

Media release

DKSH and ALZMETALL sign exclusive distribution agreement for eleven countries in Asia

DKSH, the leading Market Expansion Services provider with a focus on Asia and ALZMETALL, a German manufacturer of CNC machining centers, have signed an exclusive agreement for marketing, sales and after-sales services in eleven countries in Asia.

Zurich, July 8, 2015 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies and ALZMETALL have entered into a strategic partnership in Asia. DKSH provides the company with marketing, sales and after-sales services for its CNC machining centers in Cambodia, Indonesia, Japan, Laos, Malaysia, Myanmar, the Philippines, Singapore, Thailand, Taiwan and Vietnam.

ALZMETALL Werkzeugmaschinenfabrik und Giesserei Friedrich GmbH & Co. KG is a renowned manufacturer of CNC machining centers, industrial heavy duty drilling machines as well as a supplier of foundry products and machining technology. Under the new agreement, DKSH will distribute Alzmetall's three to five axis simultaneous CNC machining centers for applications used in the automotive and aircraft industry. These machines are also used in the die and mold industry. With up to 40 kW, these machining centers are extremely powerful and supported by a threefold torque drives-technology.

Roland Ilg, President of ALZMETALL stated: "Alzmetall's high-tech solutions require an excellent marketing and sales partnership to penetrate emerging markets like Asia. Thanks to DKSH's expertise and experience, we will attract new customers and profit from our mutual strong reputation."

"We are very pleased to partner with a highly innovative company like ALZMETALL, the technology leader for decades. The company constantly offers to customers new possibilities for optimization with its powerful CNC machining centers. With this partnership, DKSH has reached another milestone in becoming a major solution provider in Asia for the full range of machine tools and after-sales services. Thanks to our unmatched Asian footprint, we can leverage on our size, experience and industry know how to provide tailored services and exceptional distribution opportunities for ALZMETALL," commented Hanno Elbraechter, Head Business Unit Technology, DKSH.

In the year of the 70th anniversary of ALZMETALL and the 150th anniversary of DKSH, the agreement will further strengthen both companies' market position in the region while contributing incrementally to their profitability over time.

About ALZMETALL

ALZMETALL with its location Altenmarkt/Alz, close to Munich in Germany and its two affiliated companies Gottschalk & Michaelis GmbH and Donau Werkzeugmaschinen Fabrik GmbH, is a leading mid-size enterprise counting on 400 long-serving employees as its core competence. The ownership holding structure is assigned to a trust-owned family foundation. ALZMETALL is a sought-after employer and has proven many times to set internationally recognized standards as patent holder. In 2015, ALZMETALL celebrates its 70th anniversary. This success is based on collaboration, competence and fruitful relationships with customers and suppliers. The obligation to this tradition is equally the commitment for the future.

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

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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.

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