



Alvotech and DKSH Extend Partnership in Asia

September 22, 2020

Alvotech and DKSH, a leading healthcare provider across 36 emerging countries in South-East Asia, today announced an expansion of their strategic partnership to commercialize six new biosimilar product candidates for the Asian markets. The initial pipeline contains biosimilar candidates addressing multiple therapeutic areas.

“We have been delighted to work with DKSH since our initial partnership began earlier this year. The partnership is designed to accelerate improved patient access for high quality biosimilar medicines in the Asian biosimilar industry. This is also another milestone for Alvotech, where we continue to extend our network of leading commercial partners around the globe.”

MARK LEVICK

Chief Executive Officer of Alvotech

In March 2020, the companies announced its exclusive partnership agreement for AVT02, an adalimumab biosimilar, a leading drug indicated for the treatment of several autoimmune diseases. The collaboration includes the following markets: Taiwan, Hong Kong, Cambodia, Malaysia, Singapore, Indonesia, India, Bangladesh and Pakistan. These biosimilar candidates' brand values are estimated around US\$1.5 billion in annual sales in the Asia Pacific region, according to IQVIA data.

“The extended partnership with Alvotech demonstrates our commitment to bringing high-quality medical products to Asian patients and enriching their lives. At DKSH, we believe biosimilars offer a tremendous opportunity to enhance the standard of care in several disease areas across the Asian markets. This partnership brings together two strong players – Alvotech, with their leading position in the development and manufacturing of biosimilars worldwide, and DKSH as the leading commercial outsourcing partner for healthcare companies in Asia.”

BIJAY SINGH

Global Head of Business Unit Healthcare, DKSH

This latest announcement from Alvotech and DKSH expands on a deep partnership between the two companies to accelerate the introduction of high quality biosimilar to patients in Asia. In the last twelve months, Alvotech has made very important strategic partnership agreements with leading regional and global industry players including: Teva in the U.S., Stada in Europe, JAMP in Canada, Yas Holding in the Middle East and Fuji Pharma in Japan.

About DKSH

DKSH is the leading Market Expansion Services provider with a focus on Asia. The Group helps companies to grow across the Business Units Healthcare, Consumer Goods, Performance Materials and Technology. The service portfolio covers sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. Publicly listed on the SIX Swiss Exchange, the Group operates in 36 markets with 33,350 specialists, generating net sales of CHF 11.6 billion in 2019. With its Swiss heritage, DKSH has been deeply rooted in Asia Pacific since 1865. The DKSH Business Unit Healthcare distributes pharmaceuticals, consumer health and over-the-counter (OTC) products as well as medical devices. With around 8,220 specialists, the Business Unit generated net sales of CHF 6.0 billion in 2019.