

Media release

## **DKSH signs first agreement with Gerber Technology in Thailand**

**DKSH, the leading Market Expansion Services provider with a focus on Asia, and Gerber Technology, a worldwide leader of software and automation solutions that help apparel and industrial customers, have signed an exclusive distribution agreement for Thailand.**

Bangkok, Thailand, February 1, 2016 – DKSH Business Unit Technology, the leading Market Expansion Services provider for technology companies seeking to grow their business in Asia, have signed an exclusive distribution agreement covering marketing and sales, distribution and logistics as well as after-sales services for Gerber's software and automation solutions including spreader and cutting machines in Thailand.

Gerber's solutions can be applied in the following industries: fashion and apparel, transport, furniture, aerospace, packaging and signage. Gerber's pattern design software AccuMark® 10.0 assists manufacturers in pattern design, grading, marker making and production planning. Gerber's Paragon cutting system is an automated high-ply cutting system for apparel. Its intelligent engineering and intuitive interface ensures capability to produce accurate cut parts of highest quality.

Louis Hoi, Sales Director of Asia Pacific, Gerber Technology, commented: "We are happy to cooperate with DKSH Thailand, the leading provider of technology equipment and solutions to expand our innovative software and equipment into the country. We are confident that DKSH's structured sales approach and strong team will create new opportunities and success for both parties."

"We are pleased to complement our product portfolio for the apparel industry with a high-quality manufacturer such as Gerber Technology. With our 110 years of experience in Thailand, we look forward to expanding Gerber Technology's market share in the country," stated Jareuk Meekhanthong, Vice President, Business Unit Technology, DKSH Thailand.

The partnership will further strengthen DKSH's market position in Thailand while contributing to the Group's overall profitability over time.

### **About Gerber Technology**

Gerber Technology delivers industry-leading software and automation solutions that help apparel and industrial customers automate and more effectively manage the product design and manufacturing process. The company serves 78,000 customers in 130 countries, including more than 100 Fortune 500 companies in the apparel and accessories, home and leisure, transport, packaging and sign and graphics industries. Gerber's products help users more effectively connect the supply chain from product development and production to retail and the end customer. Based in Connecticut, USA, Gerber Technology is owned by Vector Capital, a San Francisco-based, global private equity firm specializing in the technology sector that manages more than two billion dollars of equity capital.

### **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. 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

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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.

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