



Aspen Pharmacare Holdings Limited ("Aspen")
(Registration number 1985/002935/06)
Share code: APN ISIN: ZAE00066692

Revenue
from continuing operations

↑ 33%

Headline earnings
from continuing operations

↑ 35%

Headline earnings
per share
from continuing operations

↑ 15%

Sigma transaction
completed

Unaudited interim financial results for the six months ended 31 December 2010

Commentary

GROUP PERFORMANCE

Aspen increased headline earnings from continuing operations by 35% to R1,147 billion in the six months ended 31 December 2010. Revenue from continuing operations was up 33% to R5,990 billion and operating profit from continuing operations grew 28% to R1,614 billion. Headline earnings per share from continuing operations improved 15% to 265.3 cents. The rise in headline earnings per share was diluted by an increase in the weighted average number of shares in issue as a consequence of the issue of shares on 1 December 2009 in settlement of the transaction with GlaxoSmithKline ("GSK") concluded on that date.

SOUTH AFRICAN BUSINESS

The South African business increased revenue by 29% to R3,300 billion and improved operating profit by 23% to R0,996 billion. The pharmaceutical division led the growth in revenue raising sales by 36% to R2,682 billion. Consumer division sales were up 8% to R0,618 billion. Profit margins benefited from production efficiencies, procurement savings and the strength of the Rand. The higher insurance compensation received in the prior period inflated the comparative profit margin for that period.

The pharmaceutical business grew ahead of the market in the private sector, increasing Aspen's share as measured by IMS to 16.7%. Aspen remains the leader in generic pharmaceutical supply and has also taken the top position in the branded product segment with the successful integration of the GSK business. Sales of the GSK products for the six months to 31 December 2010 were R463 million against R53 million from one month of sales in the prior period. In the recently adjudicated anti-retroviral ("ARV") tender, Aspen was awarded 41% by value of the anticipated ARV requirements of the South African government over a two year period. This validates the cost competitiveness of the Group's production capabilities.

There has been ongoing investment in the manufacturing capabilities of the Group in South Africa. Most capital projects are well advanced. The focus of these projects has been adding capacity, enhancing technical standards and improving efficiency.

SUB-SAHARAN AFRICA BUSINESS

Revenue in the sub-Saharan Africa business more than doubled from R279 million to R666 million due to the full period contribution from the GSK Aspen Healthcare for Africa collaboration. Operating profit followed a similar trend, growing from R41 million to R119 million. Performance at Shelys, Aspen's 60% owned subsidiary in East Africa, improved on the unsatisfactory showing in the second half of the 2010 financial year.

INTERNATIONAL BUSINESS

The international business increased revenue by 39% to R2,423 billion. Revenue benefited by R600 million (2009: R108 million) from the inclusion of the brands and the Bad Oldesloe production facility acquired from GSK in December 2009 for the full period. All territories contributed to the growth. Asia Pacific revenue was up 28% to R957 million, Latin America revenue was up 20% to R599 million and revenue in the Rest of the World region was up 76% to R867 million.

Operating profit before amortisation and once-off items rose 27% to R551 million. Margins in the International business narrowed, primarily as a consequence of the cost of transitioning products recently acquired from GSK to Aspen's global distribution network which incorporates independent distributors.

The AUD 900 million (approximately R6,3 billion) acquisition of the pharmaceutical business of Sigma, Australia's largest listed pharmaceutical company, completed on 31 January 2011. Integration of this business with Aspen Australia is well underway and is progressing to plan.

FUNDING

Borrowings net of cash were reduced by almost R900 million to R2,147 billion due in part to capital receipts and favourable foreign exchange movements. Gearing at the period end was down to 18%. Following the January settlement of the purchase consideration of AUD 900 million paid to Sigma, gearing has increased to around 40%.

Interest paid, net of interest received of R138 million, was covered 12 times by operating profit before amortisation.

PROSPECTS

The South African pharmaceutical business has strengthened its position as the market leader over the past period. The fundamental demand for medicines in the country also remains strong. Performance in the second half of the year will however be affected by the reduced value of the recent ARV tender award. The Minister of Health has announced that no consideration will be given to an increase in the Single Exit Price before the end of 2011.

The South African consumer business will be adversely affected by the ending in April 2011 of the Pfizer infant milk license agreement which generated annual sales of approximately R250 million. Pfizer has taken the decision to enter the South African market itself following the acquisition of the infant milk franchise as part of its take-over of Wyeth. Aspen has expanded its own infant milk offering with the introduction of the Infacare Gold range in order to replace the Pfizer brands.

The sub-Saharan African business is on a firm footing and the positive performance of the first half of the year should be maintained in the second half.

The Asia Pacific region of the International business is set for strong growth as the Sigma pharmaceutical business is integrated into Aspen Australia. The earnings per share impact for this financial year is likely to be close to neutral due to the expensing of transaction fees, stamp duties and restructuring costs expected to exceed R100 million. In years thereafter the transaction is anticipated to be earnings accretive as synergistic benefits are realised.

The International business will continue to transition products acquired from GSK to the Aspen global distribution network. Once complete, the Group will be well positioned to realise procurement and marketing opportunities with these brands.

At a time where there are heightened tensions in currency markets results could be influenced by exchange rate movements.

The Group remains well placed for growth into the medium term. The launch of new products from the extensive product pipeline will provide organic growth across all major markets. The expanded business in the Asia Pacific region is expected to provide further growth momentum. Latin America remains a core focus area for the Group as a region with great potential. Opportunities to add to the portfolio of global brands will be actively pursued.

By order of the Board

N J Dlamini

S B Saad

Chairman

Group Chief Executive

Woodmead – 3 March 2011

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

*Non-executive director

TRANSFER SECRETARY: Computershare Investor Services (Pty) Ltd,
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(PO Box 1053, Johannesburg, 2000).

REGISTERED OFFICE: Building no 8, Healthcare Park, Woodlands Drive, Woodmead

COMPANY SECRETARY: H A Shapiro

Group statement of comprehensive income

		Unaudited restated six months ended 31 December 2010	Unaudited restated six months ended 31 December 2009	Audited year ended 30 June 2010
	% change	Rm	Rm	Rm
CONTINUING OPERATIONS				
Revenue	33	5 989,8	4 519,3	10 146,6
Cost of sales		(3 380,9)	(2 441,0)	(5 542,3)
Gross profit	26	2 608,9	2 078,3	4 604,3
Selling and distribution expenses		(663,7)	(538,3)	(1 189,4)
Administrative expenses		(359,9)	(368,4)	(736,0)
Other operating income		108,4	150,4	179,9
Other operating expenses		(79,8)	(61,9)	(243,9)
Operating profit	B*	1 613,9	1 260,1	2 614,9
Investment income	C*	127,8	90,6	187,9
Financing costs	D*	(251,4)	(264,0)	(558,3)
		1 490,3	1 086,7	2 244,5
Share of after-tax net losses of associates		—	(1,4)	(1,7)
Profit before tax	37	1 490,3	1 085,3	2 242,8
Tax		(323,3)	(238,9)	(467,5)
Profit after tax from continuing operations	38	1 167,0	846,4	1 775,3
DISCONTINUED OPERATIONS				
Profit for the period/year from discontinued operations		—	42,2	203,2
Profit for the period/year	31	1 167,0	888,6	1 978,5
OTHER COMPREHENSIVE INCOME				
Amounts recognised in equity due to hedge accounting of acquisitions		95,7	—	—
Onco Therapies Ltd transaction		—	—	0,8
Currency translation differences	E*	(631,7)	(37,1)	(25,1)
Cash flow hedges realised		51,8	(5,1)	(4,8)
Total comprehensive income		682,8	846,4	1 949,4
Profit for the period/year attributable to:				
Equity holders of the parent		1 154,8	883,0	1 989,6
Non-controlling interests		12,2	5,6	(11,1)
	31	1 167,0	888,6	1 978,5
Total comprehensive income for the period/year attributable to:				
Equity holders of the parent		672,5	840,8	1 969,3
Non-controlling interests		10,3	5,6	(19,9)
		682,8	846,4	1 949,4
Weighted average number of shares in issue ('000)		432 354	367 037	401 987
Basic earnings per share (cents)				
From continuing operations	17	267,1	229,1	444,4
From discontinued operations		—	11,5	50,5
	11	267,1	240,6	494,9
Diluted earnings per share (cents)				
From continuing operations	17	256,0	218,8	427,0
From discontinued operations		—	10,8	47,7
	11	256,0	229,6	474,7

#See notes on Supplementary information.

Headline earnings

		Unaudited restated six months ended 31 December 2010	Unaudited restated six months ended 31 December 2009	Audited year ended 30 June 2010
	% change	Rm	Rm	Rm
RECONCILIATION OF HEADLINE EARNINGS				
Profit attributable to equity holders of the parent		1 154,8	883,0	1 989,6
Adjusted for:				
Continuing operations				
– (Profit) / loss on disposal of tangible and intangible assets (net of tax)		(18,1)	1,6	2,5
– Net impairment of intangible assets (net of tax)		21,5	11,1	68,4
– Impairment of property, plant and equipment (net of tax)		—	0,7	25,3
– Impairment of deferred receivable (net of tax)		—	—	17,1
– Insurance compensation – capital component		(3,6)	(27,7)	(27,7)
– Capital gains tax on transfer of intellectual property rights		—	20,7	20,7
– Profit on the sale of Co-Pharma Ltd (net of tax)		(7,5)	—	—
Discontinued operations				
– Profit on the sale of Onco Therapies Ltd (net of tax)		—	—	(154,7)
Headline earnings	29	1 147,1	889,4	1 941,2
Headline earnings				
From continuing operations	35	1 147,1	847,2	1 892,7
From discontinued operations		—	42,2	48,5
	29	1 147,1	889,4	1 941,2
Headline earnings per share (cents)				
From continuing operations	15	265,3	230,8	470,8
From discontinued operations		—	11,5	12,1
	9	265,3	242,3	482,9
Headline earnings per share – diluted (cents)				
From continuing operations	15	254,3	220,5	452,0
From discontinued operations		—	10,7	11,4
	10	254,3	231,2	463,4
Capital distribution				
Capital distribution per share (cents)		70,0	—	—
The capital distribution relates to the distribution declared on 15 September 2010 and paid on 11 October 2010.				

