

Media release

DKSH wins 2014 Evonik Strategic Distributor of the Year award in the category “Excellence in Distribution”

DKSH, the leading Market Expansion Services provider with a focus on Asia, was awarded the “2014 Evonik Strategic Distributor of the Year” award in the category “Excellence in Distribution” by Evonik Channel Management.

Zurich, Switzerland, October 21, 2015 – DKSH’s Business Unit Performance Materials, a leading Market Expansion Services provider for specialty chemicals, was awarded the “2014 Evonik Strategic Distributor of the Year” award in the category “Excellence in Distribution” by Evonik Channel Management.

The award was presented to DKSH for “best in class reporting” after receiving unanimous praise within Evonik’s internal business lines for its state-of-art reporting. Evonik works with around 450 distributors, 36 of which are strategic partners, including DKSH. This puts DKSH at the forefront of digital market intelligence reporting in the specialty chemicals industry.

DKSH has been providing Market Expansion Services to Evonik in a cooperation since the 1990s and more recently expanded their partnership in 2012 to exclusively distribute Evonik’s coatings and adhesive resins product portfolio in Indonesia and Vietnam.

“It is with great honor that we receive this award from our valued key client, Evonik. We have a long history of collaboration together and to be recognized for our reporting further cements our position as a leading provider of Market Expansion Services and one that continues to adapt to the environment. We believe that the key to a successful relationship with a client is to understand their business needs, communicate with them well and keep them informed about the market and development of the business. As we continue on that basis, we very much look forward to further providing our recognized high levels of service,” commented Thomas Sul, Co-Head Business Unit Performance Materials.

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 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 100 business locations in 27 countries and around 950 specialized staff, Business Unit Performance Materials generated net sales of CHF 780 million in 2014.

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