

Media release

## **DKSH helps Nippon Sigmax expand into Thailand**

**DKSH, the leading Market Expansion Services provider with a focus on Asia, has signed an agreement with Nippon Sigmax, a specialized healthcare company from Japan, to market and distribute the company's medical devices in Thailand.**

Bangkok, Thailand, February 3, 2016 – DKSH Business Unit Healthcare, a leading partner for healthcare companies seeking to grow their business in Asia, will provide marketing, sales, distribution and logistics as well as after-sales services for Nippon Sigmax's products "Accellus Mini" and "Icing System CE4000" across Thailand. DKSH's capillary distribution network and expertise in the medical device market were the reasons why Nippon Sigmax chose DKSH for its business expansion.

Nippon Sigmax manufactures and markets primarily orthopedic medical devices and products. "Accellus Mini" is the world's first wireless non-invasive ultrasound device to support the bone union process. By irradiating low intensity pulsed ultrasound to the broken bone, its reproduction is supported. "Icing System CE4000" is a cryotherapy device that inhibits and reduces bleeding, pain and swelling from external wounds by cooling the affected body parts. The therapy has been recognized as effective in the area of sports medicine.

According to a recent report by Roland Berger Strategy Consultants, the medical device market in Thailand is the largest in South East Asia, with an annual growth rate in the Kingdom hitting 8.9% until 2020.

John Clare, Vice President, Business Unit Healthcare, DKSH Thailand, stated: "Having been at home in Thailand for 110 years, we have developed strong relationships with our customers, including our network of hospitals and healthcare professionals. We are pleased that Nippon Sigmax has appointed us to provide comprehensive services including after-sales services of highly advanced medical devices. This agreement underlines DKSH's position as the partner of choice in the medical device market."

### **About Nippon Sigmax**

Nippon Sigmax is in the business of providing products and services that prevent, diagnose, treat and heal locomotor disability and help people lead healthier and more comfortable lives. Since its establishment in 1973, Nippon Sigmax has developed, designed, manufactured and imported primarily orthopedic medical devices and products, such as casting, rigid braces, supports, DVT prevention products and cold therapy products. Nippon Sigmax has been in a leading position with variety of the products. Their core brand "ZAMST" for athletic supporter has top share in Japan and supplies the value-added products for human healthcare as a manufacturer of the professional equipment. Nippon Sigmax is deploying expertise from Japan to overseas. The company provides the kind of quality and design valued all over the world from three overseas subsidiaries that give us a business presence in more than 40 countries worldwide. More detailed information: <http://www.sigmax.co.jp/>

### **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. 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

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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.

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