

Media release

## **DKSH and STAMA sign first agency agreement for twelve countries in Asia**

**DKSH, the leading Market Expansion Services provider with a focus on Asia and the German company STAMA, a top turnkey specialist, have signed a first agency agreement for STAMA's vertical machining and milling-turning centers for twelve countries in Asia.**

Zurich, April 15, 2015 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies and STAMA, the top supplier worldwide of customer and branch-specific process solutions, have entered into a strategic partnership. DKSH provides STAMA with marketing, sales and after-sales services in China, Cambodia, Indonesia, Japan, Laos, Malaysia, Myanmar, the Philippines, Singapore, Taiwan, Thailand and Vietnam.

The STAMA machine factory produces powerful 1-, 2-, and 4-spindle machining and turn-mill centers that are equipped with innovative processing technologies. For small batch sizes, series production, for big stand-alone systems and for small contract manufacturers – STAMA's process solutions are used in the automotive, tool manufacturing, fluid technology, mechanical engineering and other key industries worldwide.

"STAMA is a turnkey specialist. The machining- and turn-mill centers of highest quality can be used profitably in every sector and industry. The production process is always arranged individually in cooperation with the customer and our engineers. The machining requirements are becoming more complex and customers ask for a holistic solution. With the turnkey solution, STAMA provides the complete machining process from a single source. Customers can produce high-quality work pieces at fixed unit costs from the very first chip", commented Gerhard Ulmer, Director of Sales, STAMA.

Hanno Elbraechter, Head Business Unit Technology at DKSH, stated: "We are pleased that our reputation in the market has gained the trust of a high-quality manufacturer such as STAMA. We are committed to bringing the most advanced machining technologies to our customers in Asia. These technologies increase their productivity and strengthen their competitiveness. Needless to say, we ensure best-in-class after-sales service support to enable our customers produce around-the-clock."

### **About STAMA**

Excellence in Manufacturing – on average, STAMA delivers 100 to 150 production solutions every year to production plants on all five continents. The turnkey business makes about 85 per cent of all delivered machines – that makes STAMA one of the top-level providers of individual complete production solutions worldwide. Excellent engineering and innovative production technologies TWIN and MT are STAMA's core competences. No other machine-tool manufacturer in the world has the sector-specific experience and expertise in 5-axis complete machining with two or four spindles plus the combination with milling and turning. STAMA employs 400 specialists in Schlierbach, Germany and operates 70 service locations worldwide. Target markets alongside Germany are Europe, North America and Asia. STAMA celebrates its 77th anniversary this year. In this context, the corporation communicates the aspiration "Always the best solution. For your work piece." and in this way emphasizes its leading position amongst all machine-tool manufacturers in the world. In 2014, STAMA had a turnover of 83 million Euro.

### **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.

**Think Asia. Think DKSH.**

**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 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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