

Media release

DKSH extends collaboration with Bristol-Myers Squibb

DKSH, the leading Market Expansion Services provider with a focus on Asia, has extended its relationship with Bristol-Myers Squibb, a global specialty care biopharmaceutical company, to provide commercial and distribution services in Asia.

Bangkok, Thailand, April 8, 2014 – DKSH Business Unit Healthcare, the leading partner for healthcare companies seeking to grow their business in Asia, has extended the relationship started in 2010 with Bristol-Myers Squibb, covering six markets in Asia (Hong Kong, Malaysia, Singapore, Taiwan, Thailand and Vietnam).

Under the new agreements, DKSH will provide marketing, sales, warehousing, physical distribution, credit management and collection services for Bristol-Myers Squibb in certain markets. DKSH provides a tailor-made, integrated package of services for each market. These agreements memorialize the renewal of the existing regional relationship between Bristol-Myers Squibb and DKSH and underline the growing need of healthcare companies to reduce the number of service providers they work with in each region to limit complexity and increase the possibilities for interaction on a Pan-Asian level.

“We are delighted to extend our regional relationship with Bristol-Myers Squibb in six Asian markets and look forward to helping Bristol-Myers Squibb grow their business with our integrated commercial and distribution platform,” commented Thomas Delemazure, Regional Business Development Director Pharmaceuticals, Business Unit Healthcare, DKSH.

DKSH is a partner of choice for leading global healthcare companies wanting to focus on their core competencies while ensuring 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 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 735 business locations in 35 countries – 710 of them in Asia – and 26,700 specialized staff, DKSH generated net sales of CHF 9.6 billion in 2013.

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 14 countries and around 9,050 specialized staff, Business Unit Healthcare serves over 160,000 customers and generated net sales of around CHF 4.3 billion in 2013

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