

Media release

DKSH helps Aspide Medical to enter Thailand

DKSH, the leading Market Expansion Services provider with a focus on Asia, has signed an agreement with Aspide Medical, specialized in surgical textile implants, to extend the company's Asian footprint by entering Thailand.

Bangkok, Thailand, August 13, 2015 – DKSH Business Unit Healthcare, a leading partner for healthcare companies seeking to grow their business in Asia, will provide marketing, sales, distribution and logistics services to Aspide Medical in private and public hospitals across Thailand.

Aspide Medical from France designs and manufactures implants that are used in the treatment of abdominal hernias and in urogynecological and gastroenterological surgeries.

"Driven by medical tourism and a growing middle class, Thailand has in recent years developed into a regional medical hub. DKSH's reach into and relationships with the hospitals helps us tap into these opportunities. Most importantly, in DKSH we found a partner that takes quality and compliance as seriously as we do," said Thierry Cafassier, Area Manager, Aspide Medical.

John Clare, Vice President, Business Unit Healthcare, DKSH Thailand added: "Our broad range of services and extensive expertise in the surgical market will enable Aspide Medical to expand their regional footprint. Aspide Medical's decision to appoint DKSH underlines our position as partner of choice for companies who want to grow their business in Asian markets like Thailand".

The agreement between DKSH and Aspide Medical demonstrates DKSH's ability to provide high valued Market Expansion Services for healthcare companies that seek to expand in Asia.

About Aspide Medical

Aspide Medical is based in Saint Etienne, France. The company is a specialist and expert in developing medical devices for the treatment of digestive, urologic and gynecologic surgeries. Aspide Medical has brought a number of breakthrough advances in these and other diversified healthcare markets. Maintaining a commitment to the latest ISO Quality Standards, state-of-the-art manufacturing and automation, Aspide Medical continues to excel in several specialty healthcare markets requiring surgical intervention. For more information, visit Aspide Medical's website at www.aspide.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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