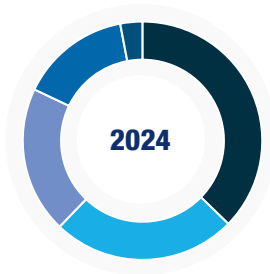


Business segment overviews continued

Over the counter

Revenue (%)



22%
of Group revenue

- Africa Middle East
- Australasia
- Europe CIS
- Americas
- Asia

29%
of Group gross profit

- 37
- 25
- 20
- 15
- 3

Key brands

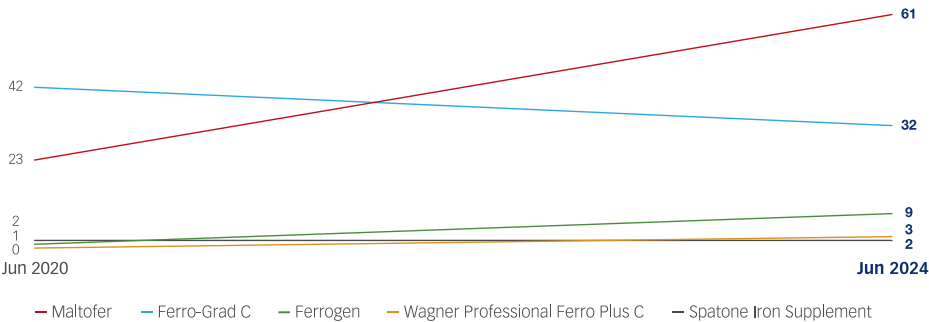
Emla	Maltofer	Magnesia Bisurada	Mybulen	Ovestin	Solpadeine	Xylocaine Topicals
Topical anaesthetic	Iron supplement	Antacid	Analgesic anti-inflammatory	Hormone replacement therapy	Opioid analgesic	Topical anaesthetic



Products that do not require a prescription and are mainly sold through retail pharmacies and the fast moving consumer goods sector, where brand recognition, marketing, and interactions with pharmacists play a key role in influencing consumer choices.

	2024 R'million	2023 R'million	% Change Reported	CER
Revenue				
Africa Middle East	3 561	3 501	2	2
Australasia	2 430	2 278	7	4
Europe CIS	1 974	1 742	13	7
Americas	1 450	1 323	10	1
Asia	291	262	11	7
Total	9 706	9 106	7	3
Gross profit (%)	58,7	58,6		

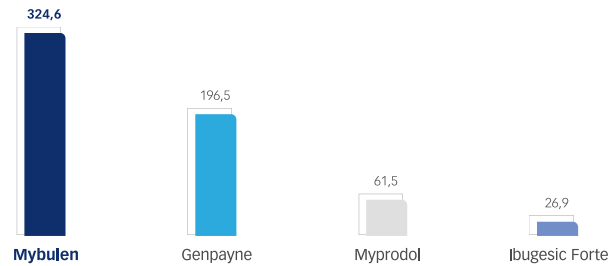
Australia: OTC Iron deficiency market, Maltofer vs competitors (MAT values, AUD'million)



Source: IQVIA June 2024

Business segment overviews continued

South Africa: Mybulen vs competitors (MAT values, R'million)



Source: IQVIA June 2024

Performance

The OTC segment has become the second largest within Commercial Pharmaceuticals and has enjoyed strong performance across all regions. For FY2024, revenue increased by 7% to R9 706 million, driven by notable growth in Europe CIS, which saw a 13% rise bolstered by the women's health portfolio. Australasia, the second largest OTC region, grew by 7%, benefiting from increased promotional efforts. The Americas were up 10%, while Africa and the Middle East grew by 2%, with a particularly strong performance in South Africa during the second half of the year.

The gross profit margin increased slightly to 58,7% (FY2023: 58,6%) due to the favourable impact of the portfolio mix.

