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Hasten Biopharma joins hands with DKSH to improve treatment of chronic diseases in Thailand

September 3, 2024 | News

DKSH supports Hasten Biopharmaceutical's sustainable growth through new partnership in Thailand



DKSH Business Unit Healthcare, a strategic healthcare solutions partner and leading provider of market expansion services for pharmaceutical, over-the-counter (OTC), consumer health and medical device companies, has signed an exclusive agreement with HP Bidco 2 Limited, an affiliate of China-based Hasten Biopharmaceutical Co. for Thailand.

Under the agreement, DKSH will improve the availability and accessibility of Hasten's products across hospitals, clinics and pharmacies in Thailand through distribution, logistics, marketing and sales services.

Hasten is on a growth mission to help more patients get access to medicines for chronic diseases, such as hypertension and diabetes, and critical care areas. The company recently acquired asset rights, and will also own the Marketing Authorisation Holder (MAH) rights for 14 Celltrion legacy products in eight markets, including Thailand, one of the largest markets in Asia.

According to the National Health Examination Survey, in 2021, an estimated 14 million Thais suffered from hypertension. The Department of Disease Control states that approximately 300,000 new diabetes patients were diagnosed in Thailand in 2022, twice as many as in 2021. This signals an increased need for easy access to high-quality medication in these critical areas.

Hanson Zheng, Senior Vice President, Head of Commercial Excellence, Hasten Biopharmaceutical Co. said: "Together with DKSH, we will improve patients' accessibility and health outcomes to advanced healthcare solutions and provide support to doctors across Thailand. Moreover, working with DKSH allows us to focus on introducing innovative products and optimise our product portfolio, while enhancing our research and production capabilities."

Patrik Grande, Vice President, Business Unit Healthcare, DKSH Thailand, said, "With our network, insights and capabilities in commercial excellence, medico-marketing, patient solutions and digital engagement, our aim is to improve the lives of Thai patients, ensuring more eligible patients benefit from Hasten medicines."