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## **AMSilk expands distribution network with two new sales partners Zeus Química and Biochim**

**Planegg, June 07, 2016.** – AMSilk GmbH, the world's first industrial supplier of synthetic silk biopolymers, has gained two new distribution partners to complete the company's distribution network for Europe: Starting May 2016, Zeus Química S.A.U., headquartered in Barcelona, is responsible for the sales of AMSilk products in Spain and Portugal while Biochim s.r.l., which is based near Milan, covers the distribution in Italy.

“We are excited to have won the two new distribution partners Zeus Química and Biochim. We are successfully implementing our growth strategy by expanding our international distribution network. After having recently signed a sales agreement with RAHN for our personal care products Silkgel and Silkbeads in several European countries, the cooperation with the two new distributors extends AMSilk's sales network by the three additional European target markets – Spain, Portugal and Italy. Thus, we now cover most of the relevant Western European countries”, says Jens Klein, CEO of AMSilk.

The new distribution partners of AMSilk are specialized in the distribution of ingredients for personal care and cosmetics products to a wide and renowned client base. Both take care of the distribution of AMSilk's products Silkbeads (microparticles) and Silkgel (hydrogel), which are used in cosmetics applications.

### **About Zeus Química**

Founded in 1980 in Barcelona, Zeus Química offers to its customers the full range of specialty products for the polymer, paints and coatings, personal care, as well as food and pharmaceutical industries. With an annual net turnover of more than 45 million Euros, Zeus Química is one of the leading specialty chemicals distributors in Spain and Portugal. In June 2014, Zeus Química was acquired by DKSH. DKSH, headquartered in Zurich, is a leading Market



Expansion service provider with an annual turnover of more than 9 billion Euros, supporting other companies and brands to expand into new or existing markets.

### **About Biochim**

For more than 50 years the Italian-based Biochim has been a renowned supplier of raw materials for the food, cosmetics and pharmaceuticals industry. Besides the distribution of its customers' products, Biochim sells cosmetic and pharmaceutical ingredients under its own brand. Furthermore, the company supports its customers with marketing concepts as well as technical support regarding Research & Development and laboratory services for the formulation and pre-production of cosmetic formulations. The company's customer base consists of national and multinational pharmaceutical and cosmetics companies (e.g. Lubrizol), but also laboratories.

### **About AMSilk**

AMSilk GmbH is the world's first industrial supplier of synthetic silk biopolymers and has its headquarters in Planegg near Munich, Germany. Sustainably produced using a patented biotechnological process, AMSilk high-performance biopolymers have the unique functional properties of the natural product they are based on. The organic high-performance material can be used in multiple ways, including in medical or technical products as well as cosmetic ingredients. AMSilk high-performance biopolymers give everyday products unique properties. Among other things, the polymers are biocompatible, breathable and especially robust.

AMSilk high-performance biopolymers are distributed in the form of Silkbeads (microparticles), Silkgel (hydrogel) or BIOSTEEL® (fibers). They are currently used in coatings for medical technology products, in the textile industry and as an ingredient in personal care products.

[www.amsilk.com](http://www.amsilk.com)



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