

Media release

Terra Firma, a DKSH-Owned Company, Enters Exclusive Distribution Agreement with TBF Environmental in North America

Terra Firma, a DKSH company, has signed an exclusive distribution agreement with TBF Environmental, a leading manufacturer of VOC-compliant, HAPs-free solvents, for North America.

Texas, USA, September 28, 2023 – Terra Firma, part of DKSH's Business Unit Performance Materials, a leading distributor of specialty chemicals and ingredients, will provide business development, marketing, sales, logistics, and distribution services for TBF Environmental's VOC-compliant HAPs-free solvents in Canada and the USA.

TBF Environmental manufactures highly effective and environmentally friendly products that are designed to replace traditional organic solvents. TBF's solvents have been carefully formulated to mimic the performance of traditional chemicals, without toxic and polluting properties. All TBF solvents are considered green as they do not contribute to the depletion or creation of ozone and contain no hazardous air pollutants.

TBF Environmental has entrusted Terra Firma to grow its specialty chemicals business in North America thanks to Terra Firma's extensive distribution network, knowledgeable commercial and technical teams, strong capabilities in logistics, and value-added services, including technical and regulatory.

Mike McLean, Executive Vice-President, TBF Environmental, commented: "We are pleased to be joining Terra Firma to provide our range of compliant solvents through their excellent sales and customer service in North America."

Tim Feters, CEO, Terra Firma, added: "We are excited to partner with TBF Environmental in Canada and the USA. Our deep market insights and broad range of services in the region will enable us to increase growth for TBF Environmental's range of VOC-compliant HAPs-free solvents and generate more value for our wide customer base."

About TBF Environmental

TBF Environmental Technology Inc is a research and development company that creates, manufactures, and markets VOC-compliant, HAPs-free solvents designed to replace traditional organic solvents. TBF Environmental develops solvents that are considered green because they do not contribute to the depletion or creation of ozone and contain no hazardous air pollutants. www.tbfenvironmental.com/

About DKSH

DKSH's purpose is to enrich people's lives. For more than 150 years, we have been delivering growth for companies in Asia and beyond across our Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, we offer sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. DKSH is a participant of the United Nations Global Compact and adheres to its principles-based approach to responsible business. Listed on the SIX Swiss Exchange, DKSH operates in 37 markets with 32,600 specialists, generating net sales of CHF 11.3 billion in 2022. The DKSH Business Unit Performance Materials distributes specialty chemicals and ingredients for food, pharmaceutical, personal care, and various industrial applications. With 53 innovation centers and regulatory support worldwide, we create cutting-edge formulations that comply with local regulations. With around 1,650 specialists, the Business Unit generated net sales of CHF 1.5 billion in 2022. www.dksh.com/pm

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TBF Environmental

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