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DKSH Korea expands strategic partnership with Novartis for hypertension treatment

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DKSH expands its prescription drug portfolio in South Korea

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,â?¯has further expanded its prescription drug business in South Korea through a strategic partnership with Novartis, adding the hypertension treatments Diovan® and Exforge® to its portfolio.

Under the partnership, DKSH Korea will be responsible for local sales, medical affairs, and marketing activities for the two products, further strengthening its capabilities and competitiveness in the prescription drug market.

Building on its existing portfolio, which includes AstraZeneca’s hypertension treatment Atacand and hematology and nephrology treatments from Kyowa Kirin, the collaboration with Novartis represents another strategic partnership in the prescription drug sector, continuing its growth momentum and further strengthening both its portfolio and position in the Korean market.

Entering a new chapter with a renewed vision for growth of its Business Unit Healthcare, DKSH is uniquely positioned to connect innovation with access, bringing together its integrated end-to-end commercialisation platform, deep local expertise, and patient-centric performance culture to deliver impact at scale.

Diovan and Exforge are well-established hypertension treatments that have been widely prescribed for many years across cardiology departments and primary care institutions in Korea. Through this partnership, DKSH Korea will further strengthen its existing cardiovascular portfolio and leverage its established medical and marketing capabilities to expand the local market presence of both products.

As part of the partnership, DKSH Korea also plans to add professionals with strong product expertise and an in-depth understanding of the market to its team, laying a solid foundation for the continued growth of its prescription drug business.