

Media release

## **DKSH signs exclusive distribution agreement with ABITEC for Thailand, Spain and Portugal**

**DKSH, the leading Market Expansion Services provider with a focus on Asia, and ABITEC, a global leader in the development and manufacture of specialty lipids, have signed an agreement appointing DKSH as exclusive distributor of ABITEC's range of lipid-based excipients and nutritional supplements in Thailand, Spain and Portugal.**

Zurich, Switzerland, July 24, 2018 – DKSH's Business Unit Performance Materials, a leading ingredients and specialty chemicals distributor, was selected by ABITEC to exclusively distribute its lipid excipient and nutritional supplement range in Thailand, Spain and Portugal. DKSH will also distribute these products in Italy and Greece on a non-exclusive basis.

ABITEC's lipid-based excipients enhance the bioavailability of poorly water-soluble and poorly permeable Active Pharmaceutical Ingredients (APIs). They may be utilized in the formulation of a Self-Emulsifying Drug Delivery System (SEDDS), as well as in other applications for improved solubilization, emulsification and lubrication.

ABITEC's trademarked specialty lipids include Capmul, Captex, Caprol, Acconon, Sterotex, Nutri Sperse, Hydro-Kote and Pureco. Their application area varies from pharmaceutical, nutritional and cosmetic products, to the manufacturing of foams, creams, ointments and lotions. The range is produced in ISO-certified facilities in accordance with cGMP and IPEC guidelines.

Under the agreement, DKSH will market and distribute ABITEC's specialty ingredients to a large customer base in Thailand, Spain, Portugal, Italy and Greece. DKSH was chosen for its solid logistics infrastructure and proven experience in providing Market Expansion Services along the entire value chain. DKSH also currently works with ABITEC's parent company Associated British Foods in many Asian markets via its Business Unit Consumer Goods.

Tanja Schaffer, Vice President, Pharmaceutical Industry, DKSH, commented: "We are delighted to partner with ABITEC in multiple countries across Europe and in Asia. Their innovative lipid solutions strengthen our existing portfolio and will provide exciting new opportunities in the field of formulation development for our loyal customer base in some of our key pharmaceutical markets."

Damon Dalrymple, Managing Director Europe and Asia, ABITEC states: "ABITEC's relationship with DKSH has continued to evolve over the last few years, and we are very pleased to formalize this partnership with them. DKSH has extensive knowledge about and insight into these chosen markets and possesses a top-notch logistic infrastructure that will allow ABITEC a strategic advantage in delivering ingredient solutions globally. Together, ABITEC and DKSH will have the opportunity to expand their presence in emerging markets and serve their customers with high-quality products and technical expertise."

### **About ABITEC**

ABITEC is a global leader in the development and manufacture of specialty lipids and surfactants. Through world-class technical, scientific, regulatory and manufacturing expertise, it delivers the highest quality solutions in solubilization, emulsification and lubrication. Since its founding in the 1960s, ABITEC continues to take pride in its dedication to its customers. A dedication that means it not only meets its customers' needs and expectations but exceeds them by bringing an exceptional product with unparalleled customer service. ABITEC's first-class ISO-certified facilities in Janesville, WI and Paris, IL, along with its corporate location in Columbus, OH are home to nearly 70 faithful employees who are

**Think Asia. Think DKSH.**

passionate about creating premium ingredients. ABITEC is a part of ABF Ingredients (ABFI), a division of Associated British Foods, comprising of a global community of ingredient companies operating under their own identities.

#### **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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