

Media release

## **DKSH to market and distribute Woods cough remedies in Singapore**

**DKSH has partnered with Kalbe International to market and distribute Woods well-known range of over-the-counter (OTC) cough remedies.**

Singapore, June 28, 2019 – DKSH Business Unit Healthcare, Asia’s leading partner for healthcare companies seeking to grow their business in Asia, has entered a partnership with Kalbe International, a company recognized by pharmaceutical professionals and consumers for its range of best-selling products that are trusted around the world.

Kalbe International is the subsidiary of Indonesian Kalbe Farma, the largest publicly-listed pharma company in South East Asia. Its signature brand Woods has been a trusted household cough remedy for over 100 years. Kalbe acquired the originally Australian brand Woods in 1997, with the aim of extending its reach to a wider global market.

DKSH will provide marketing and sales as well as distribution and logistics services for Kalbe’s range of Woods OTC cough remedies. DKSH will use both modern and general trade channels in Singapore.

Lim Susanto, Director, Kalbe International, said: “We are delighted to partner with DKSH to market our Woods cough remedies in Singapore. We believe that this partnership will help to anchor and strengthen the presence of Woods in Singapore through DKSH’s extensive distribution network and strong connections with key stakeholders.”

Ankur Pandey, General Manager, Healthcare, DKSH Singapore, added: “We are excited to partner with Kalbe to market and distribute an established household name like Woods. With our extensive capillary distribution network in both modern and general trade, as well as our strong capabilities in marketing, sales and logistics, we are confident that we can help Kalbe to achieve its goal of expanding its distribution network in Singapore, while achieving cost efficiencies.”

### **About DKSH**

DKSH is the leading Market Expansion Services provider with a focus on Asia. The Group helps other companies and brands to grow in the Consumer Goods, Healthcare, Performance Materials and Technology sectors. DKSH’s portfolio of services includes sourcing, market insights, marketing and sales, distribution and logistics as well as after-sales services. Publicly listed on the SIX Swiss Exchange, the Group operates in 35 markets with 33,000 specialists, generating net sales of CHF 11.3 billion in 2018. With its Swiss heritage and long business tradition since 1865, DKSH is deeply rooted in Asia Pacific.

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