

Media release

DKSH Expands Partnership with Binder in Vietnam

The nationwide expansion of the partnership with Binder, market leader in simulation chambers and incubators for scientific and industrial laboratory, is an opportunity to drive market share and future development in Vietnam.

Ho Chi Minh City, Vietnam, December 29, 2021 – DKSH Business Unit Technology has expanded the strategic partnership with Binder, a market leader in simulation chambers and incubators for scientific and industrial laboratory. Under the new expanded partnership, DKSH will provide marketing, sales, and after-sales services across Vietnam market.

DKSH has been a trusted partner of Binder in Thailand for more than 15 years. In June 2020, both parties entered a strategic partnership agreement across several Asian markets, including Northern Vietnam. Considering the growing market in Vietnam, DKSH's service scope has now been expanded to cover the whole nation.

Binder's technical solutions range from high-tech chambers for tempering, climatization, incubation, and simulation of environmental conditions that can be applied in various areas, including chemical, pharmaceutical, biotech, medicine, institutes, universities, test laboratories, food, electronics, plastics, building materials, and automotive industries. Binder's range of products is well-suited for routine applications, highly specialized work in research and development, production, and quality assurance.

Mr Robert Puschman, Managing Director, Business Unit Technology, DKSH Singapore, Malaysia and Vietnam, stated: *"Partnering with Binder in Vietnam during these years has opened many opportunities in providing simulation chambers and incubators for scientific and industrial laboratory. The nationwide expansion of our partnership with Binder will accelerate business growth, and I am looking forward to driving market share for Binder in Vietnam."*

About Binder

Binder is the world's largest specialist in simulation chambers for the scientific and industrial laboratory. Whether cold testing, heat testing, stress testing, stability testing or drying paint, when developing our products, we have but one goal: to provide the perfect solution for exactly your area of application in the scientific and industrial laboratory. Our clients include Bayer, BASF, Novartis, Aventis, Schering Plough, Max Planck Institute, Bayer Pharma, Byk Gulden, Boehringer Ingelheim, DKFZ, Daimler, Bosch, Siemens, Toyota, Philip Morris, Kraft Food, Nestlé and many more!

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

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