

Local announcement

DKSH and Milestone enter partnership in Australia

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

Melbourne, Australia, April 6th, 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 Milestone to provide full services including market analysis and research, marketing and sales, distribution and logistics as well as after-sales services to the environmental, mining & minerals, pharmaceutical, food and cosmetics industries.

Milestone is an industry leader in the development of microwave technology, providing microwave digestion, extraction and synthesis covering large and small research institutions as well as universities and industrial laboratories. The agreement with DKSH covers Milestone's complete product portfolio of microwave digestion, extraction, mercury, ashing, synthesis and clean chemistry.

Stefano Paggio, Area Manager at Milestone, commented: "DKSH has extensive industry and product knowledge and is very strong on application support. With their proven track record, wide market coverage and with their structured and systematic sales approach, we look forward to partnering with DKSH to grow the Australian market."

George Technitis, General Manager, Australia at DKSH Technology, added: "We are excited to be working with Milestone and be offering its innovative products to Australian customers. Our marketing and sales excellence, experienced service team and unparalleled market coverage will enable us to grow the business."

About Milestone

Milestone has been active since 1988 in the field of advanced microwave sample preparation. With over thirty patents and more than 20.000 instruments installed worldwide covering large and small research institutions, as well as universities and industrial laboratories, Milestone is the acknowledged industry leader in microwave technology. Their commitment is to consistently provide the scientific and industrial communities with the most effective, safest, and highest quality instrumentation for chemical 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 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.

Think Asia. Think DKSH.

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