

Media release

DKSH is Waters' new Official Distributor in Thailand

DKSH and Waters have signed a distribution agreement to promote Waters' wide range of laboratory equipment and analytical instruments in Thailand. This partnership is in line with the strategic focus of DKSH Business Unit Technology to solidify its position as a leading integrated solutions provider for the scientific instrumentation market.

Bangkok, January 25, 2022 – DKSH Business Unit Technology has entered into a distribution agreement with Waters, a global manufacturer of analytical instruments, software, and precision chemistries. DKSH will provide marketing, sales, and after-sales services for Waters' wide range of lab instruments and products in Thailand.

Waters is a global leader in analytical instruments and software, offering a wide selection of innovative products including chromatography, mass spectrometry, and thermal analysis innovations serving the pharma, biopharma, academia and research, food, materials science, forensic and toxicology, environmental, and other related industries.

"Deliver benefits is our mission and we achieve that by helping our customers adopt relevant and innovative technologies in their laboratories to attain operational efficiency, innovation, and profitability. We are very confident that DKSH, by virtue of their experience in the local market and strong commitment to their customers, is the right local business partner to accomplish our mission in Thailand," said Krishna P Kodoth, General Manager of Southeast Asia, Waters Corporation.

Adrien Kehlstadt, Senior Director, Business Unit Technology, DKSH Thailand, commented: "We are confident to grow the market leveraging our good sales coverage, strong application support, and best-in-class after sales services. We are convinced that this distribution partnership will help strengthen both companies' leadership in the scientific instrumentation industry."

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:

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