

Media release

DKSH enters exclusive distribution agreement with Keyland Polymer across Europe and key markets in Asia Pacific

DKSH has entered an exclusive distribution agreement with Keyland Polymer UV Materials Spain SLU. The company is a leading American and European producer of polymers for UV curable powder coatings.

Zurich, May 19, 2020 – DKSH Business Unit Performance Materials has become an exclusive partner for Keyland Polymer to grow its presence and market share for its portfolio of resins. The partnership will cover Europe, India, Japan, South Korea, Taiwan, Australia and New Zealand.

Under the agreement, DKSH will provide exclusive distribution for Keyland Polymer's innovative UV curable resins, with a focus on the powder coatings market. The UV resins are used in powder coatings for metals, plastics, carbon fiber and composites, and are particularly well suited for heat-sensitive applications where process and curing temperatures cannot exceed 130 degrees Celsius.

End users and powder manufacturers are seeking new and innovative products that perform well and meet the growing demand for material safety and finishing systems that reduce impact on the environment and climate. Keyland Polymer's unique resins cater to that demand and complement DKSH's broad portfolio of specialty chemicals for powder coatings. This collaboration will allow powder coatings producers to access a new technology to apply their products in substrates that were not previously accessible to traditional high-temperature curing systems.

Michael Knoblauch, President of Keyland Polymer Material Science, LLC and Director of Keyland Polymer UV Materials Spain, commented: "We are pleased to designate DKSH as our exclusive agent across Europe and key markets in Asia. DKSH's strong sales channel and customer network will enable us to expand the market for our product line of UV cured solid resins for powder coatings. We look forward to working with the DKSH marketing and sales team and introducing Keyland Polymer's products to their existing and new customers."

Ramon J. Viñas, Vice President, Global Specialty Chemicals Industry, Performance Materials, DKSH, added: "We are delighted to introduce Keyland Polymer's innovative UV resins to our large customer base in the powder coatings industry across Europe and five key markets in Asia-Pacific. We also have a clear intention to expand the cooperation to other territories in the near future where this new technology is capturing a lot of interest."

About Keyland Polymer

Keyland Polymer Materials Science, LLC is located in Cleveland, Ohio, US. It is a global leader in the development, manufacturing and application of solid materials cured with UV (Ultraviolet) light energy. Privately held, the group has a number of subsidiaries (Keyland Polymer UV Powder, LLC, Keyland Polymer Application Technologies, LLC, Keyland Polymer UV Resins, LLC, and DVUV, LLC) including Keyland Polymer UV Materials Spain, SL engaged in the development and production of specialty UV light curing polymer resins for powder coatings.

About DKSH

DKSH is the leading Market Expansion Services provider with a focus on Asia. The Group helps companies to grow across the Business Units Healthcare, Consumer Goods, Performance Materials and Technology. The service portfolio covers sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. Publicly listed on the SIX Swiss Exchange, the Group operates in 36 markets with 33,350 specialists, generating net sales of CHF 11.6 billion in 2019. With its Swiss heritage, DKSH has been deeply rooted in Asia Pacific since 1865. The DKSH Business Unit Performance Materials distributes specialty chemicals and ingredients for food, pharmaceutical, personal care and various industrial applications. With 46 innovation centers and regulatory support worldwide, we create cutting-edge formulations that comply with local regulations. With around 1,100 specialists, the Business Unit generated net sales of CHF 1.0 billion in 2019.

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