

DKSH and Ashland Aqualon Functional Ingredients to team up in Vietnam

DKSH, the leading Market Expansion Services Group with a focus on Asia, and Ashland Aqualon Functional Ingredients, a world leader in specialty additives and functional ingredients, have entered into a strategic distribution partnership for Vietnam.

DKSH Management Ltd.

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Zurich, April 26, 2011 – US-based Ashland Aqualon Functional Ingredients (AAFI), a world leader in specialty additives and functional ingredients, has appointed DKSH's Business Unit Performance Materials, a leading specialty chemicals distributor, to distribute its pharma and personal care product range in Vietnam.

For the pharmaceutical industry, DKSH will be distributing AAFI's range of pharmaceutical excipients and coating systems. In personal care, the Swiss-based Market Expansion Services specialist will be distributing AAFI's range of functional ingredients. DKSH has dedicated sales and marketing teams in Vietnam, offering the capability to effectively distribute across the industries. Moreover, DKSH provides value-added services including state-of-the art formulation laboratories and good storage practice (GSP) certified distribution centers.

Having already represented AAFI in the Vietnam food and beverage industry, the addition of pharma and personal care bring all AAFI regulated products under the distribution of DKSH.

Ashland Aqualon Functional Ingredients has been at the forefront of aqueous systems solutions since the 1950s. With most of their products derived from renewable natural raw materials, the company has been instrumental in improving products made by pharmaceutical and food companies or makers of personal care and household products.

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 22,500 specialized staff, it is one of the top 20 Swiss companies ranked by sales and employees. In 2010, DKSH generated annual gross

revenues of 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 1,000 specialized staff, Business Unit Performance Materials generated annual gross revenues of CHF 749 million in 2010.

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

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