

Media release

DKSH exclusively distributes Postnova Analytics' Field-Flow Fractionation systems

DKSH, the leading Market Expansion Services provider with a focus on Asia, and Postnova Analytics, the global leader in Field-Flow Fractionation, have signed an exclusive distribution agreement for Malaysia, Singapore, Thailand and Vietnam.

Zurich, Switzerland, August 4, 2014 – DKSH Business Unit Technology is a full service provider for high quality scientific equipment for research institutions, universities and commercial testing laboratories across South East Asia. With emphasis on application support, training, knowledge transfer and equipment servicing, DKSH is the partner of choice for Postnova's expansion in these countries.

The Field-Flow Fractionation (FFF) separation mechanism allows characterization of nanoparticles, proteins and polymers based on their size and molar mass. FFF technology provides huge benefits to scientists for the separation and characterization of macro species and particles, which are not able to be separated by conventional chromatography techniques. Postnova's FFF Platform has become an invaluable tool for pharmaceutical-, polymer-, food-, cosmetic- and environmental applications, including the characterization of substances such as proteins, antibodies and vaccines.

Thorsten Klein, CEO, Postnova Analytics, commented: "We are happy to have DKSH, the leading provider of scientific solutions in South East Asia, as our partner for bringing our innovative and patented technology into the labs of this emerging part of the world. We think DKSH with its long experience and highly-qualified professional staff will be able to have a large success while introducing the Postnova FFF Platform in the Asian growth markets.

Bruno Sidler, COO of DKSH, stated: "We are pleased to complement our product portfolio in the scientific instruments market with a high-quality manufacturer such as Postnova Analytics and we are looking forward to expand Postnova's market share by leveraging our extensive network and customer base in South East Asia."

Postnova's powerful high-resolution particle separation and FFF technique are setting a new standard in particle characterization and will perfectly complement DKSH's material characterization premium product portfolio. The new agreement demonstrates DKSH's ability to roll out success stories from country to country. It will further strengthen DKSH's market position in South East Asia while contributing incrementally to the Group's overall profitability over time.

About Postnova

Postnova Analytics is the inventor and leading supplier of Field-Flow Fractionation systems for the main growth markets of biopharma, polymers, materials, nanotech and environmental. Postnova has a unique and patented modular FFF - Light Scattering Platform, which allows flexible adaption to various market and applications. The key product portfolio comprises Flow FFF, Centrifugal FFF, Thermal FFF and MALS and DLS Light Scattering. Founded in 1997, Postnova is located and headquartered in Landsberg am Lech (Munich area) and has subsidiaries in North America (Salt Lake City) and Northern Europe (Helsinki). A qualified and trained worldwide Distribution network has been established and provides local support to customers in all important markets. Postnova has seen significant growth rates over many years and has become an established provider of scientific instruments especially in the nanotechnology, polymer and biopharmaceutical markets.

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 735 business locations in 35 countries – 710 of them in Asia –

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and 26,700 specialized staff, DKSH generated net sales of CHF 9.6 billion in 2013. DKSH Business Unit Technology is the leading provider of Market Expansion Services covering a broad range of cutting-edge technical systems and applications. The Business Unit offers solutions for capital investment goods and analytical instruments in the areas of manufacturing and production, energy, research, food & beverage, advanced metals and infrastructure. The service portfolio covers market entry studies and consultancy, marketing, sales, application engineering, after-sales services, and project financing. With 85 business locations in 17 countries and around 1,190 specialized staff, including of which within 450 service engineers, Business Unit Technology generated net sales of CHF 364 million in 2013.

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