



Media release

## DKSH provides Market Expansion Services to XOS in China

**DKSH, the leading Market Expansion Services provider with a focus on Asia, has been appointed as authorized partner for XOS' rapid materials analysis equipment in China. Solutions from XOS are used for elemental analysis to increase consumer safety and efficiency across a variety of industries.**

Shanghai, China, February 5, 2015 – DKSH, the leading Market Expansion Services provider with a focus on Asia and XOS, the leading global provider of mission-critical materials-analysis equipment, have signed an agreement to start a cooperation in China. The broad customer network of DKSH Business Unit Technology across China, with manufacturing and commercial testing laboratories and extensive reach to research institutions and universities, makes DKSH the partner of choice for XOS' business expansion.

Under the new agreement, DKSH Business Unit Technology will provide XOS with Market Expansion Services including market analysis, research, marketing, sales, distribution, logistics and after-sales services.

“To ensure consumer product safety, environmental health and the precision necessary for research, local manufacturers and researchers need reliable and accurate x-ray analysis equipment. As the world's leading x-ray equipment provider in quality control of material performance, XOS is very pleased to partner with DKSH to better position our company in the highly important Chinese market,” commented JP Camardo, Director of Marketing, XOS.

Hanno Elbraechter, Head Business Unit Technology at DKSH, stated: “We are delighted about the partnership with XOS. China is now one of the largest aggregate markets for industries ranging from consumer products to electronics and beyond. By leveraging our sales and service network and our application and service capabilities, we are convinced to meet XOS' ambition to grow in China.”

### About XOS

XOS is a leading global provider of mission-critical materials-analysis equipment for industries and regulators that must control material quality and performance, from consumer products (e.g. toys) to environmental regulation and related industries. XOS leverages its world leadership in x-ray optics to supply application-specific analyzers that measure environmental and product contaminants such as lead, cadmium, chlorine, and sulfur. As a supplier to analytical instrument companies, XOS offers x-ray optics and sub-systems to enhance analytical performance in x-ray instruments.

### 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 – and 27,200 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 450 service engineers, Business Unit Technology generated net sales of CHF 364 million in 2013.



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