

Media release

DKSH expands agreement with Agilent to New Zealand

DKSH, the leading Market Expansion Services provider with a focus on Asia Pacific, and Agilent Technologies, a market leader and supplier of chemical analysis equipment and consumables, have signed an exclusive distribution agreement for New Zealand.

Auckland, New Zealand, March 9, 2017 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies, and Agilent Technologies have signed an exclusive agreement to provide Agilent Technologies with marketing, sales, distribution and logistics for its spectroscopy products in New Zealand.

DKSH looks back at more than ten years of partnership with Agilent starting in the Philippines and expanding to Vietnam, Laos and Cambodia. This partnership now extends to New Zealand and brings a very strong brand to DKSH's product portfolio, complements existing product offerings and further strengthens DKSH New Zealand's market position.

Hanno Elbraechter, Head Business Unit Technology, DKSH, commented: "It is a privilege for DKSH to partner with an industry leader such as Agilent Technologies. With our unparalleled regional coverage, sales and service professionalism and industry knowledge, we are confident that we will duplicate our success and grow the market for Agilent."

The extension of the collaboration will further strengthen DKSH's market position in New Zealand while contributing to the Group's overall earnings and profitability over time.

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 780 business locations in 36 countries – 750 of them in Asia – and 30,320 specialized staff, DKSH generated net sales of CHF 10.5 billion in 2016. 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 80 business locations in 18 countries and around 1,360 specialized staff, including 500 service engineers, Business Unit Technology generated net sales of CHF 385.4 million in 2016.

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