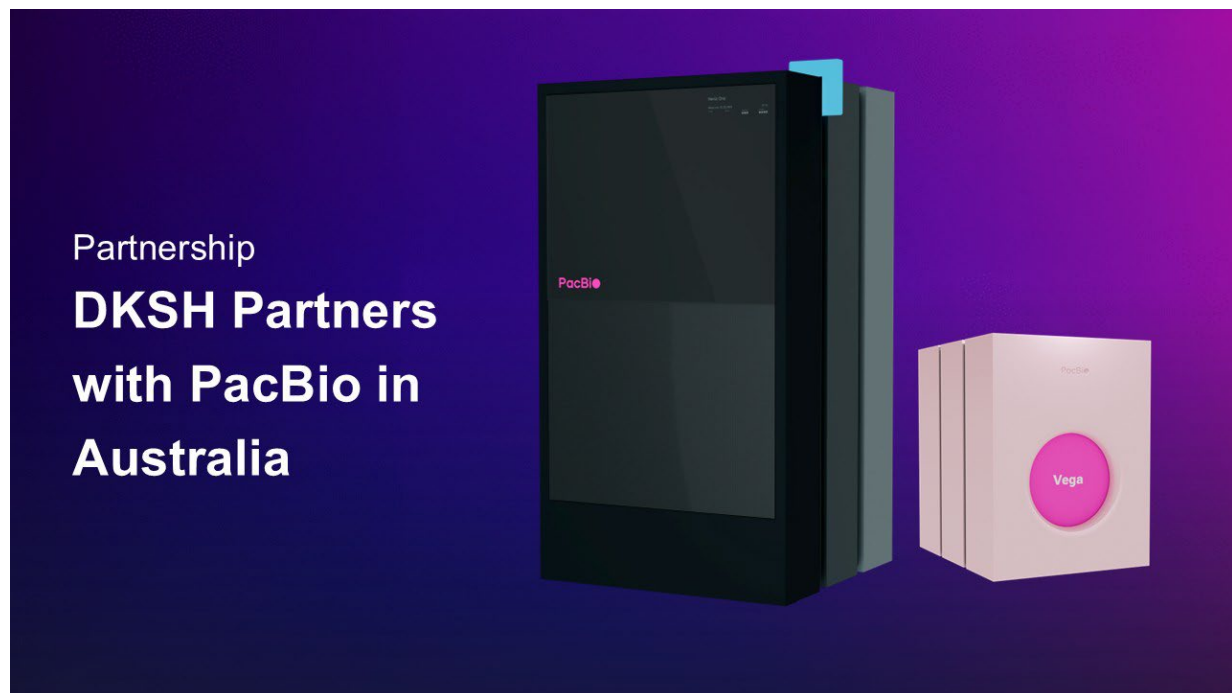


Media Release**DKSH and PacBio Announce Exclusive Partnership to Expand Access to High-Fidelity Long-Read Sequencing in Australia**

DKSH has entered a partnership with PacBio, a leading developer of sequencing solutions, to distribute their products in Australia. Following the successful collaboration in other markets, DKSH will expand access to their genomic sequencing solutions for the Australian scientific community.



Sydney, Australia, July 29, 2025 – DKSH, a leading Market Expansion Services provider, has entered into an exclusive distribution agreement with PacBio, a global leader in next-generation sequencing, to bring its HiFi long-read sequencing technology to the Australian market. This partnership builds on an already successful collaboration between the two companies across Southeast Asia, where DKSH has been distributing PacBio's technologies in markets such as Thailand, Singapore, Vietnam, Indonesia, the Philippines, and Malaysia.

Through this strategic partnership DKSH will deliver end-to-end services, namely sourcing, market analysis, marketing and sales, distribution and logistics, as well as after-sales support, for PacBio's full portfolio of genomic sequencing solutions, including instrumentation, reagents, and consumables. The collaboration targets a broad range of applications, such as human and cancer genomics, biopharma, microbial research, as well as plant and animal genomics.

PacBio has pioneered sequencing technologies that merge the comprehensiveness of long reads with the precision of short reads. With this partnership, PacBio aims to expand its footprint in Australia, particularly in the clinical and oncology sectors, by leveraging DKSH's extensive scientific sales network and proven excellence in distribution and logistics.

James Miller, Regional Commercial Lead ANZ, PacBio, commented: “Partnering with DKSH is a strategic move for PacBio in Australia. DKSH’s extensive regional reach and deep expertise in life sciences empower us to accelerate access to our high-precision sequencing solutions. Together, we are poised to drive innovation and expand our impact across the genomics landscape. This partnership leverages DKSH’s robust presence in the Asia-Pacific region, particularly their strong distribution network in Australia, to enhance PacBio’s market reach and support for genomic research initiatives.”

“We are excited to expand our life sciences portfolio with PacBio’s cutting-edge technology and proud to help bring it to laboratories across Australia. This partnership means our customers can push the boundaries of their research and get results faster than ever, with HiFi sequencing innovations now happening on the benchtop”, said Dr Richard Speight, General Manager, Technology, DKSH Australia and New Zealand.

About PacBio

PacBio (NASDAQ: PACB) is a premier life science technology company that designs, develops, and manufactures advanced sequencing solutions to help scientists and clinical researchers resolve genetically complex problems. Their products and technologies stem from two highly differentiated core technologies focused on accuracy, quality, and completeness, which include their HiFi long-read sequencing and SBB® short-read sequencing technologies. PacBio’s products address solutions across a broad set of research applications, including human germline sequencing, plant and animal sciences, infectious disease and microbiology, oncology, and other emerging applications. www.pacb.com

About DKSH

For 160 years, DKSH has been delivering growth for companies in Asia and beyond across its Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, DKSH offers sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services, following its purpose of enriching people’s lives. DKSH is a participant of the United Nations Global Compact and adheres to its principles-based approach to responsible business. Listed on the SIX Swiss Exchange, DKSH operates in 36 markets with 28,060 specialists, generating net sales of CHF 11.1 billion in 2024. DKSH Business Unit Technology offers complete solutions for specialized scientific and industrial applications. With around 1,820 specialists, the Business Unit generated net sales of CHF 549 million in 2024. www.dksh.com/tec

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