

Media release

DKSH acquires specialty chemicals distributor Staerkle & Nagler

DKSH, the leading Market Expansion Services provider with a focus on Asia, has acquired the Swiss specialty chemicals distributor Staerkle & Nagler, thereby complementing its market leadership in Asia by strengthening the European operations of its Business Unit Performance Materials. With this move, DKSH is driving forward the ongoing consolidation of the rapidly growing, yet highly fragmented Market Expansion Services industry.

Zurich, Switzerland, November 21, 2012 – With the acquisition of Staerkle & Nagler, the DKSH Business Unit Performance Materials, the only company in the chemicals distribution sector with blanket coverage in Asia and Western Europe, is rigorously continuing its targeted strategic expansion. Domiciled in Zollikon near Zurich, the family-owned enterprise, founded 1946 by Emil Staerkle and currently managed by the third generation of the family, will be integrated into DKSH's Business Unit Performance Materials. Through this transaction, DKSH, already holding a leading position in the global distribution of specialty chemicals, gains access to attractive new clients and several hundred customers in Switzerland, Germany and Austria. Also coming on board is an experienced team of distribution specialists. With around a dozen employees, Nagler & Staerkle provides high-quality services in the distribution of food additives and raw materials for the chemical industry. In 2011, Staerkle & Nagler generated net sales of CHF 20.2 million.

With the acquisition of Staerkle & Nagler, DKSH is enhancing the position of its Business Unit Performance Materials as a pan-European distributor, particularly in its domestic market of Switzerland. Moreover, DKSH can extend its activities to Austria through the established distribution channels of Staerkle & Nagler. As an independent solutions provider, DKSH sources, develops, markets and distributes a wide range of specialty chemicals and food ingredients for the food and beverage, personal care and cosmetics, the pharmaceuticals and specialty chemicals industries in 26 countries. Following the takeover, Staerkle & Nagler will, in turn, be able to benefit from the global network and blanket coverage in the Asia Pacific region provided by DKSH.

Hans Strickler, Owner and Managing Director of Staerkle & Nagler, comments: "For us, the partnership with DKSH is an ideal succession solution. With this transaction, we are creating a solid foundation for the speedy forward development of our almost 70-year-old company."

Mario Preissler, Head Business Unit Performance Materials at DKSH, says: "This acquisition strengthens our position as a pan-European distributor and is helping us, parallel to our market leadership position in Asia, to strategically extend our network in Europe. The Staerkle & Nagler product portfolio optimally suits our existing business operations, while simultaneously expands our network with first-rate suppliers."

"Those business segments acquired from Staerkle & Nagler will be integrated into our significantly larger platform and successively expanded. We are well positioned to exploit our market leadership as the industry consolidator in our still highly fragmented industry. Both in Europe and Asia, there are promising opportunities to strategically complement our strong organic growth through bolt-on acquisitions," adds Dr. Joerg Wolle, President & CEO of DKSH Holding.

Both parties have agreed not to disclose any financial details of this business transaction.

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.

Think Asia. Think DKSH.

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 26,000 specialized staff. In 2011, DKSH generated net sales of CHF 7.3 billion.

DKSH's Business Unit Performance Materials is a leading chemical distributor and global provider of Market Expansion Services for specialty chemicals and ingredients, covering Europe, America and all of Asia. As an independent solutions provider, we source, develop, market and distribute a wide range of specialty chemicals and ingredients for the food and beverage, personal care and cosmetics, the pharmaceuticals and performance materials industries. In our 23 innovation centers we formulate winning concepts and applications solutions on a global scale. With 80 locations in 26 countries staffed by 1,100 specialists, the Business Unit Performance Materials generated net sales of CHF 697 million in 2011.

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