

Media release

DKSH acquires specialty chemicals distributor Zeus Química in Spain and Portugal

DKSH, the leading Market Expansion Services provider, today announced the acquisition of Zeus Química, a top-ranking specialty chemicals distributor in Spain and Portugal. DKSH Business Unit Performance Materials considerably strengthens its market position in Europe, thereby complementing its market leadership in Asia. With this move, DKSH is driving forward the ongoing consolidation of the chemical distribution industry.

Zurich, Switzerland, June 17, 2014 – With the acquisition of Zeus Química, DKSH Business Unit Performance Materials, the only chemicals distributor with blanket coverage in Asia and Western Europe, is continuing its targeted strategic expansion. It hereby enhances the position as a pan-European Market Expansion Services provider.

In Performance Materials, DKSH provides distribution services for its clients and suppliers to the chemical, personal care, pharmaceutical and food industry. In addition, DKSH offers sourcing services for specialty products in 17 markets across Asia, Europe and the Americas. DKSH optimizes supply chains for specialty chemicals and food ingredients on a global scale.

Founded in 1980 and with combined net sales of more than CHF 50 million, Zeus Química is one of the leading specialty chemicals distribution companies in Spain and Portugal. The company offers a full range of specialty products for the polymers, paints and coatings, personal care, nutrition and pharmaceutical sectors and has been able to increase net sales and profitability even during years of financial crisis on the Iberian Peninsula.

Ramón Viñas, General Manager of Zeus Química comments: "For us, the partnership with DKSH is an ideal succession solution. With this transaction, we are creating a solid foundation for the forward development of our 34-year-old company. DKSH's renowned reputation and global platform makes the company an ideal new owner. Beyond ensuring the successful continuation of our business, DKSH will provide our clients and customers access to wider opportunities and to an increased product portfolio. In addition, the integration of Zeus Química into DKSH opens up a new world of development opportunities for our company. Our specialists are looking forward to becoming part of DKSH."

Zeus Química's well-regarded management team stays with DKSH, continues to lead the Spain and Portugal operations and strengthens the Business Unit organization further.

Thomas Sul, Co-Head Business Unit Performance Materials at DKSH, says: "The acquisition of Zeus Química is an exciting and important step in strengthening our position as a leading Performance Materials Market Expansion Services provider in Europe. Through the incorporation of Zeus Química into our DKSH platform, our existing partners and clients can now also utilize our service portfolio on the Iberian Peninsula, one of the main chemical and ingredients markets in Europe. In addition, Zeus Química's excellent partners and clients can now also use the international DKSH network which enables them to grow their business even faster. This is a win-win situation which is beneficial for all partners and customers."

"Those business segments acquired from Zeus Química will be integrated into our significantly larger platform and successively expanded. We are well positioned to exploit our market leadership as the industry consolidator in our still highly fragmented industry. Both in Europe and Asia, there are promising opportunities to strategically complement our strong organic growth through bolt-on acquisitions," adds Dr. Joerg Wolle, President & CEO of DKSH Holding.

Both parties have agreed not to disclose further financial details of the transaction.

Think Asia. Think DKSH.

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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