

Media Release

DKSH and Sanofi Enter Strategic Partnership to Expand Treatment Access Across Malaysia, Singapore, and Thailand

Sanofi and DKSH have entered into a strategic partnership to expand patient access to Cardiovascular treatments across Malaysia, Singapore, and Thailand as well as Diabetes treatments in Singapore and Thailand. Under this collaboration, Sanofi's scientific expertise is combined with DKSH's regional commercial capabilities.

Singapore, April 16, 2026 – DKSH Business Unit Healthcare, a strategic healthcare business partner and leading provider of Market Expansion Services for pharmaceutical, over-the-counter (OTC), consumer health and medical device companies, has entered into a new partnership with Sanofi to broaden access to Cardiovascular treatments across Malaysia, Singapore, and Thailand and Diabetes treatments in Singapore and Thailand, through its end-to-end services.

As healthcare systems across ASEAN continue to evolve, driven by ageing populations, changing lifestyles, and increasing expectations for quality and access to care, the burden of chronic diseases has become a regional challenge. Cardiovascular disease and Diabetes remain among the most prevalent and impactful non-communicable diseases across Southeast Asia¹. Agile and locally grounded partnerships are becoming more critical. Regulatory complexity, diverse market dynamics, and the growing demand for integrated, value-driven healthcare solutions require strong regional execution combined with deep local expertise. In this context, the collaboration between DKSH and Sanofi is well positioned to support healthcare delivery while addressing the distinct needs of patients and stakeholders across Malaysia, Singapore, and Thailand.

Recognized for delivering sustainable growth for client partners, DKSH will support Sanofi with its full agency alliance business model that provides end-to-end solutions prioritizing healthcare access to patients. With DKSH's deep expertise in Cardiovascular and Diabetes care, proven healthcare professional engagement, robust distribution infrastructure, and integrated commercial and medical affairs capabilities, this collaboration marks a significant step forward in continuing patient care and accessibility in the region.

"This partnership with DKSH is a meaningful step in strengthening how we serve patients. With DKSH's proven healthcare expertise and strong commercial capabilities in Southeast Asia, we can broaden access to established treatments, enhance the experience for healthcare professionals and patients, and stay agile as market needs evolve. Above all, we are committed to working together to help strengthen the region's healthcare ecosystem," said Eric Mansion, General Manager Pharma Southeast Asia and India & MCO Lead, Sanofi.

"We are thrilled to further expand our strategic partnership with Sanofi. We appreciate that Sanofi recognizes DKSH's proven track record and differentiated capabilities of our commercialization platform, specifically related to customer insights, omni-channel engagement and enhancing patient access as well as adherence. Through this collaboration, we aim to help improve access to treatment as part of our mission to deliver better healthcare for all. By combining our expertise as the leading healthcare commercialization business partner in the region with Sanofi's Cardiovascular and Diabetes portfolio, we look forward to delivering meaningful impact for patients," said Patrik Grande, Global Head of Business Unit Healthcare, DKSH.

Building on a shared commitment to patient-centric care, Sanofi's scientific leadership and DKSH's strong local presence and operational excellence, the collaboration is designed to ensure continuity of care, strengthen stakeholder partnerships, and support long-term, sustainable healthcare outcomes across the region.

¹ FrontierView. (n.d.). *Southeast Asia as a growth accelerator for global healthcare firms: Avenues to accelerate growth through expanded patient access* [White paper]

About Sanofi

Sanofi is an R&D driven, AI-powered biopharma company committed to improving people's lives and delivering compelling growth. The company applies its deep understanding of the immune system to invent medicines and vaccines that treat and protect millions of people around the world, with an innovative pipeline that could benefit millions more. Our team is guided by one purpose: They chase the miracles of science to improve people's lives; this inspires them to drive progress and deliver positive impact for its people and the communities they serve, by addressing the most urgent healthcare, environmental, and societal challenges of our time. www.sanofi.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 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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