

Media release

DKSH and Fermenta Biotech sign exclusive distribution agreement for nine Asian countries

DKSH, the leading Market Expansion Services provider with a focus on Asia and Fermenta Biotech, a top global manufacturer of Vitamin D3, have signed an exclusive agreement for the distribution of its Vitamin D3 portfolio for human and veterinary applications in nine Asian countries.

Zurich, Switzerland, November 28, 2014 – DKSH's Business Unit Performance Materials, a leading specialty chemicals distributor, has been appointed as exclusive Market Expansion Services partner for Fermenta's Vitamin D3 product range for human and veterinary applications for Cambodia, Indonesia, Malaysia, Myanmar, Philippines, Sri Lanka, Taiwan, Thailand and Vietnam.

Fermenta Biotech, headquartered in India, manufactures cholecalciferol (Vitamin D3) for further applications in the global pharmaceutical, food, veterinary and feed industries.

“We are pleased to cooperate with DKSH. With this step, Fermenta aims to significantly accelerate its capabilities to better serve the fast-growing markets in South East Asia. We believe that this arrangement will provide a win-win situation for both partners,” said Satish Varma, Managing Director, Fermenta Biotech. “We expect to leverage the strengths of DKSH in terms of distribution capabilities to enhance sales of existing Vitamin D3 offerings and launch of new products,” he added.

“We are delighted that Fermenta has chosen DKSH as their Market Expansion Services partner across South East Asia. Fermenta's D3 Vitamins fit well into our high-quality product portfolio to serve human beings and animals. Thanks to our unmatched footprint in Asia, we can leverage on our size, experience and industry know-how to provide tailored services and exceptional distribution opportunities for Fermenta Biotech,” commented Tanja Schaffer, Vice President, Business Line Pharmaceutical Industry, DKSH Performance Materials.

The agreement will further strengthen DKSH's market position in the regions while contributing to the Group's overall profitability over time.

About Fermenta Biotech

Fermenta Biotech Limited (Fermenta) is one of the leading global manufacturers of Vitamin D3, which offers high quality, niche products to more than 500 customers across 50 countries. Fermenta has emerged as a versatile organization addressing opportunities in biotechnology, pharmaceuticals and environmental solutions. It has been engaged in the manufacture of specialty APIs and bio-catalysts for more than two and-a-half decades. The API division leverages cutting-edge technology to manufacture select products in the pain and gastrointestinal therapeutic area complemented by a leading position in the Vitamin D3 market.

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 27,200 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

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innovation centers located worldwide. With 90 business locations in 26 countries and around 1,120 specialized staff, Business Unit Performance Materials generated net sales of CHF 770 million in 2013.

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