

Media release

DKSH and Piller Entgrattechnik enter partnership agreement

DKSH, the leading Market Expansion Services provider with a focus on Asia, has signed a new agreement with Piller Entgrattechnik, a leading high pressure cleaning machinery manufacture, to distribute its range of professional systems and machinery for industrial parts cleaning in China, Korea and Taiwan.

Zurich, June 26, 2015 – DKSH Business Unit Technology, the leading Market Expansion Services provider for technology companies seeking to grow their business in Asia, will provide marketing, sales and after-sales services for Piller's entire range of high pressure cleaning machinery products in China, Korea and Taiwan.

Piller manufactures solutions for high-speed deburring, chip removal and cleaning of metallic components, particularly for the use in automotive, mobile hydraulic and pneumatic engineering, in the medical sector and for door closing systems.

Jörg Nubert, CEO, Piller Entgrattechnik stated: "We have considered many aspects when looking for a partner to help us expand in these three key markets in Asia. DKSH's unparalleled regional coverage and excellent sales team are the foundation for our decision. We believe DKSH is the perfect partner for supporting the growth of our business and we look forward to a great cooperation."

Hanno Elbraechter, Head Business Unit Technology said: "We are excited that Piller Entgrattechnik has selected DKSH as its Market Expansion Service partner. We are confident that the company's innovative and high quality products will generate great interest in China, Korea and Taiwan. With our strong local expertise and knowledge, we are convinced that we will create a real success story with Piller Entgrattechnik."

About Piller Entgrattechnik

Piller Entgrattechnik is the specialist in component cleaning. At their location in Ditzingen near Stuttgart in Southern Germany, they employ a workforce of around 50 people. Piller Entgrattechnik has been providing flexible, innovative solutions for deburring technology since 1995. Piller Entgrattechnik consistently focuses on the challenges facing future markets has driven them forward to become the leading name in the field of industrial high-pressure blast cleaning using water, cutting oil or cooling lubricants.

About DKSH Group

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 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.

Think Asia. Think DKSH.

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