

Media release

DKSH and AstraZeneca expand relationship in South East Asia

DKSH, the leading Market Expansion Services provider with a focus on Asia, and AstraZeneca, one of the world's renowned pharmaceutical companies, have expanded their relationship in South East Asia.

Bangkok, Thailand, June 11, 2015 – DKSH Business Unit Healthcare, a leading partner for healthcare companies seeking to grow their business in Asia, has signed agreements with AstraZeneca to advance its business growth in Cambodia and Thailand through strategic outsourcing.

In addition to distribution and logistics, DKSH now also provides marketing and sales services for AstraZeneca's entire product portfolio in Cambodia. In Thailand, both companies renewed the existing distribution and logistics agreement and DKSH has been appointed to handle marketing and sales of AstraZeneca's Nexium, a drug used to treat symptoms of gastro esophageal reflux disease.

"AstraZeneca is pleased to partner with DKSH as the company has proven to be a reliable Market Expansion Services partner in Cambodia and Thailand. DKSH's capillary distribution network has deepened our market penetration. Outsourcing of additional services to DKSH enables us to focus on our core competencies while continuing our momentum in growth markets," said Jonathan Walker, Country President at AstraZeneca.

"DKSH and AstraZeneca enjoy a successful collaboration. Mobilizing our sales and marketing experts in Cambodia and Thailand will help AstraZeneca tap into new growth opportunities in the fast-growing region," said Andrew Frye, Head of Business Unit Healthcare at DKSH.

The agreement is an example of an increasing number of healthcare clients that are outsourcing parts of their value chain to specialized Market Expansion Services providers and will strengthen DKSH's market position in Asia over time.

About AstraZeneca

AstraZeneca is a global, innovation-driven biopharmaceutical business that focuses on the discovery, development and commercialization of prescription medicines, primarily for the treatment of cardiovascular, metabolic, respiratory, inflammation, autoimmune, oncology, infection and neuroscience diseases. AstraZeneca operates in over 100 countries and its innovative medicines are used by millions of patients worldwide. For more information please visit: www.astrazeneca.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 750 business locations in 35 countries – 720 of them in Asia – and 27,600 specialized staff, DKSH generated net sales of CHF 9.8 billion in 2014. In 2015, DKSH celebrates its 150th anniversary. 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, 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 150 business locations in 14 countries and around 9,200 specialized staff, Business Unit Healthcare serves over 150,000 customers and generated net sales of around CHF 4.5 billion in 2014.

Think Asia. Think DKSH.



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