

Media release

## DKSH and Biolin Scientific cooperate in China

**DKSH, the leading Market Expansion Services provider with a focus on Asia, and Biolin Scientific, an instrumentation company with roots in Sweden, Denmark and Finland, have signed an agreement to market Biolin Scientific's force and optical tensiometers in China.**

Shanghai, China, May 23, 2016 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies, and Biolin Scientific, a Nordic instrumentation company, entered a strategic partnership to market and distribute Biolin Scientific's force tensiometer Sigma 700 series and optical tensiometer Theta series in China.

DKSH supports Biolin Scientific with marketing and sales, distribution and logistics as well as after-sales services. DKSH's strong network of laboratories and commercial testing facilities in China, coupled with long-lasting relationships across the country with research institutions, universities and different industries such as coating, food, pharmaceutical and electronics, makes the company the partner of choice for Biolin Scientific's business expansion in China.

Johan Westman, Vice President, Analytical Instruments, Biolin Scientific, commented: "We are pleased about our new partnership with DKSH, a leading Market Expansion Services provider for technology solutions in Asia. Their professional know-how, combined with long-standing presence and proven customer relationships across Asia make DKSH the perfect partner to support our business growth in order that even more customers can benefit from our innovative solutions."

"We are proud that our unmatched systematic market development as well as our industry and service expertise have convinced Biolin Scientific to enter this promising partnership with us. This strategic cooperation will pair the cutting edge technology of Biolin Scientific with the unique market access and application knowledge of DKSH and will therefore enable both companies to achieve sustainable and profitable growth," added Oliver Hammel, Managing Director, Business Unit Technology, DKSH China.

The cooperation between DKSH and Biolin Scientific will further strengthen DKSH's market position as a strategic partner and total solutions provider and contribute to the Group's overall profitability over time.

### About Biolin Scientific

Biolin Scientific is a leading Nordic instrumentation company with roots in Sweden, Denmark and Finland. Their customers include companies working with pharmaceuticals, energy, chemicals and advanced materials as well as academic and governmental research institutes. Their precision instruments help discover better drugs faster, develop better solutions for energy and materials and perform research at the frontiers of science and technology. Biolin Scientific's commitment to customer service and application support is a key feature of their operations. They focus on working together with customers and building long-standing relations. Today, Biolin Scientific provides products and services in more than 70 countries 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 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,

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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 1,370 specialized staff, including 500 service engineers, Business Unit Technology generated net sales of CHF 372.2 million in 2015.

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