



Healthcare. We Care.



Regional overviews 2020

Regional overviews

Developed Europe

Number of permanent employees

2 186 June 2020 **2 232** June 2019

Sterile Focus Brands and third party manufacturing are the most material contributors to revenue in this region. The active pharmaceutical ingredient (“API”) site in The Netherlands, supported by its satellite operation at Sioux City, in the United States supplies APIs worldwide. We provide a broad range of sterile medicines in Europe largely utilised in an acute hospital setting.

Key countries
 France, Germany, Italy,
 The Netherlands,
 United Kingdom

Statistics

Number of products launched:

Nil

(2019: Nil)

Number of product recalls:

3

(2019: 4)

Average staff turnover:

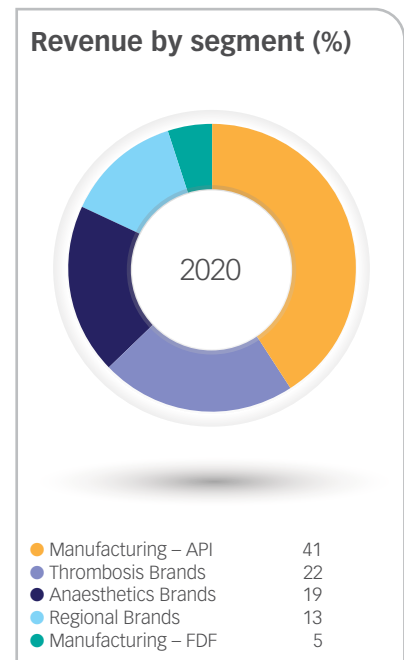
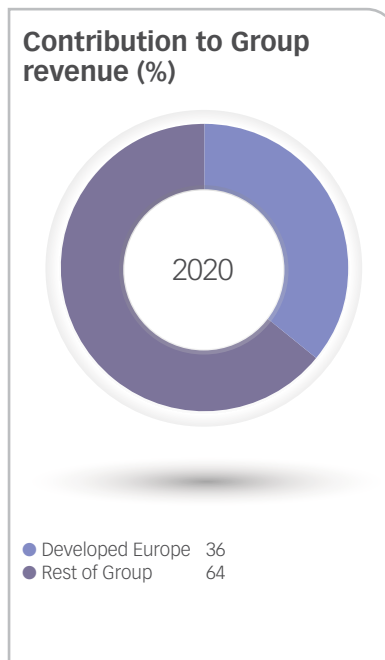
10%

(2019: 9%)

Number of work-related fatalities:

Nil

(2019: Nil)



Revenue	2020 R'million	2019 (CER) R'million	Change %
Regional Brands	1 784	1 905	(6)
Sterile Focus Brands	5 764	5 593	3
Anaesthetics Brands	2 677	2 346	14
Thrombosis Brands	3 087	3 247	(5)
Total Commercial Pharmaceuticals	7 548	7 498	1
Manufacturing	6 309	5 466	15
FDF	681	686	(1)
API	5 628	4 780	18
Total	13 857	12 964	7

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

- The Developed Europe Injectable Thrombosis market was valued at EUR1,9 billion as at March 2020.
- The EU5 (France, Germany, Italy, Spain, UK) propofol market was valued at EUR372 million as at 31 December 2019.

Source: IQVIA

Regional overviews continued

Sub-Saharan Africa

Number of permanent employees

4 034 June 2020 **4 167** June 2019

Within the Sub-Saharan Africa business local brands have strong brand equity and continue to contribute positively to Aspen’s leading presence in the South African market. We also supply OTC brands in various home markets outside South Africa, mainly in Namibia, Botswana, Tanzania, Kenya, Nigeria, Ghana and Uganda.

Key countries
Botswana, Kenya, Namibia, South Africa, Tanzania

Statistics

Number of products launched:

22

(2019: 22)

Number of product recalls:

5

(2019: 5)

Average staff turnover*:

10%

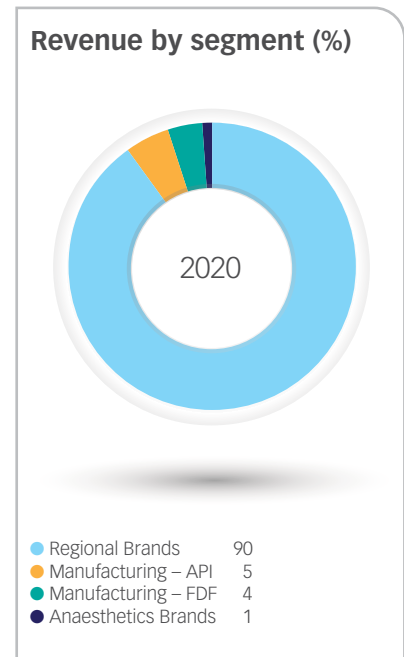
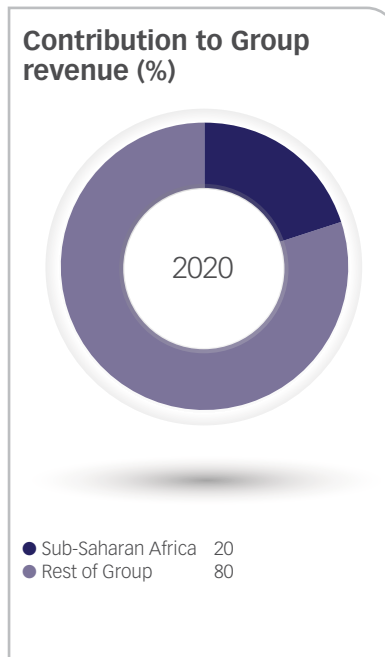
(2019: 11%)

Number of work-related fatalities:

Nil

(2019: Nil)

* Rate excludes employees transferred in Nutritional disposal.



Revenue	2020 R'million	2019 (CER) R'million	Change %
Regional Brands	7 070	6 691	6
Sterile Focus Brands	124	119	4
Anaesthetics Brands	118	112	5
Thrombosis Brands	6	7	(14)
Total Commercial Pharmaceuticals	7 194	6 810	6
Manufacturing	686	613	12
FDF	314	253	24
API	372	360	3
Total	7 880	7 423	6

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

- The South African private pharmaceutical sector was valued at R45,4 billion for the MAT period July 2020.
- In South Africa, four out of the top 10 brands in the private sector were Aspen (and Ethicare) products.
- Aspen (and Ethicare) is ranked as the number one pharmaceutical company in the South African private sector with an 11,9% share by value.

* South Africa only, rest of sub-Saharan Africa ("SSA") not covered by IQVIA.

Source: IQVIA – July 2020

Regional overviews continued

Australasia

Number of permanent employees

531 | **515**
June 2020 | June 2019

Australia is the third largest region by revenue contribution, supported by strong sales teams promoting a diversified portfolio of prescription, OTC and consumer health products. Aspen's production facilities are also one of the largest manufacturing sites in Australia, with an ability to produce tablets, liquids and semi-solids.

Key countries

Australia, New Zealand

Statistics

Number of products launched:

2

(2019: 4)

Number of product recalls:

2

(2019: 1)

Average staff turnover*:

9%

(2019: 10%)

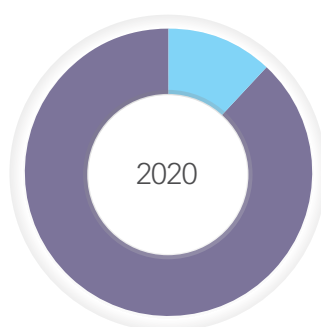
Number of work-related fatalities:

Nil

(2019: Nil)

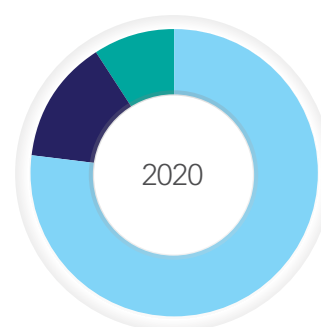
* Rate excludes employees transferred in Nutritional disposal.

Contribution to Group revenue (%)



● Australasia 12
● Rest of Group 88

Revenue by segment (%)



● Regional Brands 77
● Anaesthetics Brands 14
● Manufacturing – FDF 9

Revenue

	2020 R'million	2019 (CER) R'million	Change %
Regional Brands	3 546	3 480	2
Sterile Focus Brands	683	709	(4)
Anaesthetics Brands	665	686	(3)
Thrombosis Brands	18	23	(22)
Total Commercial Pharmaceuticals	4 229	4 189	1
Manufacturing – FDF	393	378	4
Total	4 622	4 567	1

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

- The Australian pharmaceutical sector was valued at USD13,2 billion as at MAT August 2020.
- Aspen was ranked fourth by volume in the Australian pharmaceutical sector for the period ended 31 August 2020, and first among non-generic suppliers.
- Aspen's overall sales representation performance rankings MAT June 2020 shows continued improvement and a sustained number one position.

Source: IQVIA – August 2020

Regional overviews continued

Latin America

Number of permanent employees

736 June 2020 | **773** June 2019

Latin America includes a portfolio of locally recognised and trusted brands sold across the public and private sector. Brazil and Mexico are the biggest contributors to regional performance.

Key countries
Brazil, Chile, Colombia, Ecuador, Mexico

Statistics

Number of products launched:

6
(2019: 8)

Number of product recalls:

Nil
(2019: Nil)

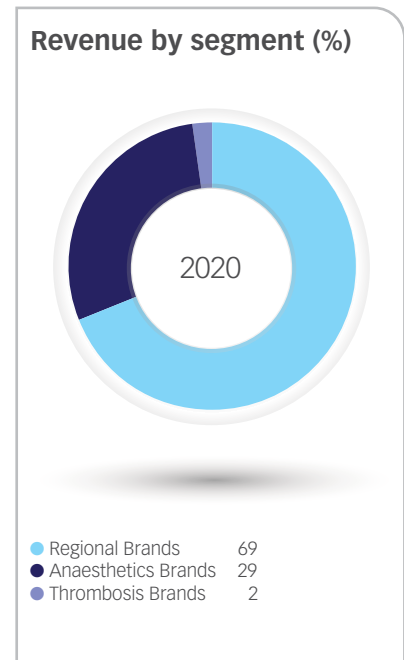
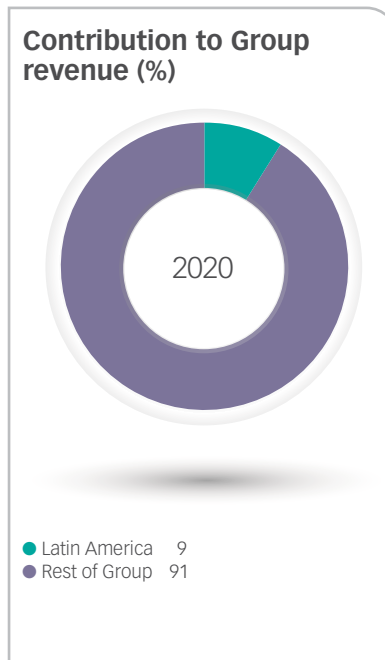
Average staff turnover*:

27%
(2019: 25%)

Number of work-related fatalities:

Nil
(2019: Nil)

* Rate excludes employees transferred in Nutritionals disposal.



Revenue	2020 R'million	2019 (CER) R'million	Change %
Regional Brands	2 342	2 136	10
Sterile Focus Brands	1 070	957	12
Anaesthetics Brands	994	882	13
Thrombosis Brands	76	75	1
Total	3 412	3 093	10

Note: Commercial Pharmaceuticals revenue by customer geography.

- The Brazilian private pharmaceutical market declined 3%, negatively impacted by foreign exchange movements and was valued by IQVIA at USD26 billion, while the Brazilian pharmaceutical market in local currency grew 11% for the year 30 June 2020.

Source: IQVIA – June 2020

Regional overviews continued

Developing Europe & CIS

Number of permanent employees

273 June 2020
264 June 2019

The main revenue contributor to our Developing Europe & CIS business is the Thrombosis Brands, followed by Regional Brands which are OTC and prescription.

Key countries

Czech Republic, Poland, Romania, Russia, Slovakia

Statistics

Number of products launched:

Nil

(2019: Nil)

Number of product recalls:

Nil

(2019: Nil)

Average staff turnover:

20%

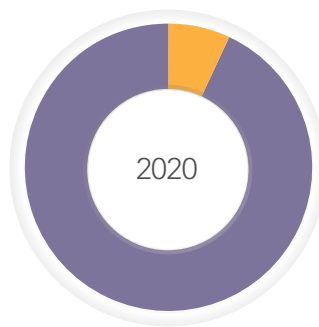
(2019: 18%)

Number of work-related fatalities:

Nil

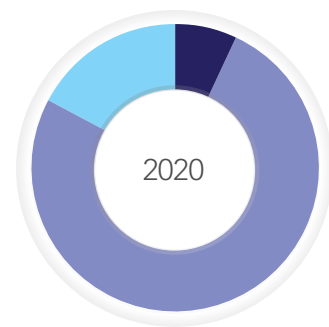
(2019: Nil)

Contribution to Group revenue (%)



● Developing Europe & CIS 7
 ● Rest of Group 93

Revenue by segment (%)



● Thrombosis Brands 76
 ● Regional Brands 17
 ● Anaesthetics Brands 7

Revenue	2020 R'million	2019 (CER) R'million	Change %
Regional Brands	435	393	11
Sterile Focus Brands	2 116	2 289	(8)
Anaesthetics Brands	174	299	(42)
Thrombosis Brands	1 942	1 990	(2)
Total	2 551	2 682	(5)

Note: Commercial Pharmaceuticals revenue by customer geography.

- The Developing Europe & CIS Injectable thrombosis market was valued at EUR318 million as at March 2020.

Source: IQVIA – March 2020

Regional overviews continued

China

Number of permanent employees

632 June 2020
617 June 2019

Aspen China offers a select portfolio of products with which Aspen can effectively compete. China's revenue is largely from Sterile Focus Brands, offering products which are both niche and aligned with market trends in the region.

Statistics

Number of products launched:

Nil

(2019: Nil)

Number of product recalls:

Nil

(2019: Nil)

Average staff turnover:

27%

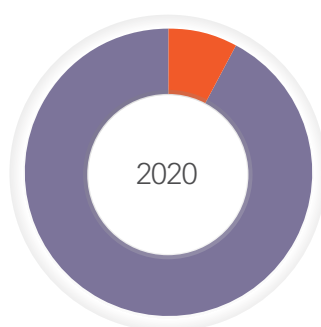
(2019: 30%)

Number of work-related fatalities:

Nil

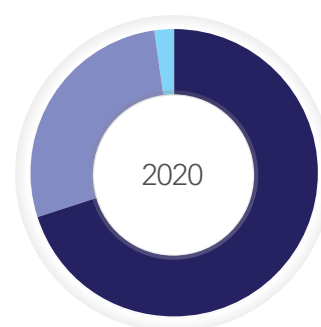
(2019: Nil)

Contribution to Group revenue (%)



● China 8
● Rest of Group 92

Revenue by segment (%)



● Anaesthetics Brands 70
● Thrombosis Brands 28
● Regional Brands 2

Revenue	2020 R'million	2019 (CER) R'million	Change %
Regional Brands	47	29	62
Sterile Focus Brands	2 893	3 048	(5)
Anaesthetics Brands	2 078	2 117	(2)
Thrombosis Brands	815	931	(12)
Total	2 940	3 077	(4)

Note: Commercial Pharmaceuticals revenue by customer geography.

- Propofol market sales declined 4% to RMB3.6 billion MAT May 2020.
- Ropivacaine in China contracted 1% to RMB633 million in MAT May 2020.

Source: China IQVIA CHPA Report – May 2020

Regional overviews continued

Other Asia

Number of permanent employees

525 June 2020 **482** June 2019

Other Asia comprises all Asian territories excluding China. We have active trading subsidiaries in the Philippines, Taiwan and Malaysia. Therapies that dominate in these regions include Anaesthetics and certain Regional Brands. Our manufacturing facility in India is our primary new product development site.

Key countries and territories
Hong Kong, Philippines, Singapore, Taiwan

Statistics

Number of products launched:

1

(2019: 2)

Number of product recalls:

Nil

(2019: Nil)

Average staff turnover:

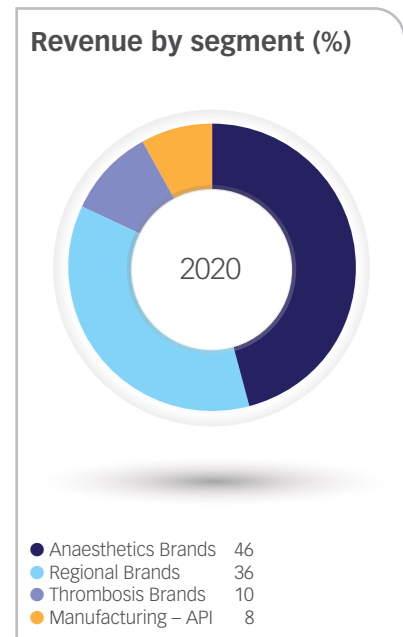
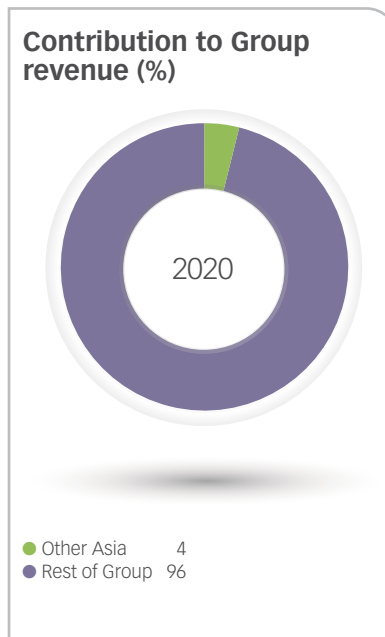
19%

(2019: 24%)

Number of work-related fatalities:

Nil

(2019: Nil)



Revenue	2020 R'million	2019 (CER) R'million	Change %
Regional Brands	546	559	(2)
Sterile Focus Brands	835	934	(11)
Anaesthetics Brands	691	749	(8)
Thrombosis Brands	144	185	(22)
Total Commercial Pharmaceuticals	1 381	1 493	(8)
Manufacturing - API	115	121	2
Total	1 496	1 614	(7)

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

- The South Korean pharmaceutical market is forecast to grow at a CAGR of 6% between 2019 and 2024, reaching Won24,579 billion by 2024.
- The Indonesian pharmaceutical market is forecast to grow at a CAGR of 2% between 2019 and 2024, reaching Rp87,578 billion by 2024.

Source: IQVIA Market Prognosis 2020-2024

Regional overviews continued

Middle East & North Africa

Number of permanent employees

82 June 2020
79 June 2019

The region supplies products with international brand equity, as well as regionally recognised medicines which are supplied across multiple territories within Middle East and North Africa (“MENA”).

Key countries

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

Statistics

Number of products launched:

8

(2019: 7)

Number of product recalls:

Nil

(2019: Nil)

Average staff turnover:

10%

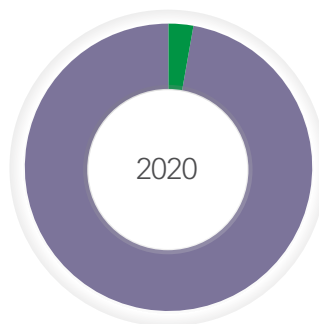
(2019: 19%)

Number of work-related fatalities:

Nil

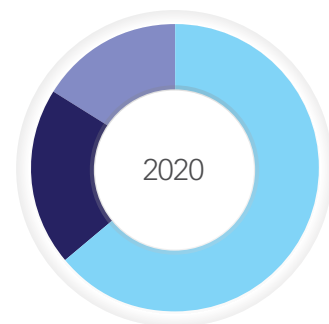
(2019: Nil)

Contribution to Group revenue (%)



● MENA 3
 ● Rest of Group 97

Revenue by segment (%)



● Regional Brands 64
 ● Anaesthetics Brands 20
 ● Thrombosis Brands 16

Revenue	2020 R'million	2019 (CER) R'million	Change %
Regional Brands	841	777	8
Sterile Focus Brands	464	385	21
Anaesthetics Brands	266	255	4
Thrombosis Brands	198	130	52
Total	1 305	1 162	12

Note: Commercial Pharmaceuticals revenue by customer geography.

- MENA growth will be mainly driven by Egypt and Turkey over the next three years.
- The MENA region is expected to grow in USD by value at 4.6% p.a. four-year CAGR between 2019 and 2023. The largest markets are expected to be Turkey, Saudi Arabia, Egypt, Algeria, UAE and Morocco.

Source: IQVIA Market Prognosis

Regional overviews continued

USA & Canada

Number of permanent employees

70 June 2020 | **75** June 2019

Aspen USA & Canada revenues are almost equally split in Anaesthetics and Regional Brands. Our satellite API facility in Sioux City supports the Oss site in supplying APIs worldwide.

Key countries
Canada, USA

Statistics

Number of products launched:

1

(2019: Nil)

Number of product recalls:

Nil

(2019: 1)

Average staff turnover:

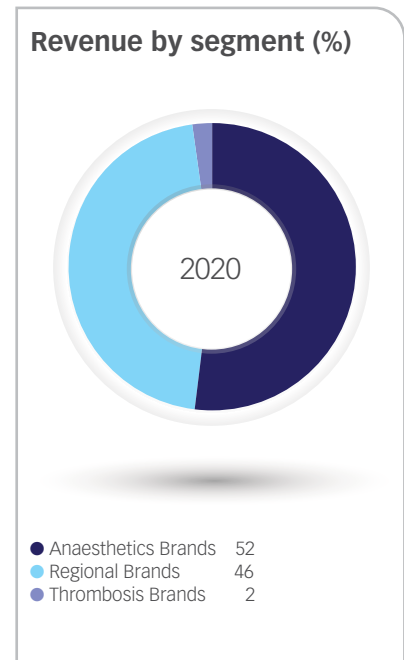
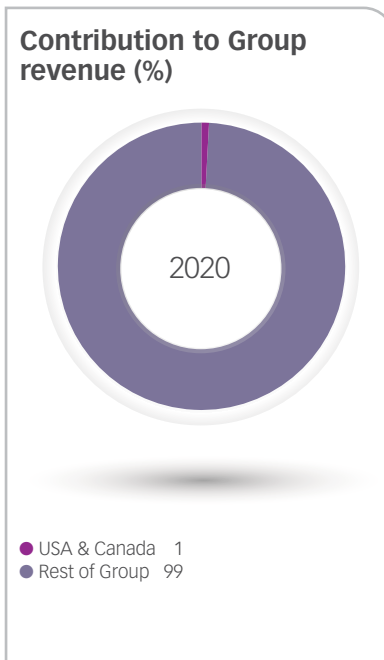
16%

(2019: 19%)

Number of work-related fatalities:

Nil

(2019: Nil)



Revenue	2020 R'million	2019 (CER) R'million	Change %
Regional Brands	270	373	(28)
Sterile Focus Brands	314	365	(14)
Anaesthetics Brands	304	349	(13)
Thrombosis Brands	10	16	(38)
Total	584	738	(21)

Note: Commercial Pharmaceuticals revenue by customer geography.



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