

Media release

DKSH signs exclusive distribution agreement with CSL in Japan

DKSH and CSL (Centro Sperimentale del Latte), a leader in probiotic products for supplements for food, nutraceuticals, pharmaceutical and agro-livestock sectors, have joined forces to provide a wide range of probiotics in Japan.

Tokyo, Japan, August 31, 2020 – DKSH's Business Unit Performance Materials has been selected as exclusive distributor for CSL in Japan. Under the agreement, DKSH will market and distribute CSL's extensive probiotic portfolio to supplement companies in Japan.

DKSH was chosen for its solid logistics infrastructure and proven track record in providing Market Expansion Services along the entire value chain. DKSH has had an uninterrupted history in Japan for over 150 years and offers an omni-channel approach that presents a one-stop regional solution for its clients.

Marco Caspani, General Manager, Centro Sperimentale del Latte, commented: "We are delighted to partner with DKSH, as it has a first-class reputation and extensive local knowledge of Japan. We are excited to deliver our high-quality probiotics cultures through DKSH to be used in supplements. DKSH's distribution network, customer database and industry knowledge will help us to grow our business successfully in Japan."

Shigeru Ishihara, President, DKSH Japan, added: "We are very pleased to exclusively partner with CSL in Japan. Their innovative probiotics will greatly benefit our long-standing customer base and are a perfect fit for our nutrition and supplements portfolio. We look forward to a long and successful relationship with CSL."

About CSL

CSL, Centro Sperimentale del Latte is an Italian company part of **Sacco System**, the biotech network of international excellence applied to the food, nutraceutical and pharmaceutical industries. Founded on the teachings of its creator, Dr. Leo Vesely, today Centro Sperimentale del Latte researches, develops, manufactures and sells probiotics characterized by a high concentration and optimal stability.

The collaboration with Sacco, after the acquisition, has enabled the creation of an extensive collection of microbial strains (more than 6000) that have been isolated and selected over the years for their probiotic properties, and which are used in different applications: for gastrointestinal, gynecological, oral, respiratory tract, urinary tract health, against allergies, in favor of the immune system and for diet and sports.

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.

For further information, please contact:

DKSH Japan K.K.

Asuka Maki
Manager, Branding & Communications
Phone +81 3 5730 7342
asuka.maki@dksh.com

CSL

Patrizia Origoni
Marketing Manager
Phone +39 331 8866611
p.origoni@saccosrl.it

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