

Media release

Partnership with Singapore healthcare provider Parkway Shenton a business milestone for DKSH

DKSH, the leading Market Expansion Services provider with a focus on Asia, has partnered with a healthcare provider to manage the company's logistics needs – a first in the company's 150 years of business.

Singapore, November 1, 2018 – DKSH Business Unit Healthcare, Asia's leading partner for healthcare companies seeking to grow their business in Asia, has entered a partnership with Parkway Shenton. This partnership is a significant milestone for DKSH, whose business model has traditionally been largely focused on partnerships with clients and brand owners to market and distribute medical and health products. This is the first time DKSH is partnering with a healthcare provider to manage the company's healthcare supplies and deliver pharmaceutical and medical equipment to their clinics.

This new form of partnership is in line with DKSH's strategic direction to further strengthen its commercial outsourcing capabilities.

Parkway Shenton is one of Singapore's leading primary healthcare providers, with a comprehensive island-wide network of over 1,000 clinics which includes panel general practitioner (GP) clinics and specialists, in-house clinics at corporate clients' premises, Executive Health Screening clinics as well as Accident and Emergency Departments/24-hour clinics.

DKSH will manage the logistics of Parkway Shenton's healthcare supplies (pharmaceutical, medical devices and consumer health products) to its clinics island-wide in Singapore. This includes inbound handling, warehousing, outbound handling, transportation and use of DKSH's Electronic Data Interchange (EDI) system interface. With DKSH's expertise, Parkway Shenton can tap into DKSH's logistical management solutions and therefore focus on developing its core business.

Ankur Pandey, General Manager, Healthcare, DKSH Singapore, said: "This is a proud milestone for us and we are glad to partner with Singapore's leading healthcare provider. Over the last 150 years, DKSH has gathered vast experiences in market expansion services and has a proven track record in helping local companies improve their operations. We are honored to be entrusted by Parkway Shenton to help improve the lives of people through better healthcare."

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 825 business locations in 37 markets – 800 of them in Asia – and 31,970 specialized staff, DKSH generated net sales of CHF 11.0 billion in 2017. 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.

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