries – 630 of them in Asia – and over 24,000 specialized staff, DKSH generated Net Sales of CHF 7.3 billion in 2011.

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

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specialized Business Units that mirror DKSH fields of expertise: Consumer Goods, Healthcare, Performance Materials, and Technology.

With strong Swiss heritage, the company has nearly a 150-year-long tradition of doing business in and with Asia, and is deeply rooted in communities and businesses across Asia Pacific.

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