

MEDIA RELEASE

DKSH and Garmen Technologies have signed exclusive distributorship agreement for “PharmaLIBS 250” in Japan

DKSH Japan K.K.

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DKSH, the leading Market Expansion Services provider with a focus on Asia, and Canadian scientific research equipment manufacturer Garmen Technologies have entered into an exclusive distribution partnership for “PharmaLIBS™ 250” in Japan.

Tokyo, Japan, September 1, 2011 – DKSH and Garmen Technologies have signed an exclusive agreement for the distribution of “PharmaLIBS 250”, a pharmaceutical analysis instrument, in Japan. Under the arrangement, DKSH will provide Garmen Technologies with Market Expansion Services such as market research, sales and marketing, distribution, and after-sales services to help the company gain access to the Japanese pharmaceuticals market and to enhance awareness of this new product.

“PharmaLIBS 250” is an innovative, patented, laser-based analytical instrument designed for rapid, reliable testing of solid and oral dosage pharmaceuticals. It employs a unique analytical technique called “Laser Induced Breakdown Spectroscopy (LIBS)” for pharmaceutical analysis. The instrument is able to analyze any matter regardless of its physical state, be it solid, liquid, or gas, in less than a minute. It increases productivity through multiple innovation features, such as 2D and 3D special resolution, ability to segregate components in depth throughout the tablet, performs multiple-elemental measurements, and requires no sample preparation. At the same time, it is a “plug and play” instrument that is mobile, easy-to-use, safe, and has no hidden installation cost.

Dr. G. Sam Sammane, President & CEO of Garmen Technology stated: “We are very pleased to establish this partnership with DKSH, whose reputation for sales, marketing, and customer service in Japan is impeccable. We are looking forward to benefiting from DKSH's in-depth industry expertise and comprehensive network in Japan, which will support us in penetrating the world's second largest pharmaceuticals market.”

Dr. Peter Kaemmerer, President of DKSH Japan, added: “We are delighted that Garmen has chosen DKSH as the partner for its expansion project in Japan. The company's innovative product “PharmaLIBS 250” will appeal to Japanese pharmaceuticals companies as it enables rapid and easy clarification of tablet uniformity in the development of drugs. It is very likely that blend uniformity will become an important aspect in ensuring higher quality of pharmaceutical drugs in the near future. We are confident of the excellent sales and market potential of PharmaLIBS 250 in Japan.”

About Garmen Technology

PharmaLaser is a spin-off of the National Research Council's Industrial Material Institute (NRC-IMI, Canada), whose LIBS team is one of the most active worldwide.

In 2011, PharmaLaser was acquired by Garmen Laboratory (Canada). Garmen provides a wide range of solutions that help to detect, identify and quantify trace-level chemical components in Nutraceutical, Food and Pharmaceuticals. With nearly 35 years of experience, the company is offering its services to a broad range of industrial, institutional and governmental agencies.

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.

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