

Media release

DKSH and EnvisionTEC sign distribution agreement for China

DKSH, the leading Market Expansion Services provider with a focus on Asia, and the German company EnvisionTEC, have signed a distribution agreement for EnvisionTEC's 3D printing solutions and rapid prototyping systems in China.

Shanghai, February 26, 2016 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies, and EnvisionTEC, a world leader in 3D printer manufacturing, specializing in rapid prototyping equipment and materials, have entered into a strategic partnership. Next to China, DKSH already provides EnvisionTEC with marketing, sales and after-sales services in Malaysia, the Philippines, Singapore, Taiwan and Vietnam.

EnvisionTEC develops and manufactures professional grade 3D printers, software and 3D printing materials for a wide variety of applications. They offer customer-specific solutions for sectors such as design, industry, dental, orthodontic, media devices, micro- and bio-technology.

EnvisionTEC 3D printing solutions are typically installed in laboratories or clinics and used by design producers, manufacturers of hearing aids and industrial goods as well as jewelry companies. EnvisionTEC's proprietary RP tools perform with high accuracy, speed and functionality being backed by its recognized intellectual property. EnvisionTEC holds over 90 patents and pending patent applications worldwide.

Sobhi Aris, Vice President of Asia Sales and New Market Development, EnvisionTEC, stated: "DKSH is going to be a strong partner to expand our distribution channels in China. This agreement represents an opportunity for mutual growth and we look forward to working with DKSH to broaden our market share."

"It is a privilege for us to partner with a highly innovative company like EnvisionTEC. 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 EnvisionTEC," commented Oliver Hammel, Managing Director, Business Unit Technology, DKSH China.

The agreement between DKSH and EnvisionTEC will further strengthen DKSH's market position and contribute to the Group's overall profitability over time.

About EnvisionTEC

EnvisionTEC is a leading global provider of 3D printing solutions for the rapid manufacture of customized products utilizing its proprietary consumables across a variety of markets. Since its first patent submission in 1999, EnvisionTEC has developed and released 3D print solutions consisting of 3D printers, print materials and replacement parts as well as training and other services. EnvisionTEC's proprietary, multi-platform technology delivers high precision, surface quality and functionality as well as the ability to use a wide range of materials at production speeds that it believes are superior to those offered by its competitors. With 18 U.S. patents and 91 foreign patents, EnvisionTEC works with a strong customer and partner base in diverse sectors such as jewelry, hearing aid, dental, consumer, auto manufacturing and design companies.

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 2012, DKSH is a global company headquartered in Zurich. With 770 business locations in 36 countries – 740 of them in Asia – and 28,300 specialized staff, DKSH generated net sales of CHF 10.1 billion in 2015. DKSH was founded in 1865.

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 75 business locations in 18 countries and around 1,370 specialized staff, including 500 service engineers, Business Unit Technology generated net sales of CHF 372.2 million in 2015.

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