

Media release

DKSH Enters Exclusive Distribution Agreement with Lactalis in Asia and Europe

DKSH has signed an exclusive distribution agreement with Lactalis, a leading manufacturer of lactose for the pharmaceutical industry, in Bangladesh, India, Indonesia, Thailand, Portugal, and Spain. By distributing Lactalis' pharmaceutical-grade lactose, DKSH will boost business opportunities for the partnership in these six key Asian and European markets.

Zurich, Switzerland, March 1, 2024 – DKSH's Business Unit Performance Materials, a leading distributor of specialty chemicals and ingredients, will provide business development, marketing, sales, logistics, and distribution services for Lactalis' pharmaceutical-grade lactose for customers producing Finished Dosage Forms (FDFs), including tablets, pills, capsules, liquid solutions, among others in Bangladesh, India, Indonesia, Thailand, Portugal, and Spain.

Lactalis provides high-purity pharmaceutical lactose to formulate oral solid dose medicines, conforming with the lactose monohydrate monograph of the current Pharmacopoeia (Ph. Eur., USP-NF, and JP).

DKSH has been entrusted to grow Lactalis' pharmaceutical business across the six key markets in Asia and Europe thanks to its extensive distribution network, knowledgeable commercial and technical teams, strong capabilities in logistics, and its valued services, including innovation and formulation and market research and analysis.

Zeljko Pockaj, Vice President, Global Pharmaceutical Industry, Performance Materials, DKSH, commented: "We are very pleased to sign an exclusive distribution agreement with Lactalis in Asia and Europe. Our deep market insights and a broad range of services in the region will enable us to increase growth for Lactalis' pharmaceutical-grade lactose and generate more value for our wide customer base in the pharmaceutical industry. We are confident that our use of traditional and digital distribution and marketing channels will deliver exceptional results."

About Lactalis

Lactalis is a French supplier of pharmaceutical-grade lactose. Lactalis' state-of-the-art facility is dedicated to producing high purity lactose and is equipped with the latest technologies to comply with the requirements of the pharmaceutical market. www.pharma.lactalisingredients.com/

About DKSH

DKSH's purpose is to enrich people's lives. For almost 160 years, DKSH has been delivering growth for companies in Asia and beyond across its Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, DKSH offers sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. DKSH is a participant of the United Nations Global Compact and adheres to its principles-based approach to responsible business. Listed on the SIX Swiss Exchange, DKSH operates in 35 markets with 29,040 specialists, generating net sales of CHF 11.1 billion in 2023. DKSH Business Unit Performance Materials distributes specialty chemicals and ingredients for food, pharmaceutical, personal care, and various industrial applications. With 53 innovation centers and regulatory support worldwide, DKSH creates cutting-edge formulations that comply with local regulations. With around 1,600 specialists, the Business Unit generated net sales of CHF 1.4 billion in 2023. www.dksh.com/pm

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Lactalis

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