



## Commentary

### Group performance

Aspen achieved a 39% increase in headline earnings to R1,941 billion for the year ended 30 June 2010. Headline earnings per share increased by 24% to 482,9 cents after taking into account the increased weighted number of shares in issue over the year. A capital profit on the sale of Onco Therapies contributed in raising earnings per share to 494,9 cents, up 32%. From continuing operations, both revenue and operating profit grew by 20%, to R10,147 billion and to R2,615 billion respectively.The South African business was the leading driver of the growth achieved.

### Completion of the Glaxosmithkline (“GSK”) transactions

With effect from 1 December 2009, Aspen completed a series of strategic, interdependent transactions with GSK (“the GSK transactions”) which had been announced on 12 May 2009. The GSK transactions comprise:

- The acquisition of the rights to distribute GSK’s pharmaceutical products in South Africa;
- The formation of a collaboration agreement between Aspen and GSK in relation to the marketing and selling of prescription pharmaceuticals in sub-Saharan Africa;
- The acquisition by Aspen Global of eight specialist branded products (Alkeran, Leukeran, Purinethol, Kemadrin, Lanvis, Myleran, Septrin and Trandate) for worldwide distribution;
- The acquisition of GSK’s manufacturing facility in Bad Oldesloe, Germany; and
- The issue by Aspen of 68,5 million ordinary shares to GSK at R66,80 per share amounting to a total value of R4,576 billion.

### South African business

Revenue in the South African business was 31% higher, at R5,652 billion.The pharmaceutical division raised revenue from domestic brands by 40% to R4,391 billion and the consumer division increased revenue by 5% to R1,161 billion. Operating profit increased from R1,045 billion to R1,588 billion. Profit margins recovered after the contractions of the previous two years as improved production efficiencies and procurement savings were supported by a stronger Rand, which lowered the cost of imported materials.

Ongoing organic growth was instrumental in the Aspen maintaining its position as the leading supplier of pharmaceuticals to both the private and public sectors.The integration of GSK’s South African pharmaceutical business was successfully executed and has immediately yielded positive results reflected in an increase in share of the branded products sector.

Growth in consumer revenue was achieved in a sluggish retail sector battling to emerge from recession. Performance was also negatively affected by an interruption in supply of infant milk formula due to the explosion at the Nutritionals manufacturing facility last year. Insurance compensation of R162 million was received during the year, covering the consequent loss of profits and the restoration of the facility and has been reported under “other operating income”.

The Group’s capital investment programme which has resulted in extensive upgrade and addition to the South African manufacturing facilities over several years, continued to yield positive returns with meaningful further gains in production efficiency. Further tableting capacity came on line with the commissioning of Unit 2 in Port Elizabeth whilst the new areas for production of suppositories and dutch medicines were completed in East London. The hormonal suite of the Sterile Facility will commence production in the year ahead.The Nutritionals facility will be back in full production shortly following replacement of the drying tower damaged in the explosion. Capital projects in progress will significantly add to oral solid dose capacity in Unit 1 and enhance packing capabilities.

### Sub-Saharan Africa business

Aspen has established a separate management and reporting structure for the sub-Saharan Africa business. Included in this business segment are exports into sub-Saharan Africa from South Africa, the Shelys Africa business based in East Africa and the GSK Aspen Healthcare for Africa collaboration.

Revenue for the sub-Saharan African business declined 2% to R910 million and operating profits decreased from R173 million to R66 million.The GSK Aspen Healthcare for Africa collaboration commenced on 1 December 2009 and met all performance expectations.

The loss of export business resulting from the genericisation of patented anti-retroviral molecules marketed by Aspen gave rise to substantial reversals in revenue and profits. Ineffective implementation of the business strategy at Shelys Africa, stock write offs and the recognition of a contingent liability in respect of a contested tariff charge led to losses in the second half of the year.This precipitated a complete change in management of this business, an intervention which has already yielded favourable results.

### International business

The international business increased revenue by 27% to R4,053 billion whilst operating profit before amortisation and impairments was 10% higher at R1,114 billion. Operating profit was diluted by the reduced contribution from the Latin American (“Latam”) operations and the reduction in profits resulting from the transition of the global brands to the Aspen distribution network.

Revenue from global brands grew by 33% to R2,008 billion. Eltroxin, Lanoxin, Imuran and Zyloric, the four global brands acquired from GSK with effect from 30 June 2008, comprise the greatest portion of this revenue.These four global brands were largely transitioned to the Aspen distribution network during the course of the year and achieved double digit revenue growth in US dollars. The balance of the growth in the global brands came from the products added to this portfolio during the year.

The Asia Pacific domestic brands increased revenue by 11% to R1,016 billion.This was achieved despite regulated price reductions in Australia, the most material territory in this region.

Revenue from domestic brands in Latam declined by 3% over the year to R813 million. However, performance in the second half of the year was much improved, achieving revenue growth of 8%.This turnaround in performance was stimulated by the successful implementation of a restructuring plan in the Brazilian business.This has aligned the business model with Group strategy and returned the business to profitability.As part of the reshaping of the Brazilian operation, agreement was reached to sell the Campos manufacturing facility and related products to Strides Arcolab (“Strides”).

The Group also restructured its oncology arrangements with Strides. Aspen has entered into agreements to sell its interest in the Onco Therapies and Onco Laboratories joint ventures to Strides for USD 117 million. Aspen has in turn secured a license for existing and future oncology products from Strides in specified territories.The sale of Onco Therapies

## Supplementary information

	Reviewed year ended 30 June 2010 Rm	Audited restated year ended 30 June 2009 Rm
<b>A. CAPITAL EXPENDITURE</b>		
<b>Incurred</b>	<b>5 750,3</b>	<b>3 906,6</b>
– tangible assets	632,0	626,7
– GSK transactions (tangible and intangible assets)	4 457,8	2 653,0
– intangible assets	660,5	626,9
<b>Contracted</b>		
– tangible assets	61,4	87,3
– intangible assets	20,9	5,8
<b>Authorised but not contracted for</b>		
– tangible assets	502,8	226,9
– intangible assets	33,6	12,1
<b>B. OPERATING PROFIT HAS BEEN ARRIVED AT AFTER CHARGING/(CREDITING)</b>		
Depreciation of property, plant and equipment	167,8	115,7
Amortisation of intangible assets	101,9	95,0
Share-based payment expenses – employees (including deferred incentive bonus)	29,8	29,5
Impairment of property, plant and equipment	37,6	—
Impairment of intangible assets	85,5	24,8
Insurance compensation	(162,4)	—
<b>C. INVESTMENT INCOME</b>		
Interest received	187,9	224,2
<b>D. FINANCING COSTS</b>		
Interest paid	(553,0)	(614,9)
Net foreign exchange losses	(19,1)	(0,9)
Fair value gains/(losses) on financial instruments	37,9	(52,4)
Notional interest income on financial instruments	3,8	7,3
Preference share dividends paid	(27,9)	(38,3)
Financing costs	(558,3)	(699,2)
<b>E. PROFIT FOR THE YEAR FROM DISCONTINUED OPERATIONS</b>		
Profit for the year from discontinued operations	48,5	40,2
Profit on sale of Onco Therapies Ltd	154,7	—
Loss on sale of Astrix Laboratories Ltd	—	(19,9)
Capital gains tax on sale of Astrix Laboratories Ltd	—	(4,2)
Profit for the year from discontinued operations	203,2	16,1
<b>F. INTANGIBLE ASSETS MOVEMENT</b>		
Opening balance	4 103,6	3 705,7
Net acquisitions of businesses, subsidiaries and joint ventures	—	19,5
Additions – GSK transactions	4 054,9	—
Additions – other	660,5	626,7
Disposals	(0,1)	(16,4)
Amortisation	(101,9)	(104,4)
Effects of exchange rate changes	14,6	(106,2)
Impairment of intangible assets	(85,5)	(24,8)
Transferred to assets classified as held for sale	(51,8)	—
Other movements	15,6	3,5
Closing balance	8 609,9	4 103,6
<b>G. CONTINGENT LIABILITIES</b>		
Additional payments in respect of the Quit worldwide intellectual property rights	7,6	7,7
Guarantees covering loan and other obligations to third parties	3,4	23,8
Tax duty contingencies	8,3	17,0
<b>H. GUARANTEES TO FINANCIAL INSTITUTIONS</b>		
Material guarantees given by Group companies for indebtedness of subsidiaries to financial institutions	2 874,9	3 098,0

was completed prior to 30 June 2010, giving rise to a profit on disposal of R155 million. Conditions precedent relating to the sale of Onco Laboratories remain to be fulfilled, completion being expected during the year ahead.The Onco Laboratories assets have been classified as “held for sale”.

### Funding

Borrowings, net of cash, were reduced by R1 billion to R3,019 billion through strong operating cash flows.The reduction in debt and the additional share capital raised in undertaking the GSK transactions has resulted in the gearing of the Group improving from 51% at 30 June 2009 to 24%. Operating cash flow per share increased by 40% to 505,7 cents.

Interest paid, net of interest received, of R365 million was covered eight times by earnings before financing costs, taxes and amortisation.

### Proposed acquisition of the Sigma Pharmaceutical business

On 16 August 2010, Aspen announced that the board of directors of Sigma Pharmaceuticals Limited (“Sigma”) had agreed to support an offer by Aspen to acquire the pharmaceutical business conducted by Sigma (“Sigma pharmaceutical business”) for a cash consideration of AUD 900 million. Completion of this transaction is conditional upon, inter alia, requisite regulatory approval and the approval of Sigma shareholders.Work is ongoing on the fulfilment of these conditions.

The Sigma pharmaceutical business manufactures and markets an extensive product portfolio of well-known and trusted Australian brands which recorded revenue of over AUD 600 million in the year to 31 January 2010.The Group sees the following opportunities from the alignment of the Sigma pharmaceutical business with Aspen’s highly successful subsidiary in Australia:

- Synergies out of the consolidation of the two businesses;
- The Sigma pharmaceutical business provides an established point of entry to the Australian generics and OTC sectors for the introduction of Aspen’s pipeline of generic and OTC products;
- It will provide a strong foundation for further development of Aspen’s business in the Asia Pacific region; and
- The Australian manufacturing presence will supplement Aspen’s global manufacturing capabilities.

### Prospects

The addition to Aspen’s business in South Africa of the GSK brands and the people who promote and support these brands has served to strengthen the Group’s national leadership in pharmaceuticals. Aspen has the most extensive product offering, the greatest representation and is the biggest supplier of pharmaceuticals in the private and public sectors. The business is supported by a substantial product pipeline and manufacturing facilities which are the most advanced, as well as offering the largest capacity in the southern hemisphere. The fundamental dynamics of South Africa indicate a sustained increase in demand for medicines. Aspen’s South African pharmaceutical business is well set to continue to thrive, assisted by the recent period of regulatory stability and government’s stated intention to support the local pharmaceutical industry.

The difficult trading environment in South Africa for consumer products has necessitated a focus on efficiency of structures which should stand Aspen in good stead when the retail cycle improves.

Initiatives being undertaken in the sub-Saharan African region should result in an increased contribution to Group profits in the year ahead. An upswing in results in Latam, continued organic growth in Asia Pacific and the benefit of a full year of contribution from the global brands acquired over the last year will be growth drivers for the international business in the year ahead. Completion of the acquisition of the Sigma pharmaceutical business will add further growth momentum.

The Group has the fundamentals in place to enjoy a 13th consecutive year of uninterrupted real growth in 2011.

### Capital distribution

Taking into account the earnings and cash flow performance for the year ended 30 June 2010, existing debt service commitments and future proposed investments, notice is hereby given that, in terms of a general authority to distribute the company’s capital granted by shareholders at the annual general meeting held on 4 December 2009, a capital distribution of 70 cents per ordinary share (2009: zero) by way of a capital reduction has been declared, payable out of share premium to shareholders recorded in the share register of the company at the close of business on Friday, 8 October 2010. Future distributions will be decided on a year-to-year basis.

In compliance with IAS 10: *Events after the Balance Sheet Date*, the capital distribution will only be accounted for in the financial statements in the year ending 30 June 2011.

In compliance with the requirements of Strate, the company has determined the following salient dates for the payment of the capital distribution:

Last day to trade <i>cum</i> capital distribution	Friday, 1 October 2010
Shares commence trading ex capital distribution	Monday, 4 October 2010
Record date	Friday, 8 October 2010
Payment date	Monday, 11 October 2010

Share certificates may not be dematerialised or rematerialised between Monday, 4 October 2010 and Friday, 8 October 2010.

By order of the Board

<b>NJ Dlamini</b> <i>(Chairman)</i>	<b>SB Saad</b> <i>(Group Chief Executive)</i>
Woodmead 15 September 2010	

### Basis of accounting

The consolidated preliminary results have been prepared in accordance with International Financial Reporting Standards (“IFRS”), IFRIC interpretations, the Listings Requirements of the JSE Ltd, Schedule 4 of the South African Companies Act (Act 61 of 1973, as amended) and the presentation and disclosure requirements of IAS 34 – Interim Reporting.

These results have been reviewed by Aspen’s auditors, PricewaterhouseCoopers Inc. Their unqualified review report is available for inspection at the company’s registered office.

The accounting policies used in the preparation of these preliminary results are consistent with those used in the annual financial statements for the year ended 30 June 2009.

The 2009 statement of comprehensive income has been restated to classify the Oncology business as a discontinued operation.



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<b>Directors</b>
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### 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.*