

DKSH Australia signs TITECH, the world-leading supplier of automatic sorting solutions

DKSH Australia Pty. Ltd.

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DKSH , the leading Market Expansion Services provider, and TITECH sign an exclusive representation agreement for Australia and New Zealand

Hallam, January 19, 2011 – As of January 1, 2011, DKSH Australia Pty. Ltd. becomes the exclusive sales representative of TITECH AS for Australia and New Zealand. The agreement with DKSH covers the services of full time professional TITECH service technicians who reside in Australia. DKSH and TITECH offer their client base a high service level to ensure plant uptimes are not compromised.

TITECH has pioneered the sensor based waste sorting technologies and is known as the world's leading supplier of automatic sorting solutions. Waste handling is one of the most severe environmental issues facing our society. TITECH contributes to tackling this problem by fulfilling one of the most important steps in the recycling chain: providing pure fractions for material and energy recycling.

DKSH Australia is a market leader within Australia and New Zealand for Resource Recovery and Recycling technologies and has installed over 35 sensor based sorting machines into the region in the last four years alone.

DKSH Australia's Business Manager Environmental Technologies Eric Paulsen comments: "We are very proud to be able to work with TITECH. By installed machines TITECH is leading in the sector of automatic sorting technologies for resource recovery. Due to their wide range of experience on applications worldwide, TITECH solutions are on the forefront of technology and service.

With this agreement, DKSH Australia is now able to offer its clients a fully complemented range of sorting solutions covering any sorting technology from MRF (kerbside collection), waste sorting, energy from waste, metal sorting right through to glass, industrial minerals and X-ray sorting. "

Tom Eng, TITECH's Global Sales Director, adds: "There is increasing demand in both Australia and New Zealand for our waste sorting technology, so it was important for us to establish a partnership with a company that would provide the ideal platform for us to grow in both nations. DKSH has an outstanding reputation and is a leader in its field, making it an excellent company for us to partner with. The expertise and excellence of its people and processes, combined with our world-class technology, will allow us to ensure the effectiveness of our sorting systems and their ongoing support for all customers in the region."

About TITECH

TITECH is a global market leader in sensor-based analysis and sorting solutions. The company's technology is applied in the recycling, mining and food industries under the brand names TITECH, CommodasUltrasort and Odenberg respectively.

TITECH is known as the world leader in this field. Founded in 1993, TITECH developed the world's first NIR (Near InfraRed) sensor for waste sorting applications. Today there are more than 2500 TITECH units in operation in 30 countries. Right from the start, TITECH has invested substantial resources in developing sorting technology geared to the needs of a changing world.

Profile DKSH Group

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 560 business locations in 35 countries – 20 of them in Europe and the Americas – and 22,000 specialized staff it is one of the top 20 Swiss companies ranked by sales and employees. In 2009, DKSH generated annual gross revenues of CHF 8,600 million.

About DKSH Australia's Business Unit Technology

Business Unit Technology is a leading supplier of industrial services and technologies, providing systems, independent or integrated equipment and products. Specialists in recycling and resource recovery, electrical equipment, scientific research, laboratory equipment, industrial air compressors, plastics processing, and packaging. DKSH can offer the full value chain, from sourcing, marketing and sales, custom manufacturing, warehousing, distribution and logistics to quality insurance, after-sales services, and project management.

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