

Media release

DKSH enhances its footprint in the cable and wiring industry by partnering with Schleuniger

DKSH, the leading Market Expansion Services provider with a focus on Asia, and Schleuniger, a leading Swiss supplier in the wire processing industry, have signed a first exclusive agreement for Thailand, Singapore and Malaysia.

Zurich, Switzerland, May 25, 2016 – DKSH Business Unit Technology, the leading Market Expansion Services provider for technology companies seeking to grow their business in Asia, signed a first exclusive agreement with Schleuniger to provide marketing, sales, distribution and logistics as well as after-sales services for its entire machine portfolio for wire processing and wire harness production in Thailand, Singapore and Malaysia.

Schleuniger is a leading supplier for high-precision wire processing solutions. It is the global number one for semi-automatic and fully automatic cut and strip machines especially when it comes to rotary incision processes, for customized solutions, for test automation and for specialized software solutions such as complete Manufacturing Execution Systems (MES) for wire harness production. The comprehensive portfolio of Schleuniger covers almost every aspect of wire processing comprising machinery, software and customer services.

While Schleuniger has been present in South East Asia for many years, it now has decided to push its presence to the next level in Thailand, Singapore and Malaysia using DKSH's strong regional footprint.

Alan Tan, Schleuniger's President of Market Region APAC, commented: "We are very happy to cooperate with DKSH to expand our innovative wire processing solutions and equipment in Asia by leveraging on DKSH's local expertise. We are certain that DKSH is the right strategic partner for us and that this collaboration will help us to enhance our presence in Thailand, Singapore and Malaysia, while offering the optimum level of quality services to our customers."

Hanno Elbraechter, Head Business Unit Technology, DKSH, stated: "We are pleased to complement our product portfolio with a high-quality supplier such as Schleuniger. We will use our extensive network and customer base in Asia to drive market share and help Schleuniger expand its business in the region. Especially in Asia, Swiss quality and innovation are highly appreciated and are strong factors in favor of standing out from the competition."

Roman Ratayczak, General Manager, Regional Business Development, Technology, DKSH, added: "Thanks to Schleuniger's product portfolio pairing precision and speed, we at DKSH help our customers in Thailand, Singapore and Malaysia to sustainably bring down their production costs without compromising on quality."

About Schleuniger

The Schleuniger Group in Thun is a globally active technology company and a leading supplier in the Wire Processing industry. Schleuniger is also a fast growing strategic partner in the automotive industry, offering fully automatic lead makers (CrimpCenters) and wire harness assembly lines for the final assembly of wire harnesses. Besides automotive, Schleuniger serves the consumer electronic goods especially with its vast range of processing solutions for coaxial cables and many other industries and customers of every size. Their products are used whenever precise wire processing plays a role. Development and production are located in Switzerland, in Germany and in China. Schleuniger is always close to its customers - with four Sales and Service companies in the US, Germany, China and Japan as well as with 40 distributors worldwide. To learn more about Schleuniger visit www.schleuniger.com

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 770 business locations in 36 countries – 740 of them in Asia – and 28,300 specialized staff, DKSH generated net sales of CHF 10.1 billion in 2015. 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 Technology is the leading provider of Market Expansion Services covering a broad range of capital investment goods and analytical instruments. The Business Unit offers total solutions in the areas of infrastructure, industrial materials and supplies, precision- and textile machinery, semiconductor, photovoltaic and electronics, agriculture, hospitality as well as specialized industrial applications. The service portfolio includes product sourcing, market entry consultancy, marketing, sales, application engineering and after-sales services like installations, maintenance and repairs. With 75 business locations in 18 countries and around 1,370 specialized staff, including 500 service engineers, Business Unit Technology generated net sales of CHF 372.2 million in 2015.

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