

Media release

DKSH Enters New Partnership with TRI-K for Exclusive Distribution in Japan

DKSH has entered an exclusive distribution partnership with TRI-K, a leading manufacturer of sustainable specialty ingredients for the beauty and personal care industry, in Japan. By leveraging its robust distribution network and value-added services, DKSH will boost the growth for TRI-K across Japan.



Tokyo, Japan, April 15, 2025 – 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 TRI-K's comprehensive sustainable specialty ingredients portfolio across Japan.

The partnership highlights TRI-K's extensive product portfolio, featuring advanced proteins, including amino acids and natural peptides, alongside modern preservatives and versatile, multi-functional ingredients. These solutions are designed to elevate the effectiveness and appeal of skincare, haircare, as well as other beauty and personal care formulations. With a commitment to sustainable innovation, TRI-K's portfolio meets the growing demand for high-performance, differentiated technologies that cater to the evolving needs of the Japanese market.

DKSH has been entrusted to grow TRI-K's personal care business in Japan thanks to its extensive distribution network, knowledgeable commercial and technical teams, strong logistics capabilities, and valued services, including innovation, formulation, and market research and analysis.

"As we continue to strengthen TRI-K's position as a global leader in sustainable specialty ingredients, our partnership with DKSH marks a significant step forward in expanding our presence in Japan. Their deep market expertise and robust distribution capabilities will be instrumental in accelerating our growth and delivering high-performance, differentiated solutions to beauty and personal care brands in the region.

Delivering Growth – in Asia and Beyond.

We look forward to a successful collaboration that drives innovation and elevates the standards of beauty formulation,” said Al Pearce, Chief Commercial Officer of TRI-K.

Satoshi Asada, President & Representative Director, DKSH Japan, commented: “We are delighted to bring TRI-K’s advanced cosmetic ingredients to the Japanese market as their exclusive distributor. TRI-K’s portfolio aligns seamlessly with our dedication to providing high-quality, innovative solutions for the personal care industry.”

About TRI-K Industries

TRI-K Industries, Inc. has been a leading provider of sustainable specialty ingredients since 1974. Our mission is to inspire consumer brands and enable their success by delivering differentiating technologies, prioritizing product efficacy and sustainability. Motivated by our core values of Empathy, Curiosity, and Excellence, our customers and partners get the attention, agility, and innovation they need to be successful in the marketplace. We specialize in proteins, including amino acids and natural peptides, modern preservatives, and multi-active, multi-functional ingredient solutions. Our in-house development team continually pioneers new materials, differentiating our customers’ brands. We strive to amplify consumers’ voices within our organization, ensuring we bring relevant offerings and innovations to the market. www.tri-k.com

About DKSH

For 160 years, DKSH has been delivering growth for companies in Asia and beyond across its Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, DKSH offers sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services, following its purpose of enriching people’s lives. 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 36 markets with 28,060 specialists, generating net sales of CHF 11.1 billion in 2024. DKSH Business Unit Performance Materials distributes specialty chemicals and ingredients for food, pharmaceutical, personal care, and various industrial applications. With 58 innovation centers and regulatory support worldwide, DKSH creates cutting-edge formulations that comply with local regulations. With around 1,720 specialists, the Business Unit generated net sales of CHF 1.4 billion in 2024. www.dksh.com/pm

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