

Media release

DKSH and HAIMER sign agreement for thirteen countries in Asia

DKSH, the leading Market Expansion Services provider with a focus on Asia and HAIMER, a worldwide leading German manufacturer of innovative, high precision products for metal cutting, have signed an agreement for the distribution of six product lines in thirteen countries in Asia.

Zurich, November 20, 2015 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies and HAIMER, a worldwide technology leader in the metal cutting industry, have entered into a distribution agreement across Asia. DKSH will provide HAIMER with marketing and sales as well as distribution services for its cutting tools, tool holders, shrinking devices, balancing machines, 3D sensors and tool management for machine tool manufacturers in Cambodia, China, Indonesia, Japan, Korea, Laos, Malaysia, Myanmar, Philippines, Singapore, Taiwan, Thailand and Vietnam.

HAIMER is a family run company located in Igenhausen, Bavaria near Augsburg, Germany. The company designs, produces and sells innovative high precision products for metal cutting as well as for other industries including automotive, aerospace, energy, rail and general machining.

“Our goals are to increase sales and grow our presence in Asia. Hence this cooperation with DKSH, a strong, reliable and experienced partner with deep roots in Asia, is a logical step for HAIMER,” commented Andreas Haimer, President, Haimer Group.

Hanno Elbraechter, Head Business Unit Technology at DKSH stated: “We are very pleased to partner with a high quality and innovative company like HAIMER. Through our unmatched Asian footprint, we have a proven track record for successfully helping manufacturers expand their market share in the region and look forward to introducing HAIMER’s renowned quality to our customers.”

About HAIMER

Since 1977, HAIMER has been a reliable partner for its customers. From a specialists and job shop for high precision parts in the aerospace and automotive industries, the company has developed into a global supplier of the tooling industry. From approximately 500 employees worldwide, 350 work at the Igenhausen production facility together with the most modern of machines and a high level of automation. Their experienced, dynamic and highly qualified employees guarantee the known highest quality, “made by HAIMER.”

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, 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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