

# Factsheet Business Unit Technology

**CHF 412.1 million**  
net sales (2018)

**CHF 24.0 million**  
EBIT (2018)

**1,220**  
specialists

**25,000**  
customers in Asia

Network of more than  
**360**  
clients and  
**200**  
suppliers

**17**  
markets



With 1,220 specialists, including more than 500 service engineers, DKSH Business Unit Technology serves a customer base of over 25,000 companies. It operates in 17 markets from 75 business locations and is supported by more than 25 showrooms and demonstration labs.

Sales and service are our core competencies. We accompany our clients from developing a business strategy to translating it into an Asian reality. Using a state-of-the-art customer relationship management platform, we combine extensive industry and product knowledge with a structured and systematic sales approach to outperform the market and increase our clients' market share.

As a total solutions provider and system integrator, we serve our customers as a one-stop-shop and provide customized technology solutions. We not only provide professional after-sales services but also cover the entire product life cycle including installation and commissioning, final acceptance testing, production start-up support, training, maintenance, repairs, spare parts and consumables supply as well as refurbishments and trade-ins.

We operate as a trusted link between suppliers from Asia, Europe and America and customers in Asia, enabling suppliers to expand their markets and providing customers with access to products from around the world.