

A Singapore-based pharmaceutical distributor is exploring potential partnerships with manufacturers of therapeutic products. The company is keen to establish marketing and distribution arrangements targeting Singapore and broader ASEAN markets.

Summary

Profile type	Company's country	POD reference
Business Offer	Singapore	BOSG20250627003
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement Investment agreement Commercial agreement	• World
Contact Person	Term of validity	Last update
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General Information

Short summary

A dynamic pharmaceutical importer, wholesaler, and distributor based in Singapore is seeking to establish commercial agency or distribution partnerships with manufacturers of generic therapeutic products and health supplements. The objective is to register these products with the Singapore regulatory authority and market them across government procurement channels and private clinics in Singapore and the broader ASEAN region.

Full description

This well-established Singapore-based pharmaceutical importer, wholesaler, and distributor is committed to delivering affordable healthcare solutions to the public in Singapore and the region. Backed by strong commercial capabilities, regulatory expertise, and in-depth knowledge of local business practices, the company is well-positioned to drive significant sales growth and generate long-term value. It currently represents several leading international medical manufacturers in Singapore and is rapidly expanding across ASEAN markets.

With a highly efficient and experienced sales structure, the company effectively promotes and distributes its partners' products throughout Singapore and is poised to scale into regional markets. It is fully equipped to manage both direct

and indirect sales channels on behalf of manufacturers. Operating in full compliance with international standards and ethical business practices, the company offers a reliable and sustainable platform for partners to grow their commercial footprint in Asia.

Beyond its core pharmaceutical distribution activities, the company also engages in areas such as drug shortage management, supplying orphan drugs to underserved patients, and providing marine medical supplies. It is actively looking to market products across key MIMS classes, including Anticoagulants, Angiotensin II Antagonists, Immunosuppressants, Antipsychotics, Antidiabetics, and Anti-Anginals, and remains open to exploring other related classes and health supplements.

Advantages and innovations

With extensive international experience in the healthcare sector, this Singapore-based pharmaceutical wholesaler has established itself as a premier business-development partner, consistently unlocking significant value and driving strong sales growth for its collaborators. Leveraging a deep command of regional regulations, evolving medical trends, and best-practice commercial standards—supported by a robust global supply-chain network—the company executes every engagement ethically and sustainably. Its core strengths include medical and cross-cultural literacy, stringent regulatory compliance, and a sales-driven distribution model. In addition, the team offers functional expertise in emerging areas such as healthcare innovation and sustainability. This strategic blend of capabilities enables partners to lower costs, mitigate risks, cultivate long-term relationships, and secure recurring business across Singapore and the broader ASEAN market.

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

IPR Notes

Sustainable Development goals

- **Goal 5: Gender Equality**
- **Goal 3: Good Health and Well-being**

Partner Sought

Expected role of the partner

The Singapore-based Pharma Wholesaler and Distributor is seeking partnerships with US-FDA, MHRA, EMA, or

TGA-certified manufacturers producing generic therapeutic products in Europe, including Eastern Europe. Ideal partners should have an existing portfolio of generics and licensed products that are already registered and marketed across Europe and other regions, along with complete Dossiers in CTD format. The company is also open to evaluating distribution opportunities in other product categories.

Prospective partners must hold all necessary regulatory and compliance certifications. They should be able to provide comprehensive regulatory affairs support for registration, communication, logistics, as well as technical and commercial documentation, clinical and technical studies, and relevant training.

In addition, partners should be well-regarded within the healthcare industry both domestically and internationally. The company is prepared to act as a marketing agent and regional distributor for manufacturers and suppliers of therapeutic products and health supplements, particularly those offering innovative products looking to expand into the Singapore and ASEAN markets. The company aligns with pharmaceutical manufacturers that have strategic and focused plans for ASEAN market entry and growth.

Operating with full transparency and mutual trust, the company works closely with all functional departments of its partner manufacturers. Various cooperation modalities can be explored. Each marketing, commercial, and/or distribution agreement will be evaluated on a case-by-case basis, depending on the classification of the product.

All agreements are tailored to meet the specific needs of both the manufacturer and the company, ensuring a mutually beneficial outcome. The value proposition of the partnership includes cost savings, risk reduction, increased operational efficiency, and key deliverables such as rapid market access, long-term development, patient-centric outcomes, robust supply chain capabilities, and effective distribution networks.

Type of partnership

Supplier agreement

Investment agreement

Commercial agreement

Type and size of the partner

• **SME 50 - 249**

• **SME 11-49**

Dissemination

Technology keywords

Market keywords

- **05005022 - Other clinical medicine**
- **05007007 - Other medical/health related (not elsewhere classified)**
- **05003006 - Other therapeutic (including defibrillators)**
- **05007002 - Pharmaceuticals/fine chemicals**

Targeted countries

Sector groups involved

- **World**