

## **DKSH acquires majority shares of Chiao Tai Logistics Corporation**

### **No. 1 in Market Expansion Services acquires leading logistics company in Taiwan**

DKSH Taiwan Ltd.

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DKSH, the leader in market expansion services headquartered in Zurich, Switzerland, acquires majority of the shares in Taiwan's leading Logistics company, Chiao Tai Logistics Corporation, from Taiwan Tea Corporation. The transaction is subject to certain conditions precedent, including shareholder and FIA approval.

In Taiwan, DKSH operates successful businesses in Healthcare, Consumer Goods and Technology. With this acquisition, DKSH significantly strengthens its position in Taiwan of becoming the leading market expansion services provider for consumer goods, offering a comprehensive package of services tailored to business partners' specific needs for any part of the value chain: from sourcing, research and analysis, marketing and sales to distribution and logistics and after-sales services.

Chiao Tai Logistics Corporation is one of Taiwan's largest logistics companies, with a portfolio of blue-chip clients. With DKSH's well established operations all across Asia, DKSH provides the ideal platform for the future development of the Chiao Tai operations and will transfer best practices and skills to further strengthen the business. Chiao Tai Logistics' clients will also be able to harness DKSH's infrastructure in Hong Kong and China to improve supply chain efficiencies, operating as a Greater China unit, or even out-source its sales and marketing functions to DKSH.

Says DKSH's CEO, Dr. Joerg Wolle: "Chiao Tai Logistics is a highly reputable company in Taiwan working with many clients who are common to our DKSH operations in Asia. This move is an excellent matchup with DKSH's activities and the merger will not only generate synergies with our existing operations, but will transform DKSH into one of the largest full service Consumer Goods distributors in Taiwan, strengthening DKSH's position as a leading Market Expansion Services company in Greater China".

### **Profile DKSH Group**

DKSH is the leading Market Expansion Services Group with 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 460 business locations in 35 countries – 20 of them in Europe and the Americas – and 22,000 specialized staff it is one of the top 20 Swiss companies ranked by sales and employees. In 2008, DKSH generated annual gross revenues of CHF 8,400 million.

The company offers any combination of sourcing, marketing, sales, distribution and after-sales services. It provides business partners with expertise as well as on-the-ground logistics based on a comprehensive network of unique size and depth. Business activities are organized into four specialized Business Units that mirror DKSH fields of expertise: Consumer Goods, Healthcare, Performance Materials and Technology.

Although DKSH is a Swiss company with headquarters in Zurich, it is deeply rooted in communities all across Asia Pacific. This is because the company looks back on a more than 140-year-long tradition of doing business in and with the region.

**For further information please contact:**

**DKSH Taiwan Ltd.**

Elsie Lien

Corporate Communications

10F., No. 22, Lane 407, Ti Ding Blvd., Sec. 2, Nei-Hu Technology Park,  
Taipei 114, Taiwan

Phone +886 2 8752 7611, Fax +886 2 8751 8688

[elsie.lien@dksh.com](mailto:elsie.lien@dksh.com), [www.dksh.com](http://www.dksh.com)