

Daiichi Sankyo, Ranbaxy integrate business operations

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Daiichi Sankyo Company and Ranbaxy Laboratories have announced their intention to integrate their business operations in Thailand, to leverage and maximize the synergies of a hybrid business model. Under this strategy, Daiichi Sankyo and Ranbaxy would integrate the management of Daiichi Sankyo's subsidiary in Thailand, Daiichi Sankyo Thailand (DSTH) and Ranbaxy's Thailand subsidiary, Ranbaxy Unichem (RUCL). The new representative of the proposed integrated entity will be Suthas Thongprasert, who presently heads DSTH. Business is set to commence on April 1, 2013.

The pharmaceutical market in Thailand is the 2nd largest among ASEAN countries, and DSTH, has built its presence mainly by targeting healthcare facilities through innovative pharmaceuticals. The company was founded in 1994 and had sales of US \$13 million (JPY 1.2 billion yen) in FY 2011. On the other hand, RUCL markets generic medicines focusing on primary healthcare and pharmacies. RUCL was established in 1983 and had sales of US \$14 million in FY 2011.

The planned integration of operations will provide a strong foundation for the future Daiichi Sankyo Group business expansion in Thailand. The development is set to be mutually beneficial to Ranbaxy and Daiichi Sankyo. It is expected to enhance their competitiveness while offering both innovative, affordable and high quality generic medicines to the people of Thailand as well as generate cost synergies for both companies.