

Media Release

DKSH and STADA Pymepharco Establish Strategic Partnership to Advance Health for Vietnamese Consumers

DKSH expands its collaboration with STADA Pymepharco aiming to enhance healthcare quality for Vietnamese consumers through European-standard Natures Aid products. As their strategic partner in Vietnam for the food supplements category, DKSH will accelerate market access and drive sustainable growth for their leading brand, Natures Aid, leveraging its nationwide omni-channel distribution network, with a strong focus on modern trade channels including mom and baby, health and beauty.

Ho Chi Minh City, Vietnam, April 24, 2026 – DKSH Business Unit Consumer Goods, a leading partner for companies seeking to grow consumer goods brands in Asia and beyond, has entered into a strategic partnership with STADA Pymepharco, a sole member of STADA Group, a Germany-based global healthcare company, in Vietnam. The collaboration aims to enhance healthcare quality for Vietnamese consumers by expanding access to Natures Aid, a leading brand from the United Kingdom and STADA's European-standard natural consumer healthcare portfolio.

STADA Pymepharco combines STADA Group's global healthcare expertise with strong local manufacturing and market presence in Vietnam, playing a vital role in delivering high-quality healthcare solutions tailored to local consumer needs. Under the agreement, DKSH will provide end-to-end market expansion services to accelerate the nationwide availability of Natures Aid products in Vietnam. These services include sales, distribution, marketing, supply chain, and logistics support, ensuring efficient and compliant route-to-market execution across the region.

DKSH's nationwide multi-channel distribution platform and deep local market expertise will serve as key enablers in accelerating Natures Aid's expansion across both general trade and modern trade channels. Supported by comprehensive supply chain capabilities and an agile logistics system, DKSH will bring Natures Aid products to key retail chains, supporting deeper penetration into Vietnam's fast-growing retail landscape while delivering best-in-class sales execution.

"Establishing a strategic partnership with DKSH marks a significant milestone in STADA Pymepharco's journey toward sustainable growth in Vietnam, one of Southeast Asia's most dynamic markets. This collaboration reflects STADA Pymepharco's purpose 'Caring for people's health as a trusted partner' by expanding access to reliable, high-quality healthcare solutions and contributing to the well-being of communities we serve", said Ankur Pandey, General Manager, STADA Pymepharco.

Kim Le Huy, Vice President, Business Unit Consumer Goods, DKSH Vietnam, reaffirmed DKSH's commitment to the partnership, stating: "Leveraging our extensive partner network and highly experienced sales force, DKSH is dedicated to expanding consumer access to safe, clinically validated, European-standard products from STADA's Natures Aid brand. By integrating these products into our consumer healthcare portfolio, DKSH will deploy its end-to-end distribution capabilities to support STADA Pymepharco in achieving speed-to-market, operational excellence, and full regulatory compliance in Vietnam's rapidly evolving consumer healthcare landscape."

This partnership underscores DKSH and STADA Pymepharco's shared commitment to advancing healthcare access through trusted, high-quality products. Together, both companies aim to deliver sustainable, long-term value by bringing Natures Aid closer to Vietnamese consumers, supporting better health outcomes, well-being, and an improved quality of life across Vietnam.

About STADA Pymepharco

STADA Pymepharco, formerly known as Pymepharco, founded in 1989. STADA Pymepharco has been the wholly affiliate of STADA Group in Vietnam since 2021 – a global pharmaceutical group with a 131-

year history. The company operates two EU-GMP-certified manufacturing plants located in Tuy Hoa Ward, Dak Lak Province (formerly Phu Yen), each with an annual production capacity of approximately 1.2 - 1.4 billion units per shift and 20 - 40 million finished packaging units. With a nationwide workforce of around 1,000 employees, STADA Pymepharco manages a broad portfolio of 27,000 SKUs, including more than 8,000 consumer healthcare (CHC) products, developed from roughly 800 active pharmaceutical ingredients (APIs). In Vietnam, the company markets approximately 400 SKUs, comprising about 250 generic prescription medicines (Rx) and 150 consumer healthcare products, of which around 80 have demonstrated bioequivalence to originator drugs. STADA Pymepharco is trusted by over 14,000 customers and partners, including hospitals, medical facilities, pharmacies, pharmacy chains, and other pharmaceutical businesses. <https://stadapymepharco.com>

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 Consumer Goods focuses on fast moving consumer goods, luxury and lifestyle products, food services, as well as beauty and wellness. With 13,620 specialists, the Business Unit generated net sales of CHF 3.4 billion in 2025. www.dksh.com/cg

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