

Media release

## **DKSH opens new innovation center to support multiple industries in Vietnam**

**DKSH, the leading Market Expansion Services provider with a focus on Asia, has committed to further developing its Performance Materials business in Vietnam by opening a new strategically located innovation center in Ho Chi Minh City.**

Ho Chi Minh City, Vietnam, June 16, 2017 – DKSH's Business Unit Performance Materials, a leading ingredients and specialty chemicals distributor and provider of Market Expansion Services, has expanded its infrastructure with the opening of a modern and fully-equipped innovation center in Ho Chi Minh City.

DKSH has experienced recent strong demand in the vibrant Vietnamese market. The investment in the new state-of-the-art facility allows DKSH to even better cater for the high demand and to better serve its business partners. The innovation center is strategically located to provide unparalleled hands-on technical support to customers and essential technical trainings to DKSH specialists, both of whom are located within close proximity.

The upgraded innovation center houses three dedicated laboratories that each focus on one of Business Unit Performance Materials' key markets in Vietnam: food and beverage, personal care and specialty chemicals. The innovation center plays a vital role in the development of new concepts, products, formulations and technologies for the personal care and paints and coatings industries as well as concepts, products and technologies for the food and beverage industries. It fosters entrepreneurial talents to develop cutting-edge solutions and allows hands-on collaborations with valued business partners to create market-ready and trend-setting products.

DKSH's Business Unit Performance Materials operates a total of 26 innovation centers, which are strategically located to support business partners worldwide. The new, much larger, facility in Vietnam replaces the existing innovation center (also located in Ho Chi Minh City) that has, for many years, successfully contributed to the commercialization of exciting and innovative products by DKSH customers. The transition between innovation centers was seamless and, in line with DKSH's commitment to quality assurance and compliance, the new facility is fully controlled and adheres to the strictest international standards.

Hung Dang Phung, General Manager, Performance Materials, DKSH Vietnam, commented: "We were established in Vietnam in 1890 to support our business partners to expand into new markets. We have a proven track record in providing insights on how to better synergize ingredients and chemicals for even greater results. As a result of leveraging our innovation services, our business partners have made inroads into new markets and have seen their products successfully commercialized. By investing in our new, state-of-art innovation center, we will continue to turn creative concepts into commercial reality."

In a joint statement Business Unit Performance Materials Co-Heads, Dr. Natale Capri and Thomas Sul, said: "Our innovation centers reflect the pioneering spirit of DKSH. We enhance the performance of our clients' ingredients and chemicals and create innovative formulations to reach new customer bases. We support our customers to achieve the very best results for their end products. Our innovation services are a key differentiator, providing tangible value along the value chain. This strategic opening will increase productivity for an unparalleled service offering to our business partners."

The new investment supports the diligent and consistent implementation of DKSH's strategy for sustainable, profitable and inclusive growth.

### **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

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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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