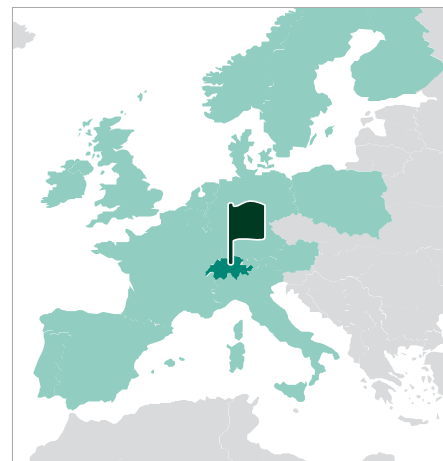


# Innovative materials for the pharmaceutical industry Switzerland

**150** OF MARKET  
YEARS EXPANSION  
SERVICES



We source, supply and distribute a wide range of innovative pharmaceutical ingredients



Our Switzerland sales office

## Pharmaceutical industry

We source and supply a wide range of innovative, high-performance chemicals and formulations for the pharmaceutical industry.

Our sourcing and sales network is well established around the globe and puts your business ahead of the competition.

We find the most innovative materials worldwide with our long-standing business contacts and market overview. We are able to develop new and alternative sources for innovative ingredients, excipients and active pharmaceutical ingredients. We can locate the most suitable supplier for your needs and provide tailor-made materials for high-end applications.

## Our range of products includes

We provide innovative materials for customers globally in the following areas:

- Excipients
- Taylor made Intermediates for the pharmaceutical synthesis industry
- APIs

## Value-added services

We employ qualified industry specialists with marketing, sales and technical expertise:

- Technical support
- Logistical support
- Warehousing and documentation
- Regulatory documentation
- Troubleshooting
- Sampling
- Early trend scout
- Global technology transfers
- REACH professionals

## Our Switzerland sales office

- Zurich

## Our key sourcing offices

- China
- India
- Japan
- Korea
- Switzerland

## Our innovation centers

- Bangkok
- Isago
- Manila
- Yokohama

## Our innovative pharmaceutical portfolio

### Pharmaceutical formulation

We offer the following APIs:

- Generic APIs
- Hormones
- Narcotics
- Steroids
- Vitamins

We offer the following excipients:

- Cellulose derivatives: HPC, HPMC and MCC
- Coating agent: Polymethacrylate
- Hydrocolloids: Xanthan, Pectin, CMC
- Lipid based functional excipients
- Polyol: Glycerin EP/USP
- Special Calcium Silicate
- Sweetener: Saccharin

We offer animal health products:

- Collagen peptides
- Green lipped mussel powder

### Pharmaceutical synthesis

We offer specialty intermediates for the manufacturing of active pharmaceutical ingredients:

- Building blocks
- Coupling agents
- Taylor made intermediates

### Key clients

APIs:

- Chemische Fabrik Berg
- Katwijk

Excipients:

- CP Kelco
- DFE Pharma
- JMC
- KemXglobal
- Kimica
- Nagase
- Nectar Life Science
- Nippon Soda
- Nitika Pharma
- Purolite
- Sanyo
- Tomita Pharma
- Waitaki



A broad portfolio of pharmaceutical ingredients

### DKSH Group

DKSH is the leading Market Expansion Services provider 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.

Publicly listed on the SIX Swiss Exchange since March 2012, DKSH is a global company headquartered in Zurich. With 750 business locations in 35 countries – 720 of them in Asia – and 27,600 specialized staff, DKSH generated net sales of CHF 9.8 billion in 2014.

In 2015, DKSH celebrates its 150th anniversary. With strong Swiss heritage, the company has a long tradition of doing business in and with Asia, and is deeply rooted in communities and businesses across Asia Pacific.

### Business Unit Performance Materials

DKSH Business Unit Performance Materials is a leading specialty chemicals distributor and provider of Market Expansion Services for performance materials, covering Europe, North America and the whole of Asia. The Business Unit sources, develops, markets and distributes a wide range of specialty chemicals and ingredients for pharmaceutical, personal care, food & beverage as well as various industrial applications. In addition, it creates innovative and cutting-edge concepts and applications in 27 innovation centers located worldwide. With 100 business locations in 27 countries and around 950 specialized staff, Business Unit Performance Materials generated net sales of CHF 780 million in 2014.