



Press release



## **DKSH and LUM GmbH extend strategic partnership in the APAC region**

**DKSH has further fortified its strategic partnership with LUM GmbH, a globally recognized expert in scientific and measurement-technology, across key markets in the APAC region.**

Singapore & Berlin, April 3, 2024:

DKSH Business Unit Technology has expanded its partnership with LUM GmbH, a leading provider of world-class instruments in the fields of Dispersion Analysis, Stability Analysis, Separation Analysis, Particle Sizing and Materials Testing. DKSH will provide sales, marketing, application support, and after-sales services in Indonesia, Philippines, Thailand, and Vietnam, in addition to our existing partnerships in Malaysia and Singapore.

LUM is a renowned authority in scientific and measurement-technology expertise, specializing in particle characterization, stability evaluation of suspensions and emulsions, determination of adhesive strengths and quality assurance and process optimization. Their solutions extend across diverse sectors including industrial, food, cosmetics, pharmaceutical enterprises, and academia. 'Made by LUM' analytical instruments are standard in R&D and QA/QC departments, enabling successful product development and formulation. Recognized for patented technologies and application science studies, LUM serves as a scientific partner, sponsor, and contributor in various international standards organizations and technology promotion initiatives.

“LUM is delighted to partner with DKSH. With their proven track record, extensive experience, and status as the number one distributor in the region, they are our ideal partner to expand in the APAC region. Their expertise in sales, marketing, application, and after-sales support guarantees the effective penetration of our innovative solutions across industries. Together with DKSH, we are bringing cutting-edge technologies to our valued customers” said Susanne Lerche-Merchant, CEO, LUM GmbH.

Marco Farina, Senior Director, Business Development and Center of Excellence, commented: “We are excited to further strengthen our collaboration with LUM, a valued and long-lasting partner. By incorporating their complementary products into our existing material science portfolio, we aim to enhance our offerings and provide comprehensive solutions to our customers. This partnership underscores our commitment to innovation and meeting the evolving needs of key market segments such as food, pharmaceuticals, biotechnology, cosmetics, batteries, and electronics. Together with LUM, we look forward to driving growth and delivering exceptional value to our customers.”

### **About LUM GmbH**

LUM GmbH was founded in 1994 by the Managing Director Prof. Dr. Dr. Dietmar Lerche as innovative development, production and service corporation. The headquarters are located in Berlin, Germany. The company has an office and application laboratory in France and three subsidiaries: LUM Corporation, USA, LUM (Jiangsu) Instruments Co. Ltd, China, and LUM Japan Co., Ltd.

LUM GmbH consists of a highly qualified, multidisciplinary team of scientists, technicians and engineers. Scientific and measurement-technology expertise has been obtained for decades in:

- Particle characterization
- Analysis of suspensions and emulsions, including stability evaluation
- Determination of adhesive and bonding and strengths
- Quality assurance and process optimization.



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This knowledge and its continuous extension form the basis for customer-oriented problem solving, product developments and services for our national and international customers, working in larger industrial, food, cosmetics, pharmaceutical enterprises and increasingly in the academic sector. The innovative analytical instruments 'made by LUM' are part of standard laboratory equipment in many R&D and QA/QC departments. LUM instruments enable our customers successfully to develop and formulate new and improved products and introduce them onto the market, following our slogan:

The Next STEP in Dispersion Analysis and Materials Testing. <https://www.lum-gmbh.com/>

#### **About DKSH**

DKSH's purpose is to enrich people's lives. For almost 160 years, DKSH has been delivering growth for companies in Asia and beyond across its Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, DKSH offers sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. DKSH is a participant of the United Nations Global Compact and adheres to its principles-based approach to responsible business. Listed on the SIX Swiss Exchange, DKSH operates in 36 markets with 29,040 specialists, generating net sales of CHF 11.1 billion in 2023. DKSH Business Unit Healthcare distributes pharmaceuticals, consumer health, and over-the-counter products as well as medical devices. With around 8,140 specialists, the Business Unit generated net sales of CHF 5.6 billion in 2023. [www.dksh.com/hec](http://www.dksh.com/hec)

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