

Media release

DKSH signs exclusive distribution agreement with Johnson Matthey in Japan

DKSH, the leading Market Expansion Services provider with a focus on Asia, and Johnson Matthey, a global leader in science that enables cleaner air, improved health and more efficient use of natural resources, have joined forces to provide a wide range of products in Japan.

Zurich, Switzerland, March 22, 2018 – DKSH's Business Unit Performance Materials, a leading ingredients and specialty chemicals distributor, has been selected as the exclusive distributor in Japan for Johnson Matthey's broad spectrum of biocatalysts, advanced homogeneous and heterogeneous catalysts as well as associated platinum metal ligands.

Under the agreement, DKSH will market and distribute Johnson Matthey's extensive product portfolio to pharmaceutical and fine chemical companies throughout Japan. The innovative range of catalysts accelerates reactions and optimizes processes that are more efficient, selective and sustainable.

Johnson Matthey has over 200 years of experience in solving complex chemistry challenges to build a healthier world. Their specialist technologies and capabilities provide a substantial toolkit for diverse chemical reactions.

DKSH was chosen for its solid logistics infrastructure and proven experience in providing Market Expansion Services along the entire value chain. DKSH has an uninterrupted history in Japan for over 150 years and is a leading player in today's Japanese pharmaceutical market for intermediates and APIs.

Shigeru Ishihara, Director, Performance Materials, DKSH Japan, commented: "We are very pleased to exclusively partner with Johnson Matthey in Japan. Their advanced catalysts will greatly benefit our long-standing customer base by improving their chemistry and production process, while as reducing cost and production waste. We look forward to a long and successful relationship."

"We are delighted to partner with DKSH as it has a first-class reputation and extensive local knowledge of Japan", commented Gerard Compagnoni, General Manager, Johnson Matthey. "We are excited to deliver our world-leading catalytic technologies to the pharmaceutical and fine chemical industries in this region."

About Johnson Matthey

Johnson Matthey is a global leader in science that enables a cleaner and healthier world. With over 200-years of sustained commitment to innovation and technological breakthroughs that improve the function, performance and safety of our customer's products. Our science has a global impact in areas such as low emission transport, pharmaceuticals, chemical processing and making the most efficient use of the planet's natural resources. Today more than 13,000 Johnson Matthey professionals collaborate with our network of customers and partners to make a real difference to the world around us. For more information, visit www.matthey.com. Inspiring science, enhancing life.

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 2012, DKSH is a global company headquartered in Zurich. With 825 business locations in 37 countries – 800 of them in Asia – and 31,970 specialized staff, DKSH generated net sales of CHF 11.0 billion in 2017. DKSH was founded in 1865. 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 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 29 innovation centers located worldwide. With 100 business locations in 31 countries and around 1,010 specialized staff, Business Unit Performance Materials generated net sales of CHF 894.1 million in 2017.

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Johnson Matthey

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