

Media release

DKSH acquires healthcare distributor Glory in Macau

DKSH, the leading Market Expansion Services provider with a focus on Asia, today announced the acquisition of The Glory Medicine Limited (Glory), one of the leading healthcare distributors in Macau, thereby strengthening its Greater China operations by adding a direct presence in Macau. With this move, DKSH is driving forward the ongoing consolidation of the rapidly growing, yet highly fragmented Market Expansion Services industry.

Zurich, Switzerland, February 17, 2014 – With the acquisition of Glory, DKSH Business Unit Healthcare continues its strategic expansion in the industry by adding a direct presence in Macau to its pan-Asian coverage. It thereby reinforces its position as the leading Market Expansion Services provider for healthcare companies seeking to grow their business in Asia.

With 35 specialists, Glory is one of the leading healthcare distribution companies in Macau with a focus on sales and marketing, logistics and distribution, after-sales services, technical support and tender management.

Over time, Glory will be integrated into DKSH's existing structures in the region. Its well-regarded current management team will stay with DKSH and continue to lead the Macau operations.

Sammy Vong, General Manager, The Glory Medicine, comments: "The partnership with DKSH is a win-win situation. DKSH's renowned reputation, regional platform and specialized know-how makes the company an ideal new owner. Beyond ensuring the successful continuation of what we have created over the past 33 years, DKSH will provide our clients and customers with access to wider opportunities and an increased product portfolio. Its investment in our business operations, company structure, IT platform and expertise will be tremendous. Our specialists are looking forward to becoming part of DKSH."

Charles Toomey, Head Business Unit Healthcare at DKSH, says: "The acquisition of Glory is an exciting and important step in developing further and consolidating our position as the market leader in Healthcare Market Expansion Services in Hong Kong and now Macau. Through the integration of Glory, our partners and clients can now enjoy our best in class service portfolio through a single service provider in both markets which will enable them to grow their business even faster."

Both parties have agreed not to disclose any financial details of the transaction.

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 March 2012, DKSH is a global company headquartered in Zurich. With 680 business locations in 35 countries – 660 of them in Asia – and 26,300 specialized staff, DKSH generated net sales of CHF 8.8 billion in 2012.

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 and market entry studies as well as importation, customs clearance, marketing and sales to physical distribution, invoicing and cash collection. Products available through DKSH Healthcare include ethical pharmaceuticals, consumer health, over-the-counter (OTC), as well as medical devices. With 150 business locations in 13 countries and around 9,000 specialized staff, Business Unit Healthcare serves over 160,000 customers and generated net sales of around CHF 3.7 billion in 2012.

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