



Media release

## **DKSH acquires SACOA in Australia, further expanding its Performance Materials business**

Zurich, Switzerland, April 30, 2021 – DKSH today announced the acquisition of Australian agrochemicals distributor and blender SACOA, further expanding its Performance Materials business in Asia Pacific. The own-brand acquisition is in line with DKSH's strategy to further diversify its value-added service offering and will raise the company to a leading position in the distribution of specialty agricultural chemicals in Australia.

SACOA is a leading Australian formulator of premium agricultural crop protection products. Founded in 1994, the family-owned business develops, formulates and sells spray oils and adjuvants to a long-term customer base of agricultural distributors, resellers and farmers. The product range is supported by industry and academic research and field trial programs as well as proprietary and trademarked brand names.

To support sustainable farming in Australia, SACOA products improve the effectiveness of agricultural goods, lowering costs; reduce spray frequency by solving tank mix compatibility issues; and increase water retention in non-wetting soils, thereby improving germination rates. SACOA's portfolio is highly complementary to DKSH's product portfolio, recently enhanced through the 2020 acquisition of Axieo, including its subsidiary SST, a leading supplier of adjuvants and spray additives, in Australia and New Zealand.

Thomas Sul and Natale Capri, Co-Heads Business Unit Performance Materials at DKSH, jointly said: "By acquiring SACOA, we actively drive forward market consolidation in the specialty chemicals industry in Asia Pacific. With this move, we will become a leader in the market of specialty agricultural formulations and blends in Australia – a sector with attractive expansion opportunities, also outside of the region. We welcome all of SACOA's employees and look forward to growing together with them."

SACOA is expected to generate net sales of around CHF 15 million<sup>1</sup> at good profitability and return on capital. The acquisition is immediately earnings-accretive and DKSH will acquire 100% of the business. SACOA will be fully integrated into DKSH and the sales teams will be merged to create revenue synergies.

Justin Matthews, CEO and founder of SACOA, added: "For more than 25 years, we have been developing premium specialty agricultural chemicals in Australia. By combining DKSH's international expertise and SACOA's local experience, we generate more value for our customers. We look forward to joining DKSH."

<sup>1</sup> Based on an AUD / CHF exchange rate of 1.40.

### **About DKSH**

At DKSH, our purpose is to enrich people's lives. For more than 150 years, we have been delivering growth for companies in Asia and beyond across our Business Units Healthcare, Consumer Goods, Performance Materials and Technology. As a leading Market Expansion Services provider, we offer sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. Listed on the SIX Swiss Exchange, DKSH operates in 36 markets with 32,450 specialists, generating net sales of CHF 10.7 billion in 2020. [www.dksh.com](http://www.dksh.com)

The DKSH Business Unit Performance Materials distributes specialty chemicals and ingredients for food, pharmaceutical, personal care and various industrial applications. With 48 innovation centers and regulatory support worldwide, we create cutting-edge formulations that comply with local regulations. With around 1,260 specialists, the Business Unit generated net sales of CHF 1.1 billion in 2020. [www.dksh.com/pm](http://www.dksh.com/pm)

**Delivering growth – in Asia and beyond.**



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