

Media release

## **DKSH and INDEX-TRAUB sign exclusive distribution agreement for six countries in Asia**

**DKSH, the leading Market Expansion Services provider with a focus on Asia and INDEX-TRAUB, a world-leading German manufacturer of CNC turning machines, have signed a first and exclusive agreement for the distribution and after-sales service of the CNC turning machines and Turn-Mill centers in six countries in Asia.**

Zurich, September 30, 2015 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies and INDEX-TRAUB have entered into a strategic partnership. DKSH provides INDEX-TRAUB with distribution and after-sales services for all of their CNC turning machines and Turn-Mill centers in Indonesia, Malaysia, Singapore, Taiwan, Thailand and Vietnam.

INDEX-TRAUB is a world-leading manufacturer of CNC turning machines headquartered in Germany. Their extensive product line includes Turn-Mill centers, vertical turning centers and CNC multi-spindle automatics. INDEX-TRAUB's main customers include companies from the automotive, medical and aerospace industries, from mechanical and electrical engineering, electronics sectors as well as manufacturers of fluid technology, controls and instruments.

"Our goals are to increase sales in the important South East Asian markets and to be able to offer excellent service to our customers there. Hence this cooperation with DKSH, a strong, reliable and experienced partner, is a logical step for INDEX and TRAUB," commented Reiner Hammerl, Managing Director of Sales and Marketing at INDEX-TRAUB.

"We are very pleased to partner with a highly innovative company like INDEX-TRAUB. Gaining the trust of this high-quality manufacturer, and the resulting extensive cooperation agreement, is an honor for us and demonstrates our reputation in the market. With this partnership, DKSH achieved the next 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 our size, experience and industry know-how to provide tailored services and exceptional distribution opportunities for INDEX-TRAUB," commented Hanno Elbraechter, Head Business Unit Technology at DKSH.

### **About INDEX-TRAUB**

The INDEX Group is one of the largest leading turning machine manufacturers. The company was founded in 1914 and operates worldwide with 2,200 employees. INDEX and TRAUB brand machines are manufactured and sold at six production sites and five international sales and service companies as well as 80 representatives. Quality, reliability and technical prominence are reflected in the product range and in the comprehensive services offered around the turning machines.

### **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,

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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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