

Local announcement

DKSH brings INDEOtec to China and Taiwan

DKSH, the leading Market Expansion Services provider with a focus on Asia, and INDEOtec, a highly innovative thin film deposition equipment manufacturer based in Switzerland, have signed an agreement to expand their partnership in China and Taiwan.

Zurich, April 19, 2017 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies, has signed an agreement with INDEOtec to provide full services from market research and analysis, marketing and sales, distribution and logistics as well as after-sales services for its OCTOPUS product portfolio in China and Taiwan.

The OCTOPUS product portfolio is dedicated to the application markets of high-efficiency photovoltaics (PV) cells and OLED display deposition. OCTOPUS III, which is optimized for the heterojunction cell technology and due to be introduced in mid-2017, has particularly triggered high attention in the PV industry in Asia.

“DKSH has a strong legacy and competence of representing high-end technology companies in the Asian market. Their dedicated specialists have a sound knowledge base in the thin-film technology and the relevant application industries, which is beneficial for the customer base of INDEOtec,” said Frank Juergens, Director Sales & Marketing, INDEOtec.

Hanno Elbraechter, Head Business Unit Technology, DKSH, added: “We are pleased to work with INDEOtec. Through our industry knowledge, systematic market development and sales orientation, we are convinced that this partnership will enhance INDEOtec’s market share in China and Taiwan.”

About INDEOtec SA

INDEOtec SA is a highly innovative thin film deposition equipment manufacturer, which is located in Neuchâtel (Switzerland). With its OCTOPUS platform, the company offers a modular and fully automated cluster deposition system for the deposition of various singular or multiple stacks of thin films by means of PECVD or PVD. The OCTOPUS system significantly reduces the substrate handling, avoids vacuum breakage between top and bottom side deposition cycles. The smart utilization of the cluster configuration concept significantly reduces operational costs.

About DKSH

DKSH is the leading Market Expansion Services provider with a focus on Asia. As the term "Market Expansion Services" suggests, DKSH helps other companies and brands to grow their business in new or existing markets. Publicly listed on the SIX Swiss Exchange since 2012, DKSH is a global company headquartered in Zurich. With 780 business locations in 36 countries – 750 of them in Asia – and 30,320 specialized staff, DKSH generated net sales of CHF 10.5 billion in 2016. DKSH was founded in 1865. With strong Swiss heritage, the company has a long tradition of doing business in and with Asia and is deeply rooted in communities and businesses across Asia Pacific.

DKSH Business Unit Technology is the leading provider of Market Expansion Services covering a broad range of capital investment goods and analytical instruments. The Business Unit offers total solutions in the areas of infrastructure, industrial materials and supplies, precision- and textile machinery, semiconductor, photovoltaic and electronics, agriculture, hospitality as well as specialized industrial applications. The service portfolio includes product sourcing, market entry consultancy, marketing, sales, application engineering and after-sales services like installations, maintenance and repairs. With 80 business locations in 18 countries and around 1,360 specialized staff, including 500 service engineers, Business Unit Technology generated net sales of CHF 385.4 million in 2016.

Think Asia. Think DKSH.

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