

Media release

## DKSH and medisana Partner to Expand Access to Home Healthcare Monitoring Devices Across Pharmacy Channels in Malaysia and Brunei

**DKSH has entered a strategic partnership with medisana, a trusted global brand in home health and wellness solutions, to provide comprehensive commercial and logistics services for its medical devices portfolio across Malaysia and Brunei. This new collaboration leverages DKSH's extensive distribution network and deep healthcare expertise to strengthen medisana's presence in the pharmacy channel and support its continued expansion in Asia.**

Petaling Jaya, Malaysia, January 22, 2026 – DKSH Business Unit Healthcare, a leading partner for companies seeking to grow their healthcare business in Asia and beyond, has entered into a strategic partnership with Medisana Malaysia Sdn. Bhd. (“medisana”), a trusted global brand in home health and wellness solutions, to strengthen distribution and commercial execution across pharmacy channels in Malaysia and Brunei, spanning both retail and institutional pharmacy settings.

Under this new partnership, DKSH will provide full market expansion services for medisana across all pharmacy channels in Malaysia and Brunei, including sales, merchandising, distribution, and logistics. Leveraging DKSH's extensive distribution coverage and strong pharmacy network, the collaboration aims to accelerate medisana's growth in the medical devices segment, covering a portfolio that includes blood pressure monitors, thermometers, inhalers, TENS machines, pulse oximeters, blood glucose meters, and blood glucose strips, with a particular focus on home healthcare monitoring solutions.

Michael Gao Feng, Managing Director, at medisana, commented: “We are pleased to partner with DKSH to strengthen our presence in Malaysia and Brunei. DKSH's strong distribution capabilities, deep understanding of the pharmacy landscape, and healthcare expertise make them an ideal partner to support our mission of making reliable home healthcare solutions more accessible to individuals and families.”

Sandeep Tewari, Vice President, Healthcare and Head, Country Leadership, Malaysia, added: “We are proud to welcome medisana to DKSH's healthcare portfolio. By combining medisana's trusted medical device solutions with DKSH's extensive commercial reach and execution excellence, we aim to expand access to high-quality home healthcare monitoring devices and drive sustainable growth across Malaysia and Brunei, ultimately enriching people's lives by providing healthcare for all.”

### About medisana

Founded in 1982, **medisana** is one of Germany's leading home-healthcare specialists, dedicated to empowering people with high-quality, user-friendly health and wellness solutions. Since 2018, the brand has been consistently honored with the **German Brand Award** in the “Excellent Brands / Health & Pharmaceuticals” category, reflecting its strong brand leadership and innovation. A pioneer in health management, medisana develops future-focused products across health monitoring, wellness, personal care, therapy, and healthy home categories—making modern, stress-free self-care accessible to consumers worldwide. [www.medisana.asia](http://www.medisana.asia)

### About DKSH

For 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, following its purpose of enriching people's lives. 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 36 markets with 28,060 specialists, generating net sales of CHF 11.1 billion in 2024. DKSH Business Unit Healthcare distributes pharmaceuticals, consumer health, over-the-counter products and medical devices. With around 7,940 specialists, the Business Unit generated net sales of CHF 5.7 billion in 2024. [www.dksh.com/hec](http://www.dksh.com/hec)

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