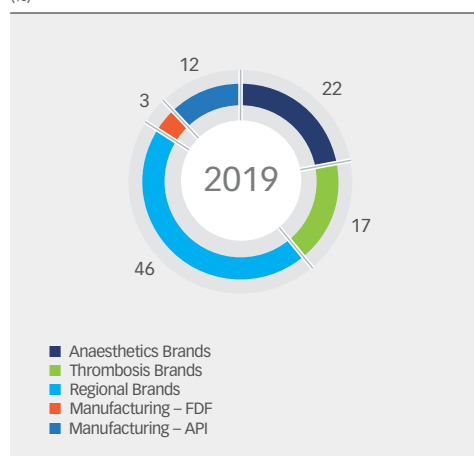
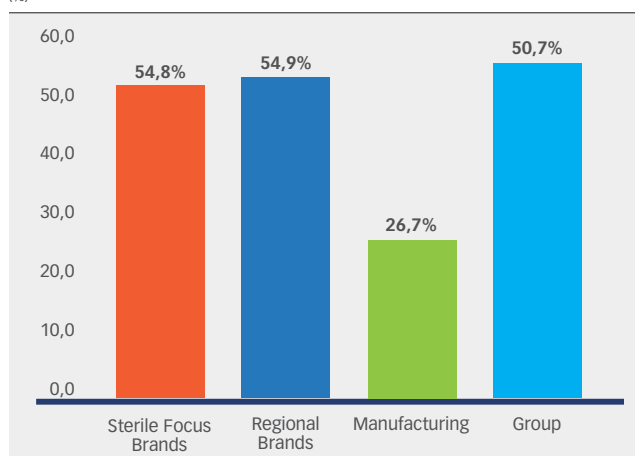


- Global specialty and branded multinational pharmaceutical company
- Well positioned in both emerging and developed markets
- Market and distribute products renowned for quality, efficacy and affordability to 150 countries and territories
- Key business segments are Manufacturing and Commercial Pharmaceuticals comprising Regional Brands and Sterile Focus Brands that include Anaesthetics and Thrombosis products
- Manufacturing capability covering a wide range of product types including injectables, oral solid dose, liquids, semi-solids, steriles, biologicals and active pharmaceutical ingredients
- World-class facilities with international approvals from global regulatory agencies

**Group revenue by business segment (%)**

**Gross profit margin (%)**

**Quick facts**

**R45,8**  
billion market cap  
as at 30 June 2019

**JSE**  
listed since 1998

**FTSE/  
JSE**  
Responsible  
Investment Index  
constituent

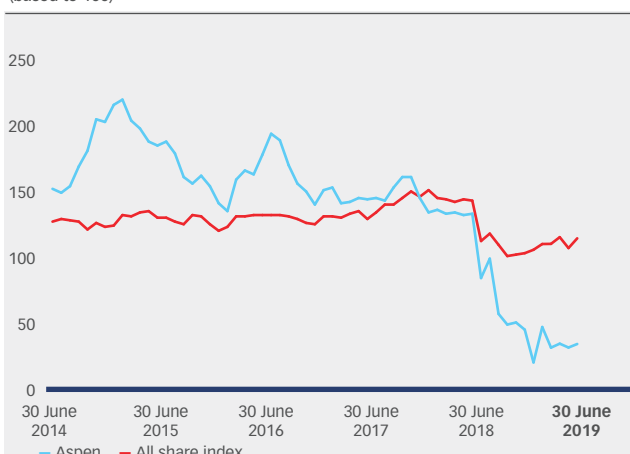
**23**  
manufacturing  
facilities at 15  
manufacturing sites

Approximately  
**10 000**  
employees

**70**  
established business  
operations in  
55 countries

We supply medicines  
to more than  
**150**  
countries

**Group revenue by customer geography (%)**

**Five-year share price performance (based to 100)**

**Historic performance**

	FY 2015	FY 2016	FY 2017	FY 2018*	FY 2019*
Revenue (R'bn)	36,1	35,6	41,2	38,3	<b>38,9</b>
Normalised EBITDA (R'bn)	9,7	10,1	11,4	11,0	<b>10,8</b>
Operating cash flow per share (cents)	1 060	707	1 421	1 455	<b>1 319</b>
Normalised HEPS (cents)	1 146	1 264	1 463	1 518	<b>1 414</b>

\* Continuing operations

# Fact sheet

Healthcare. We Care.

## Our investment case

Leveraging our strengths and capabilities to deliver long-term shareholder value, while living the Aspen values.

<b>Responsible corporate citizen and a trusted partner</b>	<ul style="list-style-type: none"><li>• We are committed to effective and robust corporate governance making us a trusted partner. Recent high profile corporate challenges have further heightened our attention to governance and we remain committed to continuously improving our reporting, transparency and disclosure.</li><li>• We are a signatory to the United Nations Global Compact Initiative.</li><li>• A constituent of the FTSE/JSE Responsible Investment Index.</li></ul>
<b>Strategically relevant manufacturing capital</b>	<ul style="list-style-type: none"><li>• We are a widely accredited and compliant supplier of high quality, affordable medicines.</li><li>• We have the capabilities to improve and sustain a cost competitive manufacturing base concentrating on high volume products.</li><li>• Our supply chain is overseen by a dedicated team striving towards delivery, on-time and in-full.</li></ul>
<b>Global footprint with a focus on emerging markets</b>	<ul style="list-style-type: none"><li>• With a strong foundation in the South African market, we now have 70 established business operations, weighted towards emerging markets.</li><li>• Operating in the highly regulated pharmaceutical sector, our geographic footprint provides diversification of our risk exposure.</li><li>• Our regional sales force is weighted towards emerging markets, positioning us to benefit from the growth demographics in these territories.</li></ul>
<b>Diverse, branded product portfolio</b>	<ul style="list-style-type: none"><li>• Our portfolio of products has strong brand equity, supporting the promotion of both our global Sterile and Regional Brands therapeutic segments.</li><li>• Diversification is achieved through our product portfolio which comprises a basket of related post-patent, branded medicines and domestic brands spanning most therapeutic areas and offering improved health to patients through all stages of life.</li></ul>
<b>Committed management team, strongly aligned with shareholders' interests</b>	<ul style="list-style-type: none"><li>• We have entrepreneurial and decentralised management teams.</li><li>• In-country management take responsibility for identifying opportunities in their regions, based on their local expertise.</li><li>• Approximately 17% ownership by executive management.</li></ul>



## Commercial Pharmaceuticals



**Regional Brands** – a widely diverse segment comprising predominantly leading domestic brands in the Sub-Saharan Africa, Australasia and Latin American territories.



**Sterile Focus Brands** – focused on niche, sterile products comprising our Anaesthetics Brands and Thrombosis Brands.



**Anaesthetics** – includes a broad range of general anaesthetics, muscle relaxants as well as a number of local anaesthetics including topical agents.



**Thrombosis** – comprises a broad range of specialist injectable anticoagulants with a focus on low molecular weight heparins, Xa inhibitors and heparin derivatives.



## Manufacturing

Contract and supply of chemical and biochemical APIs and finished dose form pharmaceuticals for third parties.

## Leadership

*Chairman:*

Khuseeni Dlamini

*Group Chief Executive:*

Stephen Saad

*Deputy Group Chief Executive:*

Gus Attridge

## Contacts

*Investor Relations:* Luresha Chetty

**lchetty@aspenpharma.com**

*Company Secretary & Group Governance Officer:*

Riaan Verster **rverster@aspenpharma.com**

*Corporate Communications:* Shauneen Beukes

**sbeukes@aspenpharma.com**

Click to view our 2019 [Integrated Report](#) and [Annual Financial Statements](#)



[www.aspenpharma.com](http://www.aspenpharma.com)