

Media release

DKSH and PANalytical enter a strategic partnership to extend PANalytical's coverage to include China

DKSH, the leading Market Expansion Services provider with a focus on Asia, and PANalytical, the world's leading supplier of analytical solutions for X-ray instrumentation and software for the purpose of materials analysis, have signed an agreement to market PANalytical's benchtop XRF spectrometers within China.

Shanghai, June 14, 2016 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies, and PANalytical, one of the world's leading suppliers of analytical solutions based on X-ray instrumentation and software have entered a strategic partnership to market and distribute PANalytical's X-ray fluorescence (XRF) benchtop spectrometers Epsilon 1, 3X and 3XLE in China. This seals the latest partnership between PANalytical and DKSH. DKSH is currently the distributor for PANalytical instrumentation and software across the South East Asia region. This includes Thailand, Malaysia, Myanmar, Laos, the Philippines, Cambodia and Vietnam.

DKSH Business Unit Technology provides PANalytical with Market Expansion Services along the entire value chain, ranging from sourcing to research and analysis, marketing and sales, distribution and logistics as well as after-sales services. DKSH's network of laboratories and commercial testing facilities in China, coupled with long-lasting relationships with research institutions and universities across the country, makes DKSH the partner of choice for PANalytical's business expansion in China.

"With China being a key market for PANalytical, we wanted to ensure that we find the right partner to help us grow our business. DKSH has been helping PANalytical to extend our outreach within the South East Asia region for close to 15 years. That is why we are confident that they will be an ideal partner to take care of our Chinese benchtop business," said Gu Ran, Head PANalytical China.

Oliver Hammel, Managing Director, Business Unit Technology, DKSH China added: "We are pleased that our market reputation has gained the trust of a world-leading supplier of X-ray technology like PANalytical. We're looking forward to increasing PANalytical's market coverage through our systematic market development and market expertise. Moreover, the addition of PANalytical's benchtop spectrometers nicely complements our existing portfolio. This way we can offer an even more complete range of analytical instruments that our clients can benefit from."

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

About PANalytical

PANalytical's mission is to enable people to get valuable insight into their materials and processes. Our customers can be found in virtually every industry segment, from building materials to pharmaceuticals and from metals and mining to nanomaterials. The combination of our software and instrumentation, based on X-ray diffraction (XRD), X-ray fluorescence (XRF) and near-infrared (NIR) spectroscopy as well as pulsed fast thermal neutron activation (PFTNA), provides our customers with highly reliable and robust elemental and structural information on their materials and is applied in scientific research and industrial process and quality control.

PANalytical employs over 1,000 people worldwide. The company's headquarters are in Almelo, the Netherlands. Fully equipped application laboratories are established in Japan, China, the US, Brazil, and the Netherlands. Supply and competence centers are located on two sites in the Netherlands: Almelo (X-ray instruments) and Eindhoven (X-ray tubes), in Nottingham, UK (XRF applications and standards), in Quebec, Canada (fusion sample preparation) and in Boulder CO, US (near-infrared instruments). A dedicated research activity is located on the campus of the University of Sussex in Brighton (UK).

Think Asia. Think DKSH.

PANalytical is active in all but a few countries of the world with a worldwide sales and service network that ensures unrivalled levels of customer support. The company is certified in accordance with ISO 9001 and ISO 14001. Visit www.panalytical.com for more information about our activities. PANalytical is part of Spectris plc, the productivity-enhancing instrumentation and controls company.

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 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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