

Media release

## DKSH brings AquaMaris nasal seawater products to South East Asia

**DKSH, the leading Market Expansion Services provider with focus on Asia, has been appointed by Jadran-Galenski Laboratorij (JGL), a manufacturer of healthcare products from Croatia, to drive growth of its AquaMaris range of nasal seawater products across South East Asia.**

Bangkok, Thailand, December 8, 2016 – DKSH Business Unit Healthcare, a leading partner for healthcare companies seeking to grow their business in Asia, has been entrusted by JGL to market and distribute AquaMaris nasal seawater products in Malaysia, Singapore and Thailand. Licensed in the region under the DKSH subsidiary Favorex, the company will provide registration, marketing, sales, distribution and logistics services for JGL in the medical channel and pharmacies.

AquaMaris is the world's leading brand in the nasal seawater segment. Available in Classic, Strong and Baby presentations, the product helps relieve symptoms of viral cold, flu, allergic reactions, illness of the nasal membrane and – in consultation with the physician – can be used after nasal surgery. The product takes its benefits from Adriatic seawater rich in oligo minerals and oligo elements.

"The licensing of the product line under DKSH's Favorex subsidiary helps JGL expand its business in the fast developing South East Asian region. Now is the right time to enter, because the use of nasal seawater sprays and knowledge on seawater benefits are increasing in the region. We selected DKSH as our long-term growth partner for the company's broad service portfolio, strong regional approach and proven capabilities in the medical channel," says Marina Stanojevic Vecerina, Global Brand Manager, JGL.

"With AquaMaris we bring a high-quality product to the Favorex line of respiratory products that will further enhance our position to become a leading player in the respiratory field. Through leveraging our deep understanding of the markets, broad reach and brand building capabilities, we are confident to make AquaMaris a success across South East Asia. The partnership meanwhile allows JGL to grow in new markets while focusing its resources on the company's core competencies," says Peter Dolinsky, Vice President Own Brands Asia-Pacific, Business Unit Healthcare, DKSH.

### About JGL

JGL is a Croatian pharmaceutical company seated in Rijeka and specialized in the development and production of value-added sterile products in ophthalmology and otorhinolaryngology. By improving the quality of life through taking care of its customers' health, JGL offers products in all technological forms in various legislative categories and operates in 30 foreign markets. The propulsive and sustainable growth of the company is based on investment in the education of employees, development strategies, launching new products, and expansion to new markets.

Total revenue of JGL d.d. in 2015 amounted to EUR 82 million, with 78 percent of revenue realized on export markets. Export was primarily achieved in the company's key region – the CIS region (markets of Russia, Kazakhstan and Belarus), proving once again that JGL is a company with a strong emphasis on international business. In addition to the CIS region, JGL's subsidiaries and representative offices are present in the entire South East Europe. With regard to key strategic brands, it has concluded cooperation agreements with partners in countries across the EU. In the past period, JGL has extensively focused on large, fast-growing markets and key regions of the world – Asia, Africa, the Middle East, and South America.

The portfolio of the company consists of 160 brands, 460 products, 1,360 variations and 6,000 articles. It is adapted to the specificities of each market and has become recognisable in chosen market and therapeutic segments, especially in the segments of nasal decongestants based on sea water and ophthalmics in the entire therapeutic spectrum. The most international brand of the company is Aqua Maris, currently present on three continents and in more than 30 countries.

## 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 2012, DKSH is a global company headquartered in Zurich. With 770 business locations in 36 countries – 740 of them in Asia – and 28,300 specialized staff, DKSH generated net sales of CHF 10.1 billion in 2015. DKSH was founded in 1865. 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, capillary 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 140 business locations in 13 countries and around 9,590 specialized staff, Business Unit Healthcare serves over 150,000 customers and generated net sales of CHF 5.0 billion in 2015.

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