



Media release

## **DKSH Extends Exclusive Distribution Agreement with Catexel in Germany, Austria, and Switzerland**

**DKSH has expanded its exclusive distribution agreement with Catexel, a leading producer of multifunctional ingredients for the personal care industry, to Germany, Austria, and Switzerland. Through its strong distribution network and service offering, DKSH will enhance business opportunities for this strategic partnership in these key markets in Europe.**

Hamburg, Germany, May 8, 2025 – DKSH Business Unit Performance Materials, a leading distributor of specialty chemicals and ingredients, will provide business development, marketing, sales, logistics, and distribution services for Catexel's range of innovative cosmetic ingredients in Germany, Austria, and Switzerland. This collaboration builds on a successful existing partnership in Poland.

Catexel's personal care portfolio includes a variety of innovative raw materials for hair, body, and skin care applications. The company's cutting-edge solutions align with the industry's increasing demand for high-performance and eco-conscious formulations.

Following their successful collaboration in Asia and various European markets, Catexel has once again chosen DKSH to expand its presence in the DACH region. This decision is driven by DKSH's extensive distribution network, strong marketing and sales capabilities, and its broad customer base of personal care and cosmetics manufacturers in Europe.

Bastian Viel, Head of Sales, Catexel, commented: "This expansion reflects our shared ambition with DKSH to bring innovation closer to our customers. With DKSH's established presence and capabilities, we are ideally positioned to strengthen the visibility and impact of our personal care portfolio across this important market. Our collaboration with DKSH is built on trust, expertise, and a mutual commitment to excellence."

Yolanda Valenzuela, Director Personal Care Industry, DKSH Europe, commented: "We are excited to expand our existing partnership with Catexel to the DACH region, some of our key markets in Europe. Catexel's high-quality, upcycled products enrich DKSH's sustainable portfolio with a wide range of solutions for personal care formulations. We look forward to a swift introduction of these outstanding products to our extensive customer base in Germany, Austria, and Switzerland."

### **About Catexel**

Catexel is part of the International Chemical Investors Group (ICIG) - a rapidly growing privately-owned industrial group focusing on mid-sized chemical and pharmaceutical businesses that hold leading positions in competitive niche markets. Catexel is on a mission to make everyday life better through its innovative specialty chemicals. From Personal Care to Home Care and Industrial Cleaning, the company provides solutions such as emulsifiers, active ingredients, rheology modifiers, surfactants, hydrotropes, and polymers that enhance the performance of its customers' products. Rooted in Germany, the U.S., and the Netherlands, Catexel's global presence reflects its dedication to meeting customer needs worldwide. A strong commitment to innovation drives the continuous development of new solutions that benefit both consumers and industries worldwide. Sustainability lies at the core of Catexel's operations – with a clear focus on reducing the chemical footprint and fostering a workplace that is not only safe but feels like a community where everyone can thrive. [www.catexel.com/](http://www.catexel.com/)

### **About DKSH**



For 160 years, DKSH has been delivering growth for companies in Asia and beyond across its Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, DKSH offers sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services, following its purpose of enriching people's lives. DKSH is a participant of the United Nations Global Compact and adheres to its principles-based approach to responsible business. Listed on the SIX Swiss Exchange, DKSH operates in 36 markets with 28,060 specialists, generating net sales of CHF 11.1 billion in 2024. DKSH Business Unit Performance Materials distributes specialty chemicals and ingredients for food, pharmaceutical, personal care, and various industrial applications. With 58 innovation centers and regulatory support worldwide, DKSH creates cutting-edge formulations that comply with local regulations. With around 1,720 specialists, the Business Unit generated net sales of CHF 1.4 billion in 2024. [www.dksh.com/pm](http://www.dksh.com/pm)

**For further information, please contact:**

**DKSH Germany**

Aicha Bouseksou  
Manager, Marketing and Digital Business  
Phone +49 40 3747 3431  
[aicha.bouseksou@dksh.com](mailto:aicha.bouseksou@dksh.com)

**DKSH Performance Materials**

Daniel Hollister  
Director, Group Marketing  
Phone +44 20 8879 5500  
[daniel.hollister@dksh.com](mailto:daniel.hollister@dksh.com)

**Catexel GmbH**

Ilda Hajdarevic  
Sales Manager  
Phone +49 1577 6298637  
[ilda.hajdarevic@catexel.com](mailto:ilda.hajdarevic@catexel.com)