



*Working to improve your health*

5 November 2021

## **AFT appoints McPherson's as Singapore distributor**

AFT Pharmaceuticals (NZX: AFT, ASX: AFP) has signed an exclusive distribution agreement with ASX-listed McPherson's Limited (ASX: MCP) to drive growth of its over the counter (OTC) products in Singapore.

The move is aimed at maximising the potential for AFT's medicines in Singapore, where the OTC market is worth approximately \$US600 million and is forecast to grow at around 5.45% to reach \$US800 million by 2026\*. It is also part of AFT's broader strategy to grow its presence in Asia.

McPherson's will distribute and market the tablet form of AFT's patented Maxigesic pain relief medicine, launched in Singapore in 2018, AFT's premium Liposomal Nutritional Supplements as well as a number of other newly registered pharmaceuticals.

The agreement seeks to leverage McPherson's experienced sales and marketing teams in Singapore and will ensure channel strategies and product and merchandising activations are tailored to the local market.

AFT Pharmaceuticals Chief Executive Dr Hartley Atkinson said: "This partnership affirms AFT's commitment to building new categories and distribution in existing Asian markets and further reaching out into the region.

"We are very pleased with the progress we have made in Singapore, but this agreement with McPherson's, a specialist OTC distributor, ensures we are aligned with the right partners to ensure success in the future"

McPherson's Chief Executive Officer, Grant Peck said "We believe our established distribution channels and strong sales team in Singapore are a great fit for AFT and we are excited for what this partnership will achieve together. AFT's OTC product brands have great synergies with McPherson's focus in the health category and we are committed to market growth."

*For and on behalf of AFT Pharmaceuticals Limited by Malcolm Tubby, Chief Financial Officer.*

### **For more information:**

#### **Investors**

Dr Hartley Atkinson  
Managing Director  
AFT Pharmaceuticals  
Tel: +64 9488 0232

#### **Media**

Richard Inder  
The Project  
Tel: +64 21 645 643

\*<https://www.marketdataforecast.com/market-reports/singapore-over-the-counter-drugs-market>

### **About AFT Pharmaceuticals**

AFT is a growing multinational pharmaceutical company that develops, markets and distributes a broad portfolio of pharmaceutical products across a wide range of therapeutic categories which are distributed across all major pharmaceutical distribution channels: over the counter (OTC), prescription and hospital. Our product portfolio comprises both proprietary and in-licensed products, and includes patented, branded and generic drugs. Our business model is to develop and in-license products for sale by our own dedicated sales teams in our home markets of Australia and New Zealand and in certain Southeast Asian markets, and to out-license our products to local licensees and distributors to over 125 countries around the world. For more information about the company, visit our website [www.aftpharm.com](http://www.aftpharm.com).

### **About McPherson's Limited**

McPherson's, established in 1860, is a leading supplier of Health, Wellness and Beauty products with operations in Australia, New Zealand and Asia. McPherson's markets and distributes beauty care, hair care, skin care, vitamins, supplements, and personal care items such as facial wipes, cotton pads and foot comfort products, as well as a range of kitchen essentials such as baking paper, cling wrap and aluminium foil.

McPherson's revenue is primarily derived from its diversified portfolio of owned, market-leading brands, including Dr. LeWinn's, A'kin, Manicare, Lady Jayne, Swisspers, Multix, Fusion Health, Oriental Botanicals, Moosehead and Maseur. McPherson's also manages several brands for agency partners.

For further information on McPherson's business and its strategy and to view the most recent corporation video please refer to the company's website <http://www.mcphersons.com.au>