

Media release

DKSH acquires specialty chemicals distributor Andreas Jennow in Northern Europe

DKSH, the leading Market Expansion Services provider, today announced the acquisition of Andreas Jennow, a top-ranking specialty chemicals distributor in Northern Europe. With this move, DKSH Business Unit Performance Materials strengthens its geographic coverage in Europe, complements its market leadership in Asia and drives forward the consolidation of the chemical distribution industry.

Zurich, Switzerland, July 2, 2015 – With the acquisition of Andreas Jennow, DKSH Business Unit Performance Materials complements its geographic coverage in Europe and strengthens its position as a pan-European Market Expansion Services provider.

With its Business Unit Performance Materials, DKSH provides distribution services for its clients and suppliers in the chemical, personal care, pharmaceutical and food industries. In addition, DKSH offers sourcing services for specialty products from numerous markets across Asia, Europe and the Americas. Performance Materials is the only Business Unit of DKSH where product and service flows are managed from Europe to Asia and vice versa.

Founded in 1916 and with net sales of around CHF 30 million at sound profitability in 2014, Andreas Jennow is a leading specialty chemicals distributor and major supplier of raw materials in Northern Europe and in the Baltics. The company has activities in Denmark, Sweden, Finland, Norway, Iceland, Estonia, Latvia and Lithuania. Andreas Jennow offers the full product range for the specialty chemicals and personal care industries. The acquisition is immediately earnings accretive.

Peter From, Managing Director of Andreas Jennow stated: "With this transaction, we create an ideal succession solution and a solid foundation for the future development of our almost 100-year-old company. DKSH's global platform makes the company an ideal new owner. Beyond ensuring the successful continuation of our business, DKSH will provide our clients and customers the opportunity for regional expansion and access to a larger product portfolio. "

Andreas Jennow's well-regarded management team stays with DKSH, will lead the operations in the Nordics and in the Baltics and strengthens the Business Unit organization further.

Thomas Sul, Co-Head Business Unit Performance Materials at DKSH, said: "The acquisition is an important milestone in complementing our position as a leading Market Expansion Services provider with pan-regional coverage not only in Asia but also in Europe. Through the acquisition we are able to provide our clients better access to the Nordics. In addition, Andreas Jennow's clients can now use the international DKSH network which enables them to grow their business faster. This is a win-win situation for all clients and customers."

About DKSH

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. Publicly listed on the SIX Swiss Exchange since March 2012, DKSH is a global company headquartered in Zurich. With 750 business locations in 35 countries – 720 of them in Asia – and 27,600 specialized staff, DKSH generated net sales of CHF 9.8 billion in 2014. In 2015, DKSH celebrates its 150th anniversary. With strong Swiss heritage, the company has a long tradition of doing business in and with Asia and is deeply rooted in communities and businesses across Asia Pacific.

DKSH Business Unit Performance Materials is a leading specialty chemicals distributor and provider of Market Expansion Services for performance materials, covering Europe, North America and the whole of

Think Asia. Think DKSH.

Asia. The Business Unit sources, develops, markets and distributes a wide range of specialty chemicals and ingredients for pharmaceutical, personal care, food & beverage as well as various industrial applications. In addition, it creates innovative and cutting-edge concepts and applications in 27 innovation centers located worldwide. With 100 business locations in 27 countries and around 950 specialized staff, Business Unit Performance Materials generated net sales of CHF 780 million in 2014.

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