

FOR IMMEDIATE RELEASE

MEDIA RELEASE

PHARMANIAGA SETS FOUNDATION FOR FUTURE GROWTH BY IMPLEMENTING SAP S/4HANA FOR ITS MANUFACTURING PLANTS

Malaysia's largest pharmaceutical company acknowledges the needs for digital transformation towards The Fourth Industrial Revolution (Industry 4.0)

KUALA LUMPUR, 8 November 2017 – Pharmaniaga Berhad (Pharmaniaga or Company) Malaysia's largest pharmaceutical company, today hosted the "Go Live" Ceremony of the SAP S/4HANA system implementation for its manufacturing plants to signify a strategic chapter in the Company's digital transformation journey.

"Internet of Things (IoT) and System Integration are the two out of nine main pillars in the Industry 4.0. We have embraced this new revolution and set our sights on further growth as we become increasingly aware on the importance and needs of digital technology in our organisation to enhance the works productivity and efficiency using the best practises," said Dato' Farshila Emran, Managing Director of Pharmaniaga.

"We began looking at several vendors in the market since 2015 to assist us in transforming our existing system and through this filterisation, we found SAP is able to cater to our requirements in providing end-to-end solutions that matches our business needs," added Dato' Farshila.

Pharmaniaga appointed ABeam Consulting for the deployment of the SAP S/4HANA, a real-time enterprise resource management suite for digital business. SAP S/4HANA is built on SAP's advanced in-memory platform, SAP HANA, and offers a personalised, consumer-grade user experience with SAP Fiori. This new system implementation is aimed at providing an avenue for Pharmaniaga to elevate its effectiveness and efficiency in managing production orders, quality management, delivery and product costing.

Working with ABeam Consulting as the implementation partner, Pharmaniaga embarks on this project with an aim to become a full-fledged integrated healthcare solutions provider by standardising its operations across all its manufacturing plants.

"We are committed to meeting our clients' expectations and always look forward to providing excellent services parallel with digital era's changes which enable us to be at par with other local as well as international pharmaceutical companies. As Malaysia's largest listed integrated pharmaceutical group, Pharmaniaga is optimistic to deliver better experience to our customers," continued Dato' Farshila who is also confident on the company's business capabilities in penetrating the European market.

FOR IMMEDIATE RELEASE

MEDIA RELEASE

According to GlobalData Plc, an international Research and Consulting Firm, the pharmaceutical market in Malaysia is set to grow from \$2.3 billion in 2015 to \$3.6 billion by 2020, registering a compound annual growth rate of 9.5%. This escalation will provide opportunities and new challenges for the healthcare sector. It signals an evolution in the healthcare needs of patients, which in turn requires the Company to evolve and grow in the long run.

“The market opportunities in the region for pharmaceutical companies like Pharmaniaga are aplenty, and with enhanced digital tools and processes, we are confident that Pharmaniaga is empowered to achieve its goals in the digital economy landscape. The company is at an exciting juncture as it prepares itself for future growth and SAP is proud to be part of this journey with them, through our partner ABeam Consulting,” said Terrence Yong, Managing Director, SAP Malaysia.

Meanwhile, ABeam Consulting spokesperson Akio Suzuki described Pharmaniaga as a “smart and savvy blue chip company” that sees technology as a critical business enabler to realise greater productivity and operational efficiency.

“We are proud to be working closely together with Pharmaniaga as they embark on this journey towards being a great company. Their vision matches their intense passion to give only their best to their customers, a trait that is similarly shared by ABeam Consulting. This collaboration marries a company that is growing rapidly to a strategic consulting partner that enables the company to keep up to its pace of growth”, said Akio Suzuki,

Pharmaniaga distributes pharmaceutical and non-pharmaceutical products to the government and private hospitals & clinics as well as teaching hospital under the Ministry of Health. As to date, the Company has delivered the products to more than 2,000 locations within Malaysia including rural areas.

-Ends-

FOR IMMEDIATE RELEASE

MEDIA RELEASE

ABOUT PHARMANIAGA

Pharmaniaga Berhad, a member of Boustead Group is an investment holding company listed on the Main Board of Bursa Malaysia. Pharmaniaga Group's core businesses are generic pharmaceuticals manufacturing; research and development; marketing and sales; warehousing and distribution of pharmaceutical and medical products; supply, trading and installation of medical and hospital equipment as well as community pharmacy.

With a vision to be the premier Malaysian pharmaceuticals company, Pharmaniaga is guided by its 'Do it Right' philosophy and is empowered by its mission of **Passion for Patients**. Already operating in 38 sites across 3 countries (Malaysia, Indonesia & Vietnam) the Pharmaniaga Group is positioned to be a regional player in the international pharmaceuticals arena.

ABOUT SAP

As market leader in enterprise application software, SAP (NYSE: SAP) helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile device – SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP applications and services enable more than 365,000 business and public sector customers to operate profitably, adapt continuously, and grow sustainably. For more information, visit www.sap.com.

ABOUT ABEAM CONSULTING

ABeam was founded in 2003, born from Deloitte Touche Tohmatsu's Japanese consulting practice, and started with 1,530 employees. Our core values of teamwork and real partnership have since guided our growth strategy as we built country practices led by seasoned executives, established affiliate relationships, and acquired "best-in-class" consulting firms.

As a leading management consultancy in Japan, ABeam's success in Japan also propelled its growth worldwide. In less than five years, ABeam has more than doubled in size, with close to 5,000 professionals serving more than 700 clients throughout the Americas, Asia and Europe.

All around the world, ABeam employees believe in the "Real Partner" philosophy - united in sharing the vision of building an alternative to traditional consulting firms and demonstrating their passion for client success every day. In the spirit of "real partnership," ABeam has grown with its clients, expanding operations to reach 12 countries.

FOR IMMEDIATE RELEASE

MEDIA RELEASE

Headquartered in Tokyo, Japan, ABeam blends its history and experience with a “next-generation” worldview to build enduring client relationships based on delivering real results. A testament to the ABeam Real Partner philosophy, decades-long client relationships remain intact today as the company continues to grow and expand operations.

MEDIA CONTACTS

Pharmaniaga Berhad	
Name	YBhg Dato' Zuhri Iskandar Kamarzaman General Manager, Corporate Communication Department
Contact	03 3342 999 ext 434 / 012 286 8820
Email	zuhri@pharmaniaga.com

SAP Southeast Asia	
Name	Ms. Rasyida Samsudin Paddy Integrated Communications Manager
Contact	+65 6664 6207
Email	rasyida.paddy@sap.com

ABeam Consulting	
Name	Constantine Hon Director
Contact	+6012-389 9342
Email	constantinehon@abeam.com