

## **MEDIA RELEASE**

**DKSH and Hurco sign distributorship agreement in Taiwan, Vietnam, and Thailand**

**DKSH, leading Market Expansion Services provider with focus on Asia, and Hurco South East Asia are fully committed to expanding the reach of Hurco's machine tool and control technologies for the metal cutting and forming industry in Vietnam, Taiwan, and Thailand.**

**DKSH Technology Co.,Ltd (Vietnam)**

**Date: June 22, 2011**

Ho Chi Minh City, June 22, 2011 — Hurco is a leader in providing manufacturing technology, including vertical machine centers, turning centers, and advanced control software to the metal cutting industries. With the signing of the distributorship agreement between DKSH and Hurco, DKSH's sales and services teams dedicate themselves to expanding Hurco's customer base and boost their sales in Vietnam, Taiwan, and Thailand, by providing comprehensive Market Expansion Services, such as sales, marketing, project management, and after-sales services.

"Hurco is committed to strengthening our channels in Asia and I am confident DKSH will help us achieve our goals," said John Donlon, Executive Vice President of Worldwide Sales and Service for Hurco Companies, Inc.

"We are very pleased to partner with Hurco," says Dr. Adrian Eberle, Executive Vice President Business Unit Technology from DKSH. "The powerful combination of our two companies creates unique opportunities to boost Hurco's market presence in Vietnam, Taiwan, and Thailand."

### **About Hurco (S.E.Asia) Pte. Ltd.**

Hurco (S.E.Asia) Pte. Ltd, incorporated in Singapore since 1991, is a wholly owned subsidiary of Hurco Companies, Inc. Hurco (S.E.Asia) is responsible for all sales and distribution activities of Hurco products in the Asia Pacific regions, excluding China and India.

Hurco Companies, Inc. is an industrial technology company that designs and produces interactive computer controls, software and computerized machine tools for the worldwide metal cutting and metal forming industry. The end market for the Company's products consists primarily of independent job shops and short-run manufacturing operations within large corporations in industries

such as aerospace, defense, medical equipment, energy, transportation and computer equipment. The Company is based in Indianapolis, Indiana, with manufacturing operations in Taiwan and China, and sells its products through direct and indirect sales forces throughout North America, Europe, and Asia. The company has sales, application engineering support and service subsidiaries in Canada, China, England, France, Germany, India, Italy, Poland, Singapore, South Africa, South Korea and the United States of America.

### **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.

### **For further information please contact:**

#### **DKSH Technology Co.,Ltd (Vietnam)**

Daniel Meyer, General Manager

2nd Floor, Etown 2 Building, 364 Cong Hoa Street, Tan Binh District

Ho Chi Minh City, Vietnam

Phone +84 8 38125806 Ext 620, Fax +84 8 38125807  
daniel.meyer@dksh.com, [www.dksh.com/technology](http://www.dksh.com/technology)