DKSH Japan K.K.
Building Bridges between East and West

Think Asia. Think DKSH.
Founded in Yokohama in 1865 by Hermann Siber and Caspar Brenwald, DKSH Japan K.K. has in the course of more than 140 years overcome many difficulties and challenges along the way to become a major contributor to culture and business in Japan. Our strong roots result in our very unique way of doing business, where the cultures of Japan and Switzerland — of Europe and Asia — harmoniously complement one another. We have learned to steer a clear course among these two distinctive cultures, taking the best of both worlds to best serve the constantly evolving needs of our clients. Our reputation is founded on consistency in partnerships and long-term engagement. We are proud of our employees who are still animated by the same pioneering spirit that inspired our founders.

DKSH Japan plays a pivotal role as part of DKSH Group, a global organization with a network of 460 locations in 35 countries. The group’s headquarters are based in Zurich, Switzerland. Having long surpassed the old trading house business model, we instead provide what we have defined as Market Expansion Services; we not only increase our business partners’ access to knowledge and information sources, we also increase their market share by helping them expand their business in their chosen markets, both existing and new ones. Under the umbrella of DKSH Group we leverage on our global synergies to continuously develop our services portfolio. Our company changes its name to DKSH Japan K.K. on April 1, 2009, aiming to enhance our capacities as a global partner so that we may continue to earn the trust invested in us. I would like to thank our partners for their support and their confidence.
Profile

Our organizational structure reflects the three main operational pillars, supported by Finance and Services, on which our business is built:

DKSH Japan K.K.
- Consumer Goods
- Performance Materials
- Technology
- Finance and Services

Market Expansion Services

We enable and support companies in expanding their businesses in existing markets and launching into new ones. This is what we mean by Market Expansion Services.

For companies who wish to sell consumer goods, performance materials or advanced machinery, we provide all aspects of marketing, brand building, sales, distribution and after-sales services. Bringing the right products to the right customers, we make our suppliers feel at home, both in overseas and domestic markets.

For companies in the industry and the retail trade, we provide knowledge and market understanding to expand revenue opportunities. Enhancing awareness of and access to excellent products at the best prices, we provide customers with the crucial competitive edge they need in the age of globalization.

Facts & Figures

Main office
3-4-19, Mita, Minato-ku, Tokyo 108-8360, Japan

Established
November 28, 1865

Incorporated
September 13, 1965

Capitalization
JPY 1.6 billion

Board of Directors:

Representative Director and Chairman
Dr. Joerg W. Wolle

Representative Director and President
Wolfgang Schanzenbach

Managing Director
Stephan Ritzmann, Consumer Goods
Michio Watanabe, Consumer Goods
Yoshiyuki Shiakawa, Performance Materials
Kenichi Nagai, Performance Materials
Luke Mitchell, Technology
Armin Radzwill, Technology
Kenya Ohnuma, Technology
Toshio Matsuo
Hideo Itoh
Isao Watanabe

Shareholder
DKSH Holding Limited Zurich, Switzerland

Number of Employees
300

Net Sales
JPY 35.6 billion
History

Since its inception, DKSH Japan’s development has been closely connected with the history of Japan. Hermann Siber and Caspar Brennwald founded their trading company in Yokohama in 1865, when they were young men in their twenties. Their company seat, Yokohama Ko 90-ban Kan (conveniently named after its address), soon established itself at the heart of Japan’s silk trading activities. The company later went on to help setting up the gas light system for Yokohama and Ginza, and also began importing watches and machinery from leading Swiss manufacturers. It was renamed Siber Hegner & Co. in 1910. Its reputation as a trading company grew rapidly despite the inevitable setbacks: a warehouse fire, several wars, and the Great Kanto Earthquake of 1923. The company’s survival is indeed testimony to its resilience and adaptability. The firm entered a new era in 1932, when the company’s headquarters were moved from Yokohama to Zurich, Switzerland. Siber Hegner Holding Ltd. continued to grow, opening branches throughout the world and becoming an important player in key markets. On the occasion of the company’s 100th anniversary, it was formally incorporated in Japan as Nihon Siber Hegner K.K. in 1965. After becoming part of DKSH Group in 2002, the company changed its name to DKSH Japan K.K. in April 2009.

Milestones in History

1863 On May 28, the industry and trade delegation from the Swiss Government officially arrives in Edo aboard the Dutch steamship Medusa. 24 year old merchant Caspar Brennwald accompanies the mission. 1865 In a letter from London dated November 28, the establishment of Siber & Brennwald in Yokohama is announced, with capital of GBP 10,000. Brennwald names Hermann Siber as his partner. 1866 Caspar Brennwald is appointed Swiss Consul in Japan and granted the right to own land by the Emperor. 1872-1874 The firm helps setting up Japan’s first gas light system for Yokohama and Ginza, in cooperation with merchant Kaemon Takashima. 1888 Robert Hegner von Juvalta, nephew of firm founder Hermann Siber, joins the management of Siber & Brennwald. Siber & Brennwald is named in contemporary accounts as a vendor of watches to Ginza Tenshodo. 1900 The firm’s name is changed to Siber, Wolff & Co. 1903 The firm receives an award from Baron Masanao Matsudaira, President of Dai Nihon Silk Yarn Industry, for its achievements in Japan’s silk yarn industry. 1906-1921 The firm’s name changes to Siber Hegner & Co. in 1910. Branches are opened in Kobe, Osaka, Tokyo and Shanghai. 1923 The Great Kanto Earthquake devastates the firm’s Yokohama headquarters, with total damage estimated at more than CHF 10 million. 1932 The firm is re-organized as a stock company. The headquarters are moved to Zurich, Switzerland. 1941-1945 Asian trade comes to a standstill during World War II. Siber Hegner managers in China and Japan act as representatives of the International Committee of the Red Cross (ICRC). In Japan, the ICRC’s headquarter is located in the main Siber Hegner office from 1944 to 1994. 1992 The logo Service Building is completed. Condrama Japan, the Food Application Laboratory and the Quality Control Laboratory are established. 1993 Nihon Siber Hegner headquarters move to the Siber Hegner Mita building in Tokyo. The Distribution Center opens in Fukuroi, Shizuoka Prefecture. 2002 Siber Hegner Holding Ltd. merges with Diethelm Keller Services Asia Ltd. on June 19, forming DKSH Holding Ltd. 2008 On October 1, Nihon Siber Hegner K.K. merges with Desco Luxury (Japan) Ltd. All operations are taken over and continued by Nihon Siber Hegner K.K. 2009 On April 1, the company name changes to DKSH Japan K.K.
Bringing a Wide Variety of Global Brands to Japan

Drawing on an approach to the Japanese market and consumers developed over 140 years of operations, along with finely tuned market expertise, we are proud to introduce Japan to a selection of outstanding brands and steadily build their brand profile.

Consumer Goods Services

In Consumer Goods, our services fall into two main categories:

1. Customer Service

Our customer service operations provide our point of contact with end-consumers in Consumer Goods, promptly answering inquiries from customers in Japan fully and accurately. Inquiry topics range from new products and sales outlets to handling of advertisements and much more.

2. Technical Service

NSH’s technical service specialists play a pivotal role in marketing, consumer relations and achieving customer satisfaction. These professionals provide a scheduled regime of careful maintenance for our customers' goods and sell accessories according to their needs. They also lend their technical skills to the support of marketing and sales, able to explain to customers the construction, mechanisms and other points of value of the select products we handle. If any problem, however slight, is found in the products we receive from overseas, our technical service staff members contact suppliers to work out an immediate improvement plan. The role of our technical service staff is to serve as the toughest customers in Japan, a consumer market ranked as the world's most discerning and demanding.

Consumer Goods — Luxury

The representation of luxury watch brands has always been a strategic pillar of our company's Consumer Goods activities in Japan. We have a well-earned reputation as successful brand builders, drawing on a wealth of experience and expertise. For more than a century, our company has successfully managed many prestigious watch brands and established a strong presence for them in Japan.

DKSH Japan’s position as a leading distributor of luxury watch brands was further strengthened with the addition of several new independent blue-chip watch brands. Today, we represent a complementary portfolio of clearly positioned luxury watch brands in Japan, managed by a specialized team of competent, highly motivated sales and marketing professionals. We have a track record of building successful partnerships with Japan's leading watch retailers based on mutual respect, a long-term view and a shared passion for luxury watches and horological masterpieces.

Luxury Watch Brands

- Corum
- DeWitt
- Graham
- Harry Winston
- Maitres du Temps
- Maurice Lacroix
- Parmigiani Fleurier
- Ulysse Nardin

Careful maintenance of products

Graham
DeWitt
Harry Winston
Ulysse Nardin
Maitres du Temps
Parmigiani Fleurier
Maurice Lacroix
## Consumer Goods — Lifestyle

### Lifestyle Watch Brands
- Louis Erard
- Mondaine
- Salvatore Ferragamo
- Timex
- TX
- Valentino
- Wenger

![Lifestyle Watches](image)

### Premium Stationery
In stationery, we handle a full lineup of products ranging from limited-edition fountain pens with exceptional rarity value to stylish pens for everyday use, system notebooks, and writing, drawing and coloring supplies respected by professionals. We are broadening our lineup to include a wider range of lifestyle products from select brands. For example, we now distribute briefcases and leather goods created by some of the world’s most renowned designers.

### Household Luxury
We also offer a line of fine kitchenware, such as kitchen knives boasting both cutting performance and safety and cooking pots with superior heat-transference and durability. This diverse array of lifestyle products is united by superb quality, uniqueness of style and variety. These goods bring pleasure every time they are used and enjoy a sterling reputation with consumers worldwide. Each brand provides not only quality and ease of use, but also peerless design suitable for use in a full range of lifestyle scenes.

### Lifestyle Product Brands
- Faber-Castell
- Filofax
- Graf von Faber-Castell
- Lamy
- Swiss Diamond
- Visconti
- Wenger

![Lifestyle Product Brands](image)
### Safety Products

“Introducing the world’s top brands in safety equipment.” Guided by this motto, we import a variety of safety equipment from the world’s most distinguished producers of safety equipment, all carefully selected for their wealth of technological expertise and experience in the field.

In recent years, we have also started training greater focus on the environmental field, offering devices that protect against dioxin, asbestos and other hazardous substances and are carefully matched to the workplace needs of each customer.

#### Healthcare Products

For general consumers, we offer a range of products united under the theme “simplicity and relaxation.” This lineup includes perennial best-sellers such as Silencia earplugs and Ibiki Silencia anti-snoring devices.

We are proud to offer a selection of top-brand products from leading overseas healthcare product suppliers, principally in Europe. In each of these fields, our team of marketing specialists carefully studies and analyzes an array of candidate products, developing sustainable brands that serve the health and comfort of consumers. We offer the best of these products throughout Japan, via pharmacies, general drugstores and supermarkets.

### Diversifying Distribution Channels

As the exclusive agent for our brands, we work hard to raise consumer awareness of the appeal and characteristics of each brand, developing markets and selling the products, while tending to customers’ and consumers’ needs and at the same time striving to find out what it is they really want.

Our marketing activities provide professional service to the brands we serve, adopting a disciplined, long-term view. In providing this service we consistently follow the strategy that accords first priority to customer and consumer satisfaction, working with customers to develop a long-term approach to enhance each brand’s profile.

In March 2007, we opened Faber-Castell Tokyo Midtown, our flagship boutique for Faber-Castell, a German maker of top-end writing, drawing and coloring supplies. With the opening of this flagship store, we created the only venue in Japan for visitors to truly experience the unique world of Faber-Castell.

Since February 2008, we have opened several Kishida Shosai menswear shops that attracted attention as a “cross-media retail store” through their effective fusion of media, sales and product development.

Kishida Shosai functions as a unique platform that makes simultaneous sales and marketing of new commercial materials possible.

In September of the same year, we moved into a new field and began representing luxury brand Mirzakhanian’s quality crocodile hide accessories. In projects such as this, as well as in web media, we offer our customers fresh ideas and an innovative approach. We diversify our modes of distribution by continually striving to provide and further develop one-of-a-kind marketing services and platforms.

### New and Unique Marketing Style

In providing this service we consistently follow the strategy that accords first priority to customer and consumer satisfaction, working with customers to develop a long-term approach to enhance each brand's profile.
We market and distribute specialty chemicals and ingredients, enabling our business partners to increase their competitiveness, achieve growth and expand their market share. We connect Europe, Asia and the Americas by focusing on industries and applications, thus providing instant access to local markets. Our professional team seamlessly manages the entire supply chain from suppliers to customers, offering global sourcing access, application research, market analysis, marketing & sales, distribution & logistics and after-sales services. All this combined results into what we call tailor-made solution selling.

**Our Sourcing Services**

With local teams on four continents we provide access to the world’s finest suppliers. Compliance management, product registration, supplier auditing and certification, quality assurance and on-site monitoring of trial production runs are all part of this important internal service provider. Through standardized processes and integrated IT platforms we are able to give fast and reliable feedback covering all aspects of the markets.

**Safety, Environment, Quality and Regulatory Affairs (SEQRA)**

Protecting the health and safety of all our stakeholders is an integral part of our operations and therefore a primary responsibility of management on all levels. We comply with all legislations and associated codes of practices applicable for each country and specific industry. Our professional and independent SEQRA teams around the world proactively support operations, allowing a smooth execution of all our transactions from origin to final destination.

To guarantee compliance with Japanese regulations we closely work with our suppliers and sourcing offices to make sure that all levels of quality and safety are met right from the start. For the sale of chemicals in the European Union, we have in-house quality control capabilities and a REACH (Registration, Evaluation, Authorization and Restriction of Chemicals) team who expertly supports our business partners.

**Quality Control Laboratory (Technical Service Center Isogo)**

Our Quality Control Laboratory is equipped with the latest analytical equipment to protect the safety and quality of active pharmaceutical ingredients (API) and veterinary drugs. We ensure full compliance with all applicable standards and regulations such as Japan’s Pharmaceutical Affairs Law. We aim to be the partner of choice for domestic and overseas pharmaceutical companies, supporting them in the introduction of APIs, additives and pharmaceutical intermediates to the Japanese market. In-house acceptance tests are carried out to comply with Good Manufacturing Practices (GMP) standards.

**Quality Control Laboratory**

- Quality control of Active Pharmaceutical Ingredients (API)
- Registrations and documentations
- In-house acceptance tests
Performance Materials
Food & Beverage Industry

Food Application Laboratory

We design and customize food products to meet the highest requirements of our customers. Our Food Application Laboratory offers a comprehensive service package that includes the development and trial of new flavors, natural colorings, natural emulsifiers and stabilizers used for the creation of novel products.

Condrama Japan

Our Confectionary Training and Development Center, Condrama Japan, serves as a base for our research into confectionary technologies, providing a source of innovative ideas for bakery and confectionary applications. Condrama Japan is well-known for its advanced training of confectionary and pastry chefs.

Food & Beverage Industry

Thanks to our vast sourcing network we are able to offer highest quality ingredients for food and beverage applications, bridging seasons with alternative suppliers around the globe. In addition, our Technical Service Center supports product development and customization as well as idea generation and conceptualization.

The Industries we serve

Frozen/dried fruits and vegetables, canned fruits, and fruit/vegetable juice concentrates are the main products handled in the Beverage and Dairy segment. Key quality characteristics to ensure highest freshness and quality standards are “natural, wild and organic” all sourced from markets in Europe, South America, the Middle East, southern Africa and Southeast Asia.

In the Confectionary & Bakery segment we offer flavorings, emulsifiers, thickeners, sweeteners, colorings, intensifiers, spice oils, spice oleoresins, seasonings and cereals. Our Food Services team offers a broad range of products that start with high-quality couverture chocolate and stabilizers for whipped creams and mousses, concentrated fruit pastes and spirits with 60% alcohol content, and continue with Italian wine, olive oil from Greece and sauce bases manufactured in the United States. In cooperation with Condrama – our confectionary training and development center in Tokyo – our specialized staff not only supplies our customers with high-quality ingredients, but also a wealth of new confectionary ideas. We count hotels and restaurants amongst our customers as well as supermarkets, convenience stores and the airline catering industry.

Paying keen attention to clinical data and efficacy studies, our Food Supplements & Nutrition team introduces our customers to functional and nutrition-enhanced ingredients from all over the world, such as dietary fibers, eye care ingredients, anti-oxidants, functional ingredients to prevent age-related memory and cognition decline or to support the intestinal microflora.

Food & Beverage Industry

Industry Clusters

- Beverage & Dairy
- Confectionary & Bakery
- Food Services
- Food Supplements & Nutrition
- Processed Food

Personal Care & Household Industry

Trends in the cosmetics world are changing rapidly and novel cosmetic ingredients are eagerly sought after. We carefully select cosmetic ingredients from around the world for both safety and proven performance, capitalizing on the global network of DKSH Group to gather the latest market trends from Europe and around the world. Wherever beauty is pursued in the cosmetics market, we provide innovative ingredients for personal care, cosmetics, and household care applications.

Food & Beverage Industry

Main products
- Dried/frozen fruits & vegetables
- Canned fruits, fruit & vegetable juices
- Couverture chocolate
- Stabilizers for whipped creams & mousses
- Italian wine & Greek olive oil
- Emulsifiers, thickeners, sweeteners, colorings, intensifiers
- Spice oils, spice oleoresins, seasonings & cereals
- Dietary fibers, eye care ingredients, anti-oxidants
- Functional ingredients

Personal Care & Household Industry

Main products
- Emulsifiers, stabilizers, emollients
- Complex-carbohydrate waxes, fruit scrubs & soft beads
- Plant extracts & actives
- Sunscreen agents & UV filters
- Fragrance raw materials

Performance Materials
Personal Care & Household Industry
**Performance Materials**

**Specialty Chemicals Industry**

- **Industry Clusters**
  - Graphics & Electronics
  - Paints & Coatings
  - Polymers, Fibers & Adhesives
  - Other Chemicals

**The Industries we serve**

We handle both organic and inorganic chemical products. Our expertise and know-how in the chemical industry with its advanced technologies has become well recognized. As a result we are increasingly focusing on functional chemicals and high-end specialty intermediates. Thanks to close relations with key decision makers in R&D and new product development, we are able to identify trends at the earliest stage. Our vast network and partnerships to well-known suppliers, e.g. in Europe, allows us to tap into unique and state-of-the-art technologies and processes. Today, many of our products are sold into high-tech applications such as liquid crystals, semiconductors, UV inks, resist inks, specialty paints and coatings. Furthermore, we supply the Japanese market with catalysts, adsorbents and catalytic ingredients in combination with tailor made services and after-sales support. The close cooperation with our customers allows us to play a vital role in pollution control and environmental protection. Carrying a full range of application-specific, high-performance and value-added polymers and fibers, we work closely with European and Asian fiber producers to meet the strictest specifications of our end users. On the export side we are one of the leading services providers of unique and innovative functional chemicals and additives which find applications in a variety of industries such as paint, ink, coating, paper, polymer, adhesive, graphic and electronic. Our customers are located in Asia, Oceania, North America and Europe.

**Specialty Chemicals Industry**

- Specialty intermediates for liquid crystals
- Custom synthesis services offering various unique technologies
- Photo initiators & accelerators
- UV monomers & oligomers
- Additives for inks, paints and plastics
- Organic EL compounds
- Laser colorants and infrared/near-infrared colorants
- PS-Plate and CTP materials
- Ionic liquids
- Nanomaterials
- Rubber-mold releasing agents
- Materials for functional polymers
- Various grades of catalysts and related compounds

**Pharmaceutical Industry**

**Industry Clusters**

- Pharmaceutical Formulation
- Pharmaceutical Synthesis

**Main Products**

- Active substances for prescription drugs, over-the-counter drugs, and quasi drugs
- Active substances for animal health
- Additives
- Specialty intermediates and fine chemicals incl. various custom synthesis technologies

**The Industries we serve**

In the Pharmaceutical Formulation sector we import and distribute active pharmaceutical ingredients (API) and pharmaceuticals in dosage forms. In collaboration with our Quality Control Laboratory, we offer support services that cover approval and license procedures under Japanese regulations and quality inspections in accordance with Japanese Good Manufacturing Practices (GMP).

**Cost Effective Solutions Combined with Top Quality Products**

The demand for novel and innovative pharmaceuticals and the need for cost effective generics is growing globally at a fast pace. With nearly 50 years of experience in servicing Japan’s pharmaceutical industry, we are perfectly positioned to play a crucial role between suppliers around the world and local pharmaceutical companies.

**The Power and Speed to make Innovation happen**

Over the past decades we have built a solid reputation as a leading distributor to many key segments within the chemical and allied industry. Fully understanding our customers’ needs allows us to offer tailor made solutions in combination with cost efficient sourcing support.

**Performance Materials**

**Pharmaceutical Industry**

- Fine chemicals for printed circuit boards
- Intermediates for liquid crystal applications
- Quality check in our laboratory

**Main Products**

- Active substances for prescription drugs, over-the-counter drugs, and quasi drugs
- Active substances for animal health
- Additives
- Specialty intermediates and fine chemicals incl. various custom synthesis technologies
Technology

The Latest Technology
Backed by First-Class Service

The Business Unit Technology offers its customers a wide range of leading-edge technology solutions from noted European, Asian and U.S. manufacturers. Our particular focus is on advanced machinery, high-tech instruments, consumables and specialized metals, which are all strongly supported by a skilled and dedicated after-sales service team.

Technical Services

To ensure that the equipment we supply to our customers functions at peak performance at all times, we have established a Service Center in the vicinity of Haneda Airport near downtown Tokyo. The Center’s specialist technicians, extensively trained by the equipment manufacturers, provide nationwide coverage, creating a prompt and effective after-sales service network.

To minimize downtime, our Service Center maintains a sophisticated logistic resource and a comprehensive inventory of spare parts. The Center is equipped with a testing lab and demonstration rooms, to support customers’ troubleshooting efforts by providing information and operator training. Our Service Center also provides top-quality maintenance service to ensure high performance of equipment during its total lifetime.

Processing, Filling and Packaging Systems

Among a wide range of food applications, we supply advanced packaging equipment such as molding, printing, labeling, filling & sealing machines. For liquid-filling systems for food applications like dessert, yogurt and beverages, we supply machines manufactured by world-leading suppliers that are in demand by Japan’s major producers of foods, beverages and dairy products. In other fields such as coffee roasting, bread, butter, cheese, or in the fast food business dealing with such items as pizzas and hamburgers, we offer constant innovation by supplying various kinds of machines and systems to the steadily expanding domestic food industry. With our product range of highly sophisticated packaging machines, we provide a complete system philosophy for the food industry. Our products and services cover production and processing to packaging whilst also keeping safety as a key priority.

Graphic Art Printing Machinery

Within the extensive printing industry, we mainly deal with specialized types of printing and processing machinery. We also offer ideas and solutions to meet customer needs from a global point of view by serving firms in the paper processing, bookbinding, direct-mail and business templates industries. In recent years we have branched out beyond the printing industry and started supplying laser format and imaging machines, representing the latest digital systems and processes in the world.

Processing, Filling and Packaging Systems

Main Products
- Cup/bottle filling and sealing machines (aseptic, semi-aseptic, open)
- Cup forming, filling and sealing machines (aseptic, semi-aseptic, open)
- High-speed pin-hole detectors
- Ice cream processing, packing and wrapping machines
- Butter and margarine wrapping machines
- Automatic supply and wrapping machines for chocolates and cheeses
- Coffee roasting plants
- Pastry and pie forming machines

Graphic Art Printing Machinery

Main Products
- Envelope printing machines
- Attaching machines
- Pulp molding and paper packaging plants
- Digital photo imagers
- Digital imaging data processing service
Laboratory Instruments and Pump Systems

Our analytical and laboratory instruments are used in research and development applications, quality control laboratories, universities, schools, and research facilities. Industrial companies in the biotechnology, drug discovery, food and chemical production, and almost all industry fields also have benefited from the products represented in this part of our business.

Advanced Materials and Metals

With more than 40 years experience, DKSH Japan is a pioneer in exporting stainless steel sheets, fabricated titanium and specialized metal products for high-end applications in Europe and is serving customers in the medical, plant, automotive, and aviation sectors. In addition, we are now active in the markets of Southeast Asia and Oceania.

Technology

Industrial Tools and Supplies

Our precision instrument lineup, which reflects the latest innovations in survey and measurement techniques in the United States and Europe, serves such private sectors as metrology, measurement, construction, electricity, and communications sectors and public enterprises, governmental bodies and universities.

Plant Machinery

The leading companies in industrial, car and machine manufacturing have come to rely on the high precision cutting tools we provide. For example, sophisticated CVD coating systems have been used to produce specialized cutting tools that support all the leading cutting tool manufacturers. We also offer ADLC diamond coating plasma CVD equipment for medical applications, e.g. knee implants. In addition, the film stretching plants systems we provide are used worldwide by major film manufacturers.

Renewable Energy and Electronics

The Renewable Energy and Electronics business line is set up to handle materials, consumables and equipment for renewable energy, the nanotech and semiconductor industries. Backed by specialists in DKSH offices worldwide, we strive to deliver cost and performance improvements to our customers through the import and export of high-tech material and equipment. In these fields, the introduction of innovations from the United States and Europe to Japan and Southeast Asia is also an important task.

Renewable Energy and Electronics

Main Products
- Plasma and ion etchers
- Plasma and ion CVD
- Solar cell production lines
- Anti-reflective coating systems
- Automatic optical inspection for assembled PCB
- X-ray inspection systems
- TLM/flip chip bonders
- Ultrasonic homogenizers
- Ultrasonic wire cleaning systems
- CNC lathe turning and milling machines

Advanced Materials and Metals

Main Products
- Cold-rolled stainless steel products (sheet, foil, etc.)
- Fabricated titanium metal products (bar, sheet, etc.)
- Metal powders
- Various special alloys
- Metallic files
- Tapped instruments

Industrial Tools and Supplies

Main Products
- Laser distance meters
- Digital inclinometers
- Water vapor microwave radiometers
- Meteorological instruments
- Centrifuges
- Welding mark cleaners

Plant Machinery

Main Products
- Film stretching machine
- CVD/PVD coating system (latest integrated cathodic arc technology)
- RO membranes (water treatment and sewerage system)
- Precision polishing machine

Industrial Tools and Supplies

Main Products
- Gas and vapor sorption analyzers
- Automated reactors/reaction calorimeters
- Ultra-sensitive calorimeter for life sciences & drug discovery
- Elemental analyzers
- Nitrogen and protein analyzers
- Oxygen permeation analyzers
- Water vapor permeation analyzers
- Microwave moisture determinators
- Instruments for water activity measurement
- Modular micro reaction system
- Pumps and systems for the polymer industry
- Extrusion pumps
- Chemical pumps
- Screen changer for plastics
About DKSH

DKSH is the No.1 Market Expansion Services Group with focus on Asia, helping clients and customers to grow their businesses in new or existing markets. We are a Swiss company with headquarters in Zurich and over 140 years of company history in Asia. With 460 business locations in 35 countries — 20 of them in Europe and the Americas — and 22,000 specialized staff we offer any combination of sourcing, marketing, sales, distribution and after-sales services. We provide our partners with sound expertise and on-the-ground logistics based on a comprehensive network of unique size and depth. Business activities are organized into four highly specialized Business Units that mirror our fields of expertise: Consumer Goods, Healthcare, Performance Materials and Technology.

As one of the top 20 Swiss companies, ranked by sales and employees, DKSH generated in 2008 annual gross revenues of CHF 8.4 billion.

DKSH Figures and Network 2008

Total Sales: CHF 8.4 billion (JPY 800 billion)
Employees: 22,000
Locations: 460 locations in Asia, Oceania, Europe and the Americas
Head Office: Zurich, Switzerland
### Locations

**DKSH Japan K.K. Head Office**

DKSH Mita Building, 3-4-19, Mita, Minato-ku, Tokyo 108-8360

**Consumer Goods**
Phone +81 3 5441 4515
Fax +81 3 5441 4522

**Performance Materials**
Phone +81 3 5441 4526
Fax +81 3 5441 4528

**Technology**
Phone +81 3 5730 7600
Fax +81 3 5730 7607

**Finance & Accounting**
Phone +81 3 5730 7311
Fax +81 3 5730 7333

**Business Process Management & IT**
Phone +81 3 5730 7681
Fax +81 3 5730 7692

**Human Resources**
Phone +81 3 5441 4505
Fax +81 3 5441 4599

**Osaka Branch**

Osaka Toyota Building, 4-3-11, Minami Senba, Chuo-ku, Osaka 542-0081

**Consumer Goods**
Phone +81 6 6252 5921
Fax +81 6 6252 5925

**Performance Materials**
Phone +81 6 6282 0086
Fax +81 6 6282 1718

**Technology**
Phone +81 6 6271 2431
Fax +81 6 6245 7105

**DKSH Service Center – Isogo**

6-1, Shin Isogo-cho, Isogo-ku, Yokohama 235-0017

**Performance Materials**
Phone +81 45 754 9070
Fax +81 45 758 7565

**DKSH Distribution Center – Fukuroi**

2819, Yamashina, Fukuroi-shi, Shizuoka 437-0066

**Performance Materials**
Phone +81 538 43 8811
Fax +81 538 43 8813

**Technical Service Center**

Tokyo Ryutsu Center, BE4-1, 6-1-1, Heiwajima, Ota-ku, Tokyo 143-0006

**Technology**
Phone +81 3 3767 4545
Fax +81 3 5471 0981