

Media release

Otsuka extends partnership with DKSH in Hong Kong

DKSH, the leading Market Expansion Services provider with a focus on Asia, and Otsuka Pharmaceutical, a renowned Japanese pharmaceutical company, have extended their existing partnership to also provide trade marketing and sales, distribution and logistics services in both the Hong Kong and Macau markets.

Hong Kong, September 6, 2018 – DKSH Hong Kong, the leading Market Expansion Services provider for companies seeking to grow their business, has extended its partnership with Otsuka Pharmaceutical Hong Kong to bring their products Oronine H Ointment and The WiseMan's Dining to local consumers in Hong Kong and Macau.

Both Otsuka Pharmaceutical and DKSH have been working closely in the past ten years through partnerships in Cambodia, Laos, Myanmar and Thailand. The extended collaboration in Hong Kong and Macau emphasizes the long-standing relationship between the two companies and reinforces the strong position and presence of DKSH in Asia.

"We are thrilled to extend our existing partnership with Otsuka. We see the potential of the over-the-counter markets for Japanese brands in Hong Kong," commented Grace Lau, Vice President, Healthcare, Greater China and Korea, and Head Country Management, DKSH Hong Kong. "With our expertise in Market Expansion Services, we are the right partner for Otsuka and we are highly confident that we will drive sales growth for them."

"DKSH has always been our strategic business partner when expanding our reach to other markets in Asia. Working with DKSH offers significant synergies for Otsuka Hong Kong and increases the efficiency in our daily operations. We look forward to having yet another year of outstanding results together with DKSH," said Sano Haruka, Managing Director, Otsuka Pharmaceutical Hong Kong Limited.

About Otsuka Pharmaceutical Co., Ltd.

Otsuka Pharmaceutical is a global healthcare company with the corporate philosophy: "Otsuka-people creating new products for better health worldwide." Otsuka researches, develops, manufactures and markets innovative products, with a focus on pharmaceutical products for the treatment of diseases and nutraceutical products for the maintenance of everyday health.

In pharmaceuticals, Otsuka is a leader in the challenging area of mental health and also has research programs in several under-addressed diseases including tuberculosis, a significant global public health issue. These commitments illustrate how Otsuka is a "big venture" company at heart, applying a youthful spirit of creativity in everything it does.

Otsuka Pharmaceutical is a subsidiary of Otsuka Holdings Co., Ltd. headquartered in Tokyo, Japan. The Otsuka group of companies employed 46,000 people worldwide and had consolidated sales of approximately USD 11.1 billion in 2017.

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 825 business locations in 37 markets – 800 of them in Asia – and 31,970 specialized staff, DKSH generated net sales of CHF 11.0 billion in 2017. 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.

Think Asia. Think DKSH.

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 130 business locations in 14 markets and around 9,370 specialized staff, Business Unit Healthcare serves over 150,000 customers and generated net sales of CHF 6.1 billion in 2017.

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