

Media Release

DKSH Emphasizes Agility and Resilience to Tackle Thailand's Evolving Healthcare Challenges, Including Super-Aging Society and Rising NCDs

DKSH highlights the importance of agility and resilience in navigating Thailand's structural healthcare challenges during a media interview at DKSH Thailand office, addressing demographic shifts and the growing challenge of chronic diseases reshaping healthcare demand in the region.

Bangkok, Thailand, June 18, 2026 – DKSH Business Unit Healthcare, an integrated end-to-end healthcare commercialization platform for pharmaceutical, over-the-counter (OTC), consumer health and medical device companies, today highlighted the key trends reshaping Thailand's healthcare landscape and the growing role of strategic partnership in response to challenges with agility and resilience. DKSH reaffirmed its commitment to helping healthcare companies navigate market complexity, adapt to evolving healthcare needs, and expand sustainable patient access across Thailand.

Thailand is on track to become a super-aged society by 2031¹ while NCDs, cardiovascular disease, diabetes, and cancer are common diseases². Beyond these pressures, demand for preventive care is rising, and treatment is increasingly shifting out of hospitals and into communities, pharmacies, clinics, and homes. These shifts are creating both significant growth opportunities and new demands on how healthcare companies reach and serve patients across Thailand.

"As healthcare demand moves beyond hospitals, companies need faster, more connected, and more locally responsive models to ensure Thai patients can access the care they need. This evolution creates both opportunity and urgency. Pricing controls, reimbursement complexity, and fragmented access across channels are intensifying the pressure on traditional commercial models," said Nannaphat Limkome, General Manager, Healthcare, Pharma Commercialization and Business Development, DKSH Thailand.

Entering a commercial strategic partnership has become one of the most effective ways for healthcare companies to navigate this complexity and to keep Thai patients at the center of that response. Partnering with a specialist local provider with an integrated end-to-end commercialization platform delivers clear benefits. Companies can quickly deploy established distribution networks, regulatory expertise, and patient support services without the time and cost of building every capability from scratch.

According to DKSH survey among regional healthcare executives, the most pressing challenges facing healthcare companies today are pricing pressure, salesforce effectiveness, and regulatory complexity³. In this environment, commercial strategic partnership is increasingly seen as an enabler rather than a cost-reduction measure. It can help companies accelerate market access, navigate regulatory requirements, and enhance operational flexibility, while allowing internal teams to focus on higher-value priorities such as innovation, product launches, and engagement with healthcare professionals. By adopting more scalable operating models, healthcare companies can remain agile and responsive to evolving market needs.

The impact extends directly to patients: the model helps ensure medicines, devices, and health solutions reach Thais across diverse care settings, major hospitals, community pharmacies, clinics, and homes instead of remaining concentrated in urban centers. According to the same DKSH regional survey, more than 60% of executives have increased their outsourced portfolio over the past three years, and the

¹Thailand Digital Technology Foresight 2035, Frost & Sullivan. <https://depa.or.th/storage/app/media/file/depa-Technology-Foresight-Final-Report-EN-250320.pdf>

²Time to Land Global Week for Action on NCDs <https://actonncds.org/about/about-ncds>

³DKSH Healthcare's Commercial Go-To-Market Trends Series 1 Rethinking Commercial Models in Asia Pacific's Evolving Healthcare Landscape page 7

majority expect to increase further⁴. More than half now describe their outsourcing partners as strategic advisors rather than logistics providers.

DKSH Healthcare is the partner of choice for leading pharmaceutical, biotechnology, and healthcare companies seeking sustainable growth in Asia and beyond. Operating in Thailand for 120 years and at a global level for 160 years, DKSH is ranked number one in healthcare commercial outsourcing in Thailand. The company serves over 300 clients, manages more than 35,000 healthcare SKUs, and distributes to over 40,000 customer accounts nationwide, spanning hospitals, clinics, pharmacies, and community health channels.

“Thailand’s healthcare needs are becoming more complex as the country ages and chronic diseases rise. To keep care accessible, healthcare companies must adapt how they bring medicines, devices, and health solutions to patients. DKSH supports this shift through strategic partnerships that combine local expertise, nationwide reach, regulatory know-how, and data-driven insights to help companies serve patients more effectively across hospitals, pharmacies, clinics, and homes.” said Nannaphat.

About DKSH

For more than 160 years, DKSH has been delivering growth for companies in Asia Pacific, Europe, and North America 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, e-commerce, 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 35 markets with 26,840 specialists, generating net sales of CHF 11.1 billion in 2025. DKSH Business Unit Healthcare distributes pharmaceuticals, consumer health, over-the-counter products and medical devices. With around 7,580 specialists, the Business Unit generated net sales of CHF 5.8 billion in 2025. www.dksh.com/hec

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⁴ DKSH Healthcare’s Commercial Go-To-Market Trends Series, Rethinking Commercial Models in Asia Pacific’s Evolving Healthcare Landscape Whitepaper 1, p.3-4