

Local announcement

Driving inner-Asian trade: DKSH and Jiangsu Skyray Instrument enter partnership in Singapore

DKSH, the leading Market Expansion Services provider with a focus on Asia, and Skyray Instrument, a company providing advanced analytical testing equipment, have signed an agreement to expand their partnership in Singapore.

Singapore, January 6, 2017 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies, has signed an agreement with Jiangsu Skyray Instrument to provide full services from market analysis and research, marketing and sales, distribution and logistics as well as after-sales services in many industries including education, food and beverage, oil and gas, chemical, mining and mineral, polymers, plastics and rubbers, powders, pigments and coating in Singapore.

Skyray Instrument provides technologies in the analytical field and supports customers with innovative products. In the past five years, Skyray has built a strong reputation in X-ray Fluorescence (XRF) technology.

“We are honored that many large manufacturing companies have entrusted us to supply them with our highly reputable analytical equipment. With more than 150 years of experience in Asia and leveraging on an extensive network and industry expertise, DKSH will help us grow our market share in Singapore,” said Joseph Chow, Product Specialist, Jiangsu Skyray Instrument Co., Ltd.

Robert Puschmann, Managing Director, Business Unit Technology, DKSH Singapore & Malaysia, added: “Skyray Instrument is a prime example of a successful Asian company seeking growth opportunities in South East Asia. DKSH offers a one-stop-shop solution based on a well-established distribution and logistics infrastructure and an excellent marketing and sales team. We are well positioned and confident to grow Skyray Instrument’s business in Singapore.”

About Jiangsu Skyray Instrument Co., Ltd.

Headquartered in Jiangsu, China, Jiangsu Skyray Instrument Co., Ltd. is a high-technology enterprise specializing in the development, manufacturing and sales of analytical testing equipment in spectroscopy, chromatography and Mass Spectrometry. Since 1992, Skyray Instrument Inc has taken its foothold in independent scientific innovation to develop a high-tech, high precision analytical equipment and instrumentation globally. For the past 20 years, Skyray Instrument has not once stopped innovating and exploring the depths of the analytical industry. Skyray Instrument has made major breakthroughs in X-ray Fluorescence Spectrometry (XRF), Gas Chromatography (GC), Inductively Coupled Plasma Spectrometry (ICP), Mass Spectrometry (MS) and many others.

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 770 business locations in 36 countries – 740 of them in Asia – and 28,300 specialized staff, DKSH generated net sales of CHF 10.1 billion in 2015. 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 75

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business locations in 18 countries and around 1,370 specialized staff, including 500 service engineers, Business Unit Technology generated net sales of CHF 372.2 million in 2015.

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