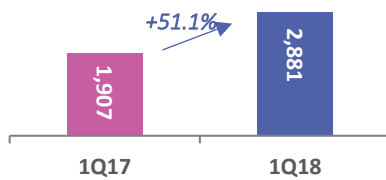


## Ibnsina Pharma Releases Audited 1Q18 Results

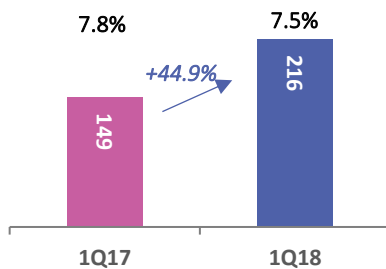
Ibnsina Pharma starts 2018 off strong with year-on-year revenue and EBITDA growth of 51% and 69% respectively in 1Q2018, ensuring a sustained growth momentum and once again outperforming the market, which grew by 31%.

Cairo, 14 May 2018

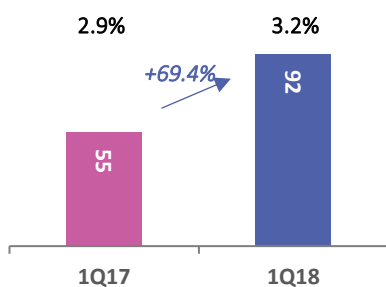
**Revenue Progression  
(EGP mn)**



**Gross Profit Progression  
(EGP mn, % margin)**



**EBITDA Progression  
(EGP mn, % margin)**



Ibnsina Pharma (ISPH.CA on the Egyptian Stock Exchange), Egypt’s fastest-growing and second-largest pharmaceutical distributor, announced today its audited results for the quarter ending 31 March 2018, posting net revenues of EGP 2.9 billion, up 51.1 % year-on-year. Net profit came in at EGP 28.0 million in 1Q18, representing a year-on-year growth of 46.3%.

While Ibnsina Pharma’s net profit margin remained relatively stable, at 1.0% in 1Q17 and 1Q18, its normalized net profit, which factors out one-time capital increase expenses of EGP 7.5 million and a general provision of EGP 3.5 million, recorded EGP 36.0 million after tax in 1Q18, up 88.4% year-on-year.

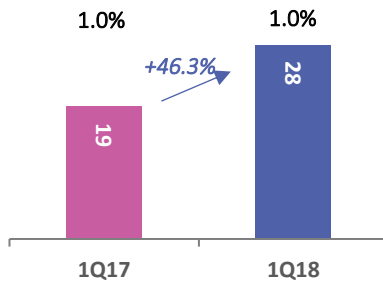
“We are pleased to report yet another strong quarter for Ibnsina Pharma, with revenues of EGP 2.9 billion or over 50% higher than the same period last year,” said Omar Abdel Gawad, Co-CEO of Ibnsina Pharma. “Our growth momentum in the first quarter of the year, which significantly exceeded our 5-year revenue CAGR of 31% and surpassed market growth by a record spread of 19%, leaves us optimistic that the year ahead will hold new records for Ibnsina Pharma,” said Omar.

“Spreading our fixed operational and administrative expenses across a wider revenue base with the significant growth in sales over recent years has allowed Ibnsina Pharma to benefit from greater economies of scale, demonstrated by its margin growth at the EBITDA and normalized net profit levels,” he added.

Ibnsina Pharma’s gross profit posted EGP 215.7 million in 1Q18, up 44.9% year-on-year, and yielding a gross profit margin of 7.5% during the period. Meanwhile, EBITDA increased by 69.4% year-on-year to EGP 92.3 million in 1Q18 from EGP 54.5 million in 1Q17. EBITDA margin grew to 3.2% in 1Q18 from 2.9% in 1Q17.

“Ibnsina Pharma has developed one of the largest product portfolios in Egypt with over 9,500 SKUs and is the preferred wholesaler to numerous globally established and branded pharma products,” said Mahmoud Abdel Gawad, Co-CEO of Ibnsina Pharma. “Our distribution capabilities are supported by a network of 56 sites and a fleet of 625 vehicles, ensuring timely delivery to our clients across the country. Our clients count on us to

### Net Profit Progression (EGP mn, % margin)



provide the highest quality service and support that extends beyond the delivery of products, while our suppliers view us as partners in driving sales and meeting their targets,” he added.

“To this end, we are pleased to announce the recent signing of two contracts with Novo Nordisk, a leading manufacturer of insulin and haemophilia treatment worldwide. The insulin market in Egypt in 2017 was worth approximately EGP 1.6 billion of which Novo Nordisk currently holds over 60%. The contracts are expected to begin in June 2018 and contribute approximately EGP 300 million to our top-line during their first year of implementation. We have invested EGP 2 million in additional warehousing facilities and allocated 28 specialized trucks for the distribution of over 20 of Novo Nordisk’s SKUs across Egypt. The investment is just the beginning of our wider plan to invest EGP 700 million in the expansion of Ibnsina Pharma’s distribution and storage network over the next five years, made possible by our successful IPO in 4Q17,” Mahmoud concluded.

*Ibnsina Pharma’s audited financial statements and full earnings release are available for download at [ir.ibnsina-pharma.com](http://ir.ibnsina-pharma.com)*

## About Ibnsina Pharma

Originally established in 2001, today Ibnsina Pharma is Egypt’s fastest-growing and second largest pharmaceutical distribution company. The Company distributes a competitive portfolio of pharmaceutical products from over 350 Egyptian and multinational pharmaceutical companies to more than 41,000 customers including pharmacies, hospitals, retail outlets and wholesalers. Its fleet of around 600 vehicles completes an average of over 375,000 deliveries each month.

Ibnsina Pharma’s core services for suppliers include management of warehousing and logistics for pharmaceutical products as well as the development and execution of tailored marketing solutions targeting a nationwide database of customers. The Company also provides efficient and reliable order-taking and delivery services to customers and was the first in its industry to pioneer a telesales model. Operating across 56 sites in 23 cities nationwide, Ibnsina Pharma’s team of more than 5,500 employees is dedicated to improving people’s quality of life by ensuring their access to safe and high quality pharmaceutical products.

For more information about Ibnsina Pharma, please visit: [www.ibnsina-pharma.com](http://www.ibnsina-pharma.com).

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### Shareholding Structure

(Post IPO and Capital Increase)

