



Media release

DKSH exclusively markets FF Chemicals' feed additives in five Asian countries

DKSH, the leading Market Expansion Services provider with a focus on Asia, and FF Chemicals, a producer of organic acids and salts, have signed an exclusive distribution agreement for DKSH to market a range of FF Chemicals' feed additives in Indonesia, Malaysia, the Philippines, Thailand and Vietnam.

Zurich, Switzerland, February 20, 2017 – DKSH Business Unit Performance Materials, a leading specialty chemicals distributor and provider of Market Expansion Services for performance materials, and FF Chemicals, a provider of organic acids and salts for application in food products and animal feedstuffs, have signed an exclusive distribution agreement for DKSH to introduce, promote, market, distribute and sell FF Chemicals' toxin binders, butyrates and also, to a certain extent, unique and newly developed acidifiers, in Indonesia, Malaysia, the Philippines, Thailand and Vietnam.

Under the agreement, DKSH will exclusively introduce, promote, market, distribute and sell FF Chemicals' MultiYeast, FermAcid NG Plus and Toxybind for animal species in the five countries; Bact Acid FP and acidifiers for aquatic species in the five countries; and Bact acid FLA and LP in Indonesia.

FF Chemicals is a Dutch family-owned company that specializes in the production of innovative blends to improve the quality of end food products and animal feedstuffs. The main ingredients of FF Chemicals' blends are organic acids (and their calcium and sodium salts). Due to their organic origin, these ingredients are not harmful to the environment; they are naturally degradable and are effective alternatives to antibiotics when used in the production of additives for animal feed applications.

FF Chemicals has chosen to work with DKSH for its first-class reputation in providing integrated and tailored Market Expansion Services along the entire value chain as well as for its extensive regulatory, distribution and logistics capabilities in the region.

Tanja Schaffer, Vice President, Global Business Line Pharmaceutical Industry, DKSH, commented: "We are delighted to partner with FF Chemicals to promote their new generation of feed additives in some of our key Asian markets. By combining European quality with local expertise and a long and solid history in the region, we will offer the next level solutions for the animal feed market in South East Asia."

Arie van Ooijen, Technical Sales Director, FF Chemicals, added: "We are very much pleased to work together with DKSH, because of their long business history in Asia and their profound knowledge of the feed market. The combination between a market specialist like DKSH on one side and a production specialist like FF Chemicals on the other hand will provide to all customers the highest services and solutions to produce high quality, safe and profitable feed. FF Chemicals, located in the Netherlands, is a basic producer with the technical skills to produce and develop solutions which the market needs. This is important especially in an era where antibiotics need to be replaced more and more, whilst expectations from the end users are very high when it comes to feed-food safety, growth and feed conversion."

About FF Chemicals BV

FF Chemicals has the chemical and nutritional expertise to help food producers formulate superior recipes from additives, that result in exceptional quality end products. With focus on service excellence and customer flexibility and as a GMP+ certified producer for feed additives, FF Chemicals meets the highest expectations in quality standards. Learn more: www.ffchemicals.nl

Think Asia. Think DKSH.

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 780 business locations in 36 countries – 750 of them in Asia – and 30,320 specialized staff, DKSH generated net sales of CHF 10.5 billion in 2016. 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 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 26 innovation centers located worldwide. With 80 business locations in 31 countries and around 990 specialized staff, Business Unit Performance Materials generated net sales of CHF 870.6 million in 2016.

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FF Chemicals BV

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