

Performance Materials

# Market Expansion Services for Specialty Chemicals and Ingredients



**DKSH**

Delivering Growth – in Asia and Beyond.

# Foreword



**Natale Capri**

Co-Head Business Unit  
Performance Materials

Long before many of today's companies were created, our founding fathers ventured to Asia to lay the foundation of what is now DKSH. They not only built thriving businesses themselves, they also helped other companies grow and be successful. Now, more than 150 years later, this is still the core of our business: we provide a wide range of integrated Market Expansion Services to grow the business of our partners.

Business Unit Performance Materials is a leading specialty chemicals and food ingredients distributor and global provider of Market Expansion Services for business partners in the specialty chemicals, food and beverage, pharmaceutical and personal care industries. Our clients (chemical and ingredients manufacturers) rely on our in-depth expertise to drive market penetration for their products. Our customers (manufacturers of end products in a variety of industries) count on our know-how and networks for trend-setting specialized raw materials.

As well as distribution and logistics, marketing and sales and after-sales services we provide cutting-edge solutions and formulations from our 48 state-of-the-art innovation centers, regulatory consulting and product registration, sourcing of hard-to-find raw materials and ingredients, as well as a range of marketing information services.



**Thomas Sul**

Co-Head Business Unit  
Performance Materials

On average, our business partners work with us for more than ten years. They appreciate our passionate and highly committed specialists, our unparalleled local knowledge and infrastructure, as well as our service-driven business model. Coupled with our strong financial background, this makes us a reliable and trustworthy partner for the long run.

# DKSH at a Glance

**We enrich people's lives by providing access to goods, services, and insights. As the trusted partner for companies looking to grow their business in Asia and beyond, we blend Swiss corporate governance and international compliance standards with over 150 years of experience in Asia.**

## Our Business Units:

### Consumer Goods

A leading distributor and market expansion services partner for fast-moving consumer goods, food services, and luxury & lifestyle companies, providing a full range of integrated solutions to support our partners' journey of growth in Asia Pacific.

### Performance Materials

A leading global distributor of specialty chemicals and ingredients for the food and beverage, pharmaceutical, personal care, and specialty chemicals industries, providing a full range of market expansion services to support partners' business growth across Asia Pacific, Europe, and North America.

### Healthcare

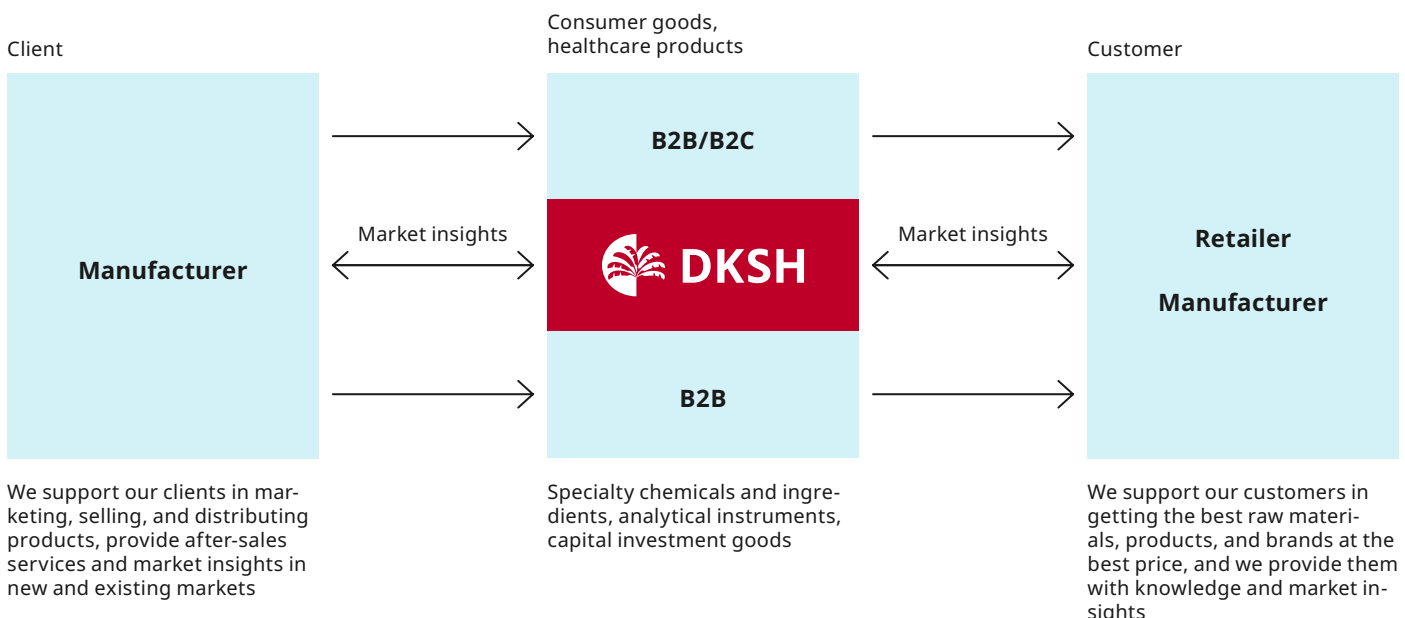
A leading distributor and commercial outsourcing partner of choice for pharmaceutical, OTC, consumer health, and medical device companies, providing partners with a full range of commercial outsourcing and market expansion services in Asia Pacific.

### Technology

A leading global distributor of capital investment goods and analytical instruments, providing a full range of market expansion services to ensure business growth for partners in Asia Pacific.

## Key Dates in Our History

- 1865: three Swiss entrepreneurs sail east to Asia and establish flourishing companies
- 2002: DKSH is born through the merger of Swiss trading houses Diethelm Keller Services Asia and SiberHegner
- 2012: DKSH becomes a publicly listed company on the SIX Swiss Exchange





# Business Unit Performance Materials

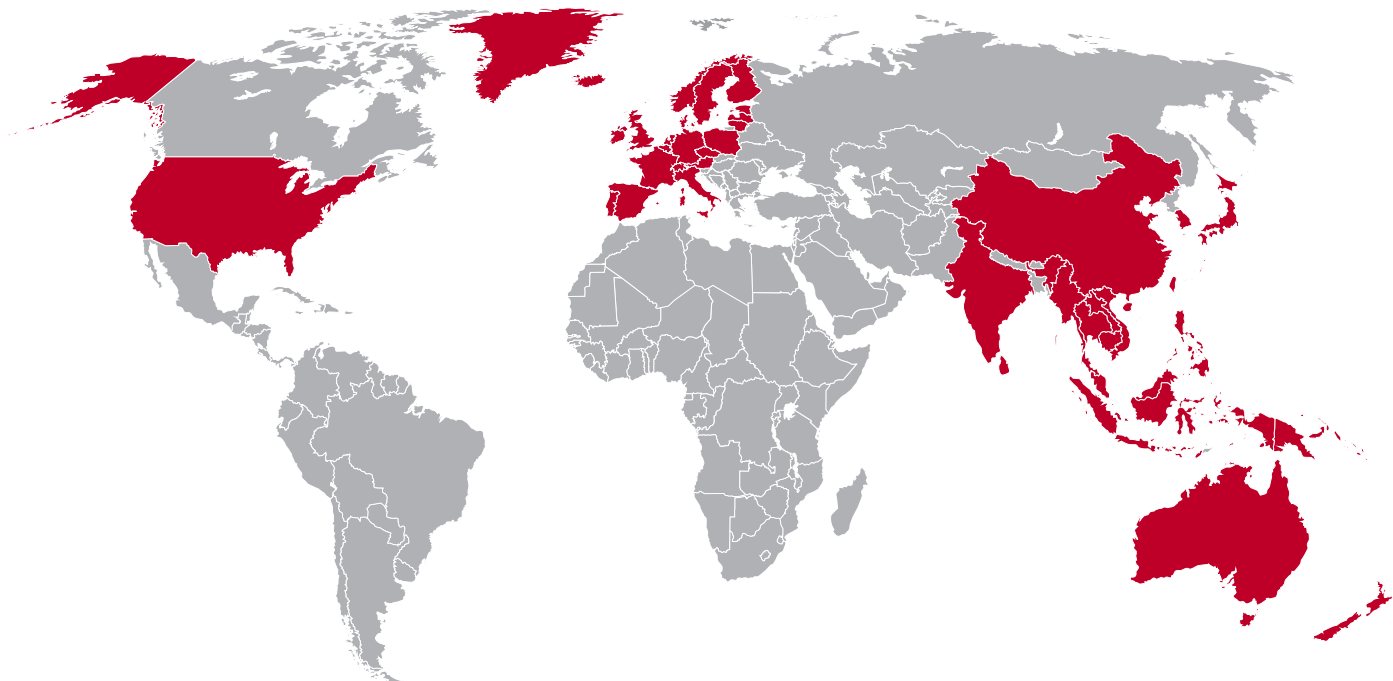
DKSH Performance Materials is a leading global distributor of specialty chemicals and ingredients for the food and beverage, pharmaceutical, personal care, and specialty chemicals industries.

We provide instant access to markets around the world through our comprehensive network, global relationships, and sourcing offices strategically located worldwide.

We develop cutting-edge solutions and formulations from our 48 state-of-the-art innovation centers, allowing us to meet the ever-growing needs of our customers, create opportunities for our clients, and strengthen our competitive advantage.

We research, develop, and launch new product ideas and value-added formulations thanks to the deep industry expertise, application know-how, and the innovative approach of our over 1,370 specialists in 32 markets.

This enables our 33,000 customers to benefit from strategic market insights, reduced operating costs, decreased time-to-market intervals, competitive prices, and new revenue opportunities as they grow their businesses in new and existing markets.



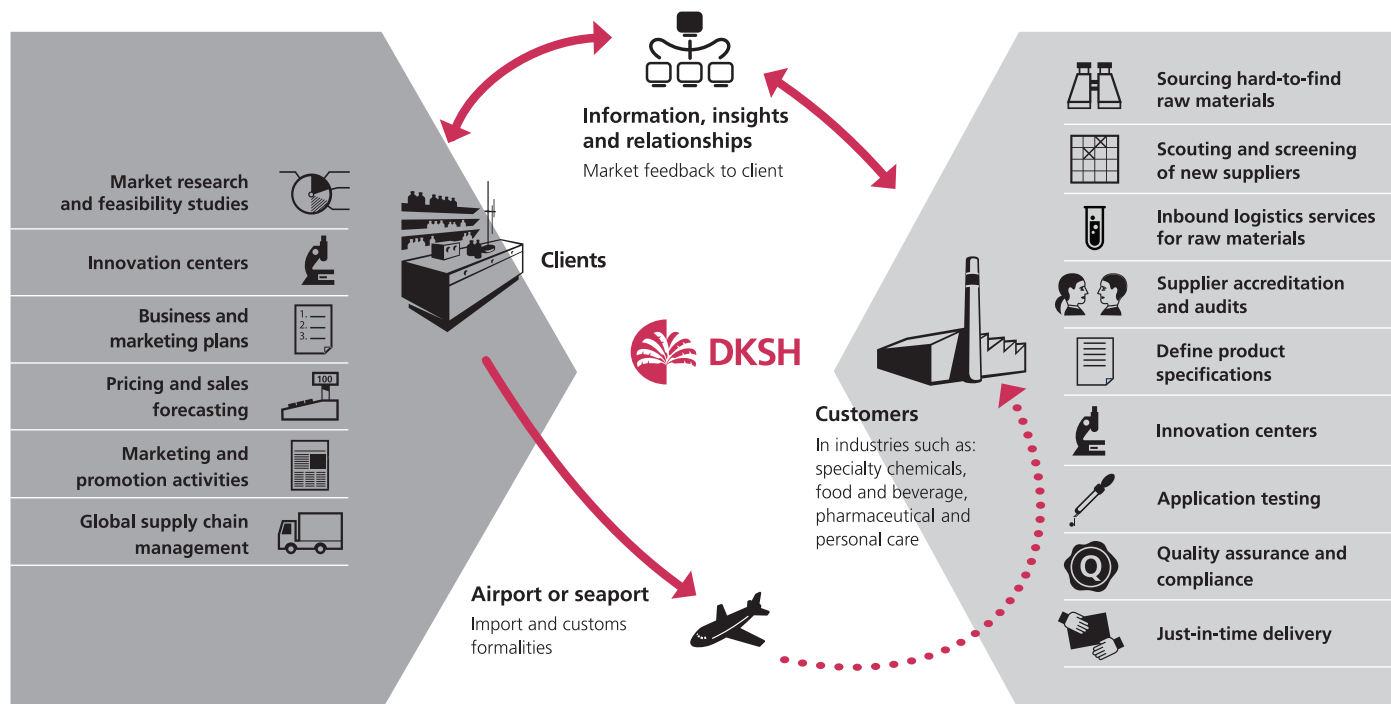
# Our Service Offering

## Core Services for Clients and Customers

We provide a broad and tailored range of service offerings for business partners in the specialty chemicals, food and beverage, pharmaceutical, and personal care industries:

- **Distribution and logistics:** we provide opportunities for distribution across our vast and growing geographic footprint. We provide complete inbound logistics with just-in-time delivery and cater for customized repackaging
- **Marketing and sales:** we develop market access strategies and turn ideas into success. We innovate new marketing ideas and concepts and create new market opportunities for existing ingredients and specialty chemicals in accordance with local regulations
- **After-sales services:** we remain connected to our business partners and accompany their products all the way. We are invested in providing complete customer satisfaction

## Services for clients





### Value-Added Services for Clients and Customers

In addition to our core services, we also offer a range of customized value-added services for clients and customers:

- **Innovation & Formulation:** we develop cutting-edge products and formulations from our network of 48 state-of-the-art innovation centers located worldwide. We generate ideas, ensure compliance, and provide technical training to increase market coverage for our clients. Our business partners benefit from a range of tailor-made solutions that reduce time to market and increase competitive advantage
- **Regulatory:** the regulatory landscape around the world is far from homogeneous. It is becoming increasingly complex as many countries introduce new systems and certification schemes to safeguard their economies. Keeping abreast of these changes can become very time-consuming for companies looking to expand in different markets. Our network of on-the-ground regulatory specialists have a deep understanding of regulatory environments and provide a range of support services to ensure our business partners are compliant
- **Sourcing:** we provide instant access to markets around the world, including the major chemical producing countries. Our comprehensive network of over 60 sourcing specialists procures hard-to-find ingredients and chemicals and identifies reliable alternative sources for specific quality, price, quantity, and delivery needs. We also act as an early trend

scout to share knowledge of latest developments and technologies, ensuring our business partners remain one step ahead

- **Digital@PM:** our sales and marketing excellence function supports our clients and sales force to drive business growth with integrated information management. Through next level digital systems, we provide marketing intelligence, trend analysis, and best-in-class reporting. With local insights and a global perspective, we uncover new market trends with reliable market research and introduce products based on hot market opportunities

# Food & Beverage Ingredients



Business Line Food & Beverage Ingredients is a leading food ingredients distributor and global provider of Market Expansion Services for business partners in the beverage, dairy, confectionery, bakery, food supplements, nutrition, processed food, and food service industries.

Our teams of food technologists and scientists, nutritionists, and innovation centers work closely with our manufacturing customers in the food and beverage industry. We qualify, register, stock, market, and distribute a comprehensive range of food ingredients and additives for the highly diverse and growing range of applications in packaged foods and beverages.

## **Beverage and dairy**

- Flavors
- Fruit and vegetable juice concentrates
- Health ingredients
- Milk constituents
- Natural colors
- Sweeteners

## **Confectionery and bakery**

- Bakery fillings
- Colors
- Flavors
- Dietary fibers (inulin, beta glucans, FOS, arabinogalactan), Enzymes
- Emulsifiers
- Glazes
- Health ingredients
- Minerals
- Stabilizers
- Plant extracts
- Probiotics
- Preservatives
- Processing aids
- Soluble and insoluble fibers
- Sweeteners



## **Food supplements and nutrition**

- Amino acids
- Antioxidants
- Immune boosters
- Sweeteners
- Weight management and intestinal ingredients
- Vitamins

## **Processed food and food service**

- Flavors
- Condiments
- Chocolate couvertures
- Frozen seafood
- Frozen fruit and vegetables
- Glazes
- Marinades
- Meat substitutes
- Olive oils
- Sweet and savory toppings/fillings
- Toll-manufactured spice blends
- Wines

# Personal Care Industry



Business Line Personal Care Industry is a leading personal care and cosmetic ingredient and formulation distributor and global provider of Market Expansion Services for business partners in the personal care and cosmetics industry.

We provide cosmetic ingredients to manufacturers in the personal care industry for a wide variety of applications, including skin care, hair care and color, oral care, sun care, make-up, toiletries, and household.

## Product Groups

- Actives
- Anti-irritants
- Anti-microbials
- Antioxidants
- Care polymers
- Cleansing surfactants
- Colorants and dyes
- Conditioners
- Depilatory ingredients
- Delivery systems
- Dispersing agents
- Dyes
- Emollients
- Emulsifiers
- Extracts
- Exfoliants
- Fragrances
- Flavors
- Hair coloration
- Humectants
- Mineral oils and vaseline
- Moisturizers
- Opacifiers
- Pearlizers
- Pigments
- Preservatives
- Rheology/viscosity modifiers
- Specialty silicones
- Solubilizers
- Softener quats
- Specialty additives
- Styling polymers
- Surfactants
- Texturizers
- UV filters
- Vegetal oils and butters
- Vitamins
- Waxes



# Pharmaceutical Industry



Business Line Pharmaceutical Industry is a leading pharmaceutical distributor and global provider of Market Expansion Services for business partners in the pharmaceutical industry.

We provide pharmaceutical ingredients to manufacturers in the pharmaceutical industry for synthesis and formulation.

## Active Pharmaceutical Ingredients (APIs)

- Antibiotics
- Anti-cancer
- Anaesthetics
- Central nervous system (CNS)
- Final dosage forms
- Generic drugs
- Green shell mussel powder
- Hormones
- Plant extracts

## Excipients

- Aromas
- Binders
- Disintegrants
- Enteric coating

- Fillers
- In-house film coating (white and clear)
- Lubricants
- Sweeteners
- Premixes for color coating/decorative coating and branding
- Taste masker

## Pharmaceutical Synthesis

- Coupling agents
- Building blocks
- Intermediates
- Process chemicals
- Protecting agents
- Solvents
- Tailor-made intermediates

## Nutraceuticals

Innovative nutraceuticals for use in various applications, including:

- Blood sugar control
- Cholesterol control
- Skin beauty
- Weight loss

## Animal Care Industry

- Animal health (anti-infectives, vaccines, fertility control)
- Farm hygiene (including cleaning systems, sanitization solutions)
- Feed additives (including toxin binders, vitamins, amino acids)
- Protein sources (including pork meal, fish meal, yeast powder)

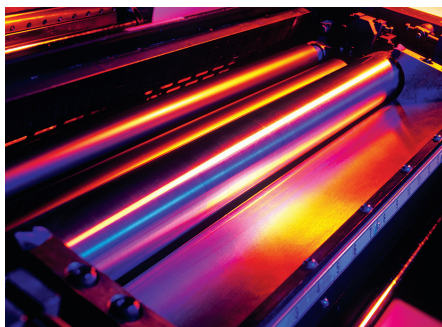
## Packaging Materials

- Atmosphere control packaging
- Aluminium packaging
- Blister foils
- Packaging for liquids

## Biopharma

- Buffers
- Solvents
- Yeast extracts
- Peptones
- Cell culture
- Growth factors
- Products for clean room management
- Excipients for injectables

# Specialty Chemicals Industry



Business Line Specialty Chemicals Industry is a leading chemical distributor and global provider of Market Expansion Services for business partners in the specialty chemicals industry.

We provide specialty chemicals to manufacturers for a wide variety of applications, including paints, coatings, inks, polymers, engineering plastics, adhesives, rubbers, agrochemicals, petrochemicals, packaging, graphics, technical films, and other specialties.

## Pigments

- Anticorrosion pigments
- Carbon black
- Cadmium pigments
- Complex inorganic pigments
- Lead-chrome pigments
- Metallic pigments
- Organic pigments
- Pearlescent pigments
- Pigments for security applications
- Pigments for special effects: fluorescent, photoluminescent, texture, soft-touch
- Synthetic iron oxide
- $\text{TiO}_2$
- Ultramarine blue and violet pigments

## Binders (waterborne, solvent-borne, solvent-free and UV technologies)

- Acrylics
- Alkyds
- Amino resins
- Catalysts, crosslinkers, curing agents and hardeners

- Chlorinated rubber
- Epoxy
- Fluorinated resins
- Gum rosin
- Hydrocarbon
- Nitrocellulose
- Polyamides
- Polyesters
- Polyurethanes
- SBR (emulsions)
- Silicones and silicates
- Unsaturated polyester
- Vinyl Esters

## Specialty Additives

- Adhesion promoters
- Antiblocking
- Antioxidants
- Antistatic
- Biocides and fungicides
- Catalysts and crosslinkers
- Chain extenders
- Coalescing agents
- Corrosion inhibitors
- Defoamers
- Dispersing and wetting agents
- Display (OLED, QLED)
- Driers
- Flame retardants
- Flow modifiers
- Impact modifiers
- Lithium secondary batteries (electrolytes, anodes, cathodes and separators)
- Lubricants
- Matting agents

- Monomers
- Oligomers
- Plasticizers
- Photoacid generators
- Photo-initiators
- PVC stabilizers
- Rheology modifiers
- Scavengers
- Specialty masterbatch
- Stabilizers
- Surface tension modifiers
- Technical fillers
- UV absorbers
- Waxes

## Polymers

- ABS and SAN
- Bio-polymers
- EPDM
- Epoxy
- Epoxy novolac resins
- Fluoropolymers
- LFT
- Optical polymer materials
- PEEK, PEI, PEAK
- PBT
- Photopolymers
- Polyamides (6, 46, 66, 12)
- Polycarbonates
- Polyester/unsaturated Polyesters
- Polyolefins
- POM
- PPE
- SBR
- UHMWPE

## Some of Our Key Clients



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