

MEDIA RELEASE

DKSH has acquired specialty chemicals distributor Tiger Chemicals Company to expand its market presence in Australia and gain market access to New Zealand

DKSH Management Ltd.

Date: August 31, 2011

DKSH, the leading Market Expansion Services Group with a focus on Asia Pacific, has acquired the specialty chemicals distributor Tiger Chemicals Company. As an integrated part of DKSH's Business Unit Performance Materials, the company will operate under the DKSH brand.

Melbourne, Australia and Zurich, Switzerland, August 31, 2011 – DKSH has entered into an agreement to acquire Melbourne-based Tiger Chemicals Company, which will be integrated into DKSH's Business Unit Performance Materials. With this transaction, Performance Materials, a leading specialty chemicals distributor, gains access to several hundred customers and a sales team with more than 30 years of experience in specialty chemicals distribution.

The takeover of Tiger Chemicals Company strengthens DKSH's footprint in Australia enabling further growth thanks to an expanded customer base. Moreover, it enables the company, headquartered in Switzerland, to extend its activities to New Zealand through established sales channels, offering an even better market coverage in Asia Pacific to its existing and new clients.

The owner of Tiger Chemicals Company, Rex Gordon, will continue to be actively involved in the business within DKSH Australia to ensure a smooth transfer of the business relationships. Established in 1988, Tiger Chemicals Company imports and distributes specialty chemicals, partly own branded products, and focuses on providing its customers additional value through a solution-selling approach, formulation guidance, stock keeping, and on time delivery.

To enable and manage the strategic expansion and growth of the business in this part of the region, the current Management Team has been enhanced. Michael Joyce has been appointed as Head of Business Unit Performance Materials for Australia and New Zealand. He brings more than 25 years of experience in the specialty chemicals industry to the team. Before joining DKSH, he worked over 20 years for BASF in Australia and Singapore. In his latest position, he was Managing Director BASF Coatings Pty. Ltd, where he was in charge for both the Australian and New Zealand markets. Michael is an Australian citizen and holds an MBA from the Monash University.

Mario Preissler, Global Head Business Unit Performance Materials, said: "This bolt-on acquisition marks a significant point in the implementation of our strategy for growth in Asia. Tiger Chemical Company is a perfect fit

with our existing business and will provide an extended sales and marketing platform for our business partners' products, and at the same time, give us a larger footprint to gain new agencies and for further market rollouts for clients. The acquisition will allow us to provide service solutions for our clients and customers across Asia Pacific.

About DKSH

DKSH is the leading Market Expansion Services Group 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.

With 610 business locations in 35 countries – 590 of them in Asia – and over 23,000 specialized staff, it is one of the top 20 Swiss companies ranked by sales and employees. In 2010, DKSH generated a Transaction Value of nearly CHF 10 billion.

DKSH's **Business Unit Performance Materials** is a leading specialty chemicals distributor and global provider of Market Expansion Services for performance materials. The Business Unit sources, develops, markets, and distributes a wide range of specialty chemicals and food ingredients to business partners in the specialty chemicals, food and beverage, pharmaceutical, and personal care industries.

With 69 business locations in 24 countries and over 1,000 specialized staff, Business Unit Performance Materials generated a Transaction Value of around CHF 749 million in 2010.

Visit us at: www.dksh.com/performancematerials and www.youtube.com/user/DKSHGroup

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