



Media Release

DKSH and Vietnam Pharmaceutical Companies Association Partner to Strengthen Export Readiness of Vietnamese Pharmaceuticals Companies

DKSH and the Vietnam Pharmaceutical Companies Association enter a partnership to enhance the export readiness and global competitiveness of Vietnamese healthcare companies, while fostering connections with international markets. The partnership was announced during the Swiss-Vietnam Economic Forum 2026, where DKSH's senior leadership team also contributed to strategic discussions on healthcare development, patient access, and international collaboration.

Hanoi, Vietnam, October 21, 2026 – DKSH Pharma Vietnam Co., Ltd. (DKSH) and the Vietnam Pharmaceutical Companies Association (VNPCA) have signed a Memorandum of Understanding (MOU) to strengthen the competitiveness, export readiness, and international integration of Vietnam's healthcare industry.

The signing ceremony took place during the Swiss-Vietnam Economic Forum (SVEF), held in Hanoi from October 18 to 20, 2026. Attendees included Guy Parmelin, President of the Swiss Confederation, Thomas Gass, Swiss Ambassador to Vietnam, Chau Mai Anh, Ambassador of Vietnam to Switzerland, senior government officials from both countries, as well as senior leaders from the Vietnam Pharmaceutical Companies Association and DKSH.

Leveraging Market Expansion expertise and an international network

The MOU agreement establishes a framework through which the two parties combine their respective expertise, networks, and capabilities to support Vietnamese healthcare companies seeking access to international markets. DKSH and VNPCA aim to cooperate across four key areas: (i) strengthening the capabilities, export readiness, and international competitiveness of Vietnamese pharmaceutical companies; (ii) supporting the identification of suitable products, target markets, and practical market-entry pathways; (iii) facilitating knowledge sharing and connections with international companies, customers, distributors, investors, and other relevant partners; and (iv) exploring opportunities to enhance pharmaceutical export, logistics, and international supply chain capabilities.

Under the MOU, VNPCA will coordinate engagement with Vietnamese pharmaceutical companies and relevant local stakeholders. Meanwhile, DKSH will contribute its expertise, network, and technical support in areas such as market expansion, market access, supply chains, and logistics.

Tran Thi Thu, Permanent Vice Chairwoman of VNPCA, said: "The Association highly appreciates the opportunity to partner with DKSH, a company with extensive international expertise in healthcare and market expansion. We are confident that this collaboration will provide Vietnamese pharmaceutical companies with access to industry knowledge, understanding of export market requirements, and insights into the capabilities needed to compete internationally. This partnership is a step toward strengthening the competitiveness of Vietnamese pharmaceutical companies and advancing the national goal of achieving USD 1 billion in pharmaceutical exports under Vietnam's National Pharmaceutical Industry Development Strategy. It will also foster international connections, support the sustainable growth of Vietnam's pharmaceutical sector, and strengthen economic ties between Vietnam and Switzerland."

Charaf Kadri, Vice President, Business Unit Healthcare, DKSH Vietnam, added: "With over 35 years of presence in Vietnam, DKSH has developed a deep understanding of the circumstances that local pharmaceutical and healthcare companies face when expanding beyond their home market. Through our partnership with the VNPCA, we will share our profound expertise, practical experience, network, and integrated commercialization capabilities to help Vietnamese healthcare companies strengthen their export readiness and build sustainable pathways for international growth. We will also help high-quality healthcare products and solutions from Vietnam expand into more markets, strengthening access to healthcare treatments for patients across the region."



Contributing to Healthcare Dialogue at the Swiss-Vietnam Economic Forum

At SVEF 2026, DKSH CEO Stefan P. Butz highlighted the importance of collaboration between governments, healthcare institutions, and industry to support sustainable healthcare development. Four key priorities for strengthening healthcare systems were emphasized: enhancing quality cooperation, developing healthcare capabilities and professional skills, integrating into regional healthcare value chains, and advancing digital health and trusted data systems. "Vietnam made remarkable progress in strengthening its healthcare sector. Continued collaboration, knowledge exchange, and long-term partnerships will be essential to advancing healthcare quality, expanding patient access, and fostering innovation for the benefit of patients and society," said Stefan P. Butz, DKSH CEO.

Charaf Kadri shared insights on how international expertise and local partnerships can help address healthcare challenges and improve patient outcomes. He highlighted the importance of reliable supply chains, quality standards, workforce development, and innovation in enabling patients to access healthcare products and services.

Supporting Vietnam's Long-term Healthcare Development

DKSH's participation in SVEF reflects the company's long-standing commitment to Vietnam and particularly, its healthcare sector. With more than 35 years of presence in Vietnam and over 160 years of Swiss heritage, DKSH continues to support healthcare companies through its expertise in market expansion, commercialization, supply chain management, and logistics. By combining global expertise, networks, and local partnerships, DKSH remains committed to contributing to stronger healthcare capabilities and sustainable growth for Vietnam's healthcare industry.

About VNPCA

Founded in 2000, the Vietnam Pharmaceutical Companies Association (VNPCA) is a representative organization for enterprises engaged in pharmaceutical manufacturing, trading, import-export, and research and development in Vietnam. The Association's core functions include fostering collaboration and cooperation among its members, supporting their development and business activities, safeguarding their legitimate rights and interests in accordance with the law, and providing recommendations to government authorities on policies, initiatives, and solutions to support the development of Vietnam's pharmaceutical industry and create a conducive business environment for pharmaceutical enterprises. As a strategic bridge between domestic and international companies, VNPCA actively promotes trade facilitation and international cooperation initiatives aimed at strengthening manufacturing capabilities and expanding market opportunities for Vietnam's pharmaceutical sector. Today, the Association comprises 207 member companies, including 124 pharmaceutical manufacturers and 83 pharmaceutical trading companies. www.vnpca.org.vn

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 access support, market insights, marketing and sales, 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. www.dksh.com

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The MOU signing ceremony took place in the presence of Swiss President Guy Parmelin, Swiss Ambassador to Vietnam Thomas Gass, Ambassador of Vietnam to Switzerland Chau Mai Anh, senior government officials from both countries, as well as senior leaders from the Vietnam Pharmaceutical Companies Association and DKSH.



Mr. Charaf Kadri, Vice President, Business Unit Healthcare, DKSH Vietnam (Seated, left) and Ms. Tran Thi Thu, Permanent Vice Chairwoman, Vietnam Pharmaceutical Companies Association (Seated, right) represented their respective organizations in signing the MOU.



Mr. Stefan P. Butz, CEO of DKSH Group, delivering his keynote speech at SVEF Hanoi 2026



Mr. Charaf Kadri, Vice President, Business Unit Healthcare, DKSH Vietnam, sharing his insights at SVEF Hanoi 2026