

Media release

DKSH represents HSEB in China

DKSH, the leading Market Expansion Services provider with a focus on Asia, has signed an agreement with HSEB Dresden, a leading supplier in optical inspection, review and metrology, to introduce, promote, market and sell their products in China.

Beijing, China, April 14, 2015 – DKSH Business Unit Technology, the leading Market Expansion Services provider for technology companies seeking to grow their business in Asia, will represent all products of HSEB Dresden, a leading supplier in optical inspection, review and metrology in China.

Under the newly signed agreement, DKSH will market HSEB's entire product range including installation services, equipment and spare parts to its customers that manufacture semiconductor devices and microelectromechanical systems (MEMS) in China.

"DKSH is well-known for its expertise in the Market Expansion Services industry. As one of the leading players in the wafers inspection systems, we required a company like DKSH, which is well-versed in marketing, sales, distribution and after-sales services to represent our products and services for semiconductor devices manufacturers and microelectromechanical systems producers in China. We are enthralled by the passionate spirit of the DKSH team to handle our products in this niche market," said Markus Keil, CEO, HSEB Dresden.

"It is our great pleasure to start working with HSEB. China is a mature, global leader in the semiconductor market. The semiconductor consumption of China is highly impressive. We see a lot of potential in this market and we are looking forward to working closely with HSEB to deliver best-possible services," commented Daniel Meyer, Vice President Business Unit Technology, DKSH China.

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

About HSEB

HSEB Dresden GmbH is a leading supplier in optical inspection, review and metrology. It designs and manufactures tools, modules and OEM (original equipment manufacturer) components for wafer sizes up to 450 mm and for any kind of large and flat substrates. Decades of experience in optics, engineering and software allow the company to tailor manual and automated systems which meet demands for the manufacturer of semiconductor devices and micro-electromechanical systems (MEMS). Since 1991 and from the background of the founder with the Dresden based R&D center of Carl Zeiss Jena, HSEB has evolved from a pure development office into a comprehensive medium-sized production company with an emphasis on development and customization.

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 750 business locations in 35 countries – 720 of them in Asia – and 27,600 specialized staff, DKSH generated net sales of CHF 9.8 billion in 2014. In 2015, DKSH celebrates its 150th anniversary. 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 80

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business locations in 17 countries and around 1,240 specialized staff, including 450 service engineers, Business Unit Technology generated net sales of CHF 350 million in 2014.

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