

Media release

## **DKSH and AbbVie Strengthen Partnership by Expanding Access to Leading Eye Care Solutions in Malaysia**

**DKSH Malaysia has entered into a strategic partnership with AbbVie Sdn. Bhd. to provide commercial services for its leading ophthalmology portfolio within Malaysia's pharmacy channel. This partnership builds on DKSH's existing collaborations with AbbVie in Vietnam and Thailand, further strengthening AbbVie's regional presence and commercial excellence in Asia's eye care market.**

Petaling Jaya, Malaysia, January 29, 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 AbbVie Sdn. Bhd., a subsidiary of AbbVie Inc., a global biopharmaceutical leader committed to advancing solutions for complex health challenges and expanding the commercial reach of its ophthalmology portfolio within Malaysia's pharmacy channel. This collaboration builds on AbbVie's strong global leadership in eye care and DKSH's proven commercial capabilities across the region, including successful partnerships with AbbVie in Vietnam and Thailand.

Under the agreement, DKSH will provide sales and marketing services exclusively for the pharmacy channel, supporting AbbVie's ophthalmology portfolio and strengthening patient access to treatments across key eye conditions. As part of the operational model, DKSH will ensure AbbVie's eye care solutions remain reliably accessible to pharmacies and consumers nationwide.

Sandeep Tewari, Vice President, Healthcare and Head, Country Leadership, Malaysia, DKSH, added: "We are excited to partner with AbbVie, a global leader with a longstanding commitment to advancing eye care. By leveraging DKSH's strong commercial infrastructure, local expertise, and operational excellence combined with our proven track record, we aim to expand the reach of AbbVie's high-quality ophthalmology solutions and deliver meaningful impact for healthcare professionals and patients."

Ramanathan Velayutham, General Manager ASEAN & Director of AbbVie Sdn. Bhd. shared: "We are delighted to collaborate with DKSH Malaysia. Their strong commercial capabilities, extensive distribution network, and deep healthcare expertise make them an ideal partner to help expand access to our eye care portfolio. This partnership underscores our commitment to improving vision health for patients throughout Malaysia."

Together, DKSH and AbbVie are committed to enhancing market access, strengthening commercial excellence, and improving eye health outcomes for patients across Malaysia - supporting the shared purpose of enriching lives and advancing healthcare for all.

### **About AbbVie**

AbbVie's mission is to discover and deliver innovative medicines that solve serious health issues today and address the medical challenges of tomorrow. The company strives to have a remarkable impact on people's lives across several key therapeutic areas – immunology, oncology, neuroscience, and eye care – and products and services in their Allergan Aesthetics portfolio. With a legacy of more than 75 years in eye care, AbbVie is proud to offer 125 eye care products that help to preserve and protect vision for patients around the world by treating conditions from the front to the back of the eye, including glaucoma, ocular surface disease, and retinal diseases. For more information about AbbVie, please visit [www.abbvie.com](http://www.abbvie.com).

### **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)

**For further information, please contact:**

**DKSH Holdings (Malaysia) Berhad**

Christy Chow

Senior Manager, Marketing & Communications

[christy.hm.chow@dksh.com](mailto:christy.hm.chow@dksh.com)

Kaylynn Yap

Specialist, Marketing & Communications

[kaylynn.yap@dksh.com](mailto:kaylynn.yap@dksh.com)