

Media release

DKSH partners with life science innovator Nicoya in Asia

DKSH has signed a strategic agreement with Nicoya to promote their surface plasmon resonance (SPR) instruments in key Asian markets. This partnership is in line with the strategic focus of DKSH Business Unit Technology to solidify its position as a leading integrated solutions provider for the scientific Instrumentation market.

Switzerland, June 29, 2021 – DKSH Business Unit Technology has entered into an exclusive partnership with Nicoya, an innovative manufacturer of SPR instruments, headquartered in Kitchener, Canada. DKSH will provide marketing, sales and after-sales services support in selected markets across Asia, including Indonesia, Malaysia, Philippines, Taiwan, Thailand, Singapore and Vietnam.

Nicoya has developed Alto, the world's first digital high-throughput benchtop SPR instrument. It is capable of accelerating drug discovery using a fraction of sample volume traditionally required for biomolecular interaction analyses. Alto helps biotechnology and pharmaceutical companies go to market faster with increased efficiency and success early in their product pipelines.

“DKSH has unique regional coverage, in-depth knowledge and a broad network of laboratories doing research on biomolecules and nanoparticles. We are convinced that DKSH is the right partner to help us excel in the demanding scientific application for SPR, expand our coverage and meet our aggressive growth goals,” said David Panzarella, Chief Commercial Officer, Nicoya.

Marco Farina, Senior Director, Business Development, Scientific Instrumentation, DKSH Business Unit Technology, commented: “The partnership with Nicoya helps strengthen our leadership in the characterization of biomolecular interactions and expand our life sciences footprint. We are confident to grow the market with Nicoya, leveraging our expertise through our Center of Excellence, good sales coverage, strong application support and world-class after-sales services.”

About Nicoya Lifesciences

Nicoya Lifesciences is a Canadian biotechnology company specializing in innovative biosensor technology for label-free biomolecular characterization. In their mission to improve human life, they empower researchers with user-friendly and cutting-edge solutions that maximize their access to high-quality data and advance their understanding of human diseases. Since inception, Nicoya has remained at the forefront of scientific innovation and experienced rapid growth in its network of world-class talent and international partners. Nicoya is now helping hundreds of scientists succeed across the biotechnology, pharmaceutical, and academic sectors in over 55 countries.

About DKSH

At DKSH, our purpose is to enrich people's lives. For more than 150 years, we have been delivering growth for companies in Asia and beyond across our Business Units Healthcare, Consumer Goods, Performance Materials and Technology. As a leading Market Expansion Services provider, we offer sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. Listed on the SIX Swiss Exchange, DKSH operates in 36 markets with 32,450 specialists, generating net sales of CHF 10.7 billion in 2020. www.dksh.com

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