



Media release

DKSH enters ophthalmic optics sector in Singapore through partnership with FGX, a subsidiary of Essilor International

DKSH, the leading Market Expansion Services provider with a focus on Asia, has partnered with FGX, an Essilor International subsidiary, to market and distribute the company's range of vision care solutions.

Singapore, January 17, 2019 – DKSH Business Unit Healthcare, Asia's leading partner for healthcare companies seeking to grow their business in Asia, has entered a partnership with FGX, an Essilor International subsidiary and a world leader in corrective lenses, driven by innovation for over 160 years.

Headquartered in France, the company is a designer and manufacturer of vision care solutions to target different vision needs from correcting eyesight to protecting eyes from harm and discomfort. Products include sunglasses, prescription frames to non-prescription optical solutions, and are distributed in more than 100 countries.

FGX is the division of Essilor producing popular-priced eyewear, focusing on modern trade distribution. The company designs and sources over 125 million pairs of eyewear annually, with annual revenue approaching USD 500 million.

DKSH will manage marketing and merchandising as well as warehousing and distribution of FGX's range of products to chain pharmacies in Singapore. Flagship brands include Foster Grant, Sight Station, Magnivision, Gargoyles, Corinne McCormack and SolarShield. Through this partnership, FGX can tap into DKSH's shared sales force and logistics solutions to achieve cost efficiencies, increase its presence and build brand equity in Singapore.

Marco Polinelli, Director of Business Development, Asia Pacific FGX, said of the partnership: "We are very excited to be bringing our eyewear to Singapore through our partnership with DKSH. We have a large portfolio of exciting brands that we are sure will appeal to the Singaporean market. We want to help Singaporeans improve their eyesight and protect their eyes from harmful UV radiation by bringing them stylish and quality eyewear."

Ankur Pandey, General Manager, Healthcare, DKSH Singapore, said: "We are proud to partner with a market-leading eyecare advocate to improve our Singaporean customers' lives by improving their sight. With the largest dedicated salesforce in Asia and our capillary distribution network, we are committed to driving expansion and deepening Essilor Amera's brand presence in Singapore."

About FGX

FGX International, an Essilor company, is the world's leading designer and marketer of non-prescription reading glasses and sunglasses with a portfolio of established, highly recognized eyewear brands including Foster Grant®, Sight Station®, Magnivision®, Gargoyles®, Corinne McCormack®, and SolarShield®. FGX also holds licenses for brands such as Ironman®, Body Glove®, Disney®, Reebok®, Nine West® and Panama Jack®. Based in Smithfield, Rhode Island, USA, FGX International has additional global locations such as: New York City; San Luis Obispo, CA; Toronto; Vancouver, Canada; Stoke-on-Trent, England; Mexico City; Milan, Italy and Shenzhen, China.

In March 2010, FGX International was acquired by Essilor International of Charenton-le-Pont, France. The world leader in ophthalmic optical products, Essilor International researches, develops, manufactures and markets around the world a wide range of lenses to correct myopia, hyperopia, presbyopia and astigmatism. Its flagship brands are Varilux®, Crizal®, Essilor®, Definity®, and Xperios™.

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 825 business locations in 37 markets – 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.

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