

Media release

DKSH and Cheplapharm start regional partnership

DKSH, the leading Market Expansion Services provider with a focus on Asia, has signed a regional agreement with Cheplapharm, a German based marketer of high-quality medicinal products, food supplements and cosmetics, to provide product registration and distribution services in Asia.

Bangkok, Thailand, February 19, 2014 – DKSH Business Unit Healthcare, the leading partner for healthcare companies seeking to grow their business in Asia, and Cheplapharm start a regional partnership where DKSH will provide registration, importation, warehousing, physical distribution and collection services for Cheplapharm's products Vesanoid® (Tretinoin) and Rohypnol® (Flunitrazepam) in Brunei, Hong Kong, Korea, Laos, Malaysia, Singapore, Thailand, and Vietnam.

“The decision to partner with DKSH across Asia for the registration and distribution of our products is based on their regional service platform, their unrivalled access to patients and their ability to maintain the integrity of the value chain across several markets in Asia,” said Norman Braun, Head of International Sales & Project Management, Cheplapharm.

“We are delighted to partner with Cheplapharm in eight markets and look forward to helping them to grow their business with our Market Expansion Services,” commented Thomas Delemazure, Regional Business Development Director Pharmaceuticals, Business Unit Healthcare, DKSH Thailand.

The agreement between DKSH and Cheplapharm underlines DKSH's position as partner of choice for healthcare companies wanting to focus on their core competencies while ensuring their growth in Asia. The agreement will further strengthen DKSH's market position in Asia while contributing incrementally to the Group's overall profitability over time.

About Cheplapharm

Cheplapharm Arzneimittel GmbH was founded in 1998 in Freiburg im Breisgau. 2003 saw its headquarters relocated to Mesekenhagen (less than 4 kilometres away from the Baltic Sea) in Mecklenburg-Western Pomerania. With a team of experienced experts, Cheplapharm aims to offer high-quality pharmaceuticals, dietary supplements and cosmetics on the market. These products are made under ultra-modern conditions and subject to a stringent quality check. Cheplapharm sees itself as a supplier of speciality pharmaceutical products. This includes its focus on offering its customers highly individual products. Cheplapharm is unique in many dosage forms and active ingredients markets. Cheplapharm products are marketed in Germany and more than 80 export markets.

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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