

Media release

DKSH unveils ‘Discover’, a new digital sourcing and formulation solution for innovative specialty chemicals and ingredients

DKSH’s Business Unit Performance Materials, a leading distributor of specialty chemicals and ingredients, continues its digital journey to provide advanced sourcing solutions and cutting-edge formulation support.

Zurich, September 15, 2020 – DKSH has further strengthened its digital capabilities with the launch of its powerful new customer portal ‘Discover’ (dkshdiscover.com), a one-stop solution for companies sourcing hard-to-find specialty chemicals and ingredients.

In a very short time, Discover has amassed over 10,000 unique users across Asia, Europe and the USA. Companies can now tap into a rapidly growing database of over 6,000 specialty chemicals and ingredients from over 200 approved manufacturers.

Through Discover, companies can connect with DKSH’s innovation and formulation specialists from a network of 46 innovation centers worldwide. Companies can receive guidance and expertise in product development to enhance product performance and generate new business opportunities.

Discover accelerates the formulation development pipeline by providing instant access to products and technical documentation through its advanced search capabilities. Companies can compare products, request samples, create favorite lists and much more.

DKSH is committed to evolving its user experience by further investing in its digital solutions, while also continuing to provide essential product compliance advice and regulatory guidance.

DKSH knows that companies prefer to shop around when looking for products. That’s why it takes an omni-channel approach by also featuring its products on the leading online marketplaces for specialty chemicals and ingredients. Now companies can find what they need in an instant and receive industry-leading guidance on how to best use the products they source from DKSH.

Through an integrated network of digital systems, DKSH remains operationally agile and can better understand the needs of its customers. DKSH finds new applications for products, offers state-of-the-art digital reporting and provides advanced analytics for real-time marketing intelligence. All of these services combined enable DKSH’s business partners to stay ahead and remain competitive, especially in challenging times.

Thomas Sul, Co-Head Business Unit Performance Materials, DKSH, commented: “We are very pleased to continue to accelerate our digital journey in line with our global strategy. We look forward to further supporting our business partners with their innovation and formulation needs and to working with them to discover exciting new opportunities for their products.”

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:

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