



Local announcement

DKSH and Particle Metrix sign exclusive distribution agreement in Australia and China

DKSH, the leading Market Expansion Services provider with focus on Asia, and Particle Metrix, a manufacturer of particle analysis instruments headquartered in Germany, have signed the first exclusive agreement in Australia and China.

Zurich, September 11, 2017 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies and Particle Metrix, a particle analysis manufacturer headquartered in Germany, have signed an exclusive agreement to provide Particle Metrix with sourcing, market analysis and research, marketing and sales, distribution and technical support for its full range of products in Australia and China.

Particle Metrix is well known for its nanoparticle analyzers for dispersions and macromolecular solutions, which are widely adopted in industries including medical, pharmaceutical, research and development. DKSH will introduce Particle Metrix' products focusing on channels such as hospitals, clinics, universities, research institutes, ink, ceramics, coating and breweries.

"We believe DKSH is the right partner to help us expand our business in Australia and China. DKSH has an abundant experience in the industry and its team has a proven expertise and track record. We trust that DKSH will help us successfully grow the business," stated Margret Böck, General Manager, Particle Metrix.

"Our structured and systematic market development approach plus our best-in-class after sales services will ensure we build a strong brand and success for Particle Metrix today and in the long term. We look forward to working with Particle Metrix to grow the business in these markets," added Hanno Elbraechter, Head Business Unit Technology, DKSH.

About Particle Metrix GmbH

Particle Metrix GmbH develops and manufactures instruments to characterize particles with a family of innovative analytical systems. Nanoparticle Tracking Analysis (Optical Particle Tracking), 180° dynamic light scattering and streaming potential charge mapping are employed to deliver answers on dispersion stability, zeta potential, charge density, particle size, molecular weight and concentration. Scattered and fluorescent light as well as electrical streaming potential signals are detected and analyzed to deliver rapid analyses for a broad range of materials.

The products are made in Germany and are distributed worldwide. These are backed with certification under DIN EN ISO 9001. A fast growing publications list from users in research and industry testify to the reliability and confidence of the product line and Particle Metrix's competence to support them.

About DKSH

DKSH is the leading Market Expansion Services provider with a 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. Publicly listed on the SIX Swiss Exchange since 2012, DKSH is a global company headquartered in Zurich. With 780 business locations in 36 countries – 750 of them in Asia – and 30,320 specialized staff, DKSH generated net sales of CHF 10.5 billion in 2016. DKSH was founded in 1865. With strong Swiss heritage, the company has a long tradition of doing business in and with Asia and is deeply rooted in communities and businesses across Asia Pacific.

DKSH Business Unit Technology is the leading provider of Market Expansion Services covering a broad range of capital investment goods and analytical instruments. The Business Unit offers total solutions in the areas of infrastructure, industrial materials and supplies, precision- and textile machinery, semiconductor, photovoltaic and electronics, agriculture, hospitality as well as specialized industrial

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applications. The service portfolio includes product sourcing, market entry consultancy, marketing, sales, application engineering and after-sales services like installations, maintenance and repairs. With 80 business locations in 18 countries and around 1,360 specialized staff, including 500 service engineers, Business Unit Technology generated net sales of CHF 385.4 million in 2016.

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