

Media release

DKSH and Malvern Instruments expand their partnership in Asia

DKSH, the leading Market Expansion Services provider with a focus on Asia, and Malvern Instruments, a UK-based provider of materials and biophysical characterization technology, have expanded their partnership by adding the MicroCal and NanoSight product ranges in six Asian countries.

Zurich, January 22, 2016 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies, and Malvern Instruments, have expanded their partnership to include the distribution of Malvern's MicroCal and NanoSight product lines in Malaysia, the Philippines, Singapore, Taiwan, Thailand and Vietnam.

NanoSight and MicroCal were recently acquired by Malvern. Pre-dominantly for life science applications, the MicroCal range distributed by DKSH includes both differential scanning and isothermal titration calorimetry, while the NanoSight range includes instruments that utilize nanoparticle tracking analysis to characterize nanoparticles from 10 – 2,000 nm in solution.

The systems are integral in the drug and vaccine research and development. Malvern's MicroCal isothermal titration and differential scanning calorimeters provide information on drug binding and protein stability and are used at almost every stage of drug discovery, development and formulation. Malvern's acquisition of NanoSight has expanded their range of analytical technologies for determining formulation stability and detecting aggregates within biologic formulations.

“Malvern Instruments has a rapidly expanding portfolio of products for the biopharmaceuticals sector. The addition of MicroCal and NanoSight instruments will have an immediate impact on Malvern's ability to provide a complete range of instrumentation solutions and support across life science research and development,” commented David Higgs, Head of Marketing at Malvern Instruments.

“Malvern's additional life sciences instruments strengthen the partnership between both companies. The expanded agreement is exciting for us as it further extends DKSH's strong portfolio of analytical solutions for customers in pharmaceutical and bio-pharmaceutical markets in South East Asia and Taiwan. Malvern, supported by our regional coverage, will benefit from seamless resource sharing, a single point of contact and faster response times to customers,” commented Hanno Elbraechter, Head Business Unit Technology at DKSH.

About Malvern

Malvern Instruments provides materials, biophysical characterization technology and expertise that enables scientists and engineers to understand and control the properties of dispersed systems. These systems range from proteins and polymers in solution, particle and nanoparticle suspensions and emulsions, through to sprays and aerosols, industrial bulk powders and high concentration slurries. Used at all stages of research, development and manufacturing, Malvern's materials characterization instruments provide critical information that help accelerate research and product development, enhance and maintain product quality and optimize process efficiency.

Our products reflect Malvern's drive to exploit the latest technological innovations and our commitment to maximizing the potential of established techniques. They are used by both industry and academia, in sectors ranging from pharmaceuticals and biopharmaceuticals to bulk chemicals, cement, plastics and polymers, energy and environment.

Malvern systems are used to measure particle size, particle shape, zeta potential, protein charge, molecular weight, mass, size and conformation, rheological properties and for chemical identification, advancing the understanding of dispersed systems across many different industries and applications.

Think Asia. Think DKSH.

Headquartered in Malvern, UK, Malvern Instruments has subsidiaries in all major European markets, North America, Mexico, China, Japan and Korea, a joint venture in India, a global distributor network and applications laboratories around the world.

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 March 2012, DKSH is a global company headquartered in Zurich. With 750 business locations in 35 countries – 720 of them in Asia – and 27,600 specialized staff, DKSH generated net sales of CHF 9.8 billion in 2014. 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 17 countries and around 1,240 specialized staff, including 450 service engineers, Business Unit Technology generated net sales of CHF 350 million in 2014.

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