

## **MEDIA RELEASE**

### **DKSH signs up with Freeman Technology in Singapore, Malaysia, Thailand and Taiwan**

**DKSH, the leading Market Expansion Services, and Freeman Technology sign an exclusive representation agreement for Singapore, Malaysia, Thailand, and Taiwan.**

**DKSH Technology Sdn Bhd**

**Date: June 13, 2011**

Freeman Technology's FT4 Powder Rheometer is a universal powder tester that uses patented dynamic methodology, fully automated shear cells and several bulk property tests to quantify powder properties in terms of flow and processability. With the signing of the exclusive representation agreement between DKSH and Freeman Technology, DKSH's dedicated sales and services teams will be providing Freeman Technology with top-notch Market Expansion Services, such as sales, marketing, project management, and after-sales services, in Singapore, Malaysia, Thailand, and Taiwan.

Tim Freeman, Director of Operations at Freeman Technology, looks forward to expanding into these dynamic markets: "Freeman Technology has been working in powder characterization for the past 10 years and today the FT4 Powder Rheometer is used all around the world. While a dedicated team at our headquarters in the UK provides excellent sales and technical support to customers everywhere, there is now so much interest in Asia that the time is right for us to extend the local services we offer. I am delighted to be working with such long established and well respected companies as DKSH."

Nick Grantham, Managing Director at DKSH Technology in Malaysia, says: "We are extremely pleased to represent Freeman Technology's FT4 Powder Rheometer in Singapore, Malaysia, Thailand, and Taiwan. The FT4 Powder Rheometer is an excellent solution to quantify powder properties, that I am confident will do extremely well in Asia."

#### **About Freeman Technology**

Freeman Technology is a specialist company pioneering the measurement and understanding of powders and their flow properties. Founded in 1989, the company developed the novel, patented technology that forms the core of its Powder Rheometer system at its design and manufacturing centre in Worcestershire, UK where all manufacturing takes place in an ISO 9001:2008 accredited environment. Research into understanding powder behavior is central to the company's business strategy.

The FT4 Powder Rheometer is a universal powder tester that provides three complementary approaches in a single instrument: measurement of

bulk properties including permeability, bulk density and shear property determination with automated shear cells; and dynamic flowability using patented methodology. In April 2007 the company received the Queen's Award for Enterprise in Innovation.

Freeman systems are installed around the world in a diverse range of industries. Applications range from optimizing new formulations and improving the efficiency of manufacturing processes to the establishment of QC criteria for raw materials, intermediates and final product.

### **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 22,500 specialized staff it is one of the top 20 Swiss companies ranked by sales and employees. In 2010, DKSH generated annual gross revenues of 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 1,200 specialized staff, Business Unit Technology generated annual gross revenues of CHF 558 million in 2010.

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