



## **MEDIA RELEASE**

**DKSH and MANTECH enter partnership agreement covering South East Asia, Australia, and New Zealand**

**DKSH Management Ltd.  
Date: December 13, 2011**

**DKSH, the leading Market Expansion Services company with a focus on Asia, and Canadian-based analytical equipment maker MANTECH signed an exclusive agreement for DKSH to distribute MANTECH's analysis equipment in Thailand, Singapore, Malaysia, Philippines, Australia, and New Zealand.**

Zurich, Switzerland, December 13, 2011 – Through this exclusive distribution agreement, DKSH will expand MANTECH's market presence and market share through value-added Market Expansion Services such as in-depth market research, strategic sales and marketing, distribution, and reliable after-sales services, leveraging its comprehensive network of local companies and universities, specifically in research.

MANTECH's strength lies in the development and manufacture of analysis equipment for laboratory and process analytics. In only a few years, over 1,200 MANTECH systems have been installed around the world, demonstrating the appeal of its systems as a result of its ability to generate accurate and precise results.

Robert V. Menegotto, President of MANTECH, said: "DKSH's unparalleled distribution network and expertise in South East Asia, coupled with its commitment for excellent customer service by technically trained chemists and engineers, was the foundation for our decision to select DKSH for this partnership. We are confident that DKSH's superior support and service will enhance the trust that our customers have in MANTECH's solutions and we are looking forward to many years of fruitful cooperation with DKSH."

Adrian Eberle, Head of DKSH Technology, commented: "I'm convinced that MANTECH's highly efficient technology will meet with great interest in South East Asia, Australia, and New Zealand. MANTECH's core competencies lie in their product development and manufacturing, and they are outsourcing the rest to DKSH, entrusting us to help them grow the awareness, market share, and revenue for their high-quality analytical equipment. We are looking forward to represent this company and a profitable partnership in South East Asia, Australia, and New Zealand."



#### **About MANTECH**

MANTECH INC. is a leading manufacturer of automated multi-parameter, titration, BOD (Biochemical Oxygen Demand) and COD (Chemical Oxygen Demand) analysis equipment for both laboratory and process analytics. MANTECH continues to invest in research and development, technical support, and valued-added products and services. With its base in Canada's technology triangle, MANTECH is a leader in the technology business, delivering optimized laboratory and process analytical solutions. For further information, please visit: [www.mantech-inc.com](http://www.mantech-inc.com)

#### **About DKSH**

DKSH is the leading Market Expansion Services Group 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.

With 610 business locations in 35 countries – 590 of them in Asia – and over 23,000 specialized staff it is one of the top 20 Swiss companies ranked by sales and employees. In 2010, DKSH generated a Transaction Value of nearly CHF 10 billion.

DKSH's **Business Unit Technology** is the leading provider of Market Expansion Services involving technical solutions for capital investment goods and analytical instruments. DKSH Technology's field of competence includes the manufacturing and production, energy, research, food and beverage, advanced metals, and infrastructure sectors with a service portfolio that includes market entry consultancy, project financing, product planning, marketing, sales, application engineering, product sourcing, and after-sales services.

With 89 business locations in 17 countries and over 1,200 specialized staff, Business Unit Technology generated a Transaction Value of around CHF 558 million in 2010.

#### **For further information, please contact:**

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