



Media release

DKSH partners with 3M to grow its business in New Zealand

DKSH, the leading Market Expansion Services provider with a focus on Asia Pacific, has been appointed by 3M, a global science company, to drive growth of its products in New Zealand.

Palmerston North, New Zealand, April 3, 2018 – DKSH Business Unit Consumer Goods, the leading Market Expansion Services provider for Fast Moving Consumer Goods, and 3M have signed an agreement to provide services for its products in New Zealand.

DKSH will provide full service to the Foodstuffs Group, New Zealand's biggest grocery distributor, for 3M's Scotch-Brite™, Scotchgard™, Command™, Scotch® and Post-it® brand products and offer merchandising services for these products to the Progressive Group Countdown stores.

DKSH started working with 3M in the 1990s in Thailand and has since then built long-standing business relationships in many other Asian markets, for all of DKSH's four Business Units.

Peter A. Tuck, ANZ Sales Manager, Grocery & Clubs, 3M Consumer Business Group, said: "DKSH New Zealand is the leading distributor into the New Zealand market, and the appointment ensures our goal to provide the highest possible service level to the Foodstuffs stores."

Paul Harris, General Manager, Sales and Marketing, DKSH New Zealand, commented: "It is a privilege to begin this partnership with 3M, and we look forward to providing strong sales and marketing services to grow the business together."

About 3M

How can science change the world?

At 3M, we apply science in collaborative ways to improve lives daily. 3M is a global science company that never stops inventing. Using 46 technology platforms, our integrated team of scientists and researchers work with customers to create breakthroughs. Our inventions have improved daily life for hundreds of millions of people all over the world. With \$ 30 billion in sales, our 90,000 employees connect with customers all around the world. Scientists, researchers and marketers work across countries and across subjects to solve challenges big and small.

Learn more about 3M's creative solutions to the world's problems at www.3M.com or on Twitter @3M.

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 825 business locations in 37 countries – 800 of them in Asia – and 31,970 specialized staff, DKSH generated net sales of CHF 11.0 billion in 2017. 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.

Think Asia. Think DKSH.

DKSH Business Unit Consumer Goods is Asia's leading Market Expansion Services provider with a focus on fast moving consumer goods, food services, luxury goods, fashion and lifestyle products as well as hair and skin cosmetics. The Business Unit's comprehensive Market Expansion Services extend from product feasibility studies and registration to importation, customs clearance, marketing and merchandising, sales, warehousing, capillary physical distribution, invoicing, cash collection and after-sales services. With 700 business locations in 22 countries and around 18,340 specialized staff, Business Unit Consumer Goods serves 310,000 retail outlets on a daily basis and generated net sales of CHF 3.6 billion in 2017.

For further information, please contact:

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