

Media release

## **DKSH extends relationship with Roche across Asia**

**DKSH, the leading Market Expansion Services provider with a focus on Asia, has signed an agreement with Roche to extend the duration of its decades-long partnership across Asian markets and expand it geographically.**

Bangkok, Thailand, October 15, 2014 – DKSH Business Unit Healthcare, a leading partner for healthcare companies seeking to grow their business in Asia, will continue to provide Market Expansion Services for Roche's full pharmaceutical product portfolio in Cambodia, Hong Kong, Laos, Malaysia, Myanmar, Singapore, Thailand and Vietnam.

DKSH is managing Roche's entire supply chain operations for pharmaceutical products and distribution to hospitals, clinics and pharmacies in the region. It is the first time that DKSH and Roche work together in Singapore. In the other Asian markets, the agreement is a long-term extension of existing relationships that date back to as long as the 1940s.

"The extension of our agreement into new markets provides opportunities for Roche. DKSH is a reliable and professional partner that helps us grow our business across Asia, so that we can focus on our core business," said Philippe Meyer, General Manager, Roche Thailand Limited.

"DKSH and Roche enjoy a long and successful collaboration. We are committed to utilize our in-depth healthcare expertise and network of unique scope and depth for growing Roche's business in new and existing markets," said Thomas Delemazure, Regional Business Development Director, DKSH Healthcare.

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

### **About Roche**

Headquartered in Basel, Switzerland, Roche is a leader in research-focused healthcare with combined strengths in pharmaceuticals and diagnostics. Roche is the world's largest biotech company, with truly differentiated medicines in oncology, immunology, infectious diseases, ophthalmology and neuroscience. Roche is also the world leader in in vitro diagnostics and tissue-based cancer diagnostics and a frontrunner in diabetes management. Roche's personalized healthcare strategy aims at providing medicines and diagnostics that enable tangible improvements in the health, quality of life and survival of patients. Founded in 1896, Roche has been making important contributions to global health for more than a century. Twenty-four medicines developed by Roche are included in the World Health Organization Model Lists of Essential Medicines, among them life-saving antibiotics, antimalarials and chemotherapy. In 2013 the Roche Group employed over 85,000 people worldwide, invested 8.7 billion Swiss francs in R&D and posted sales of 46.8 billion Swiss francs. Genentech, in the United States, is a wholly owned member of the Roche Group. Roche is the majority shareholder in Chugai Pharmaceutical, Japan. For more information, please visit [www.roche.com](http://www.roche.com)

### **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 27,200 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

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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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