



Healthcare. We Care.



Regional overviews

2022

Regional overviews

Africa Middle East

This region consists of 45 countries and is the number one region in the Commercial Pharmaceuticals segment by revenue, mainly driven by South Africa. Across the multiple countries in the region, commercial and sales employees not only support well-established local brands, but also internationally recognised medicines, with both having strong brand equity attributes. The primary manufacturing site in the region is in Gqeberha, South Africa, which has manufacturing capabilities extending to steriles and biologicals that are extensive, niche and differentiated including high potency and hormonal solids, as well as vaccines and other state-of-the-art sterile capabilities. There are two further regional manufacturing sites in South Africa which are located in Cape Town and East London. Additional regional sites in Africa are in Ghana, Kenya and Tanzania.

Key countries

- Egypt
- Kingdom of Saudi Arabia
- South Africa
- Tanzania
- United Arab Emirates

Key brands

Brand	Therapeutic category
Eltroxin	Thyroid hormone replacement
Mybulen	Analgesic anti-inflammatory
Solpadeine	Analgesic anti-inflammatory
Stilpane	Narcotic analgesic combinations
Trustan	Anti-ulcerant

Number of permanent employees:

3 945

June 2022

3 866

June 2021

Statistics

Number of products launched:

25

(2021: 48)

Number of product recalls:

1

(2021: 3)

Average staff turnover:

13%

(2021: 16%)

Number of work-related fatalities:

Nil

(2021: Nil)

Sales representatives:

218

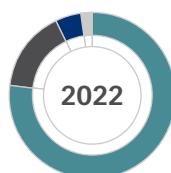
(2021: 242)

Contribution to Group revenue (%)



- Rest of Group 73
- Africa Middle East 27

Revenue by segment (%)



- Regional Brands 77
- Manufacturing - FDF 16
- Sterile Focus Brands 5
- Manufacturing - API Chemicals 2

Revenue	2022 R'million	2021 (CER) R'million	Change %
Commercial Pharmaceuticals	8 403	8 633	(3)
Regional Brands	7 878	8 108	(3)
Sterile Focus Brands	525	525	0
Manufacturing	1 872	927	>100
FDF	1 662	671	>100
API Chemicals	210	256	(18)
Total	10 275	9 560	7

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

- The South African private pharmaceutical sector was valued at R52,04 billion MAT** for the period ended June 2022.
- Aspen is ranked as the number one pharmaceutical company in the South African private sector with a 9,40% share by value.
- By 2025, Middle East & Africa ("MEA") pharma market is collectively estimated to be USD56 billion, with UAE and Egypt contributing 24,0% and 17,4% respectively.
- Middle East, North Africa & Turkey ("MENAT") pharmaceutical market is expected to grow by 4,63% CAGR from 2021 – 2024, driven mainly by Turkey and Egypt.

* Sources: IQVIA TPM MAT** June 2022, IQVIA Middle East & Africa Pharmaceutical Market Insights – Released June 2022; Source: IQVIA May 2022 MAT.

** Moving annual total.

Americas

Latin America continues to dominate this region, with Mexico and Brazil being the most significant contributors to the region's performance. There is one manufacturing site in this region which is situated in Brazil and which focuses on finished dose form ("FDF"). The region commercialises internationally recognised medicines across the prescription, hospital and over-the-counter ("OTC") channels.

Key countries

- Brazil
- Canada
- Chile
- Colombia
- Ecuador
- Mexico
- USA

Key brands

Brand	Therapeutic category
Diprivan	General anaesthetic
Meticorten	Corticosteroid
Milk of Magnesia	Antacids-antiflatulants
Perfalgan	Analgesic injectable
Xylocaine	Regional anaesthetic

Number of permanent employees:

714
June 2022

768
June 2021

Statistics

Number of products launched:

20

(2021: 3)

Number of product recalls:

1

(2021: 1)

Average staff turnover:

22%

(2021: 14%)

Number of work-related fatalities:

Nil

(2021: Nil)

Sales representatives:

235

(2021: 255)

Contribution to Group revenue (%)



● Rest of Group 89
● Americas 11

Revenue by segment (%)



● Regional Brands 66
● Sterile Focus Brands 34

Revenue	2022 R'million	2021 (CER) R'million	Change %
Commercial Pharmaceuticals			
Regional Brands	2 856	2 636	8
Sterile Focus Brands	1 439	1 400	3
Total	4 295	4 036	6

Note: Commercial Pharmaceuticals revenue is by customer geography.

- The Mexican pharmaceutical market grew 8% to EUR9,01 billion MAT June 2022, positively impacted by growth across the generic, ethical and OTC markets.
- Pharmaceutical sales across the total Spanish Latin America market grew 13,6% to EUR22,5 billion MAT June 2022.

Source: IQVIA – June 2022
MAT= Moving annual total

Regional overviews continued

Asia

The region is the largest contributor to the Group's Sterile Focus Brands revenue and comprises all Asian territories including China. Active trading subsidiaries include those in China, the Philippines, Taiwan, and Malaysia with other countries and territories in the region such as Hong Kong reached via distributors. The region has one manufacturing site in Hyderabad, India, which is focused on new product development.

Key countries and territories

- China
- Hong Kong
- India
- Malaysia
- Philippines
- Taiwan

Key brands

Brand	Therapeutic category
Arixtra	Antithrombotic agent
Diprivan	General anaesthetic
Fraxiparine	Low molecular weight heparin
Naropin	Regional anaesthetic
Ultiva	Injectable general anaesthetic

Number of permanent employees:

1 166
June 2022

1 214
June 2021

Statistics

Number of products launched:

3

(2021: 3)

Number of product recalls:

Nil

(2021: Nil)

Average staff turnover:

29%

(2021: 24%)

Number of work-related fatalities:

Nil

(2021: Nil)

Sales representatives:

535

(2021: 574)

Contribution to Group revenue (%)



● Rest of Group 86
● Asia 14

Revenue by segment (%)



● Sterile Focus Brands 86
● Regional Brands 12
● Manufacturing – API Chemicals 2

Revenue	2022 R'million	2021 (CER) R'million	Change %
Commercial Pharmaceuticals	5 116	5 127	0
Regional Brands	613	614	0
Sterile Focus Brands	4 503	4 513	0
Manufacturing – API Chemicals	112	75	49
Total	5 228	5 202	0

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

- China's pharmaceutical market including hospital and retail channels is expected to grow at 2,4% CAGR (2021 to 2026). The market is expected to be valued at RMB1,234 billion by 2026.
- The Korea total pharmaceutical market grew 8,2% MAT Q1 2022 versus Q1 MAT 2021.

Source: IQVIA Market Prognosis 2022M03 & IQVIA MAT 2022 Q1 Vs MAT 2021 Q1
MAT = Moving annual total.

Australasia

After Africa, Aspen Australasia is the second largest revenue contributor to Regional Brands, with a comprehensive portfolio of medicines comprising Regional and Global Brands, including prescription and OTC products, as well as Sterile Focus Brands. There is also a manufacturing site in Australia, which produces FDF and undertakes third-party manufacturing.

Key countries

- Australia
- New Zealand

Key brands

Brand	Therapeutic category
Circadin	Hormonal hypnotic sedative
Eltroxin	Thyroid hormone replacement
Maltofer	Iron supplement
Marcaïne	Regional and spinal anaesthetic
Xylocaine	Regional anaesthetic

Number of permanent employees:

563
June 2022

538
June 2021

Statistics

Number of products launched:

8

(2021: 2)

Number of product recalls:

Nil

(2021: Nil)

Average staff turnover:

12%

(2021: 8%)

Number of work-related fatalities:

Nil

(2021: Nil)

Sales representatives:

83

(2021: 74)

Contribution to Group revenue (%)



● Rest of Group 85
● Australasia 15

Revenue by segment (%)



● Regional Brands 79
● Sterile Focus Brands 11
● Manufacturing – FDF 10

Revenue	2022 R'million	2021 (CER) R'million	Change %
Commercial Pharmaceuticals	5 107	4 680	9
Regional Brands	4 464	3 955	13
Sterile Focus Brands	643	725	(11)
Manufacturing – FDF	596	532	12
Total	5 703	5 212	9

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

- The Australia and New Zealand OTC market was valued at AUD4,5 billion in June 2022 and grew 12,9% driven by recovery of various therapeutic segments specifically the Cough/Cold/Flu and related segments as a result of stay-at-home COVID-19 treatments and severe cold and flu season.
- The total pharmaceutical segment excluding the grocery channel grew 9,2% June 2022.

Source: IQVIA June 2022

Regional overviews continued

Europe CIS

Europe CIS provides a broad range of Sterile Focus and Regional Brands and undertakes third-party manufacturing. The revenue contribution from the Sterile Focus Brands portfolio is the second highest after Asia, and consists of Anaesthetics and to a lesser extent Thrombosis products in Russia and the Europe CIS region. The manufacturing operations, which span across both active pharmaceutical ingredients ("APIs") and FDF production, are widely accredited and provide a variety of technologies for Aspen's own commercialisation strategy and for third-party use.

Key countries

- France
- Germany
- Ireland
- Netherlands
- Russia Federation

Key brands

Brand	Therapeutic category
Emla	Local anaesthetic
Fraxiparine	Low molecular weight heparin
Ovestin	Estrogen hormone replacement
Ultiva	Injectable general anaesthetic
Xylocaine	Regional anaesthetic

Number of permanent employees:

2 192

June 2022

2 195

June 2021

Statistics

Number of products launched:

Nil

(2021: 1)

Number of product recalls:

5

(2021: 2)

Average staff turnover:

9%

(2021: 11%)

Number of work-related fatalities:

Nil

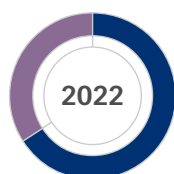
(2021: Nil)

Sales representatives:

140

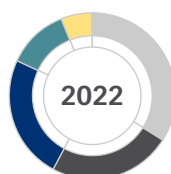
(2021: 149)

Contribution to Group revenue (%)



● Rest of Group 66
● Europe CIS 34

Revenue by segment (%)



● Manufacturing - API Chemicals 34
● Manufacturing - FDF 24
● Sterile Focus Brands 24
● Regional Brands 12
● Manufacturing - API Biochem 6

Revenue	2022 R'million	2021 (CER) R'million	Change %
Commercial Pharmaceuticals	4 737	4 931	(4)
Regional Brands	1 594	1 582	1
Sterile Focus Brands	3 143	3 349	(6)
Manufacturing	8 368	7 783	8
FDF	3 175	2 104	51
API Biochem	778	1 161	(33)
API Chemicals	4 415	4 518	(2)
Total	13 105	12 714	3

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



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