

Media Release

DKSH and Setaram Instrumentation partner in Australia and Japan

DKSH Japan K.K.

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DKSH, the leading Market Expansion Services provider with a focus on Asia, and Setaram Instrumentation have signed an agreement to promote Setaram's thermal analyzers, calorimeters, gas sorption and high-pressure mass spectroscopy instruments in Australia and Japan. These instruments provide the highest sensitivity and widest temperature range coverage currently available on the market.

Tokyo, Japan, May 21, 2015 – DKSH's Business Unit Technology provides Setaram Instrumentation with Market Expansion Services including market analysis and research, marketing and sales, distribution and logistics as well as after-sales services in Australia and Japan. A broad customer network in the chemical and pharmaceutical industries, universities, research centers and advanced materials manufacturers make DKSH the partner of choice for Setaram's business expansion.

Setaram's high-performance thermal analyzers, calorimeters, gas sorption and high-pressure mass spectroscopy instruments are able to provide unique levels of precision and can examine materials under near impossible conditions. Customers, including some of the most famous names in food and pharmaceuticals production as well as in advanced material, energy and nuclear research, appreciate the products globally.

Geoffroy De Maisonneuve, Sales Manager, Setaram Instrumentation commented: "We are pleased to have gained DKSH as our partner in Australia and Japan. Our current product line offers complete and dedicated solutions for different applications in fields such as life science, energy, process safety and nuclear industry. With the largest temperature range on the market from -196°C to 2400°C and highest pressure solutions available at 1000 bar, our instruments help inspire researchers worldwide with their most demanding applications. As part of many applications which differentiate our products our Setsys enables TMA, TGA or TGA/DSC/DTA measurements of up to 2400°C for ceramic analysis, our calorimeters are leading the way in the gas hydrate studies and our PCT Pro provides high accuracy gas sorption measurements for fuel cells, carbon capture and sequestration research."

Hanno Elbraechter, Head Business Unit Technology, DKSH, stated: "We have a proven track record of successfully helping manufacturers of analytical instruments to expand their market share in Asia and Australia and are confident of fulfilling Setaram's great market potential. Their instruments have unique qualities, like a temperature range of -200°C up to 2400°C or a 3D detector with the highest sensitivity on the market. Therefore, we look forward to introducing them to our customers in Australia and Japan."

This agreement will positively strengthen DKSH Technology's position as the leading provider of Market Expansion Services for analytical

instruments in Asia and Australia.

About Setaram Instrumentation

Setaram Instrumentation (Caluire, France) is a leading manufacturer and supplier of high-performance thermal analyzers, calorimeters, gas sorption and high pressure mass spectroscopy instruments and offers complete and dedicated solutions for different applications such as Pharmaceuticals & Life Science, Advanced Materials, Energy or Process Safety.

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 750 business locations in 35 countries – 720 of them in Asia – and 27,600 specialized staff, DKSH generated net sales of CHF 9.8 billion in 2014.

In 2015, DKSH celebrates its 150th anniversary. 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 17 countries and around 1,240 specialized staff, including 450 service engineers, Business Unit Technology generated net sales of CHF 350 million in 2014.

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