

Media release

DKSH expands partnership with Hurco in South East Asia

DKSH, the leading Market Expansion Services provider with a focus on Asia, and Hurco, a provider of machining and turning centers, have signed an agreement covering Cambodia, Indonesia, Laos, Malaysia, Myanmar, the Philippines and Thailand.

Zurich, Switzerland, June 6, 2016 – DKSH Business Unit Technology, the leading Market Expansion Services provider for technology companies seeking to grow their business in Asia, partners with Hurco, a manufacturer of machining and turning centers headquartered in Indianapolis, Indiana, USA. DKSH will provide marketing, sales, distribution and logistics, application engineering as well as after-sales services for Hurco's full range of three to five axis vertical machining centers, horizontal machining centers, boring mills and turning centers.

Hurco's leading CNC machine tools were designed to help job shops or production operations maximize productivity and increase profitability by effectively reducing setup time. Hurco's solutions can be applied to various industries – such as automotive, medical or aerospace – in which metal cutting is necessary in the manufacturing process.

John Donlon, Executive Vice President of International Sales and Service, Hurco, stated: "Our relationship with DKSH started in Vietnam, where we formed a good cooperation and a trusted partnership. For these reasons, we are excited to appoint DKSH again as our strategic partner, while we are expanding our business in South East Asia. We are certain that with DKSH's local expertise, this partnership will greatly enhance our presence and create opportunities in these markets."

"We are pleased to expand our partnership with Hurco. Through systematic market development and service orientation, we will leverage our scale, experience, industry know-how and unmatched footprint in Asia to multiply our success in Vietnam to other countries and grow business," commented Hanno Elbraechter, Head Business Unit Technology, DKSH.

Roman Ratayczak, General Manager, Regional Business Development, Technology, DKSH, added: "Our customers will experience Hurco's renowned product features such as the integrated control powered WinMax software, which makes job shops more efficient and profitable. The user-friendly setup and reduced programming time can be shown through demos and test cuts provided at DKSH's showrooms backed up by Hurco's regional technical center in Singapore."

About Hurco

Founded in 1968 by Gerald Roch and the late Edward Humston, Hurco is headquartered in Indianapolis, Indiana, USA and has manufacturing facilities located in Taichung, Taiwan. Hurco is an industrial technology company that designs and produces interactive computer control systems and software and computerized machine tools for sale to the metal working industry through a worldwide sales, service and distribution network. Hurco's mission is to provide unique, innovative software and CNC controls that help our customers maximize productivity through reduced setup time and multi-tasking on the shop floor. With more than 60 patents in 15 countries, Hurco is dedicated to continuous innovation that produces new technologies that make customers more productive and more profitable. Our latest innovation, UltiMotion, simultaneously reduces cycle time and improves surface finish quality. UltiMotion uses software-based motion versus conventional hardware-based motion to achieve spectacular results. Hurco is the only brand of CNC machine with UltiMotion because Hurco invented it.

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.

Think Asia. Think DKSH.

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.

For further information please contact:

DKSH Business Unit Technology

Irene Chen
Manager, Group Communications, Technology
Phone +886 2 8752 6611
irene.yr.chen@dksh.com