

Media release

DKSH Expands Strategic Partnership with Leica Microsystems in Asia

DKSH and Leica Microsystems, the world’s leading manufacturer of microscopes for the analysis of microstructures and nanostructures, have entered into a distribution agreement covering its wide range of scientific instruments in Cambodia, Laos, Malaysia, and Myanmar. This partnership is an extension of the already existing collaboration between both companies in the Philippines and Vietnam.

Petaling Jaya, Malaysia, November 25, 2021 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies seeking to grow their business in Asia and beyond, has extended its existing distribution agreement with Leica Microsystems to provide innovative microscopy, camera, and software solutions in Cambodia, Laos, Malaysia, and Myanmar. The partnership of both companies now spans six markets, including Philippines and Vietnam.

Under the new agreement, DKSH will provide Leica with marketing and sales, application training as well as after-sales services with a focus on private industries, including life sciences, minerals pharmaceuticals, and chemicals.

The Leica Microsystems microscopes are instruments designed to provide the highest quality of magnification for researchers to view microscopic samples and are constructed to produce clear and high-quality images. The company offers unprecedented precision through a variety of product portfolios, such as stereo microscopes and macrosopes, digital microscopes, and confocal microscopy.

Eddie Lim, General Manager, South East Asia & Taiwan, Leica Microsystem, commented: “DKSH has been collaborating well with Leica Microsystems in the past years in Vietnam and Philippines. We are delighted to extend this cooperation into the private industries in Cambodia, Laos, Malaysia, and Myanmar. With their broad reach and customer-focused services, we are convinced that DKSH is able to bring Leica Microsystems’ superior products and services to these industries.”

Robert Puschmann, Managing Director, Business Unit Technology, Malaysia, Singapore & Vietnam, DKSH, said: “We are delighted that Leica has once again entrusted us as a preferred distribution partner. The addition of Leica Microsystems’ portfolio will complement our existing innovative product offering and allow us to implement a value-based and cross-selling approach to provide complete workflow solutions to our local customers. We are committed to introducing and driving market penetration for these state-of-the-art microscopes solutions.”

About Leica Microsystems

Leica Microsystems develops and manufactures microscopes and scientific instruments for the analysis of microstructures and nanostructures. Ever since the company started as a family business in the nineteenth century, its instruments have been widely recognized for their optical precision and innovative technology. It is one of the market leaders in compound and stereo microscopy, digital microscopy, confocal laser scanning microscopy with related imaging systems, electron microscopy sample preparation, and surgical microscopes. <https://www.leica-microsystems.com>

About DKSH

DKSH’s 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.

The DKSH Business Unit Technology offers complete solutions for specialized industrial applications. With around 1,540 specialists, the Business Unit generated net sales of CHF 382.5 million in 2020. www.dksh.com/tec

For further information, please contact:

DKSH Holdings (Malaysia) Berhad

Christy Chow

Manager, Branding & Communications

+60 16 232 3334

christy.hm.chow@dksh.com