

Media release

DKSH equips Asia Pacific with packaging and material testing solutions from world leader Industrial Physics

DKSH and Industrial Physics, the world's leading manufacturer of packaging and material testing equipment, have signed a distribution agreement covering its wide range of brand portfolios for Asia Pacific.

Zurich, Switzerland, June 6, 2019 – DKSH Business Unit Technology, the leading Market Expansion Services provider for technology companies seeking to grow their business in Asia, has partnered with the US American manufacturer Industrial Physics. The collaboration between DKSH and the world's leading provider of packaging and material testing equipment will span Australia, Korea, Malaysia, New Zealand, the Philippines, Singapore, Thailand and Vietnam.

DKSH will provide Industrial Physics with marketing and sales, distribution and logistics as well as after-sales services with a focus on industries, including food and beverage, electronics and automotive, paper, plastics, pharma and medical devices, paint and coatings as well as textiles.

Industrial Physics, headquartered in Boston, USA, is dedicated to helping industries meet the ever-increasing test and quality standards required by demanding regulators, consumers and manufacturers. The company's brand portfolio includes CMC-KUHNKE, Eagle Vision Systems, FIBRO system AB, Messmer Büchel, Systech Illinois, Ray-Ran, Testing Machines, Inc., TM Electronics, OxySense, TQC Sheen, Quality by Vision and United Testing Systems.

Jim Neville, President & CEO Industrial Physics stated: "We are excited about the cooperation with DKSH, the leading provider of technology equipment and solutions in Asia Pacific. We are sure that – given DKSH's local expertise and their in-depth knowledge of our targeted industries – we can successfully continue growing the business together."

Hanno Elbraechter, Head Business Unit Technology, DKSH commented: "By leveraging our unparalleled regional footprint, structured market development approach and our best-in-class after-sales services, we will ensure that we build a strong business for Industrial Physics. We look forward to working with Industrial Physics to grow the presence in these markets."

About Industrial Physics

The companies of Industrial Physics, Inc. manufacture and market testing instruments worldwide for measuring physical and analytical properties of a wide range of materials, products and packaging types including plastics, metals, barrier films, paper, corrugated materials, foil, ink, coatings, cans, medical devices, paints and surfaces. Its market-leading brands include Systech Illinois, Testing Machines, Inc., Messmer Büchel, CMC-KUHNKE, FIBRO System, Ray-Ran Test Equipment, TM Electronics, United Testing Systems, OxySense, Eagle Vision, TQC-Sheen and Quality By Vision. For more information, visit www.industrialphysics.com.

About DKSH

DKSH is the leading Market Expansion Services provider with a focus on Asia. The Group helps other companies and brands to grow in the Consumer Goods, Healthcare, Performance Materials and Technology sectors. DKSH's portfolio of services includes sourcing, market insights, marketing and sales, distribution and logistics as well as after-sales services. Publicly listed on the SIX Swiss Exchange, the Group operates in 35 markets with 33,000 specialists, generating net sales of CHF 11.3 billion in 2018. With its strong Swiss heritage and long business tradition since 1865, DKSH is deeply rooted in Asia Pacific. The DKSH Business Unit Technology offers complete solutions for specialized industrial applications. With around 1,220 specialists, the Business Unit generated net sales of CHF 412.1 million in 2018.

Think Asia. Think DKSH.

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