

Media Release

DKSH brings Particle Metrix's system for nanoparticle tracking analysis to Japan

DKSH and Particle Metrix have signed a distribution agreement to provide sales and technical services for its ZetaView nanoparticle tracking analysis (NTA) system in the Japanese life science market.

Tokyo, Japan, October 19, 2018 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies, and Particle Metrix, a particle analysis manufacturer from Germany, have signed an exclusive agreement to provide marketing and sales, distribution and first level technical support for its ZetaView NTA system and accessories for the life science industry in Japan. The new partnership is expected to significantly expand the brand awareness and increase the accessibility to the ZetaView system.

Dr. Sven Kreutel, Sales Manager Particle Metrix commented: "We are very pleased to partner with DKSH, as a company with in-depth market knowledge and more than 150 years of experience in Japan. We are also very excited to deliver our world-leading NTA system to the life science industries in this region".

"We are delighted to have signed the agreement with Particle Metrix for their business in Japan. We believe that our partnership can contribute to the expansion of the NTA system in the life science market. With our long-standing experience and proven expertise in Market Expansion Services, we will help Particle Metrix to build a successful business in Japan," added Michael Loefflad, Representative Director and President, DKSH Japan.

About Particle Metrix

With the motto "Nearly a nanoparticle that evades us", the Particle Metrix GmbH has made a name for itself in recent years as an analyzer manufacturer for nanoparticles in liquids. The products are both colloid analyzers and clinical research equipment. Colloid and Life Science were set up as two different companies at the end of 2017, the Colloid Metrix GmbH and the Particle Metrix GmbH. The company headquarter of Particle Metrix is located in Meerbusch near Dusseldorf, whereas production and development reside in Inning near Munich. Customers have at their disposal a competent team of chemists, physicists, biologists and engineers.

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 825 business locations in 37 countries – 800 of them in Asia – and 31,970 specialized staff, DKSH generated net sales of CHF 11.0 billion in 2017. 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 business locations in 18 countries and around 1,250 specialized staff, including 500 service engineers, Business Unit Technology generated net sales of CHF 404.2 million in 2017.

Think Asia. Think DKSH.

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