

Company description

We are a global specialty and branded pharmaceutical company, improving the health of patients across the world through our high quality, affordable products. Active at every stage of the value chain, we are uniquely diversified by geography, product and manufacturing capability.

Strategy

Our business strategy is to create value for our stakeholders by promoting access to medicines through building robust product portfolios that achieve organic growth and by leveraging our world-class manufacturing capacities and capabilities.

Our investment case | Pillars

Commercial Pharmaceuticals portfolio supported by a global footprint weighted to emerging markets.



Strong balance sheet with headroom to invest in the Commercial Pharmaceuticals portfolio, inherent to portfolio growth strategy.



Strategically relevant manufacturing capacities to deliver accelerated growth.



Diverse product portfolio with strong brand equity supported by in-country commercial and sales employees.



Committed management team aligned with shareholder interest.



A purpose-driven strategy with the promotion of access to medicine at its core.



Capital allocation policy

1 PPE Capex and IP development

Ensure business sustainability and efficiency

2 Acquisitions and disposals

Portfolio renewal and value accretive

3 Dividends paid

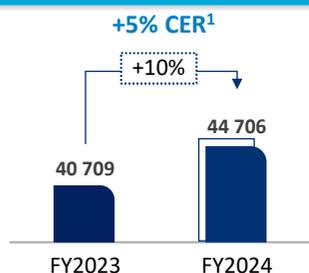
Dividends per share $\geq 20\%$ of NHEPS

4 Larger acquisitions and disposals *

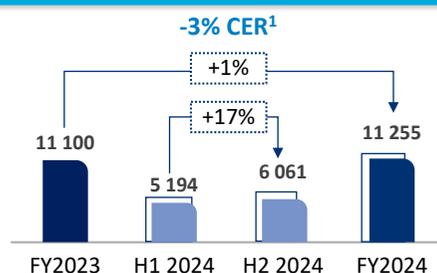
Strategic M&A

* Share buy backs will be considered if they are value accretive

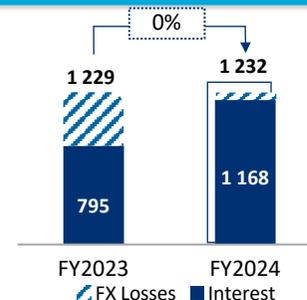
Financial highlights FY2024



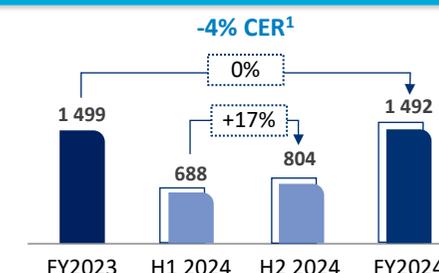
Revenue (R'million)



Normalised EBITDA[^] (R'million)



Normalised net financing Costs^{^^} (R'million)



Normalised HEPS^Σ (R'million)

¹ CER removes the currency effect on performance. The CER % change is based on FY 2023 figures that have been restated at FY 2024 exchange rates

[^] Normalised EBITDA represents operating profit before depreciation and amortisation adjusted for specific non-trading items as defined in the Group's accounting policy

^{^^} Normalised net financing costs are net finance costs adjusted for specific non-trading items as defined in the Group's accounting policy

^Σ Normalised headline earnings per share is headline earnings per share adjusted for specific non-trading items as defined in the Group's accounting policy

Fast facts

BBG Ticker: APN:SI

LSEG Ticker : APNJ.J

Headquarters:
Aspen Place, 9 Rydall Vale Park
Douglas Saunders Drive
La Lucia, South Africa

Commercial reach:
115+ countries and territories

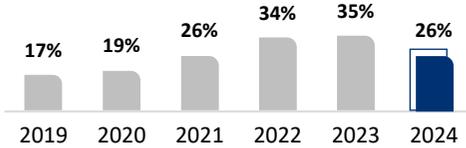
Manufacturing facilities:
7 API and 16 finished dose form

Employees:
9 100+

Indices:
FTSE/JSE
Responsible Investment Index
and FTSE4GoodIndex

ESG

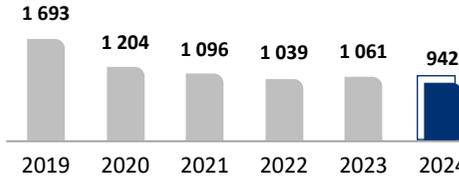
% of females in top management in the Group



Gender diversity in the Group



Water withdrawn (Megalitres)



44% reduction in water withdrawn from the 2019 baseline

Constituent of FTSE4Good Index and Top 30 FTSE/JSE Responsible Investment Index



B level (Management)
Recognition in our CDP Climate Change and CDP Water Disclosures 2023



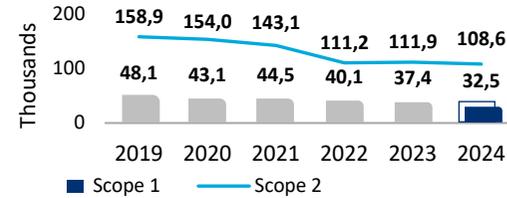
Participant of United Nations Global Compact



Mandatory ESG KPIs
Aligned to our sustainability commitment and goals included in business unit scorecards



Carbon emissions (tCO₂e)

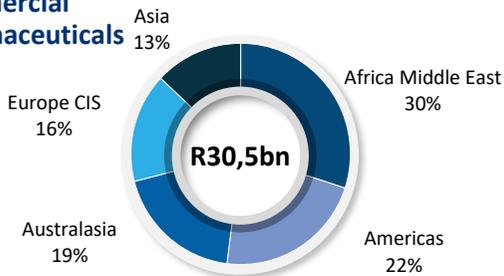


32% reduction in combined Scope 1 and Scope 2 carbon emissions from 2019 baseline

Figures reported at 30 June 2024, subject to final verification

Business segments

Commercial Pharmaceuticals

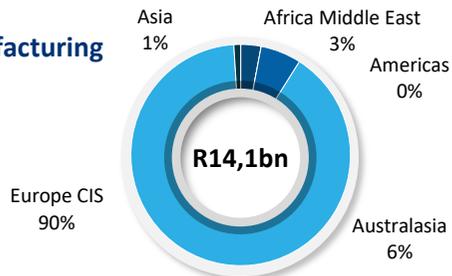


Revenue	FY2024	FY2023	% change	
	R'million	R'million	Reported	CER*
Africa Middle East	9 021	8 154	11%	11%
Americas	6 677	5 079	31%	20%
Australasia	5 904	5 827	1%	(1%)
Europe CIS	4 868	4 847	0%	(5%)
Asia	4 100	5 505	(26%)	(27%)
Commercial Pharma	30 570	29 412	4%	0%

Commercial Pharmaceuticals

Commercial Pharmaceuticals includes three segments namely Prescription, OTC and Injectables brands

Manufacturing



Revenue	FY2024	FY2023	% change	
	R'million	R'million	Reported	CER*
Africa Middle East	486	646	(25%)	(29%)
Americas	34	19	79%	70%
Australasia	781	727	7%	5%
Europe CIS	12 735	9 790	30%	20%
Asia	100	115	(13%)	(18%)
Manufacturing	14 136	11 297	25%	16%

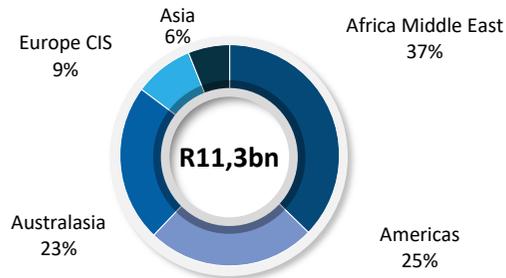
Manufacturing

Active Pharmaceutical Ingredients ("APIs"), Finished Dose Form ("FDF") products manufactured for third parties, Heparin-based API sales to third parties.

* CER removes the currency effect on performance. The CER % change is based on FY 2023 figures that have been restated at FY 2024 exchange rates

Commercial Pharmaceuticals business segments

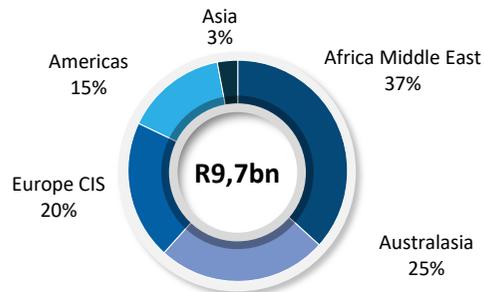
Prescription



Revenue	FY2024	FY2023	% change	
	R'million	R'million	Reported	CER*
Africa Middle East	4 242	3 876	9%	9%
Americas	2 832	1 801	57%	42%
Australasia	2 618	2 713	(4%)	(6%)
Europe CIS	991	989	0%	(7%)
Asia	697	542	29%	24%
Prescription	11 380	9 921	15%	11%

Prescription	
Portfolio	All other products which generally require a prescription from a healthcare professional. Primary therapeutic areas are anti-inflammatories, immunosuppressants, hypothyroidism, anti-gout, analgesics, and corticosteroids
Key brands	Eltroxin, Imuran, Lipitor, Lyrica and Zyloric

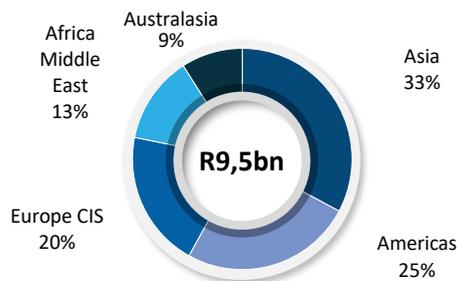
OTC



Revenue	FY2024	FY2023	% change	
	R'million	R'million	Reported	CER*
Africa Middle East	3 561	3 501	2%	2%
Americas	1 450	1 323	10%	1%
Australasia	2 430	2 278	7%	4%
Europe CIS	1 974	1 742	13%	7%
Asia	291	262	11%	7%
OTC	9 706	9 106	7%	3%

OTC	
Portfolio	Products that do not require prescription and are primarily sold in the retail pharmacy and Fast-Moving Consumer Goods sectors, where brand recognition, marketing and communication with pharmacists are influential in consumers' product choices
Key brands	Emla, Maltofer, Ovestin, Solpadeine and Xylocaine (Topicals)

Injectables



Revenue	FY2024	FY2023	% change	
	R'million	R'million	Reported	CER*
Africa Middle East	1 218	777	57%	58%
Americas	2 395	1 955	23%	12%
Australasia	856	836	2%	0%
Europe CIS	1 903	2 116	(10%)	(15%)
Asia	3 112	4 701	(34%)	(35%)
Injectables	9 484	10 385	(9%)	(12%)

Injectables	
Capabilities	Sterile products in injectable form primarily administered in hospitals and also those prescribed and administered by either physicians or in a retail pharmacy environment. Principle therapeutic areas covered are anaesthetics, anticoagulants, antithrombotic agents, analgesics, and hormone replacement medicines
Key brands	Arixtra, Diprivan, Fraxiparine, Marcaine, Sustanon and Xylocaine

*CER removes the currency effect on performance. The CER % change is based on FY2023 figures that have been restated at FY2024 exchange rates

Stay connected

Investor Relations
Sibongakonke Nkosi

investorrelations@aspenpharma.com
 snkosi2@aspenpharma.com

