

Media release

DKSH Forms Strategic Relationship With Quantabio in Thailand

DKSH has signed a new partnership with Quantabio, a leading provider of DNA and RNA reagents for molecular testing applications in life science research, in Thailand.

Bangkok, Thailand, June 7, 2023 – DKSH Business Unit Technology has signed an agreement with Quantabio, LLC. DKSH will provide full Market Expansion Services, including market insights, marketing and sales, distribution and logistics, and after-sales services across Thailand.

Based in Beverly, Massachusetts, Quantabio is a leading provider of advanced DNA and RNA amplification reagents for the most demanding molecular testing applications in applied, translational, and life science research. This agreement will cover full range of innovative Quantabio products including DNA/RNA extraction kit, PCR reagent, real-time qPCR reagent, NGS library prep kit, and Q instrument. With its well-established footprint in Thailand, DKSH will further help Quantabio penetrate other potential industries while increasing its market share.

"DKSH has a systematic approach to market expansion and a strong focus in the life sciences segment as well as an extensive business network in Thailand. With their strong expertise in application, marketing, and after-sales support, we believe that DKSH is the right partner that we can rely on to help us expand the business to other potential industries and strengthen our growth goals," said Dr. Ruth Rottschmidt, Senior Director Sales AMEA Quantabio.

Oliver Hammel, Vice President, Business Unit Technology, DKSH Thailand, commented: "The partnership with Quantabio helps expand our life sciences portfolio and accelerate our growth for the consumables business which are the key focus areas for DKSH Technology. We look forward to delivering growth and achieving success together with Quantabio."

About Quantabio

Quantabio is a leading provider of advanced DNA and RNA amplification reagents for the most demanding molecular testing applications in applied, translational and life science research. For over 20 years, the Quantabio team has been developing pioneering amplification technologies to deliver cutting-edge products to researchers focused on critical PCR, qPCR and Next-Generation Sequencing (NGS) based applications. Based in Beverly, Mass., Quantabio offers a growing portfolio of products through its international sales operations, as well as a global network of distributors and commercial service providers. For more information, please visit www.quantabio.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. 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 37 markets with 32,600 specialists, generating net sales of CHF 11.3 billion in 2022. The DKSH Business Unit Technology offers complete solutions for specialized industrial applications. With around 1,690 specialists, the Business Unit generated net sales of CHF 513.2 million in 2022. www.dksh.com/tec

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