

About Aspen

- Aspen Pharmacare Holdings Limited ("Aspen" or "the Group") is a global supplier and manufacturer of branded and generic pharmaceutical products as well as infant nutritionals and consumer healthcare products in selected territories.
- Aspen is well positioned in both developing and developed markets – it is the largest pharmaceutical company in South Africa, and has an expanding presence in Latin America, Asia, Europe and the Commonwealth of Independent States, comprising Russia and the former Soviet Republics ("CIS").
- Aspen has 25 manufacturing facilities at 17 sites on six continents and manufactures 24 billion tablets annually.
- Aspen products are renowned for their quality, efficacy and affordability.
- Aspen is the largest pharmaceutical company listed on the South African securities exchange, JSE Limited ("JSE"), and is one of the top 20 companies listed on this exchange. Aspen is also a constituent of the FTSE/JSE Responsible Investment Index.

Financial snapshot as at 30 June 2017

BUSINESS SEGMENTS

Group revenue by business segments (%) Group revenue by region (%)

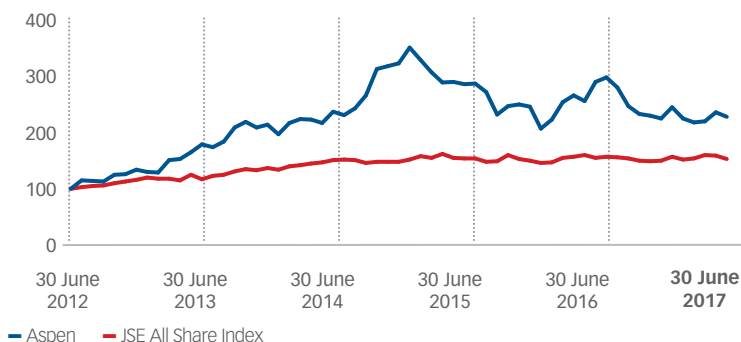


	Since listing %	Last five years %

CAGRs as at 30 June 2017

Revenue	40	22
EBITDA	42	21
Normalised HEPS	36	17

Five-year share price performance (cents)

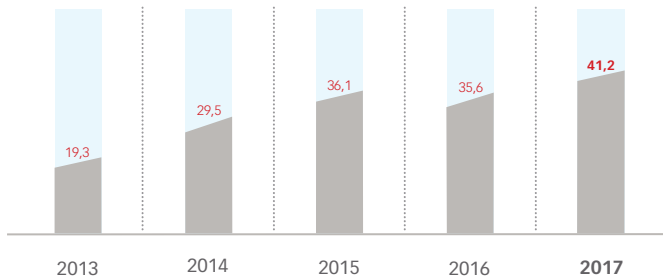


Milestones

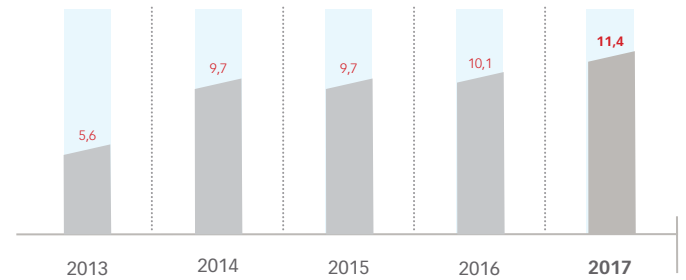
- 1850** Commencement of the business in Port Elizabeth, South Africa, which later became Lennon Limited, the originator company to the Group today.
- 1997** Aspen Healthcare (Pty) Limited began trading.
- 1998** Listed on the JSE Limited.
- 1999** Acquired South African Druggists' business for R2,4 billion.
- 2001** Aspen Australia commenced trade as a start-up.
- 2004** Aspen's multi-million Rand Unit 1 manufacturing facility based in Port Elizabeth became operational.
- 2005** Aspen's Unit 1 facility in Port Elizabeth became the world's first manufacturing site to receive tentative United States Food and Drug Administration approval for the production of certain generic ARVs.
- 2006** Secured distribution rights for a number of antiretrovirals ("ARV") from MSD, BMS, Roche and Tibotec thereby extending its portfolio as the biggest supplier of ARVs in Africa.
- 2008** Aspen Global acquired the intellectual property rights to four GlaxoSmithKline Plc ("GSK") branded products, enabling Aspen to distribute these global brands to more than 100 countries.
 - Acquired 60% of the share capital of Shelys with businesses in Kenya, Tanzania and Uganda.
 - Entered the Latin American market through an investment with Strides in businesses established in Brazil, Mexico and Venezuela.
- 2009** Concluded a series of strategic transactions with GSK including (1) the acquisition of the rights to distribute GSK's pharmaceutical products in South Africa, (2) the formation of The GSK Aspen Healthcare for Africa Collaboration in Sub-Saharan Africa ("the Collaboration") to market and sell pharmaceuticals in SSA, (3) the acquisition of eight specialist branded products for worldwide distribution and (4) the acquisition of a manufacturing site in Bad Oldesloe, Germany.
- 2011** Acquired the pharmaceutical business of Australian-based Sigma Pharmaceuticals Limited.
- 2012** Aspen Global acquired a portfolio of 25 established pharmaceutical brands ("Classic Brands") from GSK to be distributed in Australia.
 - Aspen acquired a portfolio of established GSK OTC products in selected territories.
- 2013** Acquired an API business and a portfolio of branded finished dose molecules from MSD as well as two branded injectable anticoagulants and a specialised sterile production site from GSK.
 - Acquired the infant nutritional business for the Australian and certain southern African territories from Nestlé in May 2013. An additional agreement was reached with Nestlé for the acquisition of the infant nutritional business in Latin America on 28 October 2013.
- 2016** Reached agreement with AstraZeneca AB and AstraZeneca UK ("AstraZeneca") to acquire the exclusive rights to commercialise AstraZeneca's global anaesthetics portfolio in 100 countries worldwide, including China but excluding the USA.
 - Aspen Global concluded three separate transactions with GSK:
 1. Acquired a global portfolio (with the exception of certain territories, primarily North America) of anaesthetic products, which should be completed in the third quarter of Aspen's 2017 financial year. These products are sold in more than 100 countries worldwide including China, Japan, Brazil, Korea, Germany and Italy.
 2. Exercised its option to acquire Fraxiparine and Arixtra from GSK in the countries (most notably China) in which GSK had retained the rights in the original transaction of 2013. The transaction became effective 31 December 2016.
 3. Agreed to cancel the rights to collaborate in the Sub-Saharan business of GSK.
- 2017** Acquired remaining rights to intellectual property and manufacturing know-how related to AstraZeneca's anaesthetics portfolio.

Historical performance

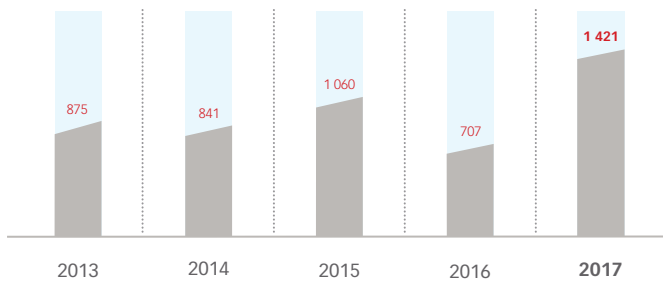
Revenue (R'-billion)



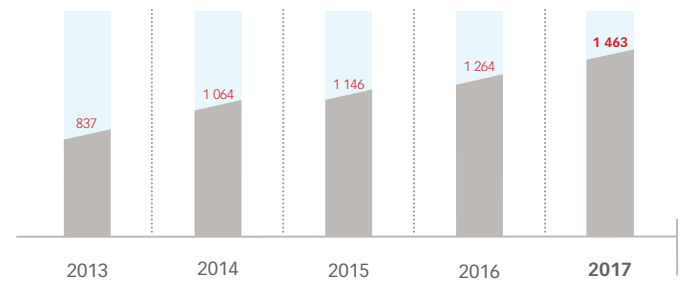
EBITDA (R'-billion)



Operating cash flow per share (cents)



Normalised HEPS (cents)



Unique business model

1

- Diversified geographic footprint with strong Emerging Market exposure.
- Specialised product portfolio.
- Technologically complex manufacturing capability.
- Vertically integrated supply chain model.

Quality of management

2

- Skilled, experienced and diverse management teams.
- Proven track record of delivering shareholder returns.
- Demonstrated capacity to complete value enhancing transactions.
- Strong alignment of shareholders' and executives' interests.

Positive growth drivers

3

- Defensive nature of pharmaceutical industry.
- Provider of high quality, affordable medicines to historically underserved markets.
- Exposure to faster growing developing markets.
- Consolidated production volumes and procurement efficiencies at strategic manufacturing sites.

Responsible corporate citizen

4

- Established foundation of strong corporate governance.
- Active participant in the United Nations Global Compact initiative.
- Commitment to pursuing strategic objectives in a responsible and sustainable manner.
- A constituent of the FTSE/JSE Responsible Investment Index.

Grow sustainable stakeholder value

STAKEHOLDER BENEFITS

Providing employment to more than **10 000 employees** worldwide.

Delivered NHEPS CAGR **growth of 36%** since listing.

Supported more than **200 socio-economic development** projects during the year.

Enhanced access to **high quality, affordable medicines** to patients.

Significant **investment in regions** in which we operate.

Leadership

Chairman: Khuseni Dlamini
Group Chief Executive: Stephen Saad
Deputy Group Chief Executive: Gus Attridge

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