



## **MEDIA RELEASE**

**DKSH and XiGo Nanotools sign up in Taiwan, Thailand, Singapore, and Malaysia**

**DKSH, the leading Market Expansion Services provider with a focus on Asia, and US instrument manufacturer XiGo Nanotools sign an exclusive contract for Taiwan, Thailand, Singapore, and Malaysia.**

**DKSH Taiwan Ltd.**

**Date: May 31, 2011**

XiGo Nanotools is a technology company that provides innovative solutions to help scientists better understand nanoparticle structure and is the only company which utilizes NMR technology for particle surface analysis. Compared to traditional methods, XiGo is considerably more cost-friendly and requires less maintenance services. It delivers highly reliable testing results and is able to analyze undiluted liquids, taking less than 10 minutes where traditional methods take 10 hours. XiGo's major application areas include pharmaceuticals, energy storage, milling and grinding, cosmetics, paints, electronics, and cements.

DKSH's dedicated sales and services teams offer XiGo top-notch Market Expansion Services and provide sales, marketing, project management, and after-sales services. The partnership with DKSH enables XiGo to react quickly to local opportunities, and build upon DKSH's established reputation in the instruments market, benefitting from the strong network in Taiwan, Thailand, Singapore, and Malaysia.

Sean Race, President of XiGo Nanotools, says: "We are delighted to add DKSH to the XiGo distribution team. DKSH is a well known provider of instruments to measure nanoparticles in Asia, with a team of sales and support professionals in this region without equal. We share DKSH's vision of XiGo's future in Asia, and look forward to a long and prosperous relationship."

Jacky Lin, Department Manager of Research Instruments at DKSH Taiwan, emphasizes: "XiGo's highly efficient technology will meet with great interest Taiwan, Thailand, Singapore, and Malaysia. XiGo has a strong customer-focused approach, and we are looking forward to a fruitful and successful cooperation."

### **About Xigo Nanotools**

Founded in 2005, XiGo Nanotools provides innovative measurement products for the emerging nanomaterials industry. XiGo tools, like the Acorn Area™, are designed to easily and cost-effectively measure industrially relevant materials with little or no sample preparation. XiGo distributors can be found in the U.S., Europe, Asia, and parts of the Middle East.

### **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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