

Factsheet Business Unit Performance Materials

CHF 960.4 million
net sales (in 2018)

CHF 75.1 million
EBIT (2018)

1,080
specialists

20,000
customers in Asia

31
markets



Business Unit Performance Materials distributes a wide range of innovative ingredients and specialty chemicals for the specialty chemicals, food and beverage, pharmaceutical and personal care industries. We help our partners to grow their business through our expertise in innovation and formulation, supply chain, sourcing, regulatory and sales & marketing excellence.

Our more than 20,000 customers benefit from reliable and responsible sourcing thanks to our global networks and strong geographic footprint. We provide regulatory consulting, supplier certification and product registration to navigate complex regulatory environments and ensure compliance.

From our network of 44 state-of-the-art innovation centers, we provide application know-how and develop cutting-edge for-

mulations and solutions. This creates business opportunities, reduces time-to-market and allows us to meet the growing needs of our customers. In collaboration with our innovation specialists, our technical sales force achieves strong growth for our clients and customers.

We enable our sales force with new technologies to extend our market reach. Through next level digital solutions, we provide market insights and trend analysis to create business opportunities and strengthen competitive advantage.

With over 1,000 specialists in 100 locations across 31 markets, we cover all of Asia, with comprehensive networks in South East Asia and Japan, as well as extensive coverage across Western Europe, India and the USA.

Think Asia. Think DKSH.