

Media release

## **DKSH transfers healthcare business in China and increases strategic focus**

**For many years, DKSH has pursued a niche strategy in the Chinese healthcare market. DKSH now announced an agreement to transfer this business to Warburg Pincus. The transaction emphasizes DKSH's increased strategic focus, realizing the value created over the years. DKSH continues to be present with its Consumer Goods, Performance Materials and Technology businesses in China.**

Zurich, Switzerland, July 10, 2018 – DKSH, the leading Market Expansion Services provider with a focus on Asia, today announced an agreement to transfer its Healthcare business in China to Warburg Pincus.

The transfer of the healthcare business emphasizes the increased strategic focus of DKSH. The company has pursued a niche strategy in the Chinese healthcare market for many years. Reviewing its portfolio on a regular basis, DKSH has identified Warburg Pincus as the ideal new owner. Their scale and experience allows them to further take advantage of the potential in the business.

The transaction includes DKSH's pharma, consumer health and medical device businesses. Already in 2015, DKSH transferred two own pharmaceutical brands, Combizym and Hirudoid, to the Chinese pharma distributor CMS. DKSH continues to be present in China with Business Units Consumer Goods, Performance Materials and Technology.

Closing of the transaction is expected for the second half-year of 2018 and is subject to certain conditions and regulatory approvals. Assuming constant exchange rates, net sales related to the transaction were over CHF 300 million in 2017 and the purchase price is expected to be approximately CHF 100 million.

Stefan P. Butz, CEO of DKSH says: "The transfer emphasizes our increased strategic focus and China historically has been a niche market for our healthcare business. Expanding the market requires significant scale. We are pleased to transfer the business to Warburg Pincus for further expansion. We would like to thank our colleagues in China for their achievements and wish them continued success together with Warburg Pincus."

### **About DKSH Group**

DKSH is the leading Market Expansion Services provider with a focus on Asia. As the term "Market Expansion Services" suggests, DKSH helps other companies and brands to grow their business in new or existing markets. Publicly listed on the SIX Swiss Exchange since 2012, DKSH is a global company headquartered in Zurich. With 825 business locations in 37 countries – 800 of them in Asia – and 31,970 specialized staff, DKSH generated net sales of CHF 11.0 billion in 2017. DKSH was founded in 1865. With strong Swiss heritage, the company has a long tradition of doing business in and with Asia and is deeply rooted in communities and businesses across Asia Pacific.

### **About Warburg Pincus**

Warburg Pincus LLC is a leading global private equity firm focused on growth investing. The firm has more than \$45 billion in private equity assets under management. Founded in 1966, Warburg Pincus has raised 17 private equity funds which have invested more than \$68 billion in over 820 companies in more than 40 countries. Warburg Pincus is an experienced investor in healthcare and consumer sector, with more than \$15.0 billion invested in over 200 healthcare and consumer globally. With over 24 years of track record investing in China, Warburg Pincus has backed growth of some of the leading healthcare companies including Lepu Medical, Wuxi Pharma, China Biologic Products, PW Medtech Group PWM and Amcare Women's & Children's Hospital.

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新聞稿

## 大昌華嘉转移中国大陆医药保健业务并加强战略性重点

对于大昌华嘉，中国大陆的医药保健业务长久以来都是采取利基战略。大昌华嘉现宣布将其在中国大陆的医药保健业务转移至华平投资。此交易强调大昌华嘉加强的战略性重点，实现过往多年创造的价值。大昌华嘉将继续发展消费品，特色原料及科技事业这些业务单位在中国大陆的业务。

苏黎世，瑞士，2018年7月10日-大昌华嘉，专注于亚洲地区并处于领先地位的市场拓展服务公司，今天宣布将其中国大陆的医药保健业务转移至华平投资。

这次医药保健的业务转移强调大昌华嘉加强的战略性重点。对于大昌华嘉，中国大陆的医药保健业务长久以来都是采取利基战略。大昌华嘉定期审视其业务组合，并确定华平投资是最理想的全新拥有者。它的规模及经验容许它们将现有的业务更上一层楼。

此交易包括大昌华嘉药品、保健消费品及医疗器械业务。大昌华嘉已于2015年将两个药品品牌慷彼申及喜辽妥转移至药品分销商康哲药业。大昌华嘉将继续发展消费品、特色原料及科技事业在中国大陆的业务。

我们期待整项交易于2018年下半年完成，这将取决于特定的条件和监管部门的批准。假设汇率维持不变，有关是次交易的净销售额在2017年超过3亿瑞士法郎，购买价预算约为1亿瑞士法郎。

大昌华嘉首席执行官Stefan P. Butz表示：「是次转移强调我们加强的战略性重点，而对于大昌华嘉，中国大陆的医药保健业务长久以来都是一个利基市场。要立足于医药保健的市场，往往需要庞大规模的营运。我们很高兴地将有关业务转移至华平投资继续发展。我们亦希望藉此多谢中国大陆的员工为公司带来的贡献，期待他们在华平投资的带领下，业务更进一步。」

### 关于大昌华嘉

大昌华嘉是一家专注于亚洲地区，在市场拓展服务领域处于领先地位的集团。正如“市场拓展服务”一词所述，大昌华嘉致力于帮助其他公司和品牌拓展当前市场及新兴市场业务。总部位于瑞士苏黎世的大昌华嘉是一家全球性企业，自2012年在瑞士证券交易所上市。大昌华嘉在全球37个国家设有825个营运地点 -- 其中800个分布于亚洲地区，拥有31,970名专业员工。2017年，大昌华嘉的销售净额为110亿瑞士法郎。大昌华嘉于1865年成立，凭借深厚的瑞士传统背景，公司在亚洲开展业务历史悠久，深深植根于亚太地区的社会和企业界。

### 关于华平投资

美国华平投资集团是全球领先的私募股权投资机构，专注于成长性投资。华平目前管理逾450亿美元的私募股权资产。华平是企业家和管理团队的优秀伙伴，致力于帮助企业长期发展。华平成立于1966年，迄今为止已募集了17期私募股权基金，自成立以来，已在全球40个国家、820家企业投资逾680亿美元。

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