

Media release

## **DKSH Performance Materials and DSM build a strategic collaboration in Asia**

**DKSH, the leading Market Expansion Services provider with a focus on Asia, and DSM, a leading global manufacturer of food enzymes, cultures, savory ingredients and other specialties for the food and beverage industry, have entered into a focused agreement covering targeted segments of South East and North East Asia.**

Zurich, Switzerland, April 9, 2014 – DKSH's Business Unit Performance Materials, a leading specialty chemicals distributor and market expansion services provider, has started a strategic collaboration with DSM. Under the distribution agreement, DKSH will market DSM food enzymes and cultures in South Korea and DSM savory ingredients in Cambodia, Myanmar and South Korea.

DKSH Performance Materials will also distribute the DSM food and crop protection product range, which includes natural preservatives and anti-biotic residue tests. The food and crop protection product portfolio will be available through DKSH's network in Myanmar, Thailand and Vietnam.

DSM is a leading global manufacturer of food enzymes, cultures, savory ingredients and other specialties. The company's enzyme solutions are used in several different food applications in the brewing, dairy, grain processing and beverage industry. DSM's food enzymes and cultures (microorganisms) are mainly used in dairy applications, while the savory portfolio of yeast extracts and process flavor are used in all savory applications such as soy sauce and noodle seasoning to reduce the saltiness.

DKSH Performance Materials will be leveraging its capillary distribution network in Asia to provide tailor-made services and extensive distribution opportunities for DSM.

"We are pleased that DSM has chosen DKSH as its Market Expansion Services partner in Asia. We have a strong customer base that has been established over almost 150 years of doing business in Asia. We are convinced that our local business partners will be excited about the opportunity to have access to DSM products through our capillary distribution network," commented Zeljko Pockaj, Global Business Line Manager Food & Beverage Industry, DKSH Performance Materials.

DKSH Performance Materials is confident that these initiatives will create excellent business opportunities and provide more customers with the right products and high-quality services while contributing incrementally to the Group's overall profitability over time.

### **About DSM**

Royal DSM is a global science-based company active in health, nutrition and materials. By connecting its unique competences in Life Sciences and Materials Sciences DSM is driving economic prosperity, environmental progress and social advances to create sustainable value for all stakeholders. DSM delivers innovative solutions that nourish, protect and improve performance in global markets such as food and dietary supplements, personal care, feed, pharmaceuticals, medical devices, automotive, paints, electrical and electronics, life protection, alternative energy and bio-based materials. DSM's 23,500 employees deliver annual net sales of around EUR 9 billion. The company is listed on NYSE Euronext.

### **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 735 business locations in 35 countries – 710 of them in Asia – and 26,700 specialized staff, DKSH generated net sales of CHF 9.6 billion in 2013.



**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 27 innovation centers located worldwide. With 90 business locations in 26 countries and around 1,150 specialized staff, Business Unit Performance Materials generated net sales of CHF 770 million in 2013.

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