

Media release

DKSH acquires medical device distributor in Cambodia

DKSH, the leading Market Expansion Services provider with a focus on Asia, today announced the acquisition of Europ Continents Cambodia, a major provider of medical devices, in vitro diagnostic and laboratory products in Cambodia. As one of the fastest-growing companies in Cambodia, DKSH further strengthens its leading position in the healthcare sector with this transaction and drives forward the consolidation of the Market Expansion Services industry in Asia.

Zurich, Switzerland, January 24, 2017 – Founded in 1993 in Phnom Penh, Cambodia, Europ Continents Cambodia employs 90 specialists. The company is profitable and distributes products from renowned international clients including Philips, B. Braun, Horiba and Agilent. Europ Continents Cambodia offers for its clients the full range of services from marketing to sales, distribution, logistics and after-sales services.

Europ Continents Cambodia will gradually be integrated in DKSH's operations. The company's well-regarded management team as well as its employees will stay with DKSH. Both parties have agreed not to disclose the purchase price of the transaction. With the immediately earnings accretive acquisition of healthcare distributor Europ Continents Cambodia, DKSH expands its market leadership to the medical device, in vitro diagnostic and laboratory products sectors in Cambodia and reinforces its position as the leading healthcare provider in Asia.

DKSH has been present in Cambodia for more than 60 years and ranks among the largest local companies. Throughout its four Business Units, Consumer Goods, Healthcare, Performance Materials and Technology, DKSH employs more than 1,400 specialists across the country. Thanks to its highly capable distribution network, even the most remote parts of Cambodia are covered.

Dr. Joerg Wolle, President & CEO of DKSH, said: "With the acquisition of Europ Continents Cambodia, we are strengthening our position as the market leader in Cambodia; a country that is among the fastest-growing markets in Asia. As we expand our portfolio of medical devices and laboratory products, we can offer our customers an even broader range of healthcare products and services out of one hand. With that, we also underline our conviction in the strong economic future of the region."

Jean Marc Beaujolin, Chairman of Europ Continents Holding, added: "For more than 20 years, we have established ourselves as a trustworthy partner for international medical device manufacturers in Cambodia. With this acquisition, DKSH will improve its leading market position by providing our clients and customers access to even more growth opportunities. DKSH will further invest in our operations, our IT platform and our expertise."

About DKSH

DKSH is the leading Market Expansion Services provider 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. Publicly listed on the SIX Swiss Exchange since 2012, DKSH is a global company headquartered in Zurich. With 770 business locations in 36 countries — 740 of them in Asia — and 28,300 specialized staff, DKSH generated net sales of CHF 10.1 billion in 2015. DKSH was founded in 1865. With strong Swiss heritage, the company has a long tradition of doing business in and with Asia and is deeply rooted in communities and businesses across Asia Pacific.

DKSH Business Unit Healthcare is the leading Market Expansion Services provider for healthcare companies seeking to grow their business in Asia. Custom-made offerings comprise registration, regulatory services, market entry studies, importation, customs clearance, marketing and sales, capillary physical distribution, invoicing and cash collection. Products available through DKSH Healthcare include pharmaceuticals, consumer health and over-the-counter (OTC) products as well as medical devices. With 140 business locations in 13 countries and around 9,590 specialized staff, Business Unit Healthcare serves over 150,000 customers and generated net sales of CHF 5.0 billion in 2015.

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