

Media release

## **DKSH and Hofseth BioCare enter an exclusive distribution agreement to promote sustainable ingredients for health and nutrition across Asia**

**DKSH has entered an exclusive distribution agreement with Hofseth BioCare (HBC) for ten Asian markets. The new partnership is in line with DKSH's ambition to promote sustainable ingredients and products to enrich people's lives and improve health in the region.**

Zurich, Switzerland, December 7, 2020 – DKSH's Business Unit Performance Materials and Hofseth BioCare ASA (HBC) have entered into an exclusive distribution agreement for DKSH to provide regulatory services, distribution, marketing and sales to HBC for its ingredients and products across Asia.

HBC is a Norwegian biotech company that develops high-value ingredients and finished products for humans and pets. The company processes raw marine material into products to enhance the health of consumers around the world. Its mission is to explore the medical and pharmaceutical potential of compounds derived from an innovative hydrolysis technology. The company is founded on the values of sustainability, traceability and optimal utilization of natural resources.

Roger Hofseth, CEO of HBC said: "We are very happy to partner with DKSH, who has unmatched coverage across Asia Pacific and in the life sciences industry. We focus on innovating and manufacturing high-quality ingredients and products and in turn outsource regulatory services, distribution, sales and marketing to DKSH across Asia."

Under the agreement, DKSH will provide exclusive services across ten markets in Asia including China, India, Indonesia, Japan, Korea, Malaysia, Philippines, Taiwan, Thailand and Vietnam. HBC's product range is non-GMO and antibiotic-free, and the only by-product of the manufacturing process is steam. The partnership will jointly managed by DKSH's Food & Beverage and Pharmaceutical Business Lines and will cover the following high-value ingredients and products:

- ProGo®, a protein for sports and endurance that is clinically proven to reduce BMI and body fat
- CollaGo®, a collagen peptide to improve the beauty of hair, skin and nails
- CalGo®, a natural marine collagenic bone powder to support bone growth and density increase
- OmeGo®, a natural salmon oil that offers broad antioxidant and anti-inflammatory effects and is beneficial for maintaining healthy cholesterol and cardiovascular function

DKSH also has the right to sell private labelled finished products to its extensive customer landscape across Asia on a non-exclusive basis.

"The new partnership with HBC is a great match. DKSH gets access to the innovative, sustainable and science-based product range of Hofseth BioCare and they in turn access our established customer base, our network of innovation centers and our in-depth industry knowledge. We are looking forward to a successful partnership with HBC," commented Thomas Sul, Co-Head of Business Unit Performance Materials and member of the DKSH Executive Committee.

### **About Hofseth BioCare ASA**

HBC is a Norwegian biotech company that offers high-value ingredients and finished products for humans and pets. The company is founded on the core values of sustainability, traceability and optimal utilization of natural resources. Through an innovative hydrolysis technology, HBC is able to preserve the quality of salmon oil, proteins and calcium, prepared of fresh salmon off-cuts. HBC's objective is to contribute to the efficient use of marine resources and deliver quality products for ingredients and finished consumer products in the nutrition market. Hofseth BioCare's headquarters are located in Ålesund, Norway with branches in Oslo, Chicago, Menlo Park, Mumbai and Tokyo. HBC is listed on Oslo Stock Exchange Axess



list with ticker "HBC". More information about Hofseth BioCare at [www.hofsethbiocare.com](http://www.hofsethbiocare.com) and [www.facebook.com/hofsethbiocare](https://www.facebook.com/hofsethbiocare)

#### 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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