

Media release

DKSH partners with Elementis to provide cosmetic specialty ingredients in France

DKSH has entered an exclusive distribution agreement with Elementis for personal care applications in the French market.

Miribel, October 1, 2020 – DKSH will provide sales and marketing, distribution, logistics and customer management for Elementis' entire range of specialty ingredients for personal care products, including antiperspirant actives, in France.

Elementis is a leading producer of specialty personal care ingredients. As a recognized expert in rheology, Elementis is also a global leader in antiperspirant actives. Elementis' portfolio of green products includes natural clay rheology modifiers and bio-functional active ingredients.

After a long-standing 40-year relationship with DKSH, Elementis has once again entrusted DKSH to grow its personal care business. This is thanks to DKSH's extensive distribution network, strong capabilities in sales, marketing and logistics, its large customer base of personal care and cosmetics manufacturers in France and its proven track record as a strategic partner in many key Asian and European markets.

"We are excited at Elementis to have one of our exclusive distributors for our Personal Care business in France and expand our partnership with DKSH in this important country. They have the right setup to support all of our product ranges in this industry and we are confident that they will be providing an excellent service to customers in this market," explains Elementis' Personal Care Sales Director EMEA, Mihaja Randriamahazomanana.

Olivier Patricola, Director, Personal Care Industry Europe, Performance Materials, DKSH added: "We are delighted to offer Elementis portfolio of technical and innovative products to our customers base in France. Our customers will greatly benefit from Elementis' high-performance products, as well as the shared technical expertise and support from our sales teams and innovation center specialists."

About Elementis

Elementis is a global specialty chemicals company listed on the London Stock Exchange and in 2019 had sales revenue of USD 874 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. 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 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.

Delivering growth – in Asia and beyond.

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