



PRESS RELEASE

DKSH and Hygiena® Expand Partnership to Deliver Food Safety and Health Diagnostics Solutions in Malaysia

DKSH has expanded its exclusive partnership with Hygiena®, a global leader in food safety and health diagnostics, to include Malaysia. Following successful collaborations in Cambodia, Laos, and Myanmar, DKSH will leverage its market expansion services to enhance Hygiena’s presence and drive growth in the Malaysian market.

Camarillo, California (January 20, 2025) – DKSH Business Unit Technology has formed a partnership with Hygiena, a prominent provider of rapid microbial detection, monitoring, and identification solutions. Under this agreement, DKSH will offer comprehensive market analysis, marketing, sales, distribution, and after-sales services, ensuring Hygiena’s cutting-edge products reach key industries in Malaysia.

Hygiena’s innovative products, including Adenosine Triphosphate (ATP) Cleaning Verification systems, are engineered to uphold stringent hygiene standards and ensure safety across diverse industries. Through this expanded partnership, Hygiena aims to strengthen its market presence and enhance its brand reputation by leveraging DKSH’s deep local expertise and robust distribution network. DKSH’s comprehensive services will span critical sectors such as food and beverage, healthcare, hospitality, pharmaceutical manufacturing, water quality testing, cosmetics and personal care, transportation and logistics, and educational institutions.

“We are excited to expand our partnership with DKSH in Malaysia, building on our successful collaborations in Cambodia, Laos, and Myanmar. DKSH’s proven expertise and strong market presence make them an ideal partner to help us deliver our innovative diagnostic solutions, ensuring safety and compliance across essential sectors in Malaysia,” said Khun Surada Ketruang, Regional Sales Manager, SEA at Hygiena.

Robert Puschmann, Vice President, Business Unit Technology, Singapore, Malaysia, and Vietnam, Digital and Operational Excellence at DKSH, remarked: “Expanding our partnership with Hygiena into Malaysia is a testament to the strong collaboration we’ve built. This exclusive partnership perfectly aligns with our commitment to delivering advanced technological solutions. By leveraging DKSH’s market expertise and extensive distribution network alongside Hygiena’s innovative products, we are confident in driving mutual growth and meeting the evolving needs of our customers in Malaysia.”

About Hygiena

Hygiena’s mission is to create innovative diagnostics for a healthier world. They develop, produce and provide best-in-class One Health Diagnostics® solutions from farm to fork to their global customer bases. As one of the few organizations in the world to uniquely focus on food safety throughout the value chain, the company maintains the belief that the health of people is closely connected to the health of animals in the shared environment. Hygiena’s molecular rapid tests and analysis tools for food and beverage safety, veterinary diagnostics and environmental monitoring help prevent illness, save lives and contribute to making the world a safer place. As the global leaders in rapid diagnostic tests, they provide solutions that are reliable, easy to use and accurate, backed by industry-leading customer service and support. With a sizeable global presence, Hygiena is headquartered in Camarillo, California with numerous offices and customer application centers in the Americas, Europe, Africa, Asia and Australia. They also partner with over 180 distributors in more than 100 countries worldwide.

www.hygiena.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 Technology offers complete solutions for specialized scientific and industrial applications. With around 1,760 specialists, the Business Unit generated net sales of CHF 532.6 million in 2023. www.dksh.com/tec

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