



Local announcement

DKSH and Claind enter partnership in Australia

DKSH, the leading Market Expansion Services provider with a focus on Asia Pacific, and Claind, an industry leader in gas generators, have signed an exclusive agreement for sales and service across Australia for Claind's complete product portfolio.

Melbourne, May 8, 2017 — DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies seeking to grow their business in Asia Pacific, has signed an exclusive agreement with Claind to provide full services including market analysis and research, marketing and sales, distribution and logistics as well as after-sales services to the academic, research, environmental, mining & minerals, pharmaceutical, food and cosmetics industries.

Claind is an industry leader in the development and production of nitrogen, hydrogen and zero air gas generators. The company supplies high quality gas to large and small research institutions, universities and industrial laboratories. The agreement with DKSH covers Claind's complete product portfolio of gas generators.

Nicola Tunesi, Sales and Marketing Director at Claind, commented: "DKSH's dedicated product specialists have expert knowledge in the field of research across a wide range of industries, coupled with strong application and service support. With a proven track record, broad market coverage and structured and systematic sales approach, we look forward partnering with DKSH to grow the Australian market."

Stuart Smyth, Business Line Manager at DKSH Australia, Scientific Instrumentation, added: "We are excited to be partnering with Claind and be offering these innovative products into the Australian market. Our focus is on building awareness about these suppliers and products to our valued customers, and through our experienced marketing, sales and service teams, provide the best solutions to meet our customer challenges."

About Claind

Claind, established in 1979 is based in Lenno, Italy where all production, product development and administration is carried out. They now have over 3,000 satisfied customers with more than 20,000 instruments installed worldwide covering large and small research institutions, universities, as well as industrial applications.

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 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

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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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