



2018 Corporate Brochure

About Aspen

This year we celebrate our 20th anniversary as a JSE-listed company. Established from humble beginnings in Durban, South Africa, and with a 160-year heritage, we have grown into a leading specialty and branded multinational pharmaceutical company. Our extensive basket of products treat a broad spectrum of acute and chronic conditions experienced through all stages of life.

Our core categories that receive our highest focus include Regional Brands, Anaesthetics, Thrombosis, High Potency & Cytotoxics and Nutritionals.

Our manufacturing facilities are scalable to demand and cover a wide variety of product types including injectables, oral solid dose, liquids, semi-solids, steriles, biologicals, active pharmaceutical ingredients and nutritionals. These facilities hold international approvals from some of the most stringent global regulatory agencies.

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25 manufacturing facilities on 17 sites

more than 150 countries have access to our products

over

10 000 employees in 52 countries **470 000 Mandela Day** beneficiaries over eight years

81% waste recycled

more than 24 billion tablets manufactured annually

440 SED and educational initiatives

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IBC Abbreviations

Strategic objectives

An analysis of our strategic objectives and key performance indicators ("KPIs") is set out on pages 32 to 39 of the Integrated Report, available online at www.aspenpharma.com. A review of how we have performed in respect of the related key performance indicators ("KPIs") is detailed in the commentary on the capitals which is also available online.

Our five key strategic objectives:









To provide a safe.

challenging and rewarding environment

for our employees

To enhance access to high quality, affordable medicines

To achieve strategic advantage through our integrated supply chain





To create sustainable economic value for all our stakeholders



Aspen's six capitals

All organisations depend on various forms of capital for their value creation. In the International <IR> Integrated Reporting Framework, these are defined as intellectual, manufactured, human, social & relationship, natural and financial capitals.

Our business model on pages 16 and 17 and Creating value through our capitals, available online, details the integration of our six capitals into the business. The icons below serve as an identifiable visual reference to these six capitals within this report.

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Intellectual Manufactured Human

Natural relationship

Financial

The core categories that receive our highest focus are indicated by the following icons:









Regional Brands

Anaesthetics

Thrombosis

High Potency & Cytotoxics





Foundation Phase

1997 Began trading

1998 Listed on the JSE

1999

Acquired South African Druggists

2003

Launched Aspen Stavudine; the first generic anti-retroviral ("ARV") developed and manufactured in Africa

2005

Unit 1 facility in Port Elizabeth became the world's first site to receive tentative United States Food and Drug Administration ("US FDA") approval for the production of certain generic ARVs

celebrating

Aspen through the years

20 YEARS

2008 2009 2011

2015

2014

2008

Entered Latin American market Acquired intellectual property ("IP") rights to our GlaxoSmithKline Plc ("GSK") global brands

2009

Concluded a series of strategic transactions with GSK: (1) acquired the rights to distribute GSK products in South Africa; (2) formed The GSK Aspen Healthcare for Africa Collaboration"); (3) acquired eight specialist brands; and (4) acquired the Bad Oldesloe site in Germany.

2011

Acquired Australian-based Sigma Pharmaceuticals Limited

2013 and 2014

Acquired an active pharmaceutical ingredient ("API") business and products from Merck Sharpe & Dohme ("MSD"); an Anticoagulant portfolio and a specialised Sterile production site from GSK

Concluded transactions with Nestlé for infant milks in Australia, South Africa and Latin America Global Expansion Phase

2003

2005

7997

1998

2008 to 2014 Specialty Focus Phase

Future

1111

2015

Synergy realisation plans established following 2013 and 2014 acquisitions

2016

Restructured the business to align with therapeutic focus areas

Obtained exclusive rights to acquire anaesthetics portfolios from AstraZeneca and GSK

Exercised option to acquire Fraxiparine and Arixtra from GSK for commercialisation in China

2017

Acquired remaining rights to IP and manufacturing know-how related to AstraZeneca's anaesthetics portfolio

Commercial focus on Emerging markets

Increase in complex manufacturing capacities

Leverage of geographic footprint

Portfolio management through development, acquisition and disposal

Highlights categorised by financial year

celebrating 20 years Performance highlights

Intellectual capital

- Acquired the remaining rights to the intellectual property and manufacturing know-how of the anaesthetics portfolio from AstraZeneca
- Serialisation projects on track to meet new regulatory requirements designed to combat counterfeit medicines reaching patients
- **45** products launched in 20 countries

Group revenue by business segment (%)



Group revenue by customer geography (%)



Manufactured capital

- **R2 145 million** invested in capital replacement and expansion projects
- Officially opened the high containment suite at our Port Elizabeth site
- Significantly reduced safety, health and environmental risks at the Moleneind site

OUR **SIX** CAPITALS



- **Implemented** first year of new Human Resources strategy
- **R66 million** invested in training our employees
- Zero occupational fatalities
- 49,5% women in the workforce

Revenue increased by 3% to R42 596 million

Strong organic growth from Commercial Pharmaceuticals of 8% on a constant exchange rate ("CER") basis with the Thrombosis and Anaesthetics portfolios being the main contributors. Commercial Pharmaceuticals revenue in Emerging markets* and Developed markets* grew 12% and 2% respectively on a CER basis for the period. Declines in Manufacturing and Nutritionals revenue offset the strong Commercial Pharmaceuticals growth. Group revenue increased by 5% on a CER basis.

* Developed and Emerging markets as defined by MSCI ACWI Index and Frontier Markets Index.

Normalised headline earnings per share increased by 10% to **1 605 cents**

Normalised headline earnings per share ("NHEPS") (up 10% on a CER basis) comprises headline earnings per share adjusted for specific non-trading items and is a measure which provides clear comparability of the financial performance of our ongoing underlying business.

Growth in normalised EBITDA* of 5% coupled with lower net financing costs augmented the growth in normalised headline earnings.

* Normalised EBITDA comprises operating profit before depreciation and amortisation adjusted for specific non-trading items defined in accounting policies of the Group's Annual Financial Statements.

Normalised EBITDA increased by 5% to R12 031 million

Normalised EBITDA, comprising operating profit before depreciation and amortisation adjusted for specific non-trading items, grew 5% (up 5% on CER basis) assisted by underlying positive organic growth in Commercial Pharmaceuticals and the margin benefit arising from the acquisition of the residual rights to the AstraZeneca anaesthetics portfolio.

Distribution to shareholders per share increased by 10% to **315 cents**

Declared after taking into account earnings and cash flow performance, debt service commitments, the expected completion of the divestment of the Global Nutritionals Business, future proposed investments and funding options.

Social and relationship capital

- Eighth consecutive year of participating in the International Mandela Day Initiative, with Aspen assisting **nearly 470 000 beneficiates** through 456 projects in 39 countries over this period
- **Significantly improved** score in the FTSE/JSE Responsible Investment Index to 4
- Maintained our level 4 Broad-based Black Economic Empowerment ("BBBEE") rating in South Africa

Natural capital

- "B Management" performance rating for 2017 Carbon Disclosure Project ("CDP") and Water CDP
- **3,2%** of waste generated sent to landfill, a reduction from 4,5% in 2017
- Resource conservation and optimisation projects contributed to a 5,0% reduction in water used

Financial capital

- **Successful** refinancing of the Group's debt portfolio
- Strong operating cash flow per share conversion rate of 105%
- **R5 886 million** (31%) of wealth created reinvested in the Group

COMMERCIAL PHARMACEUTICALS



00313

celebrating 20 years The value we create



Employees (R'million)



Reinvested (R'million)

R18 549 million wealth created

Our **sustainable business model** creates **long-term value** for our shareholders and the society in which we operate.



Aspen Pharmacare Holdings Limited 2018 Corporate Brochure 6

celebrating 20 years Our investment case



Grow sustainable stakeholder value

Providing employment to more than 10 000 employees worldwide	Delivered NHEPS compound annual growth rate ("CAGR") growth of 35% since listing	Supported more than 220 Socio-Economic Development ("SED") projects during the year	Enhanced access to quality affordable medicines to patients	Significant investment in regions in which we operate
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celebrating 20 years Our global presence*



Contribution to revenue

Latin America R4,2 billion



Contribution to revenue Developed Europe R12,3 billion



Contribution to revenue Developing Europe & CIS R2,8 billion

NORTH AMERICA



Contribution to revenue

USA & Canada R0,6 billion

Key:

- Group headquarters
- Combined sales, marketing, distribution and manufacturing centres
- Sales, marketing and distribution centres
- Marketing centres
- O Branch representative offices
- Manufacturing site
- Sales, marketing, distribution and support centres
- Support centre
- New product development sites

70 established business operations

Aspen has a strong presence in both emerging and developed countries with 70* established business operations in 56 countries. The Group supplies medicines and products to more than 150 countries.

* Specific location details are available online.



celebrating 20 years **Our manufacturing capabilities Primary sites**

PORT ELIZABETH, SOUTH AFRICA

UNIT 1 FACILITY

Capability: High-volume solids manufacturing and packing for domestic and export markets. Maximum output: 6 billion tablets.

UNIT 2 FACILITY

Capability: Small to mediumvolume solids manufacturing for domestic and export markets. Maximum output:

4 billion tablets.

UNIT 3 FACILITY

Capability: End state packing for domestic market. Maximum output: 140 million packed units of tablets and capsules.

UNIT 4 FACILITY

Capability: Hormonal and highpotency solids manufacturing and packaging for the domestic and export markets.

Maximum output: 3,2 billion tablets (hormonal); 395 million tablets (potency).

STERILE FACILITY SVP 1:

MULTI-PRODUCT SUITES A AND B Capability: Eye drops, ampoules, liquid and lyophilised vials for domestic and export markets

Maximum output:

Suite A: 42 million units of eye drops; 2,9 million units of liquid vials; Suite B: 11,75 million units of ampoules; 23,5 million units of liquid vials.



997 to 2004 total sites





API facilities

SIOUX CITY, USA

API FACILITY

Capability: Specialist biochemical API - heparin intermediates.

Maximum output: Biologicals – capacity is measured on demand – dependent on product mix.

CAPE TOWN, SOUTH AFRICA

FCC API FACILITY Capability: Specialised API and high potency manufacturing for domestic and export markets. Maximum output:

46 000kg.

NOTRE DAME DE BONDEVILLE, FRANCE

NADROPARIN Capability: Specialised biochemical API conversion of heparin to nadroparin. Maximum output: 200 batches of

nadroparin.

CERTOPARIN

Capability: Specialised biochemical API conversion of heparin to certoparin. Maximum output:

45 batches of certoparin.

FONDAPARINUX FACILITY

Capability: Specialised chemical API – purification by chromatography of fondaparinux.

Maximum output: 34 batches of fondaparinux sodium.

All references to maximum output are per annum

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PORT ELIZABETH, SOUTH AFRICA

STERILE FACILITY SVP 2: HIGH-POTENCY SUITE Capability: Prefilled syringes for domestic and export markets. Maximum output: Phase 1: 110 million prefilled syringes.

BAD OLDESLOE, GERMANY

MULTI-DOSE FORM SUITE

Capability: Solid dose forms, oral and topical liquids, semi-solids and blow-fill seal, manufacturing and packing for domestic and export markets.

Maximum output: 3,3 billion tablets; 6 240 tonnes of liquids; 1 404 tonnes of topical liquids; 351 tonnes of semi-solids, 60 million units for blow-fill seals.



NOTRE DAME DE **BONDEVILLE, FRANCE**

STERILE PREFILLED SYRINGE MANUFACTURING SITE

Capability: Aseptic prefilled and terminally sterilised syringe manufacturing and packing for domestic and export markets.

Maximum output:

85 million syringes (Etna line); 130 million syringes (Stromboli line); 180 million syringes (Vesuve line).

2017 total sites





Details of the additional 10 regional sites, accreditation, abbreviations and acronyms are available online

OSS, THE NETHERLANDS

DE GEER SITE

Capability: Specialised hormonal and chemical APIs. Maximum output: 150KvH.

BOXTEL SITE

MOLENEIND SITE

Maximum output:

chemical APIs.

Capability: Specialised

Capability: Specialised biochemical, hormonal and biochemical API gonadotrophin intermediates. Dependent on product mix. Maximum output: Measured on demand.

manufacturing facilities



sites

globally

celebrating 20 years The Aspen way

Healthcare. We Care – for 20 years.

We are committed to providing high quality, affordable products responsibly to all our customers and, in pursuance of this, products are manufactured and distributed in accordance with the applicable regulations, legislation and guidelines governing the pharmaceutical industry. We do this with integrity and with commercial wisdom, striving to enhance the economic and social wellbeing of our stakeholders.

We believe in constructive engagement and communication with our identified stakeholders. In doing so, we undertake to provide information which is truthful, relevant, accurate and consistent.

Aspen's SED programme primarily supports the establishment of clinics, healthcare programmes, educational programmes, community programmes and charitable initiatives which are targeted at addressing the shortage of primary healthcare in South Africa. In addition, all our employees are encouraged to devote at least 67 minutes of their time to the Mandela Day initiative.

Aspen's strength lies in its worldwide team of more than 10 000 employees who work in a trusting environment, free from discrimination, prejudice, bias, harassment and violation. Employee rights and labour regulations are respected through human resources, industrial relations and legal compliance frameworks implemented throughout the Group.

We take a zero-tolerance approach to unethical behaviour and have an unflinching commitment to ensuring that the Group and its employees uphold Aspen's laudable reputation. The Code of Conduct is a values-based code aimed at governing the conduct of all Aspen employees. The areas covered by this Code of Conduct include:

- acting in accordance with Aspen's values;
- equitable treatment for all;
- acting as ambassadors of Aspen;
- business integrity;
- gifts, entertainment and bribery;
- integrity of qualitative and quantitative information;
- protection and use of property;
- business controls;
- confidential information;
- insider trading;
- safety, health, quality and the environment;
- competition law;
- political activities;
- compliance;
- accountability; and
- corporate governance.

The Code of Conduct is available online. A formalised ethics management programme is implemented annually throughout the Group and is managed by the Company Secretary & Group Governance Officer under the direction of the Social & Ethics Committee ("S&E Co") and Audit & Risk Committee ("A&R Co").

We endorse the ethical marketing of medicines and have implemented the Aspen Code of Marketing Practice which prescribes certain minimum standards aimed at ensuring that any promotional activities and interactions with healthcare professionals and other affected stakeholders are carried out in a responsible, ethical, professional and legal manner.

All stakeholders are encouraged to report unethical conduct and other transgressions of our Code of Conduct and policies that they may become aware of and an independently monitored whistle-blowing hotline is available for this purpose. This hotline may be contacted at aspenpharma@ tip-offs.com or on any of the regional telephone numbers for this line as listed online.

Our manufacturing and supply protocols promote the ongoing review and continuous improvement of operating policies and procedures in an effort to deliver high quality products to the market responsibly, on time and at competitive prices. In doing so, cognisance is taken of developments in environmental legislation, technological enhancements relevant to the Company's operations, resource conservation systems and environmental management guidelines.

Our vision

"To deliver value to all our stakeholders as a responsible corporate citizen that provides high quality, affordable medicines and products globally", encapsulates the Group's inherent approach of conducting business ethically, with integrity and with a commercial wisdom which strives to enhance the economic and social well-being of our patients, consumers, investors, employees, customers and business partners.

celebrating 20 years **Our values**



celebrating 20 years Our sustainable business strategy

We recognise that doing business in a sustainable and responsible manner is integral to ensuring our future viability. Sustainability considerations underpin our strategy and are integrated into the way we do business.



Our material issues

Our material issues are grouped into our sustainability objectives, which are aligned to our strategy. We consider material issues to be those that have the potential to substantially impact our ability to create and sustain value for our stakeholders over the short, medium and long-term. We review these issues and risks each year with reference to:

- identifying and assessing the needs of our stakeholders through constructive engagement with them (page 14[^]);
- our external operating context (page 22^);
- key business risks impacting our sustainability (pages 30 to 37[^]);
- the value exchange and/or opportunity costs of applying our available capitals and our responsible management of these (refer pages 42 to 79^); and
- our responsibility to provide relevant and transparent reporting with reference to the GRI, King IV, the Companies Act of South Africa, the Department of Trade and Industry's BBBEE Codes of Good Practice ("BBBEE Codes") in South Africa, the FTSE/JSE Responsible Investment Index, the Carbon and Water Security Disclosure Projects and the UN Global Compact.

Implementation of our strategy

We implement our strategy by applying the resources we have available in execution of our business model to drive growth and create sustainable value (pages 16 and 17).

We have identified key performance indicators designed to provide a defined measure of performance against our strategic and related sustainability objectives. We track our performance by reporting against these KPIs to the Board on a quarterly basis. In this way, the performance of executive directors, executives and senior management is aligned to our sustainable business strategy.

- Reporting on our performance against our strategic objectives is included in "Our strategic business performance" (pages 30 to 37^).
- Reporting on the sustainability objectives and our performance against the KPIs is integrated into our reporting on the capitals in the section "Creating value through our capitals" (pages 42 to 79^).

^ Per the 2018 integrated report

Our strategic objectives	Our sustainability objectives	Our capitals	Key Performance Indicator ("KPI")
To enhance access to high quality, affordable medicines (page 30^)	Sustaining life and health through high quality, affordable medicines	Intellectual	 IMS⁺ value of total product pipeline for the next five years Number of product recalls
To achieve strategic advantage through our integrated supply chain (page 32 ⁿ)	Sustaining a cost- competitive manufacturing base	Manufactured	 Return on total assets ● Normalised EBITDA margin ●
To provide a safe, challenging and rewarding environment	Creating an environment in which our employees can thrive		 Average staff turnover Average training spend per employee
(page 32^)	Providing a safe working environment	Human	 Disabling incident frequency ratio ("DIFR") Lost work day frequency ratio ("LWDFR")
To practise good corporate citizenship (page 34^)	Promoting equality	Social &	 BBBEE accreditation in South Africa* Percentage of female employees Percentage of females in top 100 positions in the Group Percentage of black employees in South Africa* Percentage of black employees in top 50 positions in South Africa*
	Conducting our business in a responsible manner	relationship	 Number of significant incidents of legislative infringements FTSE/JSE Responsible Investment Index score
	Preserving the environment		 Carbon emissions[#] Waste recycled[#]
	Managing the efficient utilisation of scarce resources	Natural	 Water used[#]● Electricity used[#]●
To create sustainable economic value for all of our stakeholders	Adding economic value to stakeholders		 Growth in revenue Growth in NHEPS Growth in normalised EBITDA Return on ordinary shareholders' equity
(page 36^)	Maintenance of financial health	Financial	 Operating cash flow per share Leverage ratio

Measured for manufacturing sites only (does not include New Zealand New Milk ("NZNM") * South African businesses only
 † IMS Health (Pty) Limited, a leading provider of healthcare and pharmaceutical market intelligence ("IMS")



Additional sustainability related data is available on the Sustainability Data Supplement online.

^ Per the 2018 integrated report

Aspen Pharmacare Holdings Limited 2018 Corporate Brochure

celebrating 20 years Our business model

We use our six capitals and our unique value drivers to provide high quality, affordable medicines and products and create value for our stakeholders in a responsible and sustainable way



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celebrating 20 years

We provide high quality, affordable medicines and products, focusing on niche therapeutic areas

Achieving outcomes that create longterm value for our stakeholders

• Improved health and quality of life 0 Patients in more than 150 countries for the patients and consumers treated with Aspen products that use our products **REGIONAL BRANDS** Intellectual Circadin Foxair Mybulen R24 466 million spent on suppliers Tribuss • Economic stimulation in the and service providers and R2 145 million Zyloric regions in which we operate invested in capital projects Manufactured **ANAESTHETICS** • Employment opportunities 42% of wealth created, amounting Diprivan and skills development to R7 925 million distributed to employees EMLA provided to our more than employed in more than 50 countries Naropin Human 10 000 employees Ultiva **Xylocaine** • Uplifting the lives in the Supported more than **220 SED** project communities in which and initiatives in communities across the Aspen works around the THROMBOSIS Social & globe world Relationship Arixtra Fraxiparine Fraxodi Mono-embolex • Initiatives to reduce Orgaran the impact of our 26 energy, water and waste disposal operations on the natural efficiency projects initiated Natural environment **HIGH POTENCY &** Generation of wealth to **CYTOTOXICS** fund future growth and R5 886 million reinvested in the Group Alkeran expansion Financial Eltroxin Imuran Ovestin Purinethol • A contribution to the governments through direct 8% of wealth created paid to governments and indirect taxation Financial **NUTRITIONALS** Alula CAGR in excess of 34% in revenue, • Sustainable earning growth and Infacare return for shareholders normalised EBITDA and NHEPS since listing S-26 Financial SMA Commitment -Excellence Integrity

celebrating 20 years Business segment overview

Regional Brands 🜔



Key brands

Brand	Therapeutic category
Circadin	Sleeping aid
Foxair	Respiratory
Mybulen	Analgesic
Tribuss	ARV
Zyloric	Uric acid production inhibitor

Regional Brands is our largest revenue contributor and is a widely diverse portfolio predominantly comprising domestic brands in the sub-Saharan Africa, Australasia and Latin America territories.

Our key focus is on emerging markets where we hold strong in-country positions. The organic growth opportunity for this portfolio lies in volume expansion within branded prescription medicines, over the counter ("OTC") franchises and consumer brands. We continue to enhance our regional portfolio in line with local therapeutic strengths and value propositions.



	2018 R'million	2017 (CER) R'million	Change %
Revenue			
Developed markets	4 398	4 644	(5)
Emerging markets	9 938	9 048	10
Total	14 336	13 692	5



Anaesthetic Brands 📀



Key brands

Brand	API	Type of anaesthetic
Diprivan	Propofol	General
EMLA	Lidocaine	Local
Naropin	Ropivacaine	Local
Ultiva	Remifentanil	General
Xylocaine	Lidocaine	Local

A key element of our growth strategy is to identify therapeutic areas that are specialised in nature and a good fit with existing operations. In line with this strategy, we acquired the AstraZeneca and the GSK anaesthetics portfolios in 2017 which presented an opportunity to leverage both our existing sterile manufacturing capabilities and our hospital focused sales force. In November 2017, we acquired the remaining rights to the intellectual property and manufacturing know-how related to the AstraZeneca portfolio. We believe that increased control over the supply chain will enhance our ability to achieve manufacturing synergies and thus support earnings growth.

Our diverse product range includes general anaesthetics, muscle relaxants as well as a number of local anaesthetics including topical agents.



	2018 R'million	2017 (CER) R'million	Change %
Revenue			
Developed markets	4 435	3 831	16
Emerging markets	3 897	3 075	27
Total	8 332	6 906	21

47% EM revenue contribution





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celebrating 20 years Business segment overview continued

Thrombosis Brands 💮



Key brands

Brand	API
Arixtra	Fondaparinux
Fraxiparine	Nadroparin
Fraxodi	Nadroparin
Mono-embolex	Certoparin
Orgaran	Danaparoid

The Thrombosis portfolio is a global offering comprised largely of a broad range of specialist injectable anticoagulants. Our portfolio also includes Orgaran which is a heparin derivative (heparinoid) indicated for the treatment of HIT. HIT is an adverse reaction occurring in a limited number of patients undergoing heparin related therapy. We offer healthcare providers the advantage of a single supplier that addresses broad clinical needs and thus ensures the optimal care of patients at risk of thrombosis.

Growth in the injectable anticoagulant segment has been stable despite increased competition from oral anticoagulants and biosimilars. Our competitive advantage lies in our ability to effectively compete in this segment due to our vertically integrated supply chain for heparin-based products.

150/		2018 R'million	2017 (CER) R'million	Change %
15% OF TOTAL	Revenue Developed markets Emerging markets	3 549 2 881	3 302 2 451	7 18
GROUP REVENUE	Total	6 430	5 753	12
	45% EM revenue contribution	4% Rest of World	55% DM revenue	e contribution
	12% Asia (ex-Japan) 29% Developing Europe & CIS		54% Developed Europe	

EM – Emerging markets

DM – Developed markets

1% Rest of World

High Potency & Cytotoxics 🚱



Key brands

Brand	Therapeutic category
Alkeran	Oncolytic
Eltroxin	Thyroid hormone replacement
Imuran	Immunomodulator
Ovestin	Estrogen hormone replacement
Purinethol	Oncolytic

The High Potency & Cytotoxics portfolio includes products that generally contain APIs which evoke the indicated response when administered at a low concentration. This portfolio mainly comprises Oncology, Endocrinology and Women's Health products. During the 2017 financial year, we acquired two conjugated estrogen brands from Teva in order to bolster our Women's Health portfolio which has been identified as an important potential growth segment.

We officially opened the high containment suite at our Port Elizabeth facility in May 2018 where we plan to manufacture some of our key high potency products including Alkeran, Leukeran and Imuran. This is aligned to our strategic objective of managing and controlling our own supply chain in order to enhance security of supply. The strong base of API capabilities at our Oss and FCC sites also presents opportunities for vertical extension into finished dose offerings within the High Potency & Cytotoxics category.



	2018 R'million	2017 (CER) R'million	Change %
Revenue			
Developed markets	2 407	2 673	(10)
Emerging markets	1 765	1 923	(8)
Total	4 172	4 596	(9)

42% EM revenue contribution

58% DM revenue contribution



EM – Emerging markets

DM – Developed markets

celebrating 20 years Business segment overview continued





Key brands

Brand	Brand
Alula	S-26
Infacare	SMA

Our nutritionals business has leading positions in three key regions, selling wellestablished, high quality brands. The rigorous safety and quality standard required in the manufacture of infant milks is consistent with the standards of our pharmaceutical production, providing additional credibility to our brand offerings.

We manufacture and market well-established quality brands in sub-Saharan Africa, Australia and Latin America.

7% OF TOTAL GROUP REVENUE

	2018 R'million	2017 (CER) R'million	Change %
Revenue			
Latin America	1 290	1 414	(9)
Sub-Saharan Africa	1 017	977	4
Australasia	715	772	(7)
Rest of World	69	-	100
Total	3 091	3 163	(2)

77% EM revenue contribution





celebrating 20 years Regional overviews

Developed Europe

STATISTICS

product launch definition.

Number of products lau	nched:	0 (2017: 0)#	
IMS value of pipeline as at 30 June 2018 anticipated to be launched in:			
0 – 2 years		USD0 million	
3 – 5 years		USD0 million	
Number of product reca	ills:	7 (2017: 2)	
Average staff turnover:		8,4% (2017: 9,7%)	
Number of work-related	l fatalities:	0 (2017: 0)	
Number of permanent e	employees:		
June 2018	2 260		
June 2017	2 419		

[#] The number of product launches has been restated as a result of the refinement of the

Our Developed Europe business is made up of operations in Europe's major developed countries. The Anaesthetics and Thrombosis portfolios are the leading therapeutic focused brands in Developed Europe. The API site at Oss, supported by its satellite operation at Sioux City, supplies APIs worldwide. The Notre Dame de Bondeville and Bad Oldesloe sites are strategically important manufacturers for the Group.

KEY COUNTRIES

France, Germany, Italy, The Netherlands, United Kingdom

Contribution to Group revenue	Revenue by segment	
29% Developed Europe 71% D Rest of Group	 35% Manufacturing – API 28% Thrombosis 18% Anaesthetics 11% High Potency & Cytotoxics 5% Manufacturing – FDF 3% Regional Brands 	

Revenue - R'million	2018	2017 (CER)	% change
Commercial Pharmaceuticals	7 434	6 941	7
Regional Brands	376	476	(21)
Anaesthetics	2 170	1 732	25
Thrombosis	3 471	3 204	8
High Potency & Cytotoxics	1 417	1 529	(7)
Manufacturing	4 895	4 930	(1)
– API	4 259	4 263	0
– FDF	636	667	(5)
Total	12 329	11 871	4

Note: Commercial Pharmaceuticals revenue by customer geography and manufacturing revenue by place of manufacture

- Volumes of all products in the Developed Europe injectable anticoagulants category declined 1,5%. Aspen's share of the injectable anticoagulants category across Europe remained stable at 18% as at 30 May 2018.
- The Anaesthetics category in Developed Europe grew 1,1% by value across all products to EUR1,3 billion as at 30 May 2018. General anaesthetics made up 50,3% of total value and grew 3,7% for the year.

Source: May 2018 IMS



celebrating 20 years Regional overviews continued

Sub-Saharan Africa

STATISTICS

June 2017

Number of products launched:	10 (2017: 11) [#]
IMS* value of pipeline as at 30 June	2018 anticipated to be launched in:
0 – 2 years	USD119 million
3 – 5 years	USD250 million
Number of product recalls:	8 (2017: 1)
Average staff turnover:	9,4% (2017: 13,0%)
Number of work-related fatalities:	0 (2017: 0)
Number of permanent employees:	
June 2018	4 586

The SSA business provides a diverse basket of branded, generic, OTC and consumer health products which are supplied to both the private and public sectors primarily in South Africa. Our presence outside of South Africa is mainly in Namibia, Botswana, Tanzania, Kenya, Nigeria, Ghana and Uganda.

KEY COUNTRIES

Botswana, Kenya, Namibia, South Africa, Tanzania

* South Africa only, rest of SSA not covered by IMS.

* The number of product launches has been restated as a result of the refinement of the product launch definition.

4 2 3 8

Contribution to Group revenue	Revenue by segment	
23% Sub-Saharan Africa 77% D Rest of Group	79% Degional Brands 11% Dutritionals 5% DManufacturing – FDF 3% DManufacturing – API 1% DAnaesthetics 1% DHigh Potency & Cytotoxics	

Revenue - R'million	2018	2017 (CER)	% change
Commercial Pharmaceuticals	8 127	7 402	10%
Regional Brands	7 876	7 124	11
Anaesthetics	143	145	(1)
Thrombosis	9	7	29
High Potency & Cytotoxics	99	126	(21)
Nutritionals	1 017	977	4
Manufacturing	864	1 192	(28)
– API	332	217	53
– FDF	532	975	(45)
Total	10 008	9 571	5

Note: Commercial Pharmaceuticals revenue by customer geography and manufacturing revenue by place of manufacture

- The South African private pharmaceutical sector was valued at R42,9 billion for the year ended 30 June 2018.
- Aspen is ranked as the number one pharmaceutical company in the South African private sector with a 12,9% share by value.
- About one in every five scripts dispensed by South African pharmacists is for an Aspen product, as recorded by ImpactRx.
- In South Africa, six out of the top 25 brands in the private sector for the year ended 30 June 2018 were Aspen products.

Source: June 2018 IMS

• Aspen has a strong presence in East Africa through Beta Kenya and Shelys Tanzania.

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Australasia

STATISTICS

Number of products launched:	3 (2017: 4)#		
IMS value of pipeline as at 30 June 2018 anticipated to be launched in:			
0 – 2 years	USD113 million		
3 – 5 years	USD11 million		
Number of product recalls:	0 (2017: 3)		
Average staff turnover:	13,0% (2017: 7,5%)		
Number of work-related fatalities:	0 (2017: 0)		
Number of permanent employees:			
June 2018 57	2		
lune 2017	505		

We supply a diversified portfolio of branded prescription, OTC, consumer and infant nutritional products into Australia and New Zealand. We are one of the largest manufacturers in Australia and our manufacturing site in Melbourne produces certain tablets, liquids and semisolids.

KEY COUNTRIES

Australia, New Zealand

* The number of product launches has been restated as a result of the refinement of the product launch definition.

Contribution to Group revenue	Revenue segment
14% Australasia 86% D Rest of Group	60% Degional Brands 12% Definitionals 12% Defini

Revenue - R'million	2018	2017 (CER)	% change
Commercial Pharmaceuticals	4 816	4 658	3
Regional Brands	3 605	3 545	2
Anaesthetics	713	621	15
Thrombosis	21	25	(16)
High Potency & Cytotoxics	477	467	2
Nutritionals	715	772	(7)
Manufacturing – FDF	464	458	1
Total	5 995	5 888	2

Note: Commercial Pharmaceuticals revenue by customer geography and manufacturing revenue by place of manufacture

- The Australian pharmaceutical sector was valued at AUD17,7 billion as at 30 June 2018 with flat volume growth.
- Aspen was ranked 3rd by volume and 9th by value in the Australian pharmaceutical sector for the year ended 30 June 2018.
- Almost one in seven scripts written in Australia is for a product distributed by Aspen.

Source: June 2018 IMS



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Latin America

STATISTICS

product launch definition.

Number of products launch	ed:	11 (2017: 26) [#]
IMS value of pipeline as at 3	30 June 2018 anti	icipated to be launched in:
0 – 2 years		USD424 million
3 – 5 years		USD298 million
Number of product recalls:		2 (2017: 1)
Average staff turnover:		22,8% (2017: 29,5%)
Number of work-related fat	alities:	0 (2017: 0)
Number of permanent emp	loyees:	
June 2018	1 248	
June 2017	1 158	

The number of product launches has been restated as a result of the refinement of the

market in 2008 and initially established a presence in Brazil, Mexico and Venezuela. We have expanded our coverage in this region and now also have a presence in Colombia, Chile, Ecuador, Costa Rica, Peru and Argentina and offer a comprehensive product range that encompasses branded prescription and OTC products as well as infant nutritionals. Our Vallejo site in Mexico has the capability to manufacture infant nutritionals as well as pharmaceutical solids, semisolids and liquids.

We entered the Latin American

KEY COUNTRIES

Brazil, Chile, Colombia, Ecuador, Mexico

Contribution to Group revenue	Revenue segment
10% Latin America 90% D Rest of Group	 31%) Regional Brands 30%) Nutritionals 19%) High Potency & Cytotoxics 18%) Anaesthetics 2%) Thrombosis

Revenue - R'million	2018	2017 (CER)	% change
Commercial Pharmaceuticals	2 929	2 577	14
Regional Brands	1 306	1 116	17
Anaesthetics	762	571	33
Thrombosis	71	87	(18)
High Potency & Cytotoxics	790	803	(2)
Nutritionals	1 290	1 414	(9)
Manufacturing – FDF	12	-	100
Total	4 231	3 991	6

Note: Commercial Pharmaceuticals revenue by customer geography and manufacturing revenue by place of manufacture

26

- The Spanish Latin American private pharmaceutical sector grew 8,9% to USD25,2 billion for the year to 30 June 2018 as per IMS.
- The Brazilian private pharmaceutical sector grew 5,4% and was valued by IMS at USD30,0 billion for the year to 30 June 2018.

Source: June 2018 IMS

Developing Europe & CIS

STATISTICS

Number of products launched:	0 (2017: 1)#
IMS value of pipeline as at 30 June 20	18 anticipated to be launched in:
0 – 2 years	USD4 million
3 – 5 years	USD0 million
Number of product recalls:	0 (2017: Nil)
Average staff turnover:	14,5% (2017: 13,7%)
Number of work-related fatalities:	0 (2017: Nil)
Number of permanent employees:	
June 2018	285
June 2017	308

The main revenue contributor to our Developing Europe & CIS business is the Thrombosis portfolio. The Anaesthetics portfolio is anticipated to become a significant contributor in this region.

KEY COUNTRIES

Czech Republic, Poland, Romania, Russia, Slovakia

The number of product launches has been restated as a result of the refinement of the product launch definition.

Contribution to Group revenue	Revenue by segment	
7% Developing Europe & CIS 93% Developing Furope	 67% D Thrombosis 16% D Anaesthetics 15% D High Potency & Cytotoxics 2% D Regional Brands 	

Revenue - R'million	2018	2017 (CER)	% change
Regional Brands	64	80	(20)
Anaesthetics	434	307	41
Thrombosis	1876	1760	7
High Potency & Cytotoxics	406	464	(13)
Total	2 780	2 611	6

- Injectable anticoagulants across Developing Europe & CIS grew 3,3% by volume. Over the same period, volumes in Russia grew 9,7%.
- The value growth of the Anaesthetics category for the region was 6,6% for the year ended 30 May 2018.

Source: May 2018 IMS



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China

STATISTICS

Number of products launched:	0 (2017: 0)
IMS value of pipeline as at 30 June 2018 a	nticipated to be launched in:
0 – 2 years	USD0 million
3 – 5 years	USD13 million
Number of product recalls:	0 (2017: 0)
Average staff turnover:	25,9% (2017: 0,0%)
Number of work-related fatalities:	0 (2017: 0)
Number of permanent employees:	
June 2018	598
June 2017 399	

Aspen China is set to become a significant contributor to the Group performance with a product range comprising the recently acquired Thrombosis and Anaesthetic Brands as well as some smaller global brands.

Contribution to Group revenue	Revenue by segment
6% China 94% Dest of Group	71% Danaesthetics 25% DThrombosis 3% DNutritionals 1% DHigh Potency & Cytotoxics

Revenue - R'million	2018	2017 (CER)	% change
Commercial Pharmaceuticals	2 415	1 748	38
Anaesthetics	1 779	1 435	24
Thrombosis	616	266	>100
High Potency & Cytotoxics	20	47	(57)
Nutritionals	65	-	100
Total	2 480	1 748	42

- The China pharmaceutical sector was valued at USD83 billion as at 31 December 2017.
- China made up 38,9% of the total Asian pharmaceutical sector as at 31 December 2017.

Source: December 2017 IMS

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Japan

STATISTICS

Number of products launched:	9 (2017: 9)#
IMS value of pipeline as at 30 June 2018	anticipated to be launched in:
0 – 2 years	USD0 million
3 – 5 years	USD0 million
Number of product recalls:	0 (2017: 0)
Average staff turnover:	12,8% (2017: 20,0%)
Number of work-related fatalities:	0 (2017: 0)
Number of permanent employees:	
June 2018 72	
June 2017 53	

Aspen Japan operates according to a flexible business model and employs innovative marketing activities to promote leading international pharmaceutical originator brands and authorised generics in Japan.

* The number of product launches has been restated as a result of the refinement of the product launch definition.

Contribution to Group re	venue
5%	
Japan 95% ▶ Rest of Group	

Revenue by segment

64% Anaesthetics 19% High Potency & Cytotoxics 15% Regional Brands 2% Thrombosis



Revenue - R'million	2018	2017 (CER)	% change
Regional Brands	297	172	73
Anaesthetics	1 213	1204	1
Thrombosis	48	57	(16)
High Potency & Cytotoxics	372	379	(2)
Total	1 930	1 812	7

• The Japanese pharmaceutical sector continues to be negatively impacted by regulated price revisions and was valued at USD80 billion as at 31 December 2017.

Source: December 2017 IMS



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Other Asia

STATISTICS

Number of products launched:	3 (2017: 0) [#]
IMS value of pipeline as at 30 June	2018 anticipated to be launched in:
0 – 2 years	USD45 million
3 – 5 years	USD1 million
Number of product recalls:	0 (2017: 0)
Average staff turnover:	16,5% (2017: 25,9%)
Number of work-related fatalities:	0 (2017: 0)
Number of permanent employees:	
June 2018	197
June 2017 160	6

Other Asia comprises all Asian territories excluding China and Japan. Anaesthetics make up 46% of revenue in these countries, followed by several products in the Regional Brands category. We have active trading subsidiaries in the Philippines, Taiwan and Malaysia.

KEY COUNTRIES

Hong Kong, Philippines, Singapore, Taiwan

[#] The number of product launches has been restated as a result of the refinement of the product launch definition.

Contribution to Group revenue	Revenue by segment
3% Other Asia 97% D Rest of Group	46% December 24% December 24\% D

Revenue - R'million	2018	2017 (CER)	% change
Regional Brands	330	324	2
Anaesthetics	658	412	60
Thrombosis	151	166	(9)
High Potency & Cytotoxics	262	246	7
Total	1 401	1 148	22

- The Asian pharmaceutical sector (excluding China and Japan) grew 7,7% and was valued at USD57 billion as at 31 December 2017.
- The pharmaceutical sectors in Hong Kong, Philippines and Singapore (which are Aspen's key countries in "Other Asia") grew 10,0%, 1,7% and 5,3% respectively for the year ended 31 December 2017.

Source: December 2017 IMS

Middle East & North Africa

STATISTICS

Number of products launched:	8 (2017: 2) [#]
IMS value of pipeline as at 30 June 201	8 anticipated to be launched in:
0 – 2 years	USD160 million
3 – 5 years	USD3 million
Number of product recalls:	0 (2017: 0)
Average staff turnover:	10,9% (2017: 18,2%)
Number of work-related fatalities:	0 (2017: 0)
Number of permanent employees:	
June 2018	76
June 2017	55

We supply globally branded pharmaceutical products as well as local brands into multiple territories within Middle East and North Africa ("MENA"). Egypt, Algeria and Saudi Arabia combined contributed approximately 50% to total sales in MENA for the 2018 financial year.

KEY COUNTRIES

Algeria, Egypt, Morocco, Saudi Arabia, United Arab Emirates

* The number of product launches has been restated as a result of the refinement of the product launch definition.

Contribution to Group revenue	Revenue by segment
2% Middle East and North America 98% Dest of Group	 42% Degional Brands 22% Degional Brands 22% Degional Brands 18% Deg

Revenue - R'million	2018	2017 (CER)	% change
Regional Brands	369	413	(11)
Anaesthetics	156	228	(32)
Thrombosis	159	166	(4)
High Potency & Cytotoxics	193	242	(20)
Total	877	1 049	(16)

- The MENA pharmaceutical sector was valued at USD26,0 billion as at 30 June 2018.
- The top nine major markets (which include, *inter alia*, the Kingdom of Saudi Arabia, Algeria, Egypt and the United Arab Emirates) were value at USD17,4 billion and grew 9,3%.

Source: June 2018 IMS

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USA & Canada

STATISTICS

Number of products launched:	1 (2017: 3)#
IMS value of pipeline as at 30 June 2018	anticipated to be launched in:
0 – 2 years	USD449 million
3 – 5 years	USD1 522 million
Number of product recalls:	0 (2017: 0)
Average staff turnover:	25,4% (2017: 24,1%)
Number of work-related fatalities:	0 (2017: 0)
Number of permanent employees:	
June 2018 71	
June 2017 63	

Aspen Pharmacare Canada was founded in 2014 to support our products distributed in this region. The development of our complex API capabilities into niche FDF offerings represents an opportunity for future product launches in the United States. Our satellite API facility in Sioux City supports the Oss site in supplying APIs worldwide.

KEY COUNTRIES

Canada, USA

The number of product launches has been restated as a result of the refinement the product launch definition.

Contribution to Group revenue 19% USA & Canada 99% Rest of Group		Revenue by segm 55% Danaestheti 24% Digh Poten 20% Dregional Br 1% DThrombosis	cs cy & Cytotoxics rands
Revenue - R'million	2018 201	17 (CER) % change	The Canadian pharmaceutical sector

	2010	2017 (0210)	70 0H0H60
Regional Brands	113	442	(74)
Anaesthetics	304	251	21
Thrombosis	8	15	(47)
High Potency & Cytotoxics	136	293	(54)
Total	561	1 001	(44)

- The Canadian pharmaceutical sector grew 7,8% and was valued at USD21 billion as at 31 December 2017.
- The value of the US pharmaceutical sector grew 1,9% in 2017 while volumes declined 1,1%

Source: December 2018 IMS

celebrating 20 years **Abbreviations**

ABBREVIATION	FULL NAME
API	Active pharmaceutical ingredient
A&R Co	Audit & Risk Committee
ARV	Anti-retroviral
Aspen and/or Group	Aspen Pharmacare Holdings Limited and/or its subsidiaries as set out in note 25 to the Company annual financial statements, as the context demands
Aspen Holdings or the Company	Aspen Pharmacare Holdings Limited
BBBEE	Broad-Based Black Economic Empowerment
CAGR	Compound annual growth rate
CDP	Carbon disclosure project
CER	Constant exchange rate
CIS	The Commonwealth of Independent States, comprising Russia and the former Soviet Republics
EBITDA	Normalised EBITDA comprises operating profit before depreciation and amortisation adjusted for specific non- trading items defined in accounting policies of the Group's Annual Financial Statements
FDF	Finished dose form
Global brands	Branded products owned by Aspen Global and distributed into multiple territories
IMS	IMS Health (Pty) Limited, a leading provider of healthcare and pharmaceutical market intelligence
IP	Intellectual property
JSE	JSE Limited, licensed as an exchange under the Security Services Act, No 36 of 2004
Mandela Day	The Nelson Mandela International Day
NHEPS	Normalised headline earnings per share
отс	Over the counter
R&N Co	Remuneration & Nomination Committee
S&E Co	Social & Ethics Committee
SED	Socio-economic development
SSA	Sub-Saharan Africa
UN Global Compact	United Nations Global Compact
USA	United States of America
AUD	Australian Dollar
EUR	Euro
USD	United States Dollar

Disclaimer

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