

MEDIA RELEASE

DKSH records impressive growth in DIY and hardware product sourcing in Asia

DKSH Management Ltd.

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DKSH, the leading Market Expansion Services provider with a focus on Asia, has achieved significant success in the product sourcing business. The company has signed major contracts with Do-It-Yourself (DIY) and hardware wholesalers and retailers in Europe for the sourcing and packaging of supplies from Asia, especially Vietnam and China.

Zurich, Switzerland, July 11, 2011 – DKSH's Business Unit Technology established in 2010 a new Business Line Sourcing, designated to help European companies to source products in Asia. Several sourcing offices as well as quality control laboratories were set up in Vietnam and China, which was met with great interest in the Western DIY and hardware industry. DKSH's product sourcing business has taken off with considerable speed, already achieving more than 70% of the expected business volume after the first half of 2011.

Since the establishment of the new Business Line, DKSH has signed several big sourcing contracts with reputable European DIY and hardware companies, with the most recent contract signed in mid-June for the delivery of 480 million screws from Vietnam annually. DKSH's business partners can be certain of the quality since all products are checked in the own quality control laboratories in China and Vietnam. Prior to the shipping, DKSH also handles the packaging and packaging design of the products.

„A new business is always challenging, but our impressive penetration and growth in this Business Line proves how optimally DKSH is positioned to help our business partners grow and expand“, says Marcel Baumgartner, Head of Business Line Sourcing at DKSH. “Our agreements with several leading European companies demonstrate their confidence in DKSH, our expertise, and high-quality standards. We are clearly their partner of choice for a successful future in the hardware sector.”

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 22,500 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 Technology** is the leading provider of Market Expansion Services involving technical solutions for capital investment goods and analytical instruments. DKSH Technology's field of competence includes the manufacturing and production, energy, research, food and beverage, advanced metals, and infrastructure sectors with a service portfolio that includes market entry consultancy, project financing, product planning, marketing, sales, application engineering, product sourcing, and after-sales services.

With 89 business locations in 17 countries and over 1,200 specialized staff, Business Unit Technology generated a transaction value of around CHF 558 million in 2010.

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