

Media release

## **DKSH Expands Strategic Partnership with Elementis in Vietnam**

**DKSH has expanded its strategic partnership with Elementis, a global specialty chemical company, to distribute high-value specialty additives in Vietnam. By distributing Elementis' range of specialty chemical additives, DKSH will grow business opportunities for the partnership in the region.**

Ho Chi Minh City, November 6, 2023 – DKSH's Business Unit Performance Materials, a leading distributor of specialty chemicals and ingredients in Asia and beyond, will provide business development, marketing, sales, logistics, and distribution services for Elementis's strong portfolio of additives for the specialty chemicals industry in Vietnam.

Elementis' global network of expertise, resources, and support delivers distinctive chemistry and sustainable solutions to customers in different sectors, including decorative and industrial coatings, automotive, and ceramics. Combining its leading positions in the science of materials flow, surface modification, and formulation with access to unique natural materials, Elementis helps customers in the specialty chemicals sector solve business challenges, stay ahead of emerging trends, and reduce their impact on the environment with high-performing innovative ingredients.

Elementis has once again entrusted DKSH to grow its specialty chemicals business, increase production, and improve sustainability efforts in Vietnam, following a successful partnership in mainland China. This is thanks to DKSH's extensive distribution network, strong capabilities in marketing and sales, and logistics.

Hui Heng Foo, Sales Director, Performance Specialties SEA, Elementis, stated: "DKSH demonstrates professionalism and unwavering commitment through their strong capabilities and in-depth local understanding of the specialty chemicals industry in Vietnam. We believe that DKSH is the right partner to help us expand our business, penetrate the market, and meet our growth goals in the region."

Nga Thi To Hoang, General Manager, Business Unit Performance Materials, DKSH Vietnam, commented: "We are delighted to partner with Elementis to introduce their distinctive solutions and products for the specialty chemicals industry to our large customer base in Vietnam. Our strong local presence and value-added services in the region will enable us to increase growth and market penetration of Elementis' high-value specialty additives."

### **About Elementis**

Elementis is a global specialty chemical company with 1,300 employees operating 17 manufacturing sites across the globe. Elementis creates high-value specialty additives that enhance the performance of its customers' products and make a positive change in the world. Elementis delivers unique chemistry sustainable solutions to customers in various markets, including cosmetics, anti-perspirants, decorative and industrial coatings, automotive and ceramics. [www.elementis.com](http://www.elementis.com)

### **About DKSH**

DKSH's purpose is to enrich people's lives. For more than 150 years, we have been delivering growth for companies in Asia and beyond across our Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, we offer sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. 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 37 markets with 32,600 specialists, generating net sales of CHF 11.3 billion in 2022. The DKSH Business Unit Performance Materials distributes specialty chemicals and ingredients for food, pharmaceutical, personal care, and various industrial applications. With 53 innovation centers and regulatory support worldwide, we create

cutting-edge formulations that comply with local regulations. With around 1,650 specialists, the Business Unit generated net sales of CHF 1.5 billion in 2022. [www.dksh.com/pm](http://www.dksh.com/pm)

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