

Media release

DKSH and Pfizer expand collaboration in Thailand

DKSH, the leading Market Expansion Services provider with focus on Asia, and Pfizer, one of the world's premier biopharmaceutical companies, have expanded their collaboration in Thailand.

Bangkok, Thailand, June 8, 2016 – DKSH Business Unit Healthcare, a leading partner for healthcare companies seeking to grow their business in Asia, will provide marketing and promotional services for certain Pfizer antibiotic and cardiovascular products in hospitals, clinics and pharmacies across Thailand.

Pfizer has a leading portfolio of products and medicines that support wellness and prevention as well as treatment and cures for diseases across a broad range of therapeutic areas. Pfizer's relationship with DKSH in Thailand dates back to 2013. The recently signed agreement between DKSH and Pfizer is a significant expansion in terms of products.

"Working with DKSH allows us to accelerate growth and expand business while focusing on our competencies. With DKSH being in Thailand for 110 years, we trust their in-depth expertise and ability to find new growth opportunities," said Patrick van der Loo, Global Established Pharma Business Unit Lead and Thailand Country Manager, Pfizer.

"Through this agreement, Pfizer will have access to our dedicated sales and marketing healthcare specialists in Thailand. Pfizer's ongoing confidence in DKSH confirms our position as partner of choice for companies who seek to grow their business in Thailand and in the region," said John Clare, Vice President, Business Unit Healthcare, DKSH Thailand.

This agreement will strengthen DKSH's market position in Thailand while contributing incrementally to the Group's overall profitability over time.

About Pfizer

For over 160 years, Pfizer has applied science and its global resources to extend and significantly improve people's lives. The company strives to set the standard for quality, safety and value in the discovery, development and manufacture of healthcare products. Pfizer's global portfolio includes medicines and vaccines as well as many of the world's best-known consumer healthcare products. Consistent with its responsibility as one of the world's premier innovative biopharmaceutical companies, the company collaborates with healthcare providers, governments and local communities to support and expand access to reliable, affordable health care around the world.

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.

Think Asia. Think DKSH.

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