

Media release

DKSH and Omron extend regional partnership across South East Asia

DKSH, the leading Market Expansion Services provider with a focus on Asia, and Omron Healthcare, Inc., a leading manufacturer and distributor of personal wellness products from Japan, have signed an agreement to expand their partnership to Malaysia and Thailand and within Vietnam.

Bangkok, Thailand, June 25, 2015 – DKSH Business Unit Healthcare, a leading partner for healthcare companies seeking to grow their business in Asia, will now provide marketing, sales as well as distribution and logistics services for Omron Healthcare in pharmacies and personal care stores in Malaysia and Thailand. In Vietnam, both companies have extended their existing collaboration in terms of geographic coverage.

With the new agreement, consumers in Malaysia, Thailand and Vietnam will have easier access to Omron Healthcare's product range that includes blood pressure monitors, respiratory devices, fitness trackers and other products. DKSH has already been providing Market Expansion Services for Omron Healthcare in Cambodia, Laos and Myanmar.

"Working with our regional growth partner DKSH allows us to focus on our core strengths while expanding our sales in the quickly developing South East Asian market. We are convinced about DKSH's capabilities to not only deliver the products in time, but also activate the pharmacy channel through marketing and sales activities," said Jose Maria Salazar, Managing Director, Omron Healthcare Singapore.

A recent study by Roland Berger Strategy Consultants shows that the medical devices market in South East Asia is expected to grow by 9.3% annually until 2019.

"DKSH helps drive inner-Asian growth by creating business opportunities for companies like Omron Healthcare in new and existing markets. Our regional business setup and global IT platform allows for rapid regional expansion. As a publicly listed company in Switzerland, our business partners can rely on our commitment to compliance and quality assurance across the value chain," said Andrew Frye, Head of Business Unit Healthcare at DKSH.

With its 150 years' history in Japan and pan-Asian footprint, DKSH is well positioned to help Japanese clients to expand their Asian footprint. The agreement will further strengthen DKSH's market position in the region while contributing incrementally to the Group's overall profitability over time.

About Omron Healthcare, Inc.

Omron Healthcare, Inc. is a leading manufacturer and distributor of personal wellness products. Omron's market-leading products include home blood pressure monitors, fitness solutions, such as pedometers and activity trackers, and electrotherapy devices. Omron is passionate about empowering people to take charge of their health at home through precise technology. For more information, visit OmronHealthcare.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.

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