

Local Announcement

## **DKSH and BRUDERER mark a new milestone in Thailand**

**DKSH, the leading Market Expansion Services provider with a focus on Asia, and BRUDERER, an established Swiss company in high-quality punching technology, have signed an exclusive agreement for Thailand.**

Bangkok, Thailand, November 24, 2016 – DKSH Business Unit Technology, the leading Market Expansion Services provider for technology companies seeking to grow their business in Asia, signed an agreement with BRUDERER to provide research and analysis, marketing and sales, distribution and logistics as well as after-sales services for BRUDERER's stamping presses in Thailand.

BRUDERER is a leading company in stamping presses and feed units which is known for absolute precision and optimized performance. BRUDERER's machines provide maximum tool life time, reliable systems, safe process and versatility for many applications such as stroke adjustment for every application and wide speed range.

Andy Fischer, CEO of BRUDERER commented at The Grand METALEX 2016 fair in Bangkok: "We trust DKSH as our strategic partner. This collaboration will help us enhance our presence in Thailand as well as increase our sales in specific industries including electronics, wire harnessing and machinery."

Jareuk Meekhanthong, Vice President, Business Unit Technology, DKSH, stated: "Our customers will experience BRUDERER's renowned products which will help them achieve efficiency and profitability. Moreover, through DKSH's service orientation, local expertise, technology multiplex center and service facilities, we will also help BRUDERER expand its business in Thailand."

### **About BRUDERER**

BRUDERER is renowned the world over as a pacesetter in high-quality punching technology. Founded in 1943 by Egon Bruderer, the company took just a few years to develop from humble beginnings into a global player. This tremendous success has been made possible by three company traits, which have all become BRUDERER trademarks: performance, precision and quality. BRUDERER employs some 460 people all over the world, 370 of whom work at the Frasnacht site in Switzerland, where all BRUDERER's high-performance stamping presses are produced. Over 95% of the company's products are manufactured for the export market. Sales and service organizations located all over the world combine with the company's own center of competence, for example in Asia, to ensure direct contact with customers.

### **About DKSH**

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 2012, DKSH is a global company headquartered in Zurich. With 770 business locations in 36 countries – 740 of them in Asia – and 28,300 specialized staff, DKSH generated net sales of CHF 10.1 billion in 2015. DKSH was founded in 1865. 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.

**DKSH Business Unit Technology** is the leading provider of Market Expansion Services covering a broad range of capital investment goods and analytical instruments. The Business Unit offers total solutions in the areas of infrastructure, industrial materials and supplies, precision- and textile machinery, semiconductor, photovoltaic and electronics, agriculture, hospitality as well as specialized industrial applications. The service portfolio includes product sourcing, market entry consultancy, marketing, sales, application engineering and after-sales services like installations, maintenance and repairs. With 75

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business locations in 18 countries and around 1,370 specialized staff, including 500 service engineers, Business Unit Technology generated net sales of CHF 372.2 million in 2015.

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