



INTERIM RESULTS FOR THE SIX MONTHS ENDED 31 DECEMBER 2016

Section	Presenter
Overview	Dr. Karsten Wellner
Financial review	Kieron Futter
Operational performance	Dr. Karsten Wellner
Strategic focus	Dr. Karsten Wellner
Outlook	Dr. Karsten Wellner



OVERVIEW

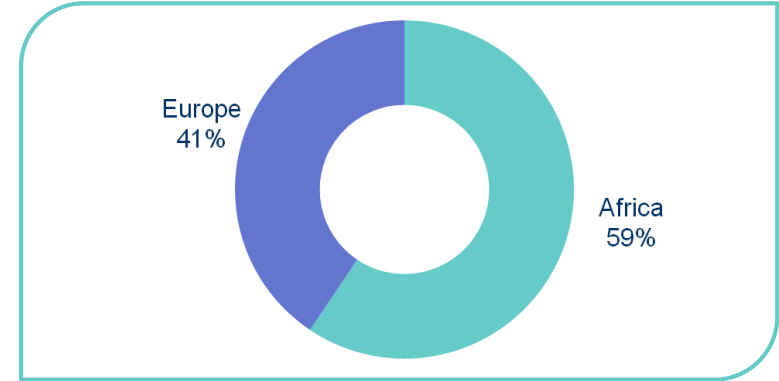


ASCENDIS HEALTH AT A GLANCE



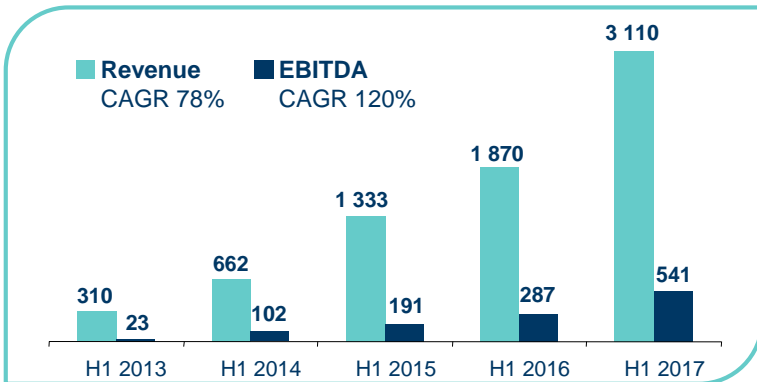
Health and care brands group

A South African-based global health and care brands group that owns and develops market-leading brands for people, plants and animals



Diverse revenue streams

Revenue diversified across multiple health and care products, channels, geographies and currencies



Growth strategies

Organic, acquisitive, synergistic and international (exports to 109 countries, mainly in Africa & Europe)



Management

Strong and experienced management team locally and internationally with a proven track record and entrepreneurial culture

ORGANIC GROWTH

- Organic EBITDA growth of 7.3%
- Focus on strong new product development and launches
- Product synergies across geographies
- Establishing new markets

INVESTMENT IN GROWTH

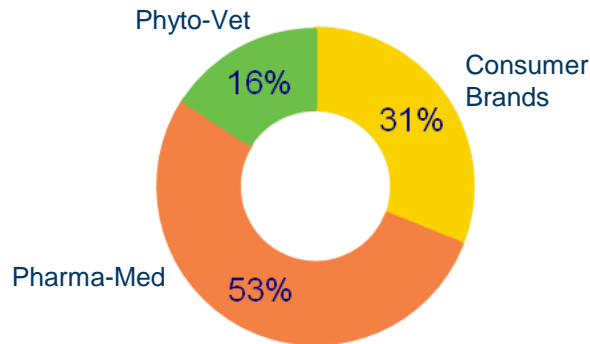
- R1.2bn rights issue in August 2016 – three times oversubscribed
- R1.5bn vendor placement

INTERNATIONAL ACQUISITIONS

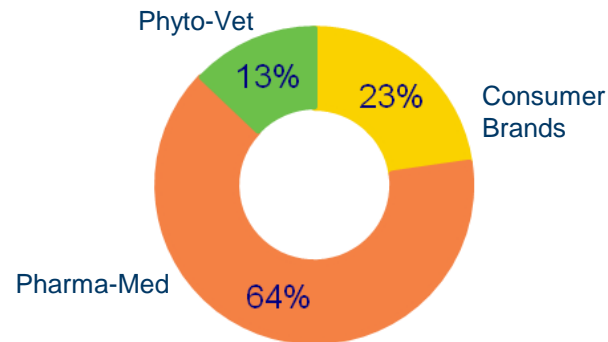
- €260m* Remedica Holdings, pharma business based in Cyprus
 - Enhancing to Pharma-Med EBITDA margin
- €170m** European sports nutrition company, Scitec International
- New acquisitions integrated successfully

- Remedica and Scitec have transformed Ascendis
- Highly earnings-accretive deals
- 43% of revenue now from outside South Africa
- Well diversified

H1 2017 Revenue



H1 2017 EBITDA

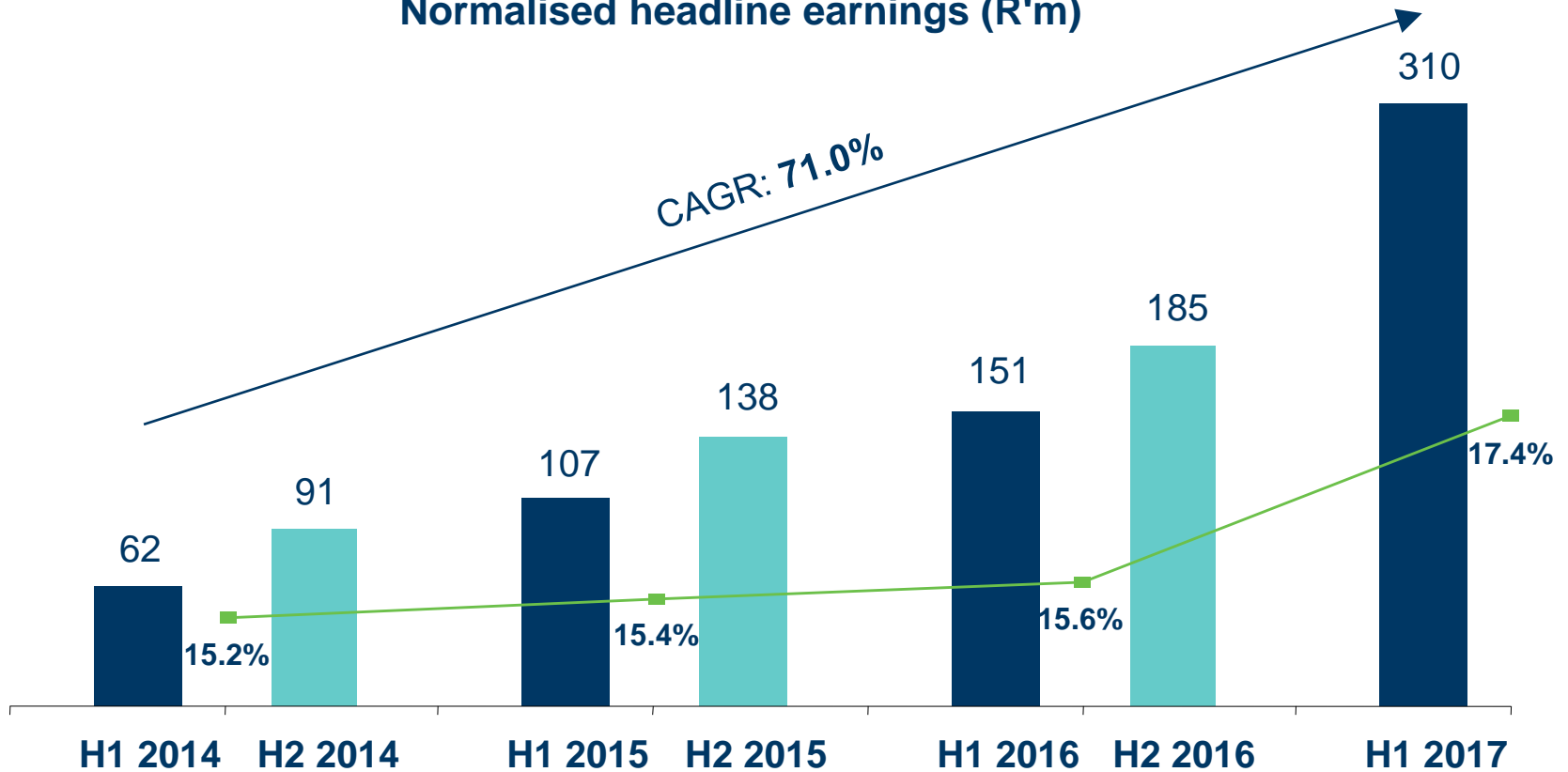


- EBITDA margin increased from 15.3% to 17.4% in H1 2017

CONSISTENT GROWTH IN EARNINGS

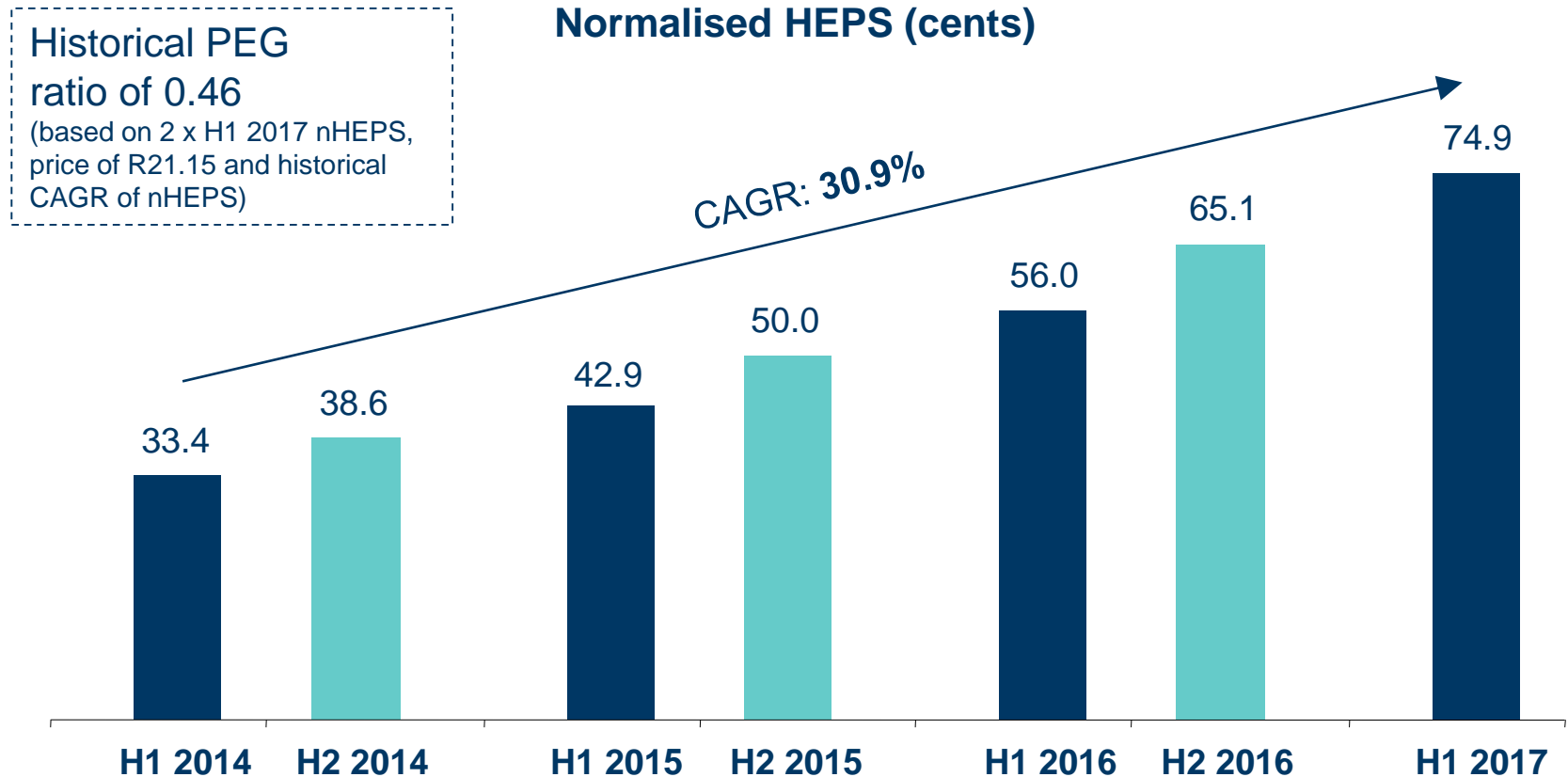


Normalised headline earnings (R'm)



—■— Normalised EBITDA margin for FY2014 – FY2016 and H1 2017

CONSISTENT GROWTH IN EARNINGS



- c.R500m in funds raised and not yet deployed for acquisitions

FINANCIAL REVIEW



- Revenue **+66%** to R3.1bn
- Normalised EBITDA **+89%** to R541m (margin up 210 bps)
- Normalised profit after tax **+92%** to R290m
- Normalised cash flow from operating activities **+57%** to R406m
- HEPS **-15%** to 41.4 cps, impacted by transaction costs
- Normalised HEPS **+34%** to 74.9 cps
- Interim dividend **+16%** to 11.0 cps

INCOME STATEMENT



R'm	6 months to Dec 2016	6 months to Dec 2015	% change
Revenue	3 110	1 870	66.3
Cost of sales	1 786	1 057	69.1
Gross profit	1 324	813	62.7
Gross profit margin	42.6%	43.5%	
Other income	55	9	545.5
Operating expenses (excl D&A and once-off costs)	838	535	56.5
Normalised EBITDA	541	287	88.5
EBITDA margin	17.4%	15.3%	
Depreciation	44	14	207.0
Amortisation	55	23	142.6
Normalised operating profit	442	250	76.8
Operating profit margin (excl amortisation)	16.0%	14.6%	
Net finance costs	109	48	127.3
Normalised profit before tax	333	202	64.9
Taxation	43	51	(15.9)
Normalised profit after tax	290	151	92.3
Less: non-controlling interest	(25)	(16)	
Attributable normalised profit after tax	265	135	95.7
Net profit on sale of PPE and investment	(2)	(1)	
Add back: Amortisation (net of tax)	47	17	
Normalised headline earnings	310	151	104.6

HEPS AND NORMALISED HEPS



R' m	6 months to Dec 2016	6 months to Dec 2015	% change
Headline earnings	171	131	30.6
Once-off costs (net of tax)	92	3	
Amortisation (net of tax)	47	17	
Normalised headline earnings	310	151	104.6
Opening number of shares in issue ('m)	298.9		
Rights issue in August 2016	55.7		
Vendor placement in August 2016	77.6		
BEE transaction in October 2016	3.7		
Closing number of shares in issue ('m)	435.9		
Weighted average number of shares in issue ('m)	413.8	270.3	53.1
HEPS (c)	41.4	48.5	(14.6)
Normalised HEPS (c)	74.9	56.0	33.8

Fund raising

- Additional 26m shares were issued during the equity raise in August 2016
- Cash of c.R500m in funds raised and not yet deployed for acquisitions

Translation effect

- Stronger Rand has impacted EBITDA by R8.4m in H1 2017 on existing SA export business

BALANCE SHEET – ASSETS



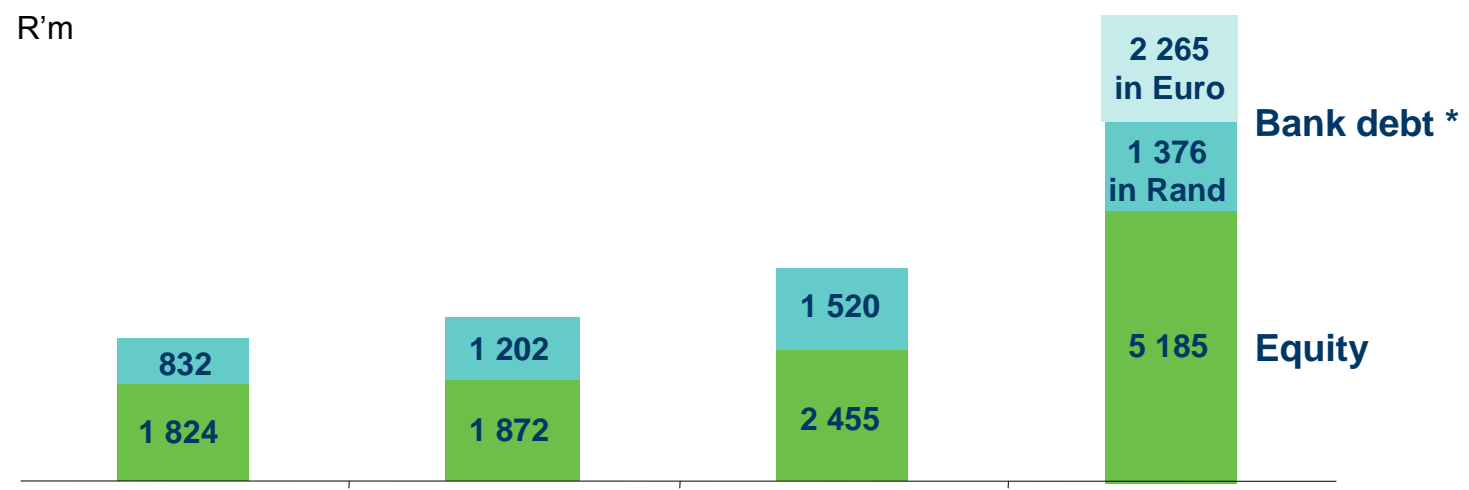
R'm	Group Dec 2016	Remedica + Scitec Dec 2016	Group ex Remedica + Scitec Dec 2016	Dec 2015	% ch excl Remedica + Scitec
Non-current assets	8 767	5 390	3 377	2 786	21.2
Property, plant & equipment	1 023	666	357	257	38.8
Intangible assets & goodwill	7 675	4 723	2 952	2 506	17.8
Other non-current assets	69	1	68	23	199.6
Current assets	3 526	1 317	2 209	1 826	21.0
Inventories	1 408	441	967	762	26.8
Trade and other receivables	1 428	577	851	788	8.1
Cash and cash equivalents	563	272	291	140	107.3
Other current assets	127	27	100	136	(26.3)
Total assets	12 293	6 707	5 586	4 612	21.1

BALANCE SHEET – EQUITY AND LIABILITIES

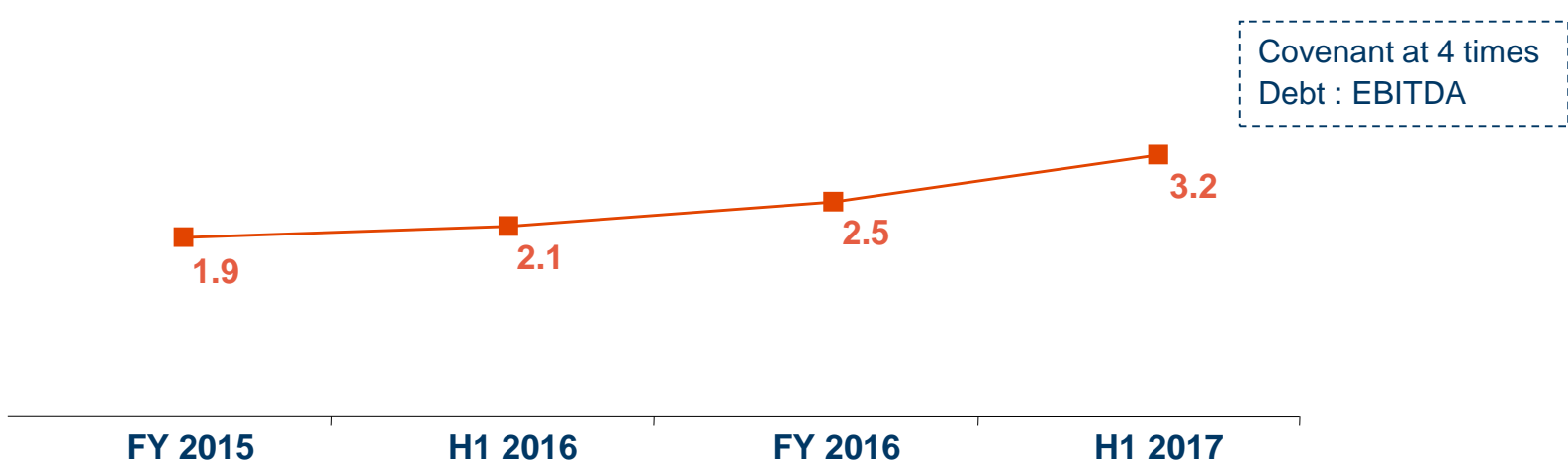


R'm	Group Dec 2016	Remedica + Scitec Dec 2016	Group ex Remedica + Scitec Dec 2016	Dec 2015	% ch excl Remedica + Scitec
Equity	5 185	2 410	2 775	2 006	38.3
Non-current liabilities	5 390	3 822	1 568	1 213	29.3
Borrowings	3 725	2 593	1 132	979	15.5
Deferred vendor liabilities	1 238	1 187	51	16	226.4
Other non-current liabilities	427	42	385	218	76.9
Current liabilities	1 718	475	1 243	1 393	(10.7)
Trade and other payables	787	182	605	638	(5.2)
Borrowings	271	-	271	372	(27.1)
Deferred vendor liabilities	425	288	137	289	(52.8)
Bank overdraft	155	-	155	64	144.1
Other current liabilities	80	5	75	30	152.2
Total liabilities	7 108	4 297	2 811	2 606	(7.9)
Total equity and liabilities	12 293	6 707	5 586	4 612	21.1

BANK DEBT TO EQUITY



DEBT* : EBITDA RATIO



* Net of cash

CASH GENERATION



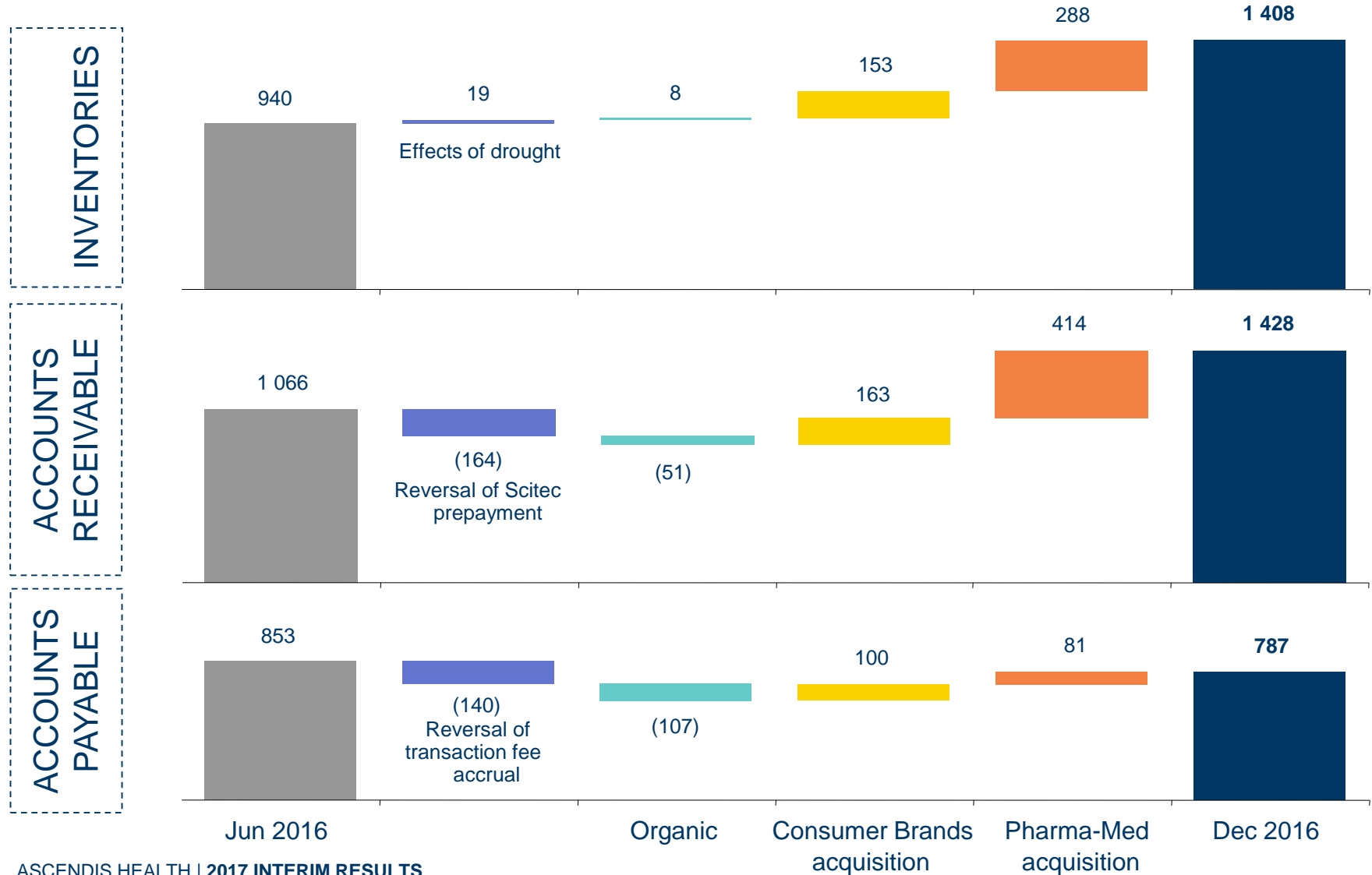
R'm	6 months to Dec 2016	6 months to Dec 2015
Normalised operating profit	442	250
Adjustment for the effect of items of a non-cash nature	124	142
Working capital changes	(160)	(134)
Cash flow from operating activities	406	258
Net interest paid	(120)	(49)
Tax paid	(86)	(33)
Cash generated by operations	200	176

CASH UTILISATION



R'm	6 months to Dec 2016	6 months to Dec 2015
Cash generated by operations	200	176
Dividends paid	(52)	(29)
Acquisitions of tangible and intangible assets	(4 663)	(420)
Net proceeds of share issues	2 891	-
Share repurchase	(62)	-
Net increase in borrowings	2 133	251
Net increase/(decrease) in cash	447	(22)

WORKING CAPITAL MOVEMENTS



KEY RATIOS



	Dec 2016	Jun 2016
Normalised sales* (R' m)	3 425	2 145 #
Normalised EBITDA* (R' m)	560	327 #
Interest cover (times)	4.3	4.4
Debt to EBITDA (times)*	3.2	2.3
Net working capital days*	138	131
Inventory days	135	128
Debtor days	71	65
Creditor days	(68)	(62)
ROE** (%)	16.7%	14.3%
ROTNA*** (%)	26.4%	35.1%

Twelve month numbers have been halved to show six months

* Income statement measures use a full six months of results for all companies in the group, irrespective of the actual date of consolidation. This provides more meaningful ratio analysis.

** Adjusted for average equity

*** Excludes goodwill and intangibles

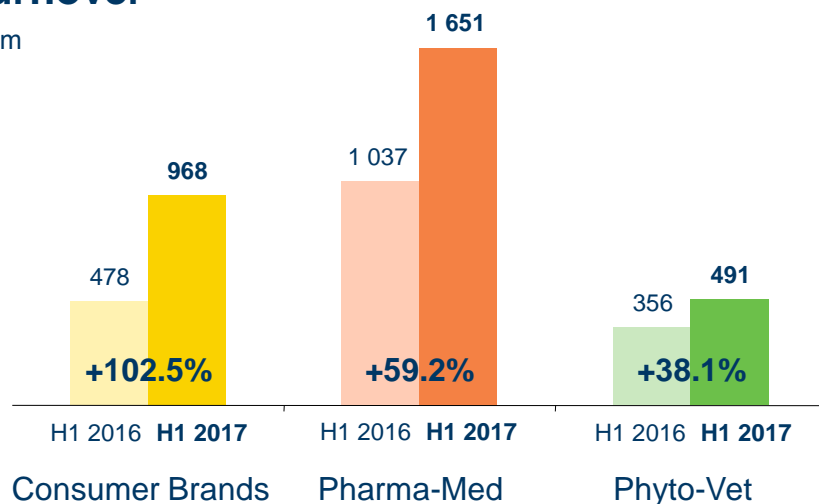
OPERATIONAL PERFORMANCE



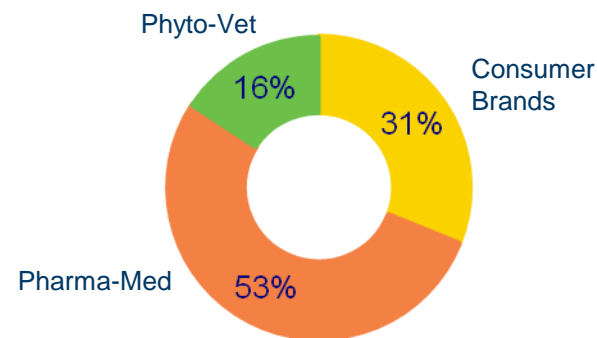
DIVISIONAL CONTRIBUTION

Turnover

R'm

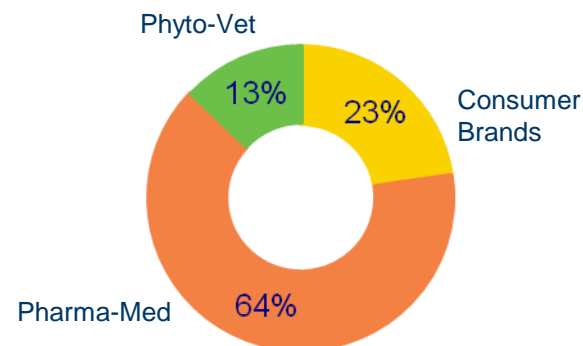
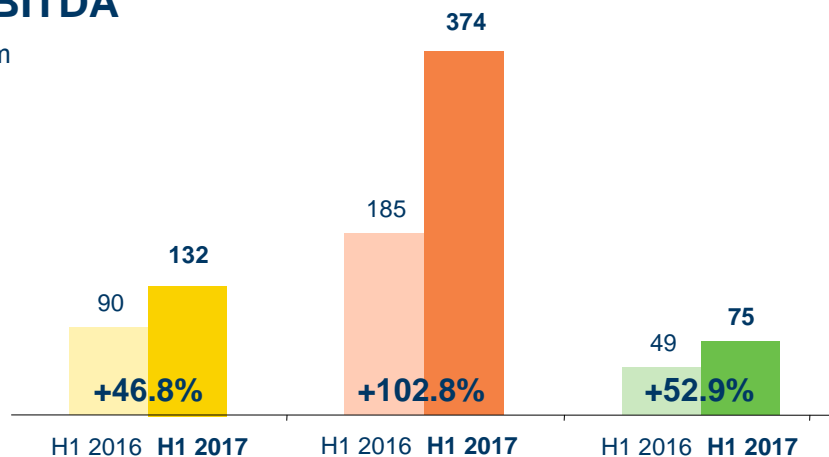


December 2016



EBITDA

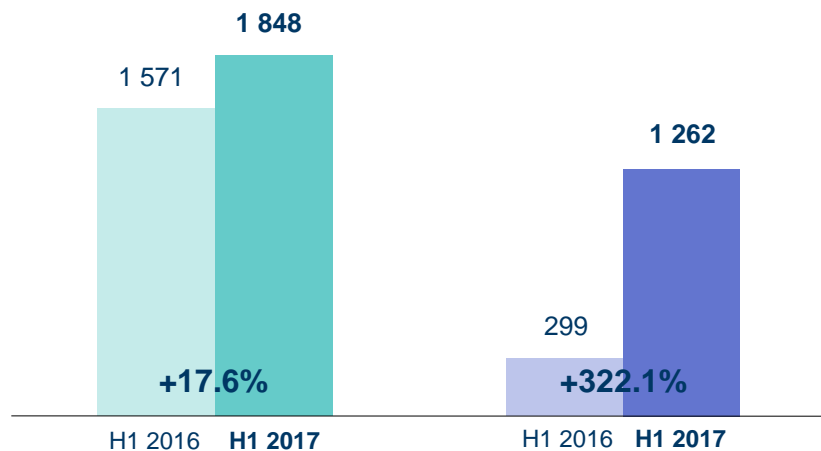
R'm



DIVERSIFICATION OF THE BUSINESS

Turnover

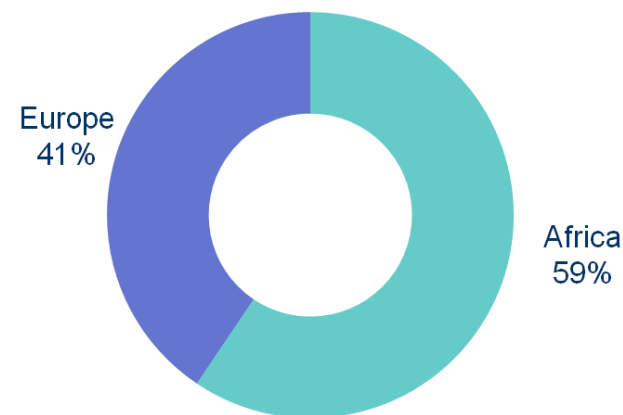
R'm



Africa

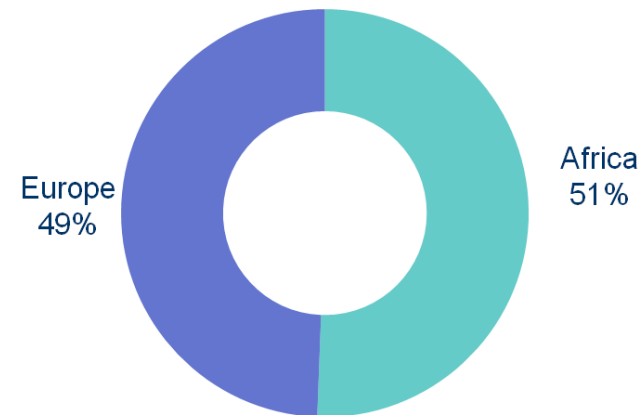
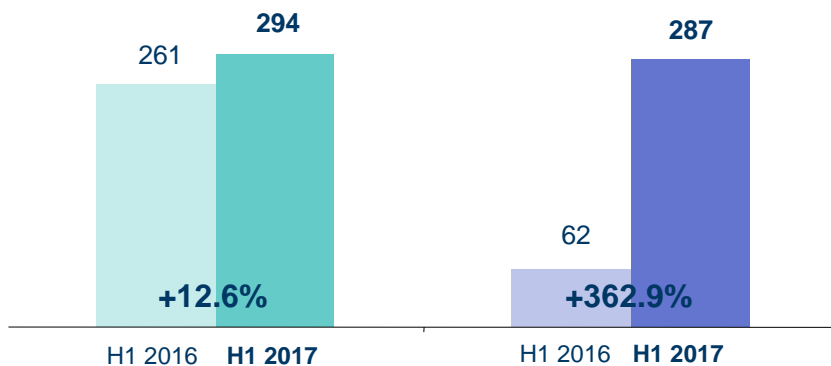
Europe

December 2016

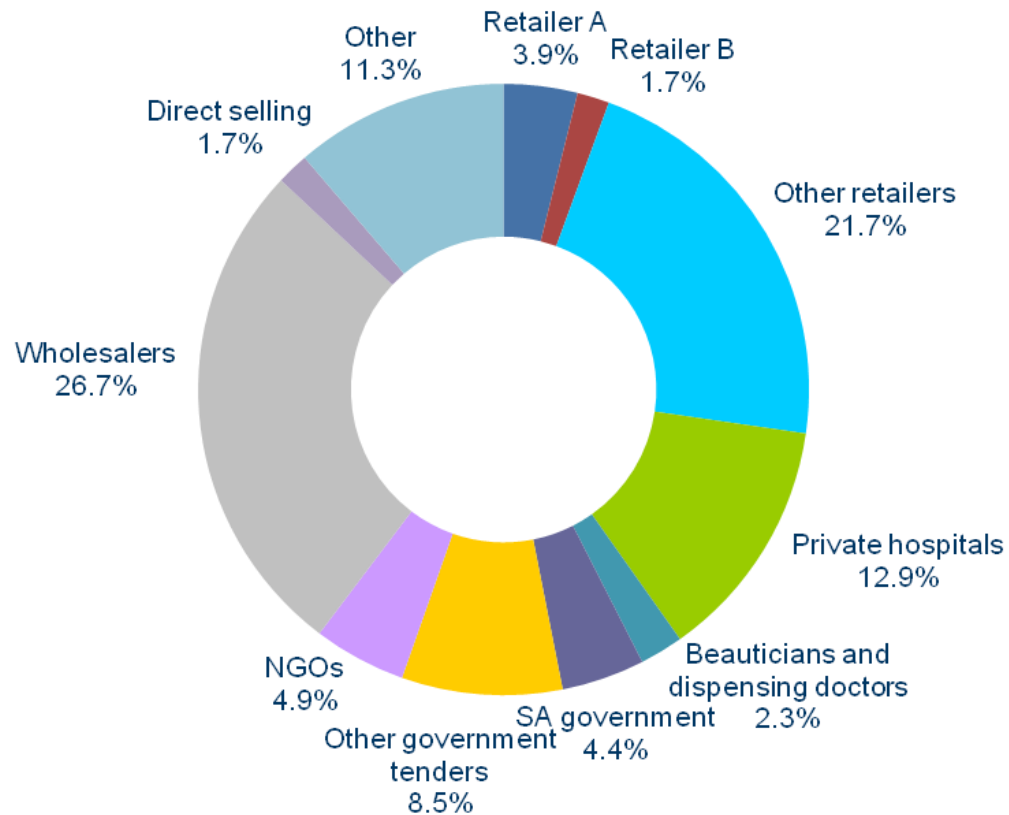


EBITDA

R'm



Revenue by customer



Total revenue for H1 2017: **R3 110m**



R'm	% ch 2016 vs 2015	Dec 2016	Dec 2015	Dec 2014
Revenue	59.2%	1 651	1 037	531
EBITDA	102.8%	374	185	88
EBITDA margin		22.7%	17.8%	16.5%



- Remedica (in for 5 months) performed strongly; successful integration into Ascendis; strong NPD pipeline
- Once-off integration costs of Akacia in Pharma impacting EBITDA
- Expect rationalisation projects to positively impact earnings in H2
- Large pharma tenders in SA with lower margin and forex headwinds impacting margin
- SA registration of European dossiers progressed; strong product development pipeline
- Farmalider focused on higher margin sales; result above expectations; new dossier pipeline
- Double digit growth in Medical Devices resulting in further market share expansion (strong 2nd position in SA)
- Start of synergy projects between three business units within Medical
- Medical Devices training centre of excellence established
- Overall an excellent divisional performance





CONSUMER BRANDS



R'm	%ch 2016 vs 2015	Dec 2016	Dec 2015	Dec 2014
Revenue	102.5%	968	478	462
EBITDA	46.8%	132	90	89
EBITDA margin		13.6%	18.8%	19.2%



- Wellness delivered double digit growth in premium nutraceuticals and single digit growth in multivitamins in mainstream retail; product mix shift to focus on own brands driving improved margins; positive outlook for H2
- Scitec focused on mitigating rising whey protein input costs, which along with cost of expansion into new geographies, channels and brand architecture impacted operating margin; successful integration into Ascendis
- Direct Selling impacted by ongoing challenges in Nigeria with payments in US\$; overall improvement expected in H2
- Retailer de-stocking in December
- Skin experienced sluggish European market demand, with Rand strength impacting sales, but upside potential in H2 from distribution agreement with Merz, global leader in aesthetics and neurotoxins, for southern Africa
- Investment in product innovation accelerated. Three blockbuster launches in H2 in Skin, Wellness and Sports Nutrition
- Ongoing focus on own manufacturing for powders, caps, gels and liquids in South Africa

R'm	%ch 2016 vs 2015	Dec 2016	Dec 2015	Dec 2014
Revenue	38.1%	491	356	340
EBITDA	52.9%	75	49	41
EBITDA margin		15.2%	13.8%	12.1%

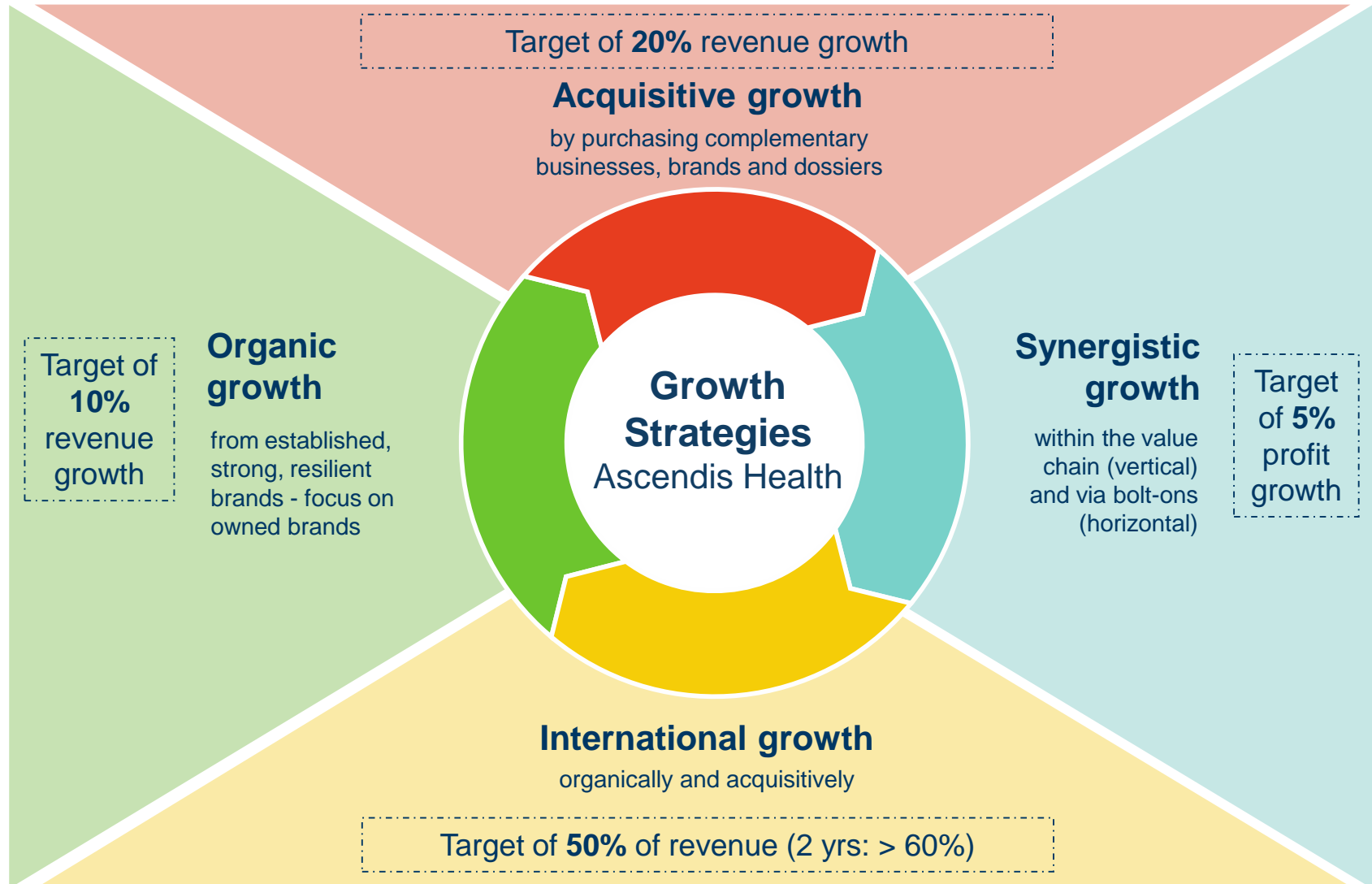
PHYTO

VET

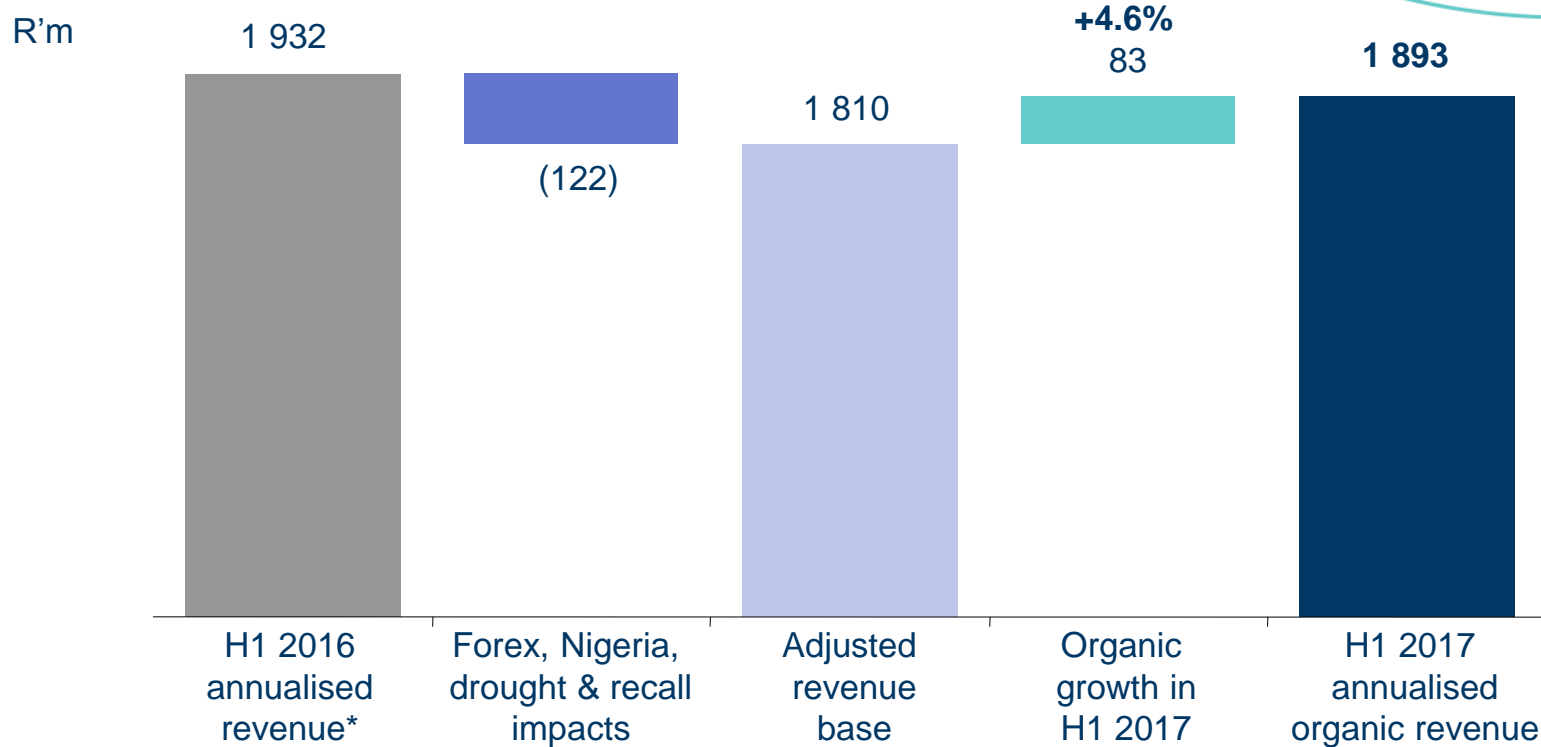
- Biosciences sector showed excellent growth, resulting in a solid performance in H1 despite drought in Gauteng up to November
- Integration and rationalisation projects benefited operating margin
- Sub-Saharan Africa continued its recovery as the effects of El Nino receded, but water restrictions still in place in the Western Cape
- Positive impact of Afrikelp brand and its internationalisation
- Continued dominance in domestic garden and home sector (Efekto)
- Investment in ongoing expansion plans in East Africa
- Supply to Zimbabwe halted due to treasury issues
- Pet & Vet: SKU rationalisation and synergy projects to improve margins further in H2
- Overall an excellent divisional performance

STRATEGIC FOCUS



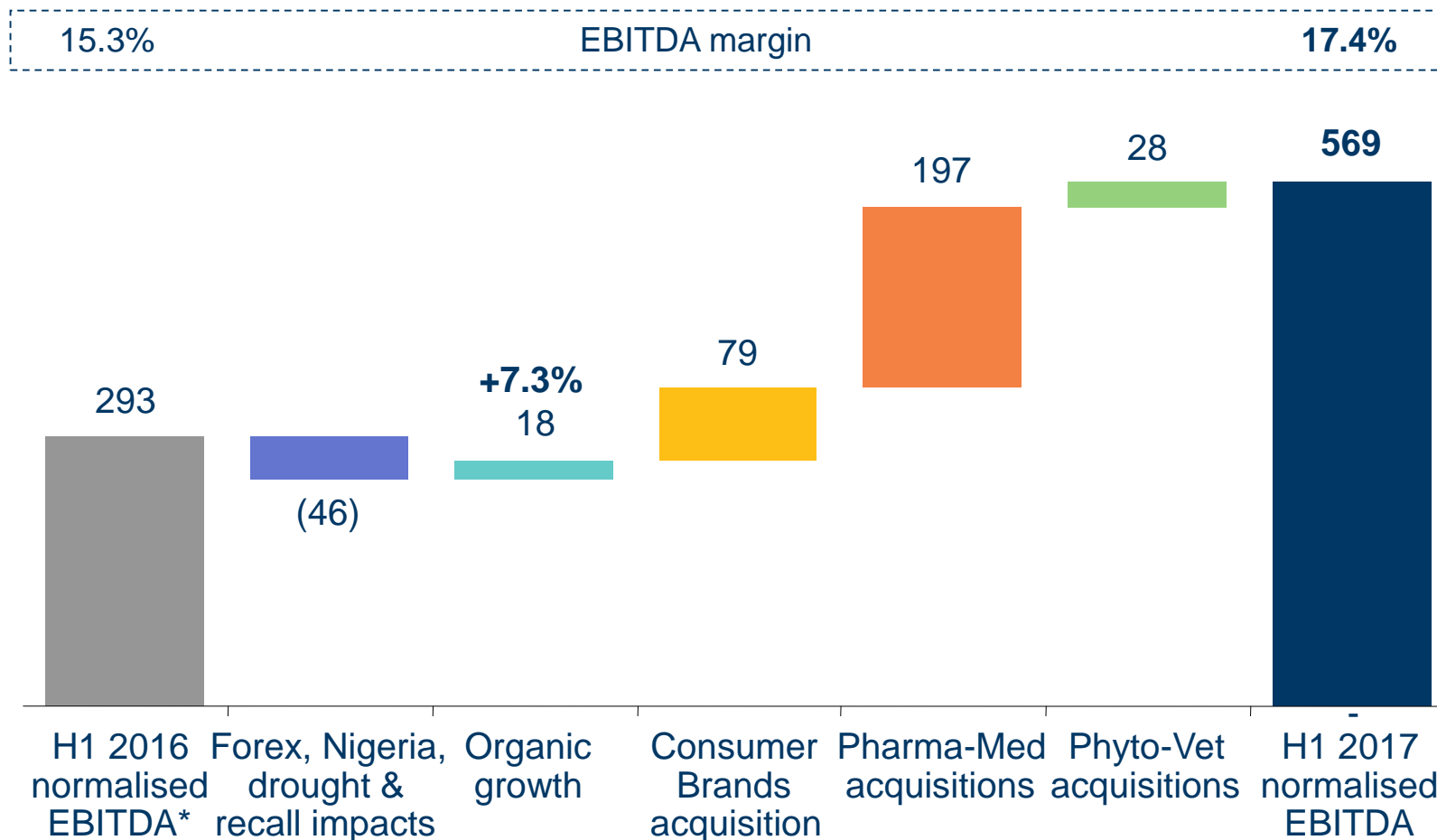


ORGANIC SALES GROWTH



- Impacted by drought, Nigeria and general consumer sentiment in SA
- Successful projects to counter effects (cost control, synergies, value chain improvements)
- Strong growth in Pharma-Med division
- Strong growth in Phyto-Vet division in non-drought influenced brands

EBITDA GROWTH



* Annualised number for businesses owned at 1 July 2015

NEW PACKAGING - WELLNESS: JUNGLEVITES



NEW PRODUCT LAUNCHES - SKIN: NIMUE

Preserve your skin capital with intelligent active ingredients.

NEW: * Visible improvement in wrinkle depth*
 * Up to 37% improvement in hydration*
 * Up to 82% increase in firmness*

The NEW Age-Intelligent range from Nimue is based on science and advanced skin formulations to deliver clinically proven results.

Key Active Ingredients & Benefits

- Hydrolyzed Hyaluronic Acid: Hydrates and plumps skin
- Retinol: Stimulates collagen production
- Peptides: Support skin's natural repair process
- Antioxidants: Protect skin from environmental damage

Introducing Age-Intelligent skin technology

Day Cream and Night Cream
 Rich, creamy and luxurious texture

- Hydrates and plumps skin
- Supports natural skin repair
- Reduces the appearance of wrinkles
- 82% increase in hydration after 14 days*

Face Serum
 Concentrated lightweight serum

- Targets all signs of aging
- 37% improvement in wrinkle depth after 14 days*

Eye Serum
 Concentrated serum with a superior texture

- Reduces the appearance of wrinkles
- 37% improvement in hydration after 14 days*

Combining the Age-Intelligent range with the following Nimue products for optimal skin health results:

- Retinol Serum
- Hydrating Serum
- Firming Serum
- Skin Tonic
- Eye Cream
- Lip Cream
- Sun Cream

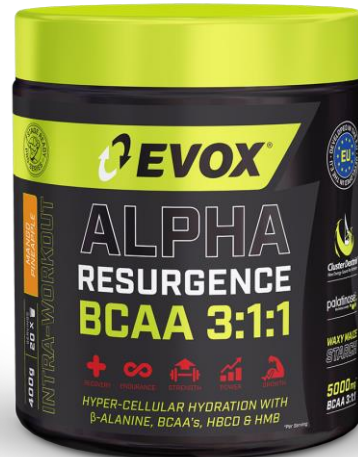
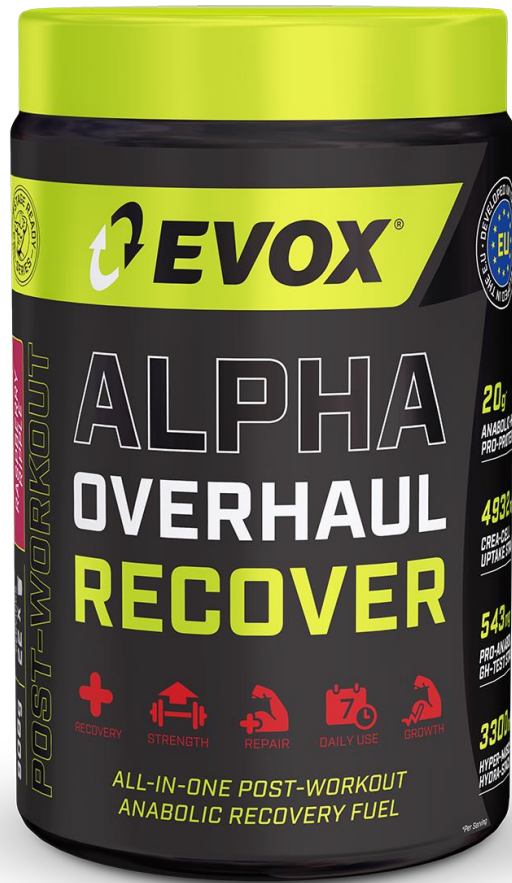


H ELENA CHRISTENSEN
 - AMBASSADOR FOR NIMUE SKIN INTERNATIONAL

EXCITING NEW BRAND OPPORTUNITY – NIMUE SA: MERZ RANGE



NEW PRODUCT LAUNCHES – SPORTS NUTRITION: EVOX ALPHA



NEW PACKAGING AND NEW RANGE – SPORTS NUTRITION: EVOX



New category - Endurance



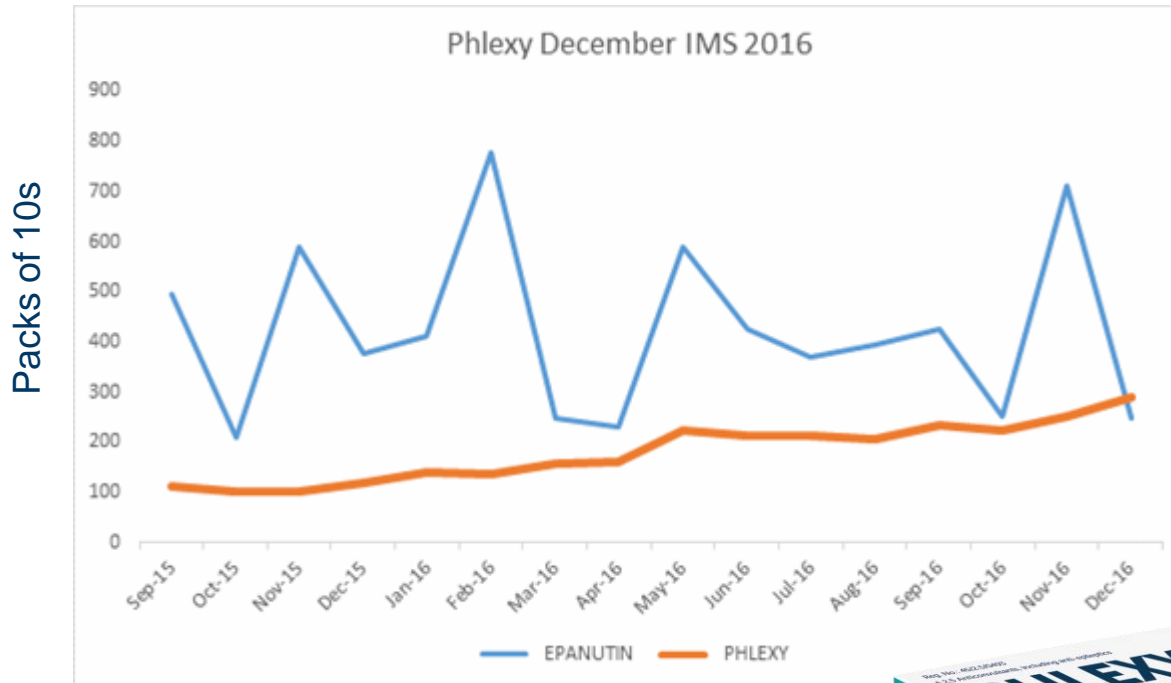
NEW PRODUCT LAUNCHES – SPORTS NUTRITION: SCITEC



NEW PRODUCT LAUNCHES – PHARMA



NEW PRODUCT LAUNCHES - PHARMA



First route to market generic of anti-seizure medication

EPANUTIN * _____

PHLEXY ** _____



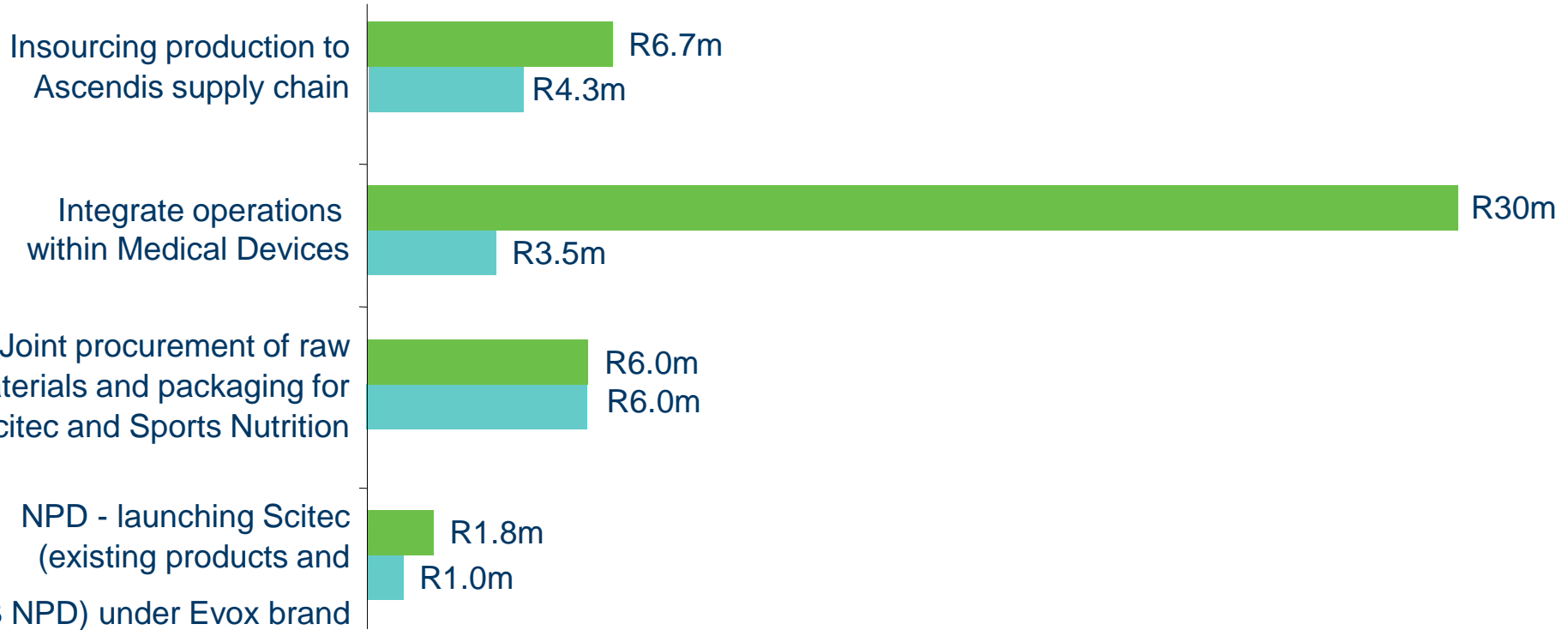
- * Originator
- ** Ascendis' generic drug

SYNERGY PROJECTS



Project

Cost savings



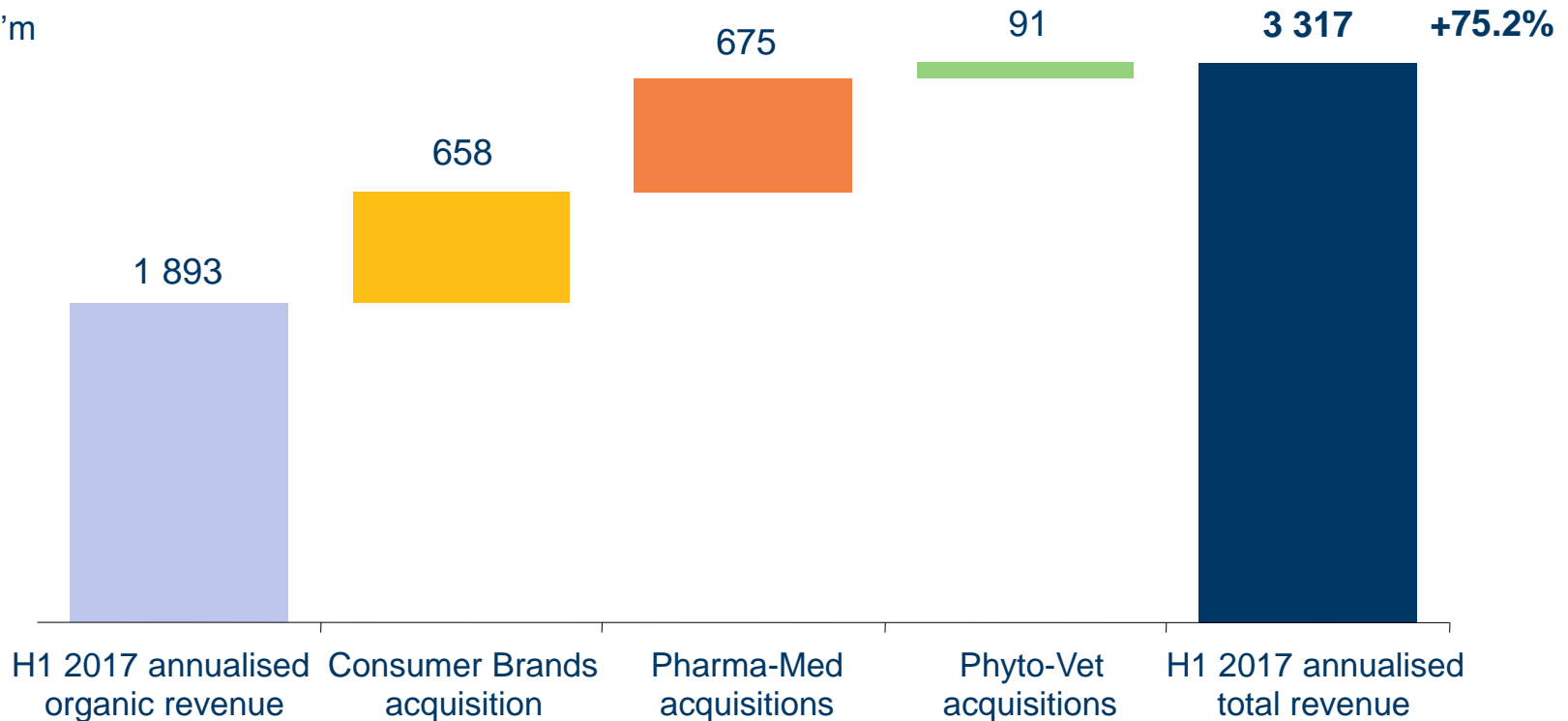
Plus projects in freight, cross-selling, manufacturing and regional expansion

■ Impact identified ■ Expected savings in FY2017

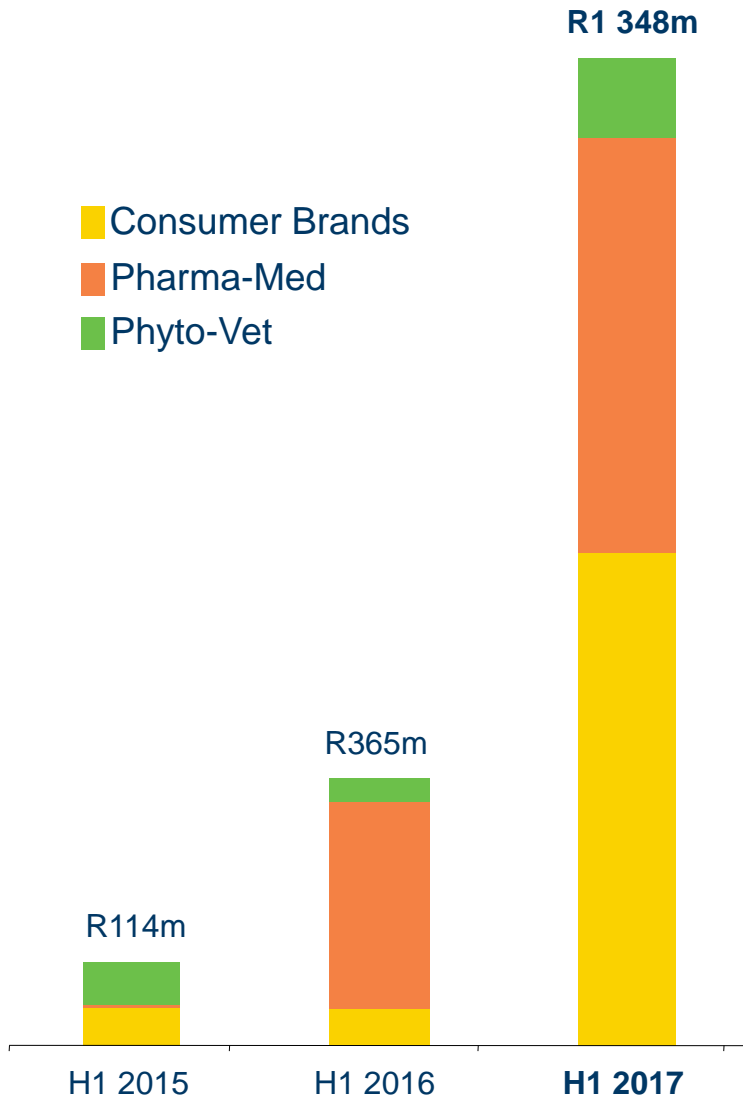
ACQUISITIVE SALES GROWTH



R'm



- Consumer Brands acquisition: Scitec (Aug 2016)
- Pharma-Med acquisitions: Remedica (Aug 2016), Akacia (April 2016)
- Phyto-Vet acquisitions: Afrikelp, Klub M5 (Feb 2016)



- International sales now 43% of revenue
- Most international SA brands: Afrikelp (80%), Nimue (59%), Avima (34%), Swissgarde (30%), The Scientific Group (30%)
- Foreign revenue covers 90% of imported COS (June 2016: 54%)



REMEDICA



DESCRIPTION

- European pharmaceutical company, with majority of sales in high growth emerging markets, operating for >50 years
- Dedicated to the development, production and sale of high quality and efficacious generic pharmaceuticals (including oncology products produced in own dedicated plant)
- Supplies more than 300 products from over 200 active pharmaceutical ingredients to 100 countries (95% exports)
- Manufactures products in 5 state-of-the-art manufacturing facilities, over 40 000m² in total size

RATIONALE

- Provides a credible platform for Ascendis to expand internationally in both Europe and emerging markets



DEAL
STRUCTURE

- Purchase price of €260m in cash and shares, including deferment of €90m over three years (plus up to an additional earn-out of €75m based on EBITDA performance)
- Previous owner continues as CEO; fully aligned with Ascendis vision
- Accretive from August 2016

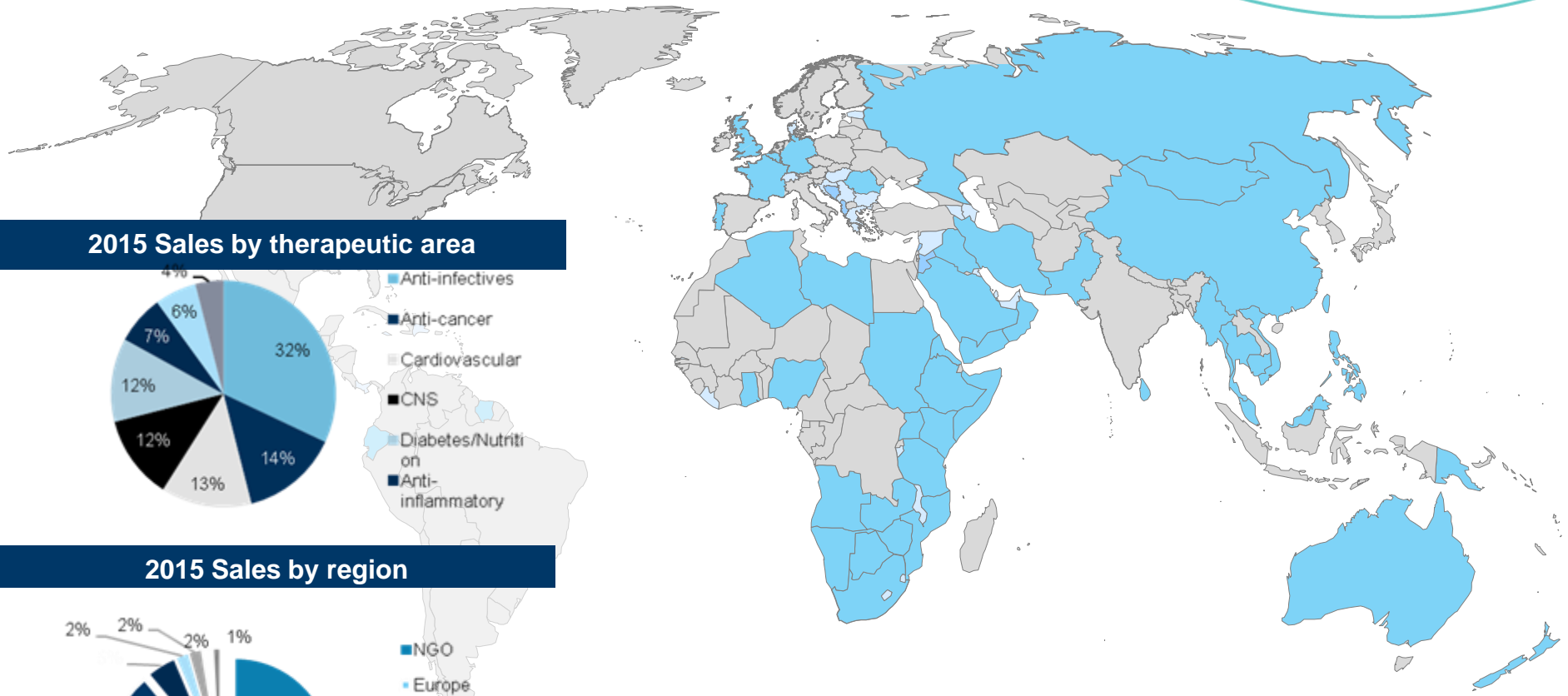
PERFORMANCE

- Slow start in August due to summer plant shut-down, but PAT of €9m above expectations (double digit growth)
- Project to reduce tax rate from 12.5% to c.9%
- Integration projects very successful
- Synergy projects ongoing

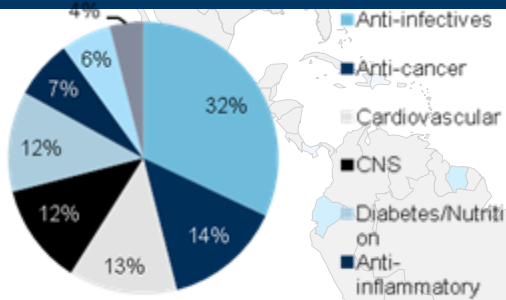
REMEDICA - WORLD-CLASS MANUFACTURING FACILITY



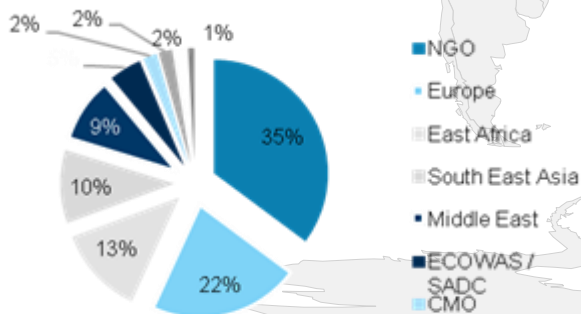
REMEDICA - WELL DIVERSIFIED WITH GLOBAL PRESENCE



2015 Sales by therapeutic area



2015 Sales by region



SCITEC NUTRITION



DESCRIPTION

- Number 3 sports nutrition company in Europe, selling products in nearly 90 countries worldwide
- Focused on the production, distribution and marketing of a wide variety of sports nutrition products targeted at strength training, functional fitness and well-being
- Vertically integrated, manufacturing over 280 products in a GMP certified and FDA registered facility

RATIONALE

- The acquisition complements Ascendis Sports Nutrition product strategy, providing an international platform for Evox and SSN to expand abroad, as well as an opportunity for Scitec to grow in Africa



DEAL
STRUCTURE

- Purchase price of €170m cash (with €20m deferred for 1 year)
- Accretive from August 2016

PERFORMANCE

- PAT of €3m below expectations due to:
 - Whey protein input costs increasing worldwide
 - Costs incurred in expanding geographic footprint, product portfolio and channels
- Integration projects successful
- First synergy projects on cross-selling, procurement, production and R&D initiated in August 2016
- Expect corporate tax rate to decrease from 19% to 9%
- Investments into regional diversification of Scitec
- Search for possible complementary bolt-ons

SCITEC - PRODUCT OVERVIEW



Protein powders

Muscle gainers

Pre-workout energizers



Protein RTDs¹

Amino acids

Creatines and glutamines

Energy RTDs¹



Protein bars

Fat burners

Vitamins, minerals, essentials



Scitec offers a full sports nutrition “shelf” solution for the retailer, making direct purchases attractive

1. RTD = ready to drink

SCITEC - GLOBAL PRESENCE BASED ON LOW COST PRODUCTION



Top 15 markets
(c.75% of sales)

- ØGermany
- ØHungary
- ØFrance
- ØSpain
- ØPoland
- ØPortugal
- ØItaly
- ØRussia
- ØUAE
- ØAustralia
- ØSweden
- ØSlovakia
- ØUnited Kingdom
- ØCzech Republic
- ØNetherlands



Scitec Production Plant

- Location:** Budapest
- Built in:** 2008
- Total size:** 6 114 sqm on 3 levels
- Land Plot:** 16 000 sqm
- Ownership:** Scitec owned
- Employment:** 240 FTE on the factory floor,
50 in back-office

DESCRIPTION

- The leading OTC nutrition brand business based in Romania developing and marketing registered food supplements and OTC products
- Very strong sales and profit growth based on unique concept of promoting products directly to doctors with a highly educational and scientific approach
- Effective and well-trained sales force of 290, who are highly regarded by doctors who “prescribe” products
- Well-diversified product (9 therapeutic classes), customer and supplier portfolio

RATIONALE

- Attractive platform for Ascendis to enter high growth Romanian and eastern European OTC markets
- Synergistic and cross-selling opportunities (production and Ascendis Wellness / OTC range)



DEAL
STRUCTURE

- Purchase price of €42.5m plus max deferred payment of €23m
- One third cash (from existing funds), one third debt, one third deferred
- Accretive from May 2017
- Deferred payments over 3 years subject to EBITDA achieved
- Asset deal
- CEO (ex-shareholder) stays on
- ASC will appoint additional executive

PERFORMANCE

- €3.9m PAT for year to Dec 2016
- EBITDA margin close to 20%
- Sales double digit 3-year CAGR
- Strong product pipeline



DESCRIPTION

- Comprises Agrimed (commercial animals) and Cipla Vet (companion animals), established in 2004 and owned by Cipla India, who are focusing on core competencies and divesting their veterinary operations in southern Africa



- Wide range of well known high quality animal medicines with addressable market shares of c.20% (Agrimed) and c.16% (Vet) – both at attractive margins
 - Supplies more than 300 (Agrimed) and 45 (Vet) SKUs within total > 210 marketing authorisations
 - Agrimed sells via agri co-operatives, tenders in SA/Botswana and large farmers; Vet via wholesalers, vet shops and vet practises
- RATIONALE
- Complements the Phyto-Vet division of Ascendis, with high margin products in strong growth segments, plus internationalisation potential - expansion into attractive veterinary pharma industry for Ascendis and synergies with Ascendis' retail presence

DEAL
STRUCTURE

- Purchase price of R375m (based on c.7.5 x EBITDA), including deferment of R50m over 15 months (adjusted in relation to working capital, net debt and target EBITDA to March 2017)
- Expected to be accretive from 1 May 2017

PERFORMANCE

- PAT for year ending March 2016: R31m – would add 33% to Phyto-Vet division on a pro forma basis
- Business performance - last three years with double digit CAGR in sales and profits
- Strong cash generation
- Currently only 10% in export markets, opportunity for synergies with Ascendis Phyto-Vet's existing African network



Without equity raise, c.R750m available over next 12 months for acquisitions – target to add c.R130m PAT once deployed (excluding Cipla animal health acquisitions)

SA

- Ongoing discussions for bolt-on deals

INTERNATIONAL

- Exploring opportunities for numerous bolt-on acquisitions and further strategic businesses in Europe and emerging markets
- Expect acquisition activity in H2

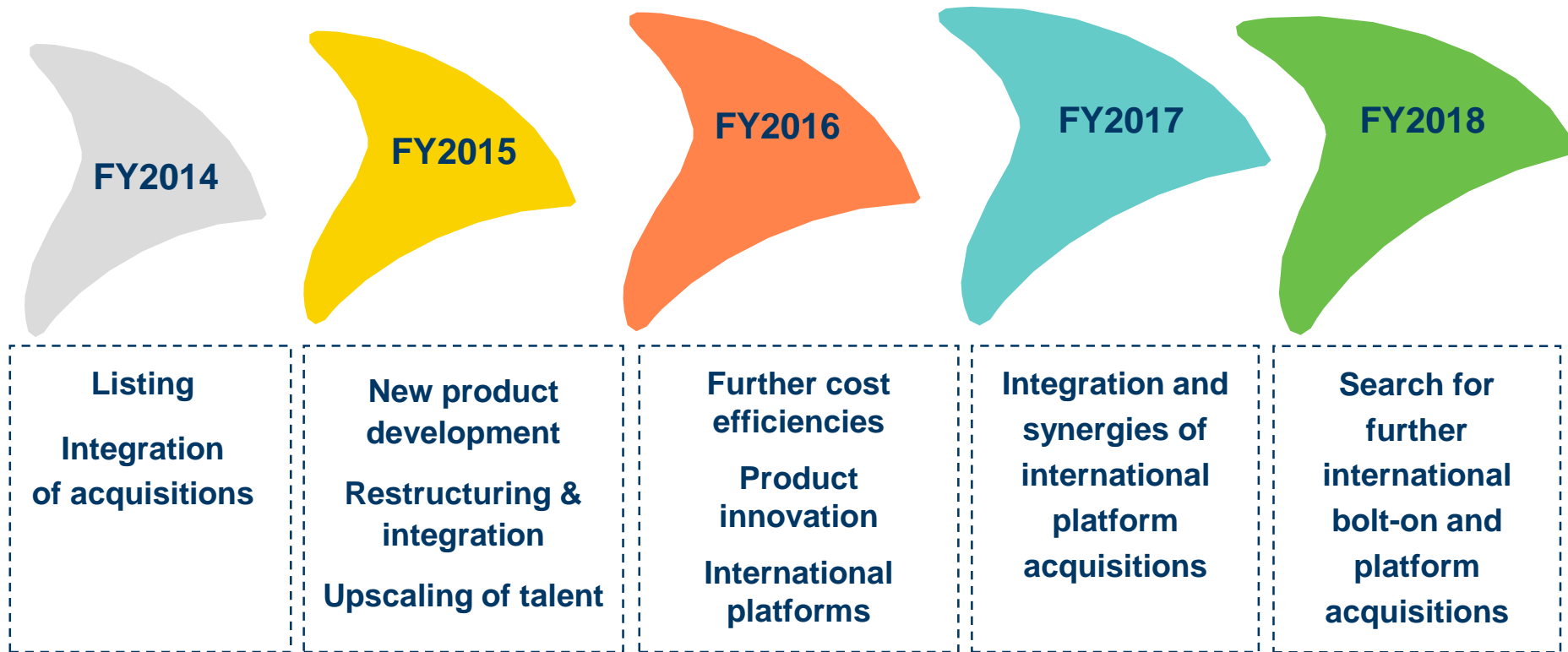
Strong pipeline with more global focus on platform companies



OUTLOOK



EVOLUTION OF THE GROUP



ORGANIC AND ACQUISITIVE GROWTH



- Focus on **synergies** of European acquisitions (insourcing, R&D, procurement, production, cross-selling, customer poolings, geographies, shared services)
- Focus on **production efficiencies** between and within pharma plants to lift Pharma margin
 - Use various product platforms to cross-pollinate **product development** and increase speed to market – use of brand ambassadors to promote key brands and support new launches (Scitec, Evox, Nimue)
 - Focus on several key **export** initiatives from South Africa (e.g. to Australia)
 - Further **internationalisation** of Ascendis with finalisation of acquisition(s) in growth segments





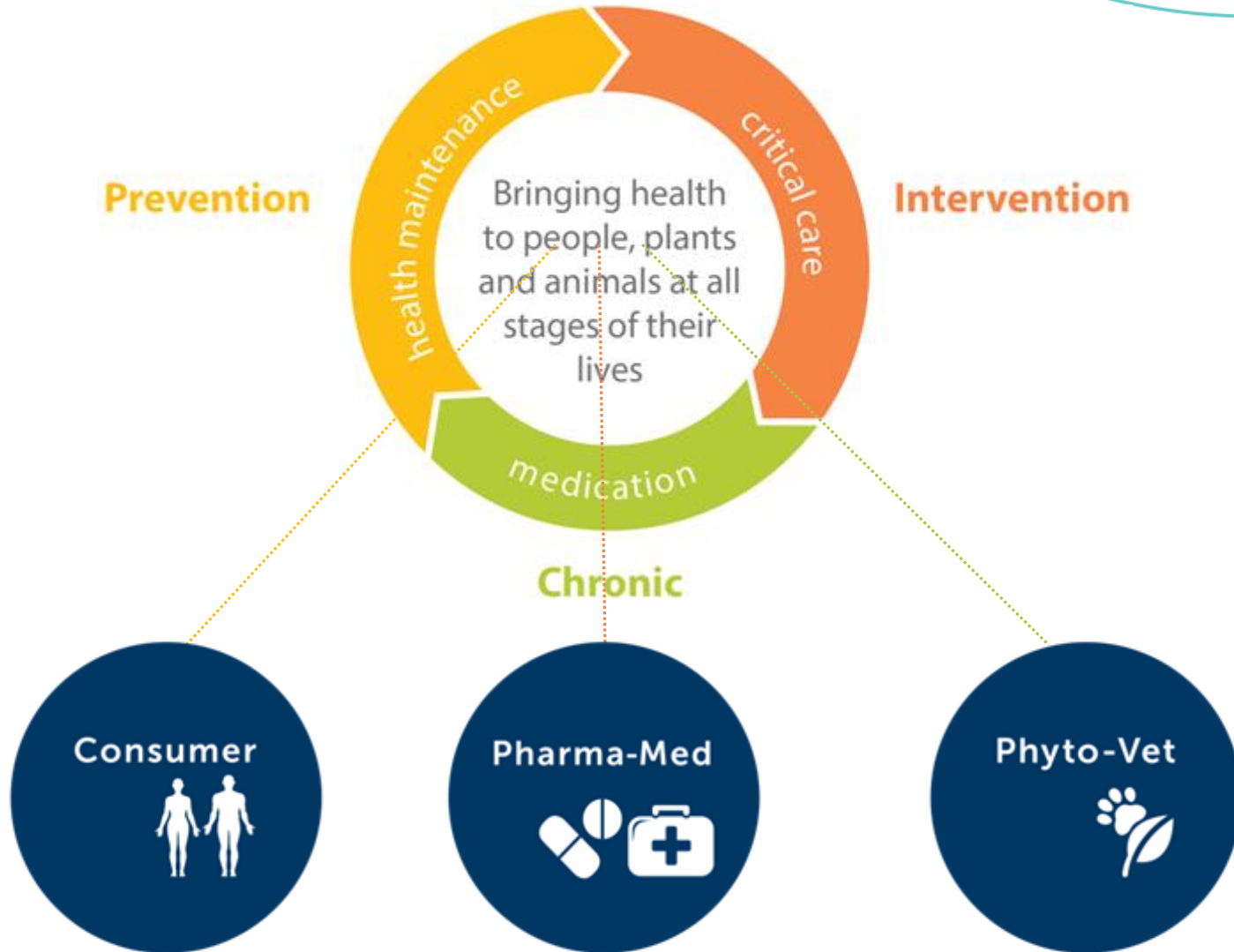
**Leading Health and Care
Brands Company**

*Healthy Home. Healthy You.
Healthy Life.*

ADDITIONAL INFORMATION



VISION – A HOLISTIC VIEW ON HEALTH



Consumer 

Pharma-Med 

Phyto-Vet 

ROUTE TO MARKET

Pharmacies, retailers, beauticians, doctors, direct selling, exports

Pharmacies, private hospitals, dispensing doctors, government

Nurseries, exports, retailers, pet and vet shops

BRANDS

Evox, Muscletech, SSN, Nimue, Solal, Sportron, Arctic, Swissgarde, Atka Pharma

Pharmachem, Surgical Innovations, RCA, The Scientific Group, Reuterina, Sinucon

Efekto, Marltons, Avima, Afrikelp

MANUFACTURING

Manufacturing (GMP plant: PharmaNatura)

Manufacturing (GMP plant: PharmaNatura; Akacia plant - ex Roche)

Manufacturing (Avima, Afrikelp)

RAW MATERIALS

Raw materials supply (Chempure)

Raw materials supply (Chempure)

Raw materials supply (Avima, Afrikelp)

GROUP SERVICES:

Finance, Treasury, IT, HR, Marketing, Legal, Regulatory, Supply Chain

MARKET-LEADING BRANDS



1

SA market segment

Ascendis Health

48% Val Premium Segment

Solal

42% Val Premium Segment

Source: Nielsen SA

MAT Dec 2016 –

(National Trade Desk incl. Dis-Chem, Clicks, PNP, Spar, Shoprite / Checkers)



Canex - 26% Vol in Topical Dermat & Gynaecological antifungal

Reuterina - 24% Vol in Antidiarr micro-organism

Sinucon - 11% Vol in Cold Preparations

Source: IMS TPM MAT Dec 2016

Phlexy Top, Phenytoin 250mg injection, seller in December 2016 compared to the originator

Source: IMS TMP Dec 2016

Dispensing Doctors (Ascendis Pharma has the most shelf space in dispensing doctors' offices)

Source: Management estimate Dec 2016



2

SA market segment

Ascendis Health (Wellness)

10% Val in Vitamins and Supplements Retail

Menacal 7 18% Val in Bone Health/ Calcium

Chela-Fer 27% Val in Iron supplements

Bettaway 20% Val in Vitamin C

Vitaforce 21% Val in Stress & Vitamin B

Source: Nielsen SA MAT Dec 2016

– (National Trade Desk incl. Dis-Chem, Clicks, PNP, Spar, Shoprite / Checkers)

Ascendis Sports Nutrition

(Sports protein products, Sports Non-Protein Products & Sports Nutrition)
Source: Euromonitor - Sports Nutrition in South Africa 2017 (Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources)



Sinuend

10% Vol in Cold Preparations

Source: IMS TPM MAT Dec 2016



MARKET-LEADING BRANDS



1

SA market segment

Surgical Innovations

Consumable and capital equipment for hospitals

Source: Management Estimate Dec 2016



Efeko 75% Val in Garden pest control

Wonder 93% Val in Fertilizer
Source: IRI MAT Dec 2016, Def supermarkets excl. Massmart & Specialist



Marltons 47% Val share in Cat Litter

Marltons

64% Val share in Fish Food
Source: IRI Jan MAT Dec 2016, Def supermarkets excl. Massmart & Specialist



Ascendis Direct Selling

Nutraceuticals in the South African Direct Selling Market

Source: Management Estimate Dec 2016



2

SA market segment

Ascendis Medical Devices

Consumable and capital equipment for hospitals

Source: Management Estimate Dec 2016



Afrikelp

Agricultural plant growth stimulants
Source: Management Estimate Dec 2016



Marltons 25% Val in Pet accessories, Snacks & treats

Source: IRI MAT Dec 2016, Def supermarkets excl. Massmart & Specialist



BRANDS

► **SOLAL, VitaForce, Bettaway, Foodstate, Junglevites, Arnica, Homeoforce, Dr Reckeweg, Menacal and Chela range**

► **Nimue, SOLAL, Merz**

► **Evox, SSN, Muscletech & Supashape**

► **Sportron & Swissgarde**

STRENGTHS

- Solal - established healthy ageing brand (>10 years)
- IP in 200 products, premium brands
- Mid- high LSM
- Market-leading vitamin and mineral brand dossiers
- Long-established brand with GMP manufacturing site for Vitaforce and Bettaway



- Nimue - established dermo-cosmeceutical brand in salons
- Own IP
- Premium brand, high LSM
- Sold in 28 countries
- Merz, global leader in Aesthetics and Neurotoxins



- Established sports nutrition brands (>15 years)
- IP in most products
- Large shelf-presence
- Number 2 in SA market



- Established nutraceutical and personal care brands (>20 years)
- Direct selling networks in SA and Nigeria
- Strong brand loyalty
- Defensible
- Access to high growth emerging and international markets



BRANDS

▶ Ascendis Pharma

- Trusted, long-established generic medicines
- Access to doctor and pharmacy network
- Strong position in self-dispensing doctors' market
- Ability to compete for government tenders
- Strong pipeline of new dossiers
- Akacia brands: cost effective generic and OTC brands in cold and flu (Sinucon & Sinuend) and anti-diarrhea probiotics (Reuterina, market-leader); 23 000m2 state of the art manufacturing facility (valued at R100m); huge synergy potentials with Ascendis Pharma



▶ Surgical Innovations

- Medical equipment for surgery
- Strong in private hospitals
- Exclusive agency agreements in place with respected international brands including Olympus, Maquet, Medrad, Applied Medical and Merit



▶ RCA

- Medical equipment for ICU and trauma
- Focus on state and private hospitals
- Exclusive agency agreements with international principals like CareFusion, Hill-Rom, Mindray, Fisher & Paykel

▶ The Scientific Group

- Complementary diagnostics product range
- Strong export footprint
- Exclusive agency agreements with Horiba ABX, Becton Dickinson, Ortho Capital Diagnostics, Sakura Finetek and Corning
- Biggest clients are NHLS (National Health Laboratory Service), the three largest private pathology service providers in SA (Amphath, Lancet and Pathcare), Botswanan Ministry of Health and the Zambian Ministry of Health.

BRAND

► Farmalider

- Established Spanish pharmaceutical group
- Strong presence in Spain and opportunities in Europe
- Own GMP accredited manufacturing site
- Strong cross licensing opportunities with Ascendis Pharma
- Product offering includes generic drugs, OTC, ethical products, dermocosmetics and dietary supplements



From August 2016:

► Remedica

- European pharma company, operating > 50 years
- 300 generics (including HIV, tuberculosis and oncology drugs)
- Active in 100 countries via agents, distributors and international aid organisations
- State-of-the-art 40 000m2 manufacturing facilities



► Scitec

- Leading European sports nutrition company
- Selling in 90 countries worldwide with strong market positions all over Europe
- Focus on strength training, functional fitness and well-being
- Over 280 products produced in GMP and FDA approved facility



BRANDS

► Efekto

- Established home and garden protection business (>45 years)
- IP in more than 800 products
- Premium brands
- Defensible 3-year registration process



► Wonder

- Number 1 brand in plant nutrition (>45 years)
- Strong shelf-presence and track record

► Afrikelp

- 1971 established seaweed processing business for production of natural growth stimulants
- for agriculture and horticulture; 80% exports to approx 70 countries; strong international growth;
- complementary to Efekto/Wonder



► Avima

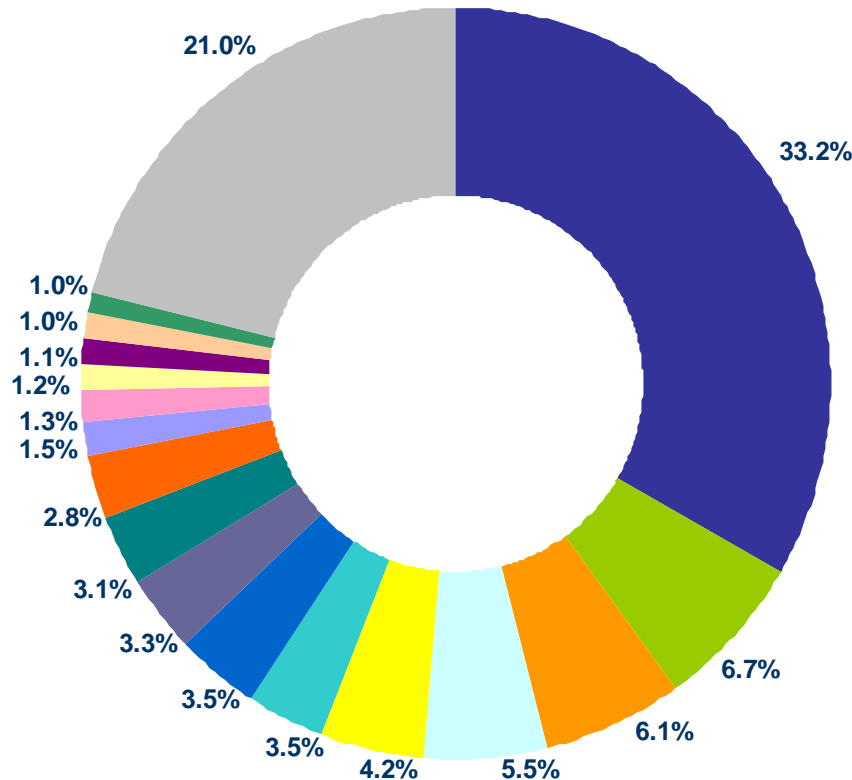
- Agri-chemical business for crop protection and public health
- Defensible 3-year registration process (70 registered products) (>50 years)
- 55% of sales to 21 other African countries
- Vertical integration with Efekto

► Marltons

- Market leading pet care brand (>25 years)
- Synergies with Efekto (1 500 common customer doors)
- Sales are 60% retail chain stores and 40% pet/vet stores
- Koi Country - complementary bolt-on business



SHAREHOLDER STRUCTURE



Holdings at 30 December 2016

Coast2Coast & staff	33.2%
Government Employees Pension Fund (GEPF)	6.7%
Kefolile Health Investments	6.1%
Ascendis management	5.5%
International Finance Corporation (IFC)	4.2%
Mineworkers Investment Company (MIC)	3.5%
WBD Investment Holdings	3.5%
Old Mutual Group	3.3%
Sentio Capital Management	3.1%
International sovereign fund	2.8%
36ONE Asset Management	1.5%
RMB Morgan Stanley	1.3%
Mergence Investment Managers	1.2%
Vanguard Group	1.1%
Sanlam Investment Management	1.0%
Investec Asset Management	1.0%
Other fund managers and shareholders	26.6%

- 16.9% international holding (Dec 2015: 5.0%)
- 28.2% BEE holding (Dec 2015: 14.5%), including 11.0% black female ownership

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