

# Factsheet Business Unit Healthcare

**CHF 6.1 billion**  
net sales (2018)

**CHF 150.5 million**  
EBIT<sup>1</sup> (2018)

**8,800**  
specialists

**130,000**  
customers in Asia

**550**  
clients

**14**  
markets

<sup>1</sup> Including one-time effects of CHF 8.1 million



Business Unit Healthcare helps pharmaceutical, over-the-counter (OTC), consumer health and medical device and diagnostics companies seeking to grow their business in Asia.

We provide access to multiple professional healthcare channels in 14 markets, including hospitals, clinics, doctors, pharmacies, drugstores, dentists and optical outlets.

We offer a wide range of solutions from registration, market entry studies, marketing and sales, redressing, physical distribution, as well as invoicing and cash collection.

With our leading marketing and sales competencies supported by regulatory affairs, customer care centers and logistics platforms, as well as our commitment to international qua-

lity standards and corporate compliance, we set the benchmark in Asia. Our integrated service offerings are unmatched across the region.

Our 8,800 healthcare specialists provide deep market knowledge coupled with a breadth of capabilities that enables us to develop truly customized solutions. We support and represent 550 clients and serve 130,000 purchasing and decision-making customers, thereby improving the lives of millions of patients across Asia.

For companies wishing to license out products in the Asian markets, we are a proven partner through stand-alone entities, such as Medinova and Favorex, brand-owning businesses based in Switzerland and Asia.