

Media release

## DKSH and BMT Sign Strategic Partnership to Provide Early Lung Cancer Detection Device to Patients in Korea

**The partnership will ensure patient-oriented healthcare services are provided to patients in domestic and overseas pharmaceutical and medical device markets.**

Seoul, November 5, 2021 – DKSH Korea’s Business Unit Healthcare, Asia Pacific’s leading partner for healthcare companies seeking to grow their business, and Biometrics Technology (BMT) have entered a strategic agreement to expand BMT’s presence of medical device and pharmaceutical products to patients in Korea and Asia Pacific.

As part of this strategic partnership, signed at DKSH’s headquarters in Gangnam, Seoul, DKSH will be supporting BMT to enhance market reach and market penetration of the world’s first medical device that is able to diagnose early-stage lung cancer.

In many countries across Europe and in the United States, patients’ quality of life is improving through the accurate and early diagnosis of lung cancer thanks to medical devices that enable early detection and hence early treatment and intervention. Early detection and patient centricity are at the core of BMT’s mission.

Through this partnership, two companies plan to accelerate specialized patient support in the domestic medical device market. Furthermore, the two companies plan to cooperate in entering the medical devices and diagnostics market in Southeast Asia in the future.

Tae-Seon Kim, CEO of BMT, said: “Through the technology of autoantibody analysis, BMT developed the world’s first lung cancer diagnosis device for stage 0-1 lung cancer. We look forward to providing this technology to patients not only in Korea but beyond our borders, thanks to DKSH’s market expansion services. We are also working towards providing innovation in diagnostics and early detection for breast cancer, colorectal cancer, and pancreatic cancer among others, with the aim to become the market leader in cancer diagnosis in the near future.

Danny Lee, General Manager, Business Unit Healthcare, DKSH Korea, said: "This partnership reflects DKSH's patient-centric approach and is in line with our mission to provide quality healthcare to patients across Asia Pacific. Competition in the medical device industry is intensifying, and we will ensure that BMT can differentiate their product offering by combining their outstanding products with our unrivalled market access."

The ceremony was attended by executives from both companies, including Tae-Sun Kim, CEO of BMT, and Danny Lee, GM of DKSH Healthcare.



From the left: Jin-Hwan Lim/BD Director of DKSH, Ki-Byung Kim/Sales Director, Danny Lee/GM of DKSH Healthcare, Tae-Sun Kim/ CEO of BMT, Joong-Hyun Park/ Manager of BMT (Provided by DKSH)

### **About Biometrics Technology**

Biometrics Technology (hereinafter "BMT") successfully developed the world's first technology of auto antibody analysis by 9G technology (Gene sequencing technology) and DAGON technology (Microprotein analysis technology) under the basis that biomolecules are spontaneously and irreversibly immobilized on a solid substrate essential for the manufacture of gene chips and protein chips.

The technology was established on October 4, 2000, for the development of stage 1 cancer diagnosis (lung cancer, colorectal cancer, breast cancer) and the contribution of public health and biological industry. Also, it has been verified through clinical research by domestic and international experts, and 40 journals have been published. Among them, one significant research of 9G technology, DAGON technology, and a new technology that can differentiate normal people and stage 1 lung cancer patients by using the cancer antigens and the ratio of autoantibodies to cancer antigens were published as cover journal in Chemical Communications (IF 6.1).

Therefore, BMT has the core technology of gene chips and protein chips. Based on this, it's honored to develop the first lung cancer early diagnosis with various diagnostic products, especially for blood. We are constantly striving to grow into a global company which provides a platform that leads innovative changes in the bio-diagnostic industry.

### **About DKSH**

DKSH's purpose is to enrich people's lives. For more than 150 years, we have been delivering growth for companies in Asia and beyond across our Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, we offer sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. Listed on the SIX Swiss Exchange, DKSH operates in 36 markets with 32,450 specialists, generating net sales of CHF 10.7 billion in 2020. The DKSH Business Unit Healthcare distributes pharmaceuticals, consumer health and over-the-counter (OTC) products as well as medical devices. With around 7,970 specialists, the Business Unit generated net sales of CHF 5.4 billion in 2020. [www.dksh.com/hec](http://www.dksh.com/hec)

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