



Regional
overviews 2021



Regional overviews

Africa Middle East

This region represents the single largest revenue contributor in the Commercial Pharmaceuticals segment, with revenues predominantly from Regional Brands. Aspen supplies well-established local brands, as well as internationally recognised medicines across multiple countries in the region, supported by commercial and sales employees. Extensive and differentiated manufacturing capabilities including high potency and hormonal solids, vaccines and other state-of-the-art sterile capabilities exist at one of the Group’s primary manufacturing sites in Gqeberha, South Africa. This primary site is complemented by five regional sites across the continent.

KEY COUNTRIES

- Egypt
- Kenya
- Kingdom of Saudi Arabia
- South Africa
- Tanzania

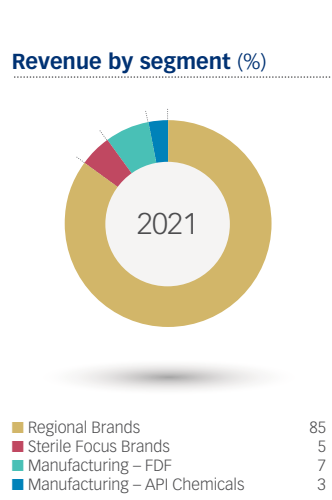
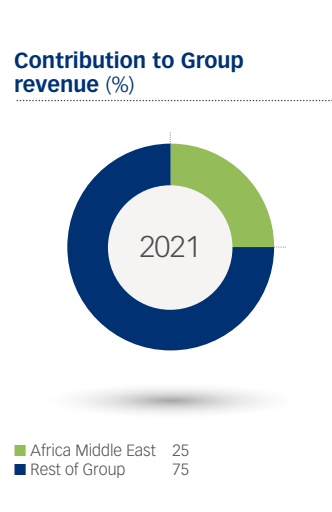
KEY BRANDS

Brand	Therapeutic category
Eltroxin	Thyroid hormone replacement
Imuran	Immunomodulator
Maramoja	Analgesic
Mybulen	Analgesic
Solpadeine	Analgesic

NUMBER OF PERMANENT EMPLOYEES

3 866
June 2021

4 116
June 2020



STATISTICS

Number of products launched:

48

(2020: 29)

Number of product recalls:

3

(2020: 4)

Average staff turnover:

16%

(2020: 10%)

Number of work-related fatalities:

Nil

(2020: Nil)

Sales representatives:

242

(2020: 267)

Revenue	2021 R'million	2020 (CER) R'million	Change %
Total Commercial Pharmaceuticals	8 570	8 319	3
Regional Brands	8 057	7 870	2
Sterile Focus Brands	513	449	14
Total Manufacturing	953	680	40
FDF	693	309	>100
API Chemicals	260	371	(30)
Total	9 523	8 999	6

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

- The South African private pharmaceutical sector was valued at R49,8 billion MAT* for the period ended July 2021.
- In South Africa, four out of the top 15 brands in the private sector were Aspen products.
- Aspen is ranked as the number one pharmaceutical company in the South African private sector with an 11,1% share by value.
- Middle East and North Africa’s (“MENA”) growth in pharmaceutical industry sales will mainly be driven by Egypt and Turkey over the next three years.
- Pharmaceutical industry sales in the MENA region are expected to grow in USD by value at 4,6% compound annual growth rate (“CAGR”) between 2021 and 2024.

Source: IQVIA, IQVIA Midas 2021 and Market Prognosis Global. South Africa and Middle East and North Africa only. Sub-Saharan Africa (“SSA”) not covered by IQVIA

*MAT = Moving annual total



Regional overviews continued

Americas

Aspen’s presence in the Americas is dominated by the businesses in Latin America. Mexico and Brazil are the largest contributors to regional performance. Aspen provides a range of trusted brands across prescription, hospital and over-the-counter (“OTC”) medicines and operates one finished dose form manufacturing facility in Brazil.

KEY COUNTRIES

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

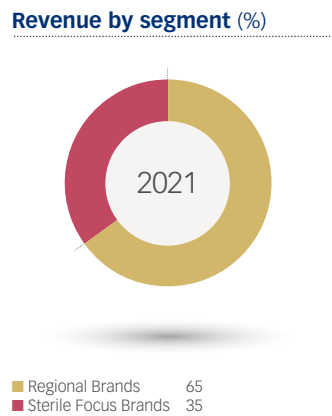
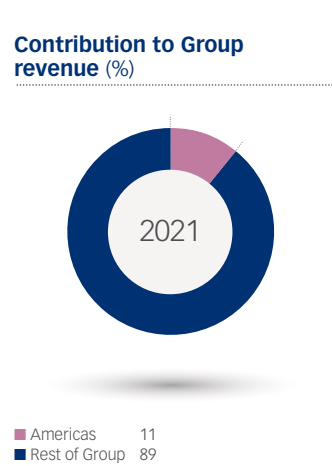
KEY BRANDS

Brand	Therapeutic category
Diprivan	General anaesthetic
Meticorten	Glucocorticoid immunosuppressant
Milk of Magnesia	OTC
Ovestin	Estrogen hormone replacement
Xylocaine	Regional anaesthetic

NUMBER OF PERMANENT EMPLOYEES

768
June 2021

773
June 2020



STATISTICS

Number of products launched:

3

(2020: 8)

Number of product recalls:

1

(2020: 1)

Average staff turnover:

14%

(2020: 26%)

Number of work-related fatalities:

Nil

(2020: Nil)

Sales representatives:

255

(2020: 256)

Revenue	2021 R'million	2020 (CER) R'million	Change %
Regional Brands	2 613	2 399	9
Sterile Focus Brands	1 393	1 283	9
Total	4 006	3 682	9

Note: Commercial Pharmaceuticals revenue by customer geography.

- The Mexican pharmaceutical market grew 14,0% to USD10,8 billion MAT* June 2021, positively impacted by double-digit growth across the generic and ethical markets.
- Pharmaceutical sales across the total Spanish Latin America market grew 20% to USD21,3 billion MAT June 2021.

Source: IQVIA – June 2021
*MAT = Moving annual total



Regional overviews continued

Asia

This region comprises all Asian territories where we sell products, including China. Active trading subsidiaries include those in China, the Philippines, Taiwan and Malaysia with other countries in the region reached via distributors. Sterile Focus Brands are the key contributor to revenue. Our manufacturing facility in India is our primary new product development site.

KEY COUNTRIES AND TERRITORIES

- China
- Malaysia
- Philippines
- Singapore
- Taiwan

KEY BRANDS

Brand	Therapeutic category
Diprivan	General anaesthetic
Eltroxin	Thyroid hormone replacement
Fraxiparine	Low molecular weight heparin
Ultiva	General anaesthetic
Xylocaine	Regional anaesthetic

NUMBER OF PERMANENT EMPLOYEES

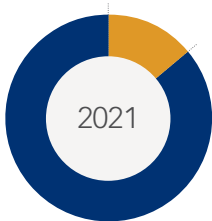
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June 2021

1 157

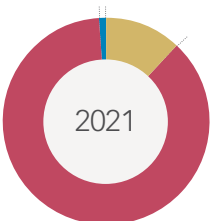
June 2020

Contribution to Group revenue (%)



■ Asia 14
■ Rest of Group 86

Revenue by segment (%)



■ Regional Brands 12
■ Sterile Focus Brands 87
■ Manufacturing - API Chemicals 1

STATISTICS

Number of products launched:

3

(2020: 1)

Number of product recalls:

Nil

(2020: Nil)

Average staff turnover:

24%

(2020: 30%)

Number of work-related fatalities:

Nil

(2020: Nil)

Sales representatives:

574

(2020: 598)

Revenue	2021 R'million	2020 (CER) R'million	Change %
Total Commercial Pharmaceuticals	5 117	4 457	15
Regional Brands	626	604	4
Sterile Focus Brands	4 491	3 853	17
Manufacturing - API Chemicals	77	113	(32)
Total	5 194	4 570	14

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

- The Chinese general anaesthesia therapy area consists of inhalation and intravenous products. The propofol market grew 10,6% year-on-year MAT* May 2021.
- The South Korean pharmaceutical market is forecast to grow at a CAGR of 6% between 2019 and 2024, reaching Won24,579 billion by 2024.

Source: China IMS CHPA Report, May 2021.

*MAT = Moving annual total



Regional overviews continued

Australasia

One of the largest pharmaceutical companies in the Australasia region, with a comprehensive portfolio of medicines comprising Regional Brands, including prescription and over-the-counter products, as well as Sterile Focus Brands. A widely-accredited manufacturing facility is operated in Australia, producing finished dose form (“FDF”) solids, liquids and semi-solids as well as packaging for third party contract manufacturing for domestic and export markets.

KEY COUNTRIES

- Australia
- New Zealand

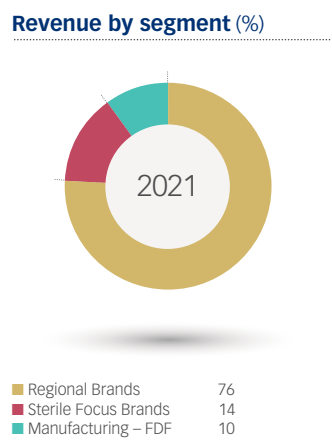
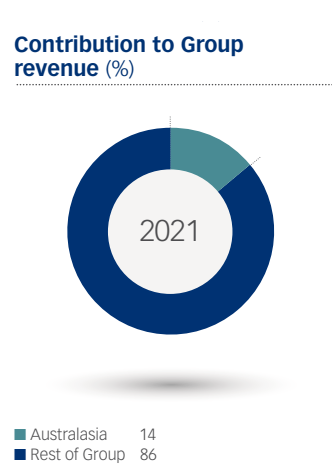
KEY BRANDS

Brand	Therapeutic category
Circadin	Sleeping aid
Eltroxin/Eutroxig/Oroxine	Thyroid hormone replacement range
Maltofer	Iron supplement
Ural	Womens’ health
Xylocaine & Adrenaline	Regional anaesthetic

NUMBER OF PERMANENT EMPLOYEES

538
June 2021

531
June 2020



STATISTICS

Number of products launched:

2

(2020: 2)

Number of product recalls:

Nil

(2020: 2)

Average staff turnover:

8%

(2020: 9%)

Number of work-related fatalities:

Nil

(2020: Nil)

Sales representatives:

74

(2020: 70)

Revenue	2021 R'million	2020 (CER) R'million	Change %
Total Commercial Pharmaceuticals	4 867	4 623	5
Regional Brands	4 113	3 876	6
Sterile Focus Brands	754	747	1
Manufacturing – FDF	554	430	29
Total	5 421	5 053	7

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

• The Australian and New Zealand pharmaceutical market combined, grew 1,9% and was valued at AUD20,7 billion MAT* to May 2021.

Source: IQVIA – May 2021.
*MAT = Moving annual total



Regional overviews continued

Europe CIS

Europe CIS provides a broad range of Sterile Focus and Regional Brands while operating a range of manufacturing facilities for Aspen’s own production needs, as well as manufacturing for third parties. Sterile Focus Brands comprise anaesthetics and thrombosis in Russia and the other CIS countries only. Manufacturing activities include active pharmaceutical ingredients (“APIs”) and FDF production and our sites are widely accredited. The prefilled syringe and multi-dose form sites in France and Germany respectively, provide FDF medicines for commercialisation by Aspen and third parties for both domestic and export markets.

KEY COUNTRIES

- France
- Germany
- Netherlands
- Russian Federation
- United Kingdom

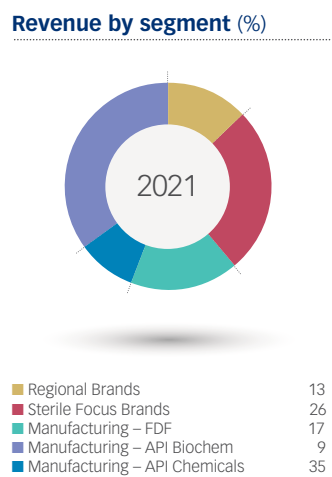
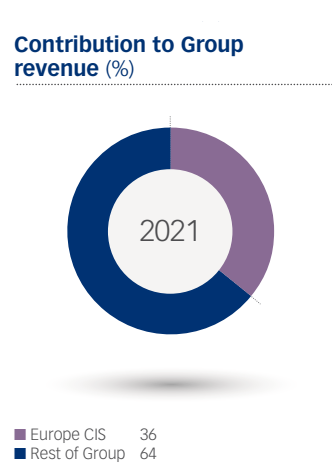
KEY BRANDS

Brand	Therapeutic category
Diprivan	General anaesthetic
Emla	Local anaesthetic
Imuran	Immunomodulator
Ovestin	Estrogen hormone replacement
Xylocaine	Regional anaesthetic

NUMBER OF PERMANENT EMPLOYEES

2 195
June 2021

2 492
June 2020



STATISTICS

Number of products launched:
1
(2020: Nil)

Number of work-related fatalities:
Nil
(2020: Nil)

Number of product recalls:
2
(2020: 3)

Sales representatives:
149
(2020: 225)

Average staff turnover:
11%
(2020: 11%)

Revenue	2021 R'million	2020 (CER) R'million	Change %
Total Commercial Pharmaceuticals	5 314	5 653	(6)
Regional Brands	1 774	2 170	(18)
Sterile Focus Brands	3 540	3 483	2
Total Manufacturing	8 308	6 438	29
FDF	2 248	707	>100
API Biochem	1 243	1 183	5
API Chemicals	4 817	4 548	6
Total	13 622	12 091	13

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



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