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DKSH to establish healthcare platform in Middle East and scale up capabilities with acquisition of NewBridge Pharma

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Acquisition represents a pivotal step in expanding DKSH Healthcareâ??s footprint beyond Asia Pacific

DKSH has signed an agreement to acquire 100% of NewBridge Pharmaceuticals, a Dubai-headquartered healthcare commercialisation platform with operations across 14 markets in the MENA region, for an enterprise value of $390 million.

The acquisition represents a pivotal step in expanding DKSH Healthcare’s footprint beyond Asia Pacific and advances DKSH Healthcare’s strategic roadmap to become a leading multi-regional, end-to-end outsourcing platform.

It also aligns with DKSH’s strategy to accelerate M&A. It enhances DKSH’s offering as a single partner of choice for biopharmaceutical companies across a wider range of geographies and strengthens the commercialisation of innovative medicines for specialty and rare diseases, including launch excellence, market access and medical affairs.

NewBridge is expected to generate net sales of around $385 million in 2027, with a high single-digit EBITDA margin. NewBridge is a partner of choice for pharmaceutical companies in the region, with a proven track record and long-standing relationships across a broad partner base. Its end-to-end regional commercialization platform combines specialised market access, medical affairs, and sales force capabilities with scientific partnerships across the healthcare ecosystem. The highly experienced and multinational management team that has successfully developed the business will become part of the DKSH organization.