



**aspen**  
H O L D I N G S



## Unaudited interim financial results for the six months ended 31 December 2011

Aspen Pharmacare Holdings Limited ("Aspen") (Registration number 1985/002935/06) Share code: APN ISIN: ZAE00006692

### Group statement of financial position

	Unaudited 31 December 2011 Rm	Unaudited 31 December 2010 Rm	Audited year ended 30 June 2011 Rm
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	3 915,3	2 833,0	3 651,5
Goodwill	5 263,7	456,4	4 626,6
Intangible assets	10 223,5	7 918,9	8 916,7
Other non-current financial receivables	41,4	38,8	11,8
Deferred tax assets	200,2	69,5	216,5
<b>Total non-current assets</b>	<b>19 644,1</b>	<b>11 316,6</b>	<b>17 423,1</b>
<b>Current assets</b>			
Inventories	3 046,4	2 140,2	2 628,1
Receivables, prepayments and other current assets	3 701,5	2 774,9	3 263,8
Cash restricted for use	22,3	43,6	28,7
Cash and cash equivalents	3 330,5	3 809,5	3 039,2
Total operating current assets	10 100,7	8 768,2	8 959,8
Assets classified as held for sale	—	558,2	414,5
<b>Total current assets</b>	<b>10 100,7</b>	<b>9 326,4</b>	<b>9 374,3</b>
<b>Total assets</b>	<b>29 744,8</b>	<b>20 643,0</b>	<b>26 797,4</b>
<b>SHAREHOLDERS' EQUITY</b>			
Share capital and premium (including treasury shares)	4 322,2	4 773,4	4 776,2
Reserves	11 215,4	6 263,0	8 288,0
Ordinary shareholders' equity	15 537,6	11 036,4	13 064,2
Equity component of preference shares	162,0	162,0	162,0
Non-controlling interests	71,4	63,8	61,1
<b>Total shareholders' equity</b>	<b>15 771,0</b>	<b>11 262,2</b>	<b>13 287,3</b>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Preference shares – liability component	378,9	383,9	381,3
Borrowings	6 449,4	2 446,4	4 249,0
Retirement benefit obligations	18,8	15,4	18,8
Deferred revenue and other non-current liabilities	148,5	152,6	148,2
Deferred tax liabilities	518,2	262,8	504,9
<b>Total non-current liabilities</b>	<b>7 513,8</b>	<b>3 261,1</b>	<b>5 302,2</b>
<b>Current liabilities</b>			
Trade and other payables	2 684,9	2 314,9	2 830,8
Borrowings	3 473,1	3 510,5	5 138,0*
Derivative financial instruments	32,1	91,9	65,6
Other current liabilities	269,9	202,4	142,6
Total operating current liabilities	6 460,0	6 119,7	8 177,0
Liabilities associated with assets held for sale	—	—	30,9
<b>Total current liabilities</b>	<b>6 460,0</b>	<b>6 119,7</b>	<b>8 207,8</b>
<b>Total liabilities</b>	<b>13 973,8</b>	<b>9 380,8</b>	<b>13 510,1</b>
<b>Total equity and liabilities</b>	<b>29 744,8</b>	<b>20 643,0</b>	<b>26 797,4</b>
Number of shares in issue (net of treasury shares) ('000)	436 541	433 300	433 883
Net asset value per share (cents)	3 559,3	2 547,1	3 011,0

\*See notes on Supplementary information.  
\*Bank overdrafts are included within borrowings under current liabilities.

### Group statement of comprehensive income

	% change	Unaudited six months ended 31 December 2011 Rm	Unaudited restated six months ended 31 December 2010 Rm	Audited year ended 30 June 2011 Rm
<b>CONTINUING OPERATIONS</b>				
Revenue	31	7 504,9	5 744,6	12 383,2
Cost of sales		(3 929,1)	(3 195,1)	(6 769,7)
<b>Gross profit</b>	<b>40</b>	<b>3 575,8</b>	<b>2 549,5</b>	<b>5 613,5</b>
Selling and distribution expenses		(953,0)	(663,7)	(1 460,7)
Administrative expenses		(553,5)	(328,5)	(827,3)
Other operating income		99,1	85,0	192,8
Other operating expenses		(167,9)	(78,9)	(369,3)
<b>Operating profit</b>	<b>B<sup>a</sup> 28</b>	<b>2 000,5</b>	<b>1 563,4</b>	<b>3 149,0</b>
Investment income	C <sup>a</sup>	115,2	127,8	193,2
Financing costs	D <sup>a</sup>	(386,6)	(250,3)	(605,3)
<b>Profit before tax</b>	<b>20</b>	<b>1 729,1</b>	<b>1 440,9</b>	<b>2 736,9</b>
Tax		(383,1)	(316,5)	(582,1)
<b>Profit after tax from continuing operations</b>	<b>20</b>	<b>1 346,0</b>	<b>1 124,4</b>	<b>2 154,8</b>
<b>DISCONTINUED OPERATIONS</b>				
Profit after tax for the period/year from discontinued operations	E <sup>a</sup>	157,5	42,6	434,0
<b>Profit for the period/year</b>	<b>29</b>	<b>1 503,5</b>	<b>1 167,0</b>	<b>2 588,8</b>
<b>OTHER COMPREHENSIVE INCOME</b>				
Currency (losses)/gains on net investment in Asia Pacific		(54,4)	—	81,2
Amounts recognised in equity due to hedge accounting of acquisitions		—	95,7	150,7
Currency translation gains/(losses)	F <sup>a</sup>	1 452,0	(631,7)	(223,0)
Cash flow hedges realised		—	4,6	4,6
Unrealised cash flow hedges recognised		19,4	47,2	59,7
<b>Total comprehensive income</b>		<b>2 920,5</b>	<b>682,8</b>	<b>2 662,0</b>
<b>Profit for the period/year attributable to:</b>				
Equity holders of the parent		1 495,3	1 154,8	2 577,8
Non-controlling interests		8,2	12,2	11,0
	<b>29</b>	<b>1 503,5</b>	<b>1 167,0</b>	<b>2 588,8</b>
<b>Total comprehensive income for the period/year attributable to:</b>				
Equity holders of the parent		2 909,5	672,5	2 655,3
Non-controlling interests		11,0	10,3	6,7
		<b>2 920,5</b>	<b>682,8</b>	<b>2 662,0</b>
Weighted average number of shares in issue ('000)		435 143	432 354	432 914
<b>Basic earnings per share (cents)</b>				
From continuing operations	20	307,4	257,2	495,2
From discontinued operations		36,2	9,9	100,3
	<b>29</b>	<b>343,6</b>	<b>267,1</b>	<b>595,5</b>
<b>Diluted earnings per share (cents)</b>				
From continuing operations	20	296,5	246,7	476,5
From discontinued operations		34,7	9,3	95,5
	<b>29</b>	<b>331,2</b>	<b>256,0</b>	<b>572,0</b>
<b>Capital distribution</b>				
Capital distribution per share (cents)		105,0	70,0	70,0
The capital distribution of 105,0 cents relates to the distribution declared on 13 September 2011 and paid on 17 October 2011 (The capital distribution of 70,0 cents relates to the distribution declared on 15 September 2010 and paid on 11 October 2010).				

\*See notes on Supplementary information.

### Group statement of cash flows

	Unaudited six months ended 31 December 2011 Rm	Unaudited restated six months ended 31 December 2010 Rm	Audited year ended 30 June 2011 Rm
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash operating profit	2 308,2	1 808,4	3 845,0
Changes in working capital	(497,0)	(875,0)	(463,2)
<b>Cash generated from operations</b>	<b>1 811,2</b>	<b>933,4</b>	<b>3 381,8</b>
Net financing costs paid	(302,4)	(119,3)	(401,3)
Tax paid	(298,2)	(126,7)	(534,6)
<b>Cash generated from operating activities*</b>	<b>1 210,6</b>	<b>687,4</b>	<b>2 445,9</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Capital expenditure – property, plant and equipment	(237,0)	(309,5)	(651,5)
Proceeds on disposal of tangible assets	1,7	11,0	2,8
Capital expenditure – intangible assets	(381,3)	(78,1)	(188,7)
Proceeds on disposal of intangible assets	—	32,9	197,5
Acquisition of subsidiary and businesses	—	(2,6)	(5 893,2)
Proceeds on disposal of subsidiary and associate	—	—	628,1
Proceeds on disposal of assets held for sale <sup>1</sup>	250,1	—	10,3
(Increase)/decrease in non-current financial receivables	(29,6)	(6,6)	25,1
Advance proceeds on held for sale assets	—	616,1	290,2
Net investment hedge in Asia Pacific	—	69,1	(66,1)
Settlement of prior year acquisition of subsidiary	(42,5)	—	—
Settlement of sale and leaseback agreement in Asia Pacific	(102,2)	—	—
<b>Cash (used in)/generated from investing activities</b>	<b>(529,2)</b>	<b>332,3</b>	<b>(5 645,5)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Net (repayment of)/proceeds from borrowings	(239,4)	430,7	3 567,8
Capital distribution	(457,6)	(302,9)	(302,9)
Dividend paid	(2,0)	(1,7)	(1,7)
Proceeds from issue of ordinary share capital	22,0	7,4	10,0
Acquisition of treasury shares	(18,6)	(20,1)	(20,1)
Decrease/(increase) in cash restricted for use as security for borrowings	6,4	(21,8)	(6,1)
<b>Cash (used in)/generated from financing activities</b>	<b>(689,2)</b>	<b>91,6</b>	<b>3 247,0</b>
<b>Movement in cash and cash equivalents before translation effects of foreign operations</b>			
	(7,8)	1 111,3	47,4
<b>Translation effects on cash and cash equivalents of foreign operations</b>			
	253,4	(174,1)	(107,3)
<b>Cash and cash equivalents</b>	<b>245,6</b>	<b>937,2</b>	<b>(59,9)</b>
Cash and cash equivalents at the beginning of the period/year	1 752,8	1 812,7	1 812,7
<b>Cash and cash equivalents at the end of the period/year</b>	<b>1 998,4</b>	<b>2 749,9</b>	<b>1 752,8</b>
	% change		
<b>*Operating cash flow per share (cents)</b>			
From continuing operations	82	278,2	152,8
From discontinued operations	—	—	6,2
	75	278,2	159,0
<b>The above includes discontinued operations of:</b>			
Cash generated from operating activities	—	26,9	44,2
Cash and cash equivalents per the statement of cash flows	—	26,9	44,2
<b>Reconciliation of cash and cash equivalents</b>			
Cash and cash equivalents per the statement of financial position	3 330,5	3 809,5	3 039,2
Less: bank overdrafts	(1 332,1)	(1 059,6)	(1 286,4)
Cash and cash equivalents per the statement of cash flows	1 998,4	2 749,9	1 752,8
For the purposes of the statement of cash flows, cash and cash equivalents comprise cash-on-hand, deposits held on call with banks less bank overdrafts. *See notes on Supplementary information.			

### Group statement of headline earnings

	% change	Unaudited six months ended 31 December 2011 Rm	Unaudited restated six months ended 31 December 2010 Rm	Audited year ended 30 June 2011 Rm
<b>HEADLINE EARNINGS</b>				
<b>Reconciliation of headline earnings</b>				
Profit attributable to equity holders of the parent		1 495,3	1 154,8	2 577,8
<b>Adjusted for:</b>				
<b>Continuing operations</b>				
– Impairment of property, plant and equipment (net of tax)		3,6	—	7,4
– Profit on disposal of tangible and intangible assets (net of tax)		(0,1)	(2,1)	(11,8)
– Net impairment of intangible assets (net of tax)		35,7	21,5	83,8
– Insurance compensation – capital component (net of tax)		—	(3,6)	(11,5)
<b>Discontinued operations</b>				
– Profit on the sale of the Campos facility and related non-core hospital products in Brazil (net of tax)		(121,9)	—	—
– Profit on the sale of the Oncology business (net of tax)		—	—	(367,9)
– Profit on sale of Co-Pharma Ltd (net of tax)		—	(7,4)	(7,4)
– Profit on disposal of personal care products in South Africa (net of tax)		(35,6)	(16,1)	(18,1)
	<b>20</b>	<b>1 377,0</b>	<b>1 147,1</b>	<b>2 252,3</b>
<b>Headline earnings</b>				
From continuing operations	22	1 377,0	1 128,0	2 211,7
From discontinued operations		—	19,1	40,6
	<b>20</b>	<b>1 377,0</b>	<b>1 147,1</b>	<b>2 252,3</b>
<b>Headline earnings per share (cents)</b>				
From continuing operations	21	316,4	260,9	510,9
From discontinued operations		—	4,4	9,4
	<b>19</b>	<b>316,4</b>	<b>265,3</b>	<b>520,3</b>
<b>Headline earnings per share – diluted (cents)</b>				
From continuing operations	22	305,2	250,1	491,4
From discontinued operations		—	4,2	8,9
	<b>20</b>	<b>305,2</b>	<b>254,3</b>	<b>500,3</b>
<b>NORMALISED HEADLINE EARNINGS</b>				
<b>Reconciliation of normalised headline earnings</b>				
Headline earnings		1 377,0	1 147,1	2 252,3
<b>Adjusted for:</b>				
<b>Continuing operations</b>				
– Restructuring costs (net of tax)		9,3	—	23,1
– Transaction costs (net of tax)		4,1	14,5	121,7
<b>Discontinued operations</b>				
– Restructuring costs (net of tax)		—	—	3,7
	<b>20</b>	<b>1 390,4</b>	<b>1 161,6</b>	<b>2 400,8</b>
<b>Normalised headline earnings</b>				
From continuing operations	22	1 390,4	1 142,5	2 356,5
From discontinued operations		—	19,1	44,3
	<b>20</b>	<b>1 390,4</b>	<b>1 161,6</b>	<b>2 400,8</b>
<b>Normalised headline earnings per share (cents)</b>				
From continuing operations	21	319,5	264,3	544,3
From discontinued operations		—	4,4	10,2
	<b>19</b>	<b>319,5</b>	<b>268,7</b>	<b>554,5</b>
<b>Normalised headline earnings per share – diluted (cents)</b>				
From continuing operations	22	308,1	253,3	523,3
From discontinued operations		—	4,2	9,7
	<b>20</b>	<b>308,1</b>	<b>257,5</b>	<b>533,0</b>

### Supplementary information

	Unaudited six months ended 31 December 2011 Rm	Unaudited restated six months ended 31 December 2010 Rm	Audited year ended 30 June 2011 Rm
<b>A. CAPITAL EXPENDITURE</b>			
<b>Incurred</b>			
	618,3	387,6	840,2
– tangible assets	237,0	309,5	651,5
– intangible assets	381,3	78,1	188,7
<b>Contracted</b>			
– tangible assets	156,5	52,1	134,2
– intangible assets	75,3	25,1	49,0
<b>Authorised but not contracted for</b>			
– tangible assets	19,6	164,4	275,3
– intangible assets	9,2	—	58,1
<b>B. OPERATING PROFIT HAS BEEN ARRIVED AT AFTER CHARGING/(CREDITING)</b>			
Depreciation of property, plant and equipment	125,1	96,1	215,0
Amortisation of intangible assets	103,2	51,5	143,0
Impairment of property, plant and equipment	4,8	—	10,0
Impairment of intangible assets	46,6	27,4	97,3
Share-based payment expenses – employees	15,1	12,1	30,6
Transaction costs	—	18,8	86,1
Restructuring costs	12,1	—	32,6
Insurance compensation	(63,0)	(62,3)	(156,5)
<b>C. INVESTMENT INCOME</b>			
Interest received	115,2	127,8	193,2
<b>D. FINANCING COSTS</b>			
Interest paid	(374,3)	(265,1)	(611,1)
Capital raising fees	(5,4)	—	(33,2)
Net foreign exchange (losses)/gains	(30,8)	39,7	60,8
Fair value gains/(losses) on financial instruments	34,5	(13,4)	1,2
Notional interest on financial instruments	1,7	1,4	3,3

↑ **Revenue** from continuing operations increased 31% to R7,5 billion

↑ **Operating profit** from continuing operations increased 28% to R2 billion

↑ **Normalised diluted headline earnings per share** from continuing operations increased 22% to 308,1 cents

**Offshore businesses contribution** to profits 61%

## Commentary

### Group performance

Aspen increased revenue from continuing operations by 31% to R7,5 billion and grew operating profit from continuing operations by 28% to R2,0 billion in the six months to 31 December 2011. Operating profit before amortisation, adjusted for specific non-trading items ("EBITA"), was up 32%. Normalised headline earnings, being headline earnings from continuing operations adjusted for transaction and restructure costs, were 22% higher at R1,4 billion. Diluted normalised headline earnings per share from continuing operations increased 22% to 308,1 cents. Growth in earnings was affected by higher funding costs on the debt raised to acquire the pharmaceutical division of Sigma Pharmaceuticals Limited in Australia ("the Sigma business") in January 2011.

In accordance with previously communicated expectations, the South African business recorded negative growth and the Group's strong showing for the period was the result of excellent performances across the other territories with Asia Pacific leading the way. The Asia Pacific region increased its contribution to Group EBITA from 8% to 34% in the current period.

### South African business

Revenue in the South African business was 11% down at R2 908 million with the Pharmaceutical division declining 9% and the Consumer division declining 19%. Despite the headline results, the underlying performance of the Pharmaceutical division was good. Annualised revenue growth measured by IMS at 31 December 2011 indicated Aspen's generic products increased by 16,2%.

The contributing factors to the performance reversal were largely one-off in nature and, where appropriate, mitigating actions have been taken which will benefit the business going forward. These factors have been well communicated and are as follows:

- The Pharmaceutical division's two biggest products, Seretide and Truvada, both came under pressure from generic substitutes for the first time in the second half of the 2011 financial year;
- Offtakes under the antiretroviral ("ARV") tender were significantly lower than expected during 2011 as the South African government used donor sponsored products rather than accessing the tender awarded;
- Aspen retained its leading stake in the recently awarded public health AVR tender which commenced in January 2011. Aspen has both the lower volume share of this tender and reduced pricing on the prior tender. Given the supply of donor funded stock to date, these sales decreases have not been mitigated by the anticipated increases from expanded coverage.
- The license with Pfizer for a range of infant milk products which had contributed revenue of approximately R250 million per annum to the Consumer division expired; and
- Production for most of July was lost due to a union led strike.

EBITA was 17% lower at R841 million. Profit margins came under pressure due to reduced production volumes as a result of the poor ARV tender offtake, the cost of production lost through the strike, inflationary increases in wages and energy as well as the weaker Rand.

The revenue lost on the genericisation of Seretide has been recovered by Aspen's own generic, Foxair. The December 2011 launch of Tribuss, the first generic triple combination ARV to market, provides the opportunity to regain lost revenue incurred on Truvada's genericisation.

The Consumer division performance was disappointing. It was hoped that securing the major portion of the public healthcare tender for infant milk formula would help offset the loss of the Pfizer license. However, volumes ordered by the State since the tender award have been erratic and sustainable demand has yet to be established.

Investment in capital projects at the production facilities is ongoing. Major projects underway include adding tableting capacity in Port Elizabeth, moving liquids manufacture to East London and introducing new technologies in Cape Town.

### Asia Pacific business

As anticipated, the Asia Pacific business was the leading growth driver for the Group. Revenue of R2 859 million is more than three times greater than the comparative period whilst EBITA has grown from R133 million to R736 million. The EBITA achieved in the past six months is 15% greater than that achieved in the full 2011 financial year.

The acquisition of the Sigma business has clearly played a material role in the exponential growth recorded by the region. The successful merger of the Sigma business with the pre-existing Aspen business in Australia has been fundamental to this achievement. The merged business is operating as a single unified structure allowing the realisation of synergies and efficiencies. Together with the delivery of the first procurement savings, this has translated into a steady improvement in operating profit margins. The strong market position of the Australian business has assisted it in concluding a co-marketing agreement with Lilly for its market leading psychotic disorder product, Zyprexa, and the generic of the molecule, Olanzapine. The consolidation and rationalisation of the Australian facilities has continued. The Tennyson site has been sold. The Croydon and Noble Park sites are in the process of phased closure. Production is now centred at the Dandenong facility and supported by the Baukham Hills facility.

Expansion of Aspen's presence in South East Asia is receiving attention from the regional management team. The newly established business in the Philippines is in full operation with close to 100 sales representatives deployed.

### International business

The International business increased revenue by 5% to R1 443 million and raised EBITA by 17% to R455 million. Latin America was a leading contributor to the growth with sales to customers in that region rising 23% while revenue in the Rest of the World territories remained unchanged on the prior year. The widening of profit margins can be attributed to a favourable position in the cycle of transitioning global brands to Aspen distribution as well as the realisation of the first savings in the global brands cost of goods reduction programme.

### Sub-Saharan Africa

Gross revenue improved by 25% to R835 million and EBITA added 23% to R136 million in Sub-Saharan Africa. The primary driver in these positive results was the GSK Aspen Healthcare for Africa collaboration which performed strongly in Nigeria and French West Africa.

### Funding

Borrowings, net of cash, were R6,592 billion at 31 December 2011, up from R6,348 billion at the beginning of the period. Operating cash flows remained strong. Cash generated from operating activities increased by 76% to R1,2 billion but increased investment activities, the capital distribution of R458 million and an unfavourable exchange rate effect on foreign currency denominated debt of R470 million combined to cause the increase. Gearing was 31% at the period end.

Interest paid, net of interest received, of R259 million was substantially higher than R137 million in the comparative period due to higher debt levels arising from the funding of the acquisition of the Sigma business.

### Prospects

Although the South African business will continue to face the influence of unfavourable events in the second half of the 2012 financial year, it is anticipated that further progress will be made in overcoming these factors in the second six months of this financial year. A sound platform is provided by double digit growth expectations for generic and over-the-counter products. Foxair continues to gain market share, diminishing the losses experienced since the genericisation of Seretide. The first to market status of Tribuss will place Aspen as a leader in the provision of triple combination ARV therapies, helping to compensate for Truvada's genericisation. With the exhaustion of donor funds, the demand for ARVs under the public sector tender has returned to expected levels. The greater production volumes flowing from this will improve cost effectiveness of production. Profit margins will be further assisted by the 2,14% increase in the single exit price allowed by the Department of Health which becomes effective in March 2012. In the Consumer division, a re-organisation of management is aimed at achieving improved focus.

The demographic growth drivers present in South Africa are expected to continue to underpin an increasing demand for medicines in the country. As the market leader in both the private and public sectors, Aspen has a pivotal role to play in meeting this demand. Aspen is well equipped to meet this responsibility with a strong pipeline of new products to increase choice and accessibility to medicines in South Africa. Government also remains committed to supporting local manufacture which should benefit the Group as the country's leading pharmaceutical manufacturer.

In Asia Pacific, the Australian business will continue to focus on delivering improved cost of goods through various projects already underway. The Australian regulator's price disclosure cuts come into effect from 1 April 2012 and will lead to price reductions on products which were previously discounted by more than 10%. The effect of this legislation on Aspen will be more than offset by realisation of cost of goods savings and new product launches. The revenue Aspen will gain under the Zyprexa/Olanzapine agreement with Lilly, which is at low margins, will distort revenue growth and profit margins until the effect of this product's genericisation has stabilised. Further expansion of Aspen's representation in the region is planned with Thailand among the countries presently under consideration.

The International business will continue to benefit from savings realised in cost of goods on a phased basis over several years. There is ongoing assessment and consideration of opportunities to support the growth momentum in the International business with a particular focus on Latin America. An assessment of market prospects for the introduction of Aspen's infant milk formula products in this region is underway.

The good performance in Sub-Saharan Africa will be supported by the commencement of new product launches from the Aspen pipeline in the next six months. The Group has reached agreement with the minority shareholder in Shelys, Aspens East Africa business, to acquire their 40% shareholding for USD 24,5 million. The transaction remains subject to exchange control approval.

The results of the Group over the past six months have again proven Aspen's resilience. Earnings contribution is now spread across a number of geographies, demonstrating the evolution of Aspen into a diverse pharmaceutical group with growing businesses across the globe. Management intends to continue to seek opportunities to widen the extent of the Group's territorial reach and to increase the depth of its product offering.

By order of the Board

**N J Dlamini**

Chairman

**S B Saad**

Group Chief Executive

Woodmead

7 March 2012

## Group statement of change in equity

	Share capital and share premium (including treasury share) Rm	Reserves Rm	Equity component of preference shares Rm	Total attributable to equity holders of the parent Rm	Non-controlling interests Rm	Total Rm
<b>Balance at 30 June 2010</b>	5 089,0	5 580,0	162,0	10 831,0	55,2	10 886,2
Total comprehensive income	—	2 655,3	—	2 655,3	6,7	2 662,0
Profit for the year	—	2 577,8	—	2 577,8	11,0	2 588,8
Other comprehensive income	—	77,5	—	77,5	(4,3)	73,2
Capital distribution	(302,9)	—	—	(302,9)	—	(302,9)
Dividend paid	—	—	—	—	(1,7)	(1,7)
Issue of ordinary share capital – share schemes	10,0	—	—	10,0	—	10,0
Treasury shares purchased	(20,1)	—	—	(20,1)	—	(20,1)
Share options and appreciation rights expensed (including deferred incentive bonus)	—	26,3	—	26,3	—	26,3
Deferred bonus shares released	0,2	(0,2)	—	—	—	—
Equity portion of tax claims in respect of share schemes	—	23,6	—	23,6	—	23,6
Hyperinflationary adjustment – Venezuela	—	3,0	—	3,0	0,9	3,9
<b>Balance at 30 June 2011</b>	4 776,2	8 288,0	162,0	13 226,2	61,1	13 287,3
Total comprehensive income	—	2 909,5	—	2 909,5	11,0	2 920,5
Profit for the period	—	1 495,3	—	1 495,3	8,2	1 503,5
Other comprehensive income	—	1 414,2	—	1 414,2	2,8	1 417,0
Capital distribution	(457,6)	—	—	(457,6)	—	(457,6)
Dividend paid	—	—	—	—	(2,0)	(2,0)
Issue of ordinary share capital – share schemes	22,0	—	—	22,0	—	22,0
Treasury shares purchased	(18,6)	—	—	(18,6)	—	(18,6)
Share options and appreciation rights expensed (including deferred incentive bonus)	—	13,3	—	13,3	—	13,3
Deferred bonus shares released	0,2	(0,2)	—	—	—	—
Hyperinflationary adjustment – Venezuela	—	4,8	—	4,8	1,3	6,1
<b>Balance at 31 December 2011</b>	4 322,2	11 215,4	162,0	15 699,6	71,4	15 771,0

## Segmental analysis

	Unaudited six months ended 31 December 2011		Unaudited restated six months ended 31 December 2010			Restated year ended 30 June 2011	
	Rm	% of total	Rm	% of total	% change	Rm	% of total
<b>REVENUE FROM CONTINUING OPERATIONS</b>							
South Africa	2 908,2	36	3 268,3	54	(11)	6 296,2	48
Sub-Saharan Africa	835,3	10	666,1	11	25	1 300,9	10
Asia Pacific	2 858,9	36	840,5	14	240	3 003,5	23
International	1 443,2	18	1 368,6	21	5	2 613,5	19
Total gross revenue	8 045,6	100	6 143,5	100	31	13 214,1	100
Adjustment*	(540,7)		(398,9)			(830,9)	
<b>Total revenue</b>	7 504,9		5 744,6		31	12 383,2	
<b>OPERATING PROFIT BEFORE AMORTISATION FROM CONTINUING OPERATIONS</b>							
Adjusted for specific non-trading items							
<b>South Africa</b>	840,6	39	1 013,5	62	(17)	1 934,1	55
Operating profit	798,8		981,1		(19)	1 857,4	
Amortisation of intangible assets	33,4		24,1			51,1	
Insurance compensation – capital component	—		(4,6)			(14,3)	
Restructuring costs	3,4		—			11,3	
Impairment of assets	5,0		12,9			28,6	
<b>Sub-Saharan Africa</b>	135,8	6	110,8	7	23	177,4	5
Operating profit	135,3		118,6		14	182,4	
Amortisation of intangible assets	0,5		1,4			3,7	
Profit on sale of non-current assets	—		(9,2)			(8,7)	
<b>Asia Pacific</b>	735,8	34	133,1	8	453	641,7	18
Operating profit	677,3		121,6		457	551,1	
Amortisation of intangible assets	49,8		11,5			51,2	
Profit on sale of non-current assets	—		—			(6,4)	
Transaction costs	—		—			24,5	
Restructuring costs	8,7		—			21,3	
<b>International</b>	455,0	21	389,9	23	17	735,4	22
Operating profit	389,1		342,1		14	558,1	
Amortisation of intangible assets	19,5		14,5			37,0	
Transaction costs	—		18,8			61,6	
Impairment of assets	46,4		14,5			78,7	
	2 167,2	100	1 647,3	100	32	3 488,6	100
<b>ENTITY WIDE DISCLOSURE – REVENUE FROM CONTINUING OPERATIONS</b>							
Analysis of revenue in accordance with customer geography							
South Africa – pharmaceuticals	2 430,7	30	2 681,7	44	(9)	5 177,6	39
South Africa – consumer	477,5	6	586,6	10	(19)	1 118,5	9
Sub-Saharan Africa	835,3	10	666,1	11	25	1 300,9	10
Asia Pacific	2 892,4	36	900,0	15	221	3 090,9	23
Latin America	543,9	7	442,5	7	23	924,9	7
Rest of the world	865,8	11	866,6	13	0	1 601,3	12
Total gross revenue	8 045,6	100	6 143,5	100	31	13 214,1	100
Adjustment*	(540,7)		(398,9)			(830,9)	
<b>Total revenue</b>	7 504,9		5 744,6		31	12 383,2	

\*The profit share from the GSK Aspen Healthcare for Africa collaboration has been disclosed as revenue in the statement of comprehensive income. For segmental purposes the total revenue for the collaboration has been included to provide enhanced revenue visibility in this territory.

### Basis of accounting

The consolidated interim financial results have been prepared in accordance with International Financial Reporting Standards ("IFRS"), IAS 34 – Interim Financial Reporting, the Listings Requirements of the JSE Ltd and the South African Companies Act (2008).

The accounting policies used in the preparation of these interim results are consistent with those used in the annual financial statements for the year ended 30 June 2011.

The statement of comprehensive income, statement of cash flows and the segmental analysis for the six months ended 31 December 2010 were restated to exclude the discontinued operations.

Operations classified as discontinued include the following:

- The South African personal care products disposed of during the previous and current period;
- The products acquired from GSK for the territories of India, Pakistan, Bangladesh, Sri-Lanka and Afghanistan; and
- The Campos facility and related non-core hospital products in Brazil.

The results of the Sigma business are included for the full six months with no comparative in the prior period. The segmental analysis for the year ended 30 June 2011 was restated to disclose the Asia Pacific region as a separate segment due to the increased materiality of this region to the Group.

### DIRECTORS

N J Dlamini (Chairman)\*, R C Andersen\*, M G Attridge, M R Bagus\*, J F Buchanan\*, S A Hussain\*, C N Mortimer\*, S B Saad, S V Zilwa\*

\*Non-executive director

### COMPANY SECRETARY

R Verster

### REGISTERED OFFICE

Building no 8, Healthcare Park, Woodlands Drive, Woodmead

### TRANSFER SECRETARY

Computershare Investor Services (Pty) Ltd (Registration number 2004/003647/07), 70 Marshall Street, Johannesburg, 2001. (PO Box 1053, Johannesburg, 2000)

These interim financial results were prepared under the supervision of the Deputy Group Chief Executive, M G Attridge CA(SA) and approved by the Board of directors.

### Disclaimer

We may make statements that are not historical facts and relate to analyses and other information based on forecasts of future results and estimates of amounts not yet determinable. These are forward-looking statements as defined in the U.S. Private Securities Litigation Reform Act of 1995. Words such as "believe", "anticipate", "expect", "intend", "seek", "will", "plan", "could", "may", "endeavour" and "project" and similar expressions are intended to identify such forward-looking statements will not be achieved. If one or more of these risks materialise, or should underlying assumptions prove incorrect, actual results may be very different from those anticipated. The factors that could cause our actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements are discussed in each year's annual report. Forward-looking statements apply only as of the date on which they are made, and we do not undertake other than in terms of the Listings Requirements of the JSE Limited. Any obligation to update or revise any of them, whether as a result of new information, future events or otherwise. All profit forecasts published in this report are unaudited.



www.aspenpharma.com

