

Factsheet Business Unit Performance Materials

CHF 1.0 billion
net sales (in 2019)

CHF 89.7 million
EBIT (2019)

1,100
specialists

20,000
customers

32
markets



[dksh.com/
performancematerials](https://dksh.com/performancematerials)



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 46 state-of-the-art innovation centers, we provide application know-how and develop cutting-edge formulations and solutions. This creates busi-

ness 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 promote our product portfolios through digital channels to extend our market reach, particularly to new generations. Our customers, in return, experience a more agile and efficient service through our digital capabilities. We also enable our sales force with new technologies and next level digital solutions. By providing market insights and trend analysis, we create business opportunities and strengthen the competitive advantage of our clients and customers.

With over 1,000 specialists in 110 locations across 32 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.

Delivering growth – in Asia and beyond.