

Media release

DKSH brings Santen's innovative ophthalmic products to Myanmar

DKSH, the leading Market Expansion Services provider with a focus on Asia, and Santen Pharmaceutical Asia Pte. Ltd., a leading ophthalmology company from Japan, have signed an agreement to provide distribution and logistics services to their innovative ophthalmic products to relieve vision problems for people in Myanmar.

Yangon, Myanmar, July 14, 2017 – DKSH Business Unit Healthcare, the leading Market Expansion Services provider for healthcare companies seeking to grow their business in Asia, will provide distribution and logistics services for Santen across pharmacies, hospitals and clinics in Myanmar. This partnership will bring antibacterial ophthalmic solutions as well as treatments for dry eyes, glaucoma and ocular hypertension to patients in Myanmar.

DKSH has over 20 years of experience in the Myanmar healthcare market, serving most of the leading healthcare companies. DKSH will provide Santen's products nationwide with its capillary distribution network and state of the art distribution centers including activation services by DKSH's well-trained sales teams. With its capacity to reach 95% of patients in Myanmar within 24 hours, Santen's products will reach people in both urban and rural areas.

In 2016, DKSH tripled the size of its healthcare distribution center in Yangon. The upgraded facility, which opened in December 2014, supports clients in responding to the increased demand for healthcare products in the booming healthcare market in Myanmar.

Phillip Wray, Vice President Healthcare, DKSH Myanmar, commented: "Myanmar's fast-growing middle class is increasingly expecting high-quality treatment options, like the ones provided by Santen. This new partnership will bring innovative ophthalmic products to Myanmar and improve daily lives for people in Myanmar."

The agreement, which further drives inner Asian trade, is an extension of a collaboration that covers Hong Kong since 2015. The collaboration will further strengthen DKSH's market position in the region while contributing to the Group's overall earnings and profitability over time.

About Santen

As a specialty company dedicated to the ophthalmic field, Santen carries out research, development, sales and marketing of pharmaceuticals. Santen is the market leader in Japan for prescription ophthalmic pharmaceuticals and sells products in approximately 60 countries. As a leading company in the field of ophthalmology, Santen aims to contribute to society by supplying valuable products and services to satisfy unmet medical needs. For more details, please see Santen's website www.santen.com

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 780 business locations in 36 countries – 750 of them in Asia – and 30,320 specialized staff, DKSH generated net sales of CHF 10.5 billion in 2016. 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

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pharmaceuticals, consumer health and over-the-counter (OTC) products as well as medical devices. With 120 business locations in 13 countries and around 9,740 specialized staff, Business Unit Healthcare serves over 150,000 customers and generated net sales of CHF 5.5 billion in 2016.

For further information please contact:

DKSH (Myanmar) Ltd.

Kyaw Swar
Brand Champion, Myanmar
Phone +95 1 8565 270
kyaw.swar.bc@dksh.com

DKSH Business Unit Healthcare

Kalle Siebring
Manager, Group Communications
Consumer Goods and Healthcare
Phone +66 2 220 9739
kalle.siebring@dksh.com