

Media Release

## **DKSH Vietnam Continues Partnership with University of Medicine and Pharmacy at Ho Chi Minh City to Maintain 15-Year Phaco Surgery Training Program**

**DKSH Healthcare Vietnam, Alcon and the Centre for Health Professionals Training of the University of Medicine and Pharmacy in Ho Chi Minh mark their 15-year milestone in the partnership for specialized Phacoemulsification (Phaco) surgical training, enabling enhanced access to this advanced surgery across Vietnam.**

Ho Chi Minh City, Vietnam, September 23, 2025 – DKSH Business Unit Healthcare, a Strategic Healthcare Solutions Partner and leading provider of Market Expansion Services across Asia and beyond, has renewed its strategic partnership with Alcon and the Centre for Health Professionals Training of the University of Medicine and Pharmacy at Ho Chi Minh City to continue the landmark 15-year Phaco surgery training program. This strategic partnership marks DKSH's continued commitment to advancing Vietnam's healthcare capabilities through specialized medical education, having successfully trained over 260 surgeons in advanced cataract treatment techniques.

The partnership signing ceremony, held at the University of Medicine and Pharmacy at Ho Chi Minh City auditorium, was attended by key representatives from DKSH Vietnam, Alcon, and the Centre for Health Professionals Training, reaffirming their shared commitment to advancing Vietnam's healthcare standards through specialized medical education. The program operates as a tri-party collaboration between DKSH Vietnam, its client Alcon - a global leader in eye care solutions, and the Centre for Health Professionals Training. This initiative demonstrates how strategic partnerships can create meaningful impact beyond traditional distribution models as DKSH supports comprehensive market expansion services including distribution, marketing activities, technical services, and specialized solutions such as inventory management, medical affair and education programs for Alcon.

The Phaco training program addresses Vietnam's increasing demand for advanced surgical techniques while supporting the country's aging population and growing healthcare needs. Over 15 years, this partnership has conducted almost 60 specialized courses, trained over 260 phaco surgeons, and enabled over 700,000 successful procedures nationwide. DKSH Vietnam's role in facilitating this initiative reflects the company's broader commitment to healthcare advancement through education and capacity building.

Nishant Sharma, Alcon's Surgical Franchise Director, Southeast Asia Cluster, GEM Region stated: "We are proud to continue this partnership with DKSH that has significantly enhanced Vietnam's surgical capabilities. This collaboration demonstrates our commitment to advancing eye care education and ensuring patients across Vietnam have access to the latest treatment innovations."

Associate Professor Dr. Nguyen Anh Tuan, Director of Centre for Health Professionals Training the stated: "This partnership enables us to equip practicing ophthalmologists with new techniques in Phacoemulsification surgery along with Alcon's modern surgical technology equipment, ultimately bringing practical benefits to patients across Vietnam, ultimately benefiting patients across Vietnam."

Ankur Pandey, Vice President, Business Unit Healthcare, DKSH Vietnam, expressed: "This enduring partnership exemplifies DKSH's mission to provide better healthcare for all. Over the past 15 years, our collaboration has trained skilled surgeons who are now providing critical cataract treatment services

across Vietnam. This renewal ensures we continue to support Vietnam's growing healthcare needs in the future and enhance the quality of eye care nationwide."

**About the Centre for Health Professionals Training**

The Centre for Health Professionals Training operates under the University of Medicine and Pharmacy at Ho Chi Minh City, with the function of organizing and coordinating various training service activities including postgraduate training, continuing education, professional knowledge development, technology transfer, and other forms of medical education. The Centre contracts with healthcare facilities to organize training courses that meet societal needs in the healthcare sector, playing a crucial role in developing Vietnam's healthcare workforce through practical training programs that bridge theoretical knowledge with real-world applications. [chpthcm.ump.edu.vn](http://chpthcm.ump.edu.vn)

**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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