

Media release

DKSH enters exclusive distribution agreement with ddchem in Spain, Portugal and APAC

DKSH has entered an exclusive distribution agreement with ddchem, the leading, Italy-based producer of hardeners for epoxy systems and hot melt polyamides. DKSH will provide ddchem's products in Spain, Portugal and APAC.

Zurich, April 3, 2020 – DKSH Business Unit Performance Materials has become a key distribution partner for ddchem in Europe and APAC. Under the agreement, DKSH will provide marketing and sales, inventory, business development as well as distribution and logistics for ddchem. The product portfolio covers ddchem's hardeners and curing agents for epoxy systems and non-reactive polyamide resins for printing inks and adhesives.

The products ddchem offers can be used in various applications, including protective coatings, inks, adhesives and construction (flooring). They are particularly interesting to companies producing solutions for epoxy resins, flexo inks and hot melt adhesives.

DKSH first partnered with ddchem in China, the Philippines and Thailand in 2017. Building on a successful foundation, ddchem once again chose DKSH as its exclusive distribution partner. DKSH distinguished itself from the competition thanks to its leading position in the distribution of specialty chemicals across Asia Pacific. DKSH supports ddchem's expansion to the markets through its specialized and experienced marketing and sales force, extensive knowledge of the key industries in both regions and through technical capabilities based on its global network of innovation centers.

Dino Sprea, Owner, ddchem, commented: "We are very proud to have signed this agreement with such an important multinational distribution company in the global market. We have already been collaborating with DKSH for some years and are convinced that they are the right partner to bring our Italian excellence to the world."

Ramon J. Viñas, Vice President Global Specialty Chemicals Industry, DKSH, added: "We are very happy to help ddchem expand to two additional key markets in Europe and the whole APAC region. The high-quality specialty chemicals ddchem produces complete our portfolio of epoxy systems for coatings and construction and provide unique chemistry for inks and adhesives applications for our large manufacturing customer base."

About ddchem

ddchem is the Italian pioneer in the production of hardeners, epoxy systems and hotmelts. Part of a solid group of companies with around 100 employees and 60 million annual turnover, it is now profitably active in 37 countries in the international market. Since 2003 it has been offering its innovative and reliable solutions, with constant growth in the products offered and satisfied customers. Thanks to its cutting-edge research and development laboratory, ddchem is able to respond year after year to the needs of the global market with new and high quality solutions. Learn more: www.ddchem.it

About DKSH

DKSH is the leading Market Expansion Services provider with a focus on Asia. The Group helps companies to grow across the Business Units Healthcare, Consumer Goods, Performance Materials and Technology. The service portfolio covers sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. Publicly listed on the SIX Swiss Exchange, the Group operates in 36 markets with 33,350 specialists, generating net sales of CHF 11.6 billion in 2019. With its Swiss heritage, DKSH has been deeply rooted in Asia Pacific since 1865. The DKSH Business Unit Performance Materials distributes specialty chemicals and ingredients for food, pharmaceutical, personal care and various industrial applications. With 46 innovation centers and regulatory support worldwide, we create cutting-edge formulations that comply with local regulations. With around 1,100 specialists, the Business Unit generated net sales of CHF 1.0 billion in 2019.

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