

Media release

DKSH exclusively partners with Elementis in China

DKSH has entered an exclusive distribution agreement with Elementis for mainland China.

Shanghai, November 4, 2019 – DKSH's Business Unit Performance Materials and Elementis have entered into an exclusive distribution agreement for DKSH to provide sales and marketing, distribution, logistics and key customer management to Elementis for its coating additives, resins and talc fillers in mainland China.

Elementis is a leading producer of specialty additives for industrial and personal care applications. Its additives, resins and talc fillers are used for coatings, inks, leather coatings, FRP, construction, adhesives and sealants applications.

DKSH first partnered with Elementis over 40 years ago in Spain and Portugal. In 2016, DKSH expanded Elementis to Denmark, Sweden, Norway and Iceland, followed by Taiwan in 2018. DKSH was once again entrusted to grow Elementis' business thanks to DKSH's extensive distribution network, strong capabilities in sales, marketing and logistics, its large customer base of coatings, inks, adhesives and sealants manufacturers in mainland China and its proven track record as a strategic partner in many key Asian and European markets.

Carole Lin, General Manager, DKSH China, commented: "At DKSH, we have gained tremendous experience with Elementis' products and technology and are excited to extend our cooperation into mainland China. With our intimate knowledge of Elementis' portfolio, we will work closely with them to further grow the business and develop innovative applications for their advanced products. Our customer base will greatly benefit from their performance additives and our shared technical expertise."

"Elementis is proud to expand our successful relationship with DKSH, especially in mainland China, an important market for our continued growth. Our priority is to provide customers that use our technologies with an improved customer experience that creates greater value to their business and enhances the performance of the products they produce. We believe DKSH will bring that value to our customers through great service and access to our broad range of coatings additives and technologies," said Huibin Zhao, Elementis Vice President, Coatings for Greater China.

About Elementis

Elementis is a global specialty chemicals company listed on the London Stock Exchange and in 2018 had sales revenue of \$822 million. The company is known for its expertise in rheology and natural bio-functional ingredients and owns the world's largest source of high-quality hectorite natural clay. Elementis focuses on scientific innovation and development of products that enhance the performance and value of customers' products in the personal care, coatings and energy markets. In 2018, Elementis acquired Mondo Minerals, a leading high-performance, high-quality talc supplier. Please visit www.elementis.com for more information.

About DKSH

DKSH is the leading Market Expansion Services provider with a focus on Asia. The Group helps other companies and brands to grow in the Consumer Goods, Healthcare, Performance Materials and Technology sectors. DKSH's portfolio of services includes sourcing, market insights, marketing and sales, distribution and logistics as well as after-sales services. Publicly listed on the SIX Swiss Exchange, the Group operates in 35 markets with 33,000 specialists, generating net sales of CHF 11.3 billion in 2018. With its strong Swiss heritage and long business tradition since 1865, DKSH is deeply rooted in Asia Pacific. The DKSH Business Unit Performance Materials distributes specialty chemicals and ingredients for food, pharmaceutical, personal care and various industrial applications. With 44 innovation centers and regulatory support worldwide, we create cutting edge formulations that comply with local regulations. With around 1,080 specialists, the Business Unit generated net sales of CHF 960.4 million in 2018.

Think Asia. Think DKSH.

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