

## **Ibnsina Pharma Marks its capital increase in Commercial Register; Capital Increase Proceeds EGP 290 Million Released and Transferred to Company Accounts**

**Cairo, 26 March 2018**

Ibnsina Pharma (ISPH.CA on the Egyptian Stock Exchange), Egypt's fastest-growing and second-largest pharmaceutical distributor, concluded the procedures to mark its capital increase in the commercial register. The capital increase proceeds which equal to EGP 290 million were transferred from the capital increase account to the company accounts and it is now ready to be injected in the business. According to IPO prospectus the new shares will be locked (non-traded) for 18 months from the company's first day of trading. The proceeds will be injected to implement the company's CAPEX plan amounting to EGP 700 million in the coming 5 years to establish 20 new distribution centers and warehouses and adding 240 vehicles.

It is worth mentioning that the capital increase was approved by the extraordinary general meeting held on 1/11/2017 which approved increasing the company's capital following the IPO through the issuance of 50 million shares to be exclusively allocated to old shareholders who sold their shares during the IPO , and per the board of directors meeting held on 17/1/2018 which approved increasing the company's capital from EGP 168 million to EGP 180.5 million with an increase of EGP 12.5 million by issuing 50 million shares at the IPO price ( L.E 5.80 ) to reach EGP 180.5 million distributed over 722 million shares , taking into consideration that the difference between the subscription price and the nominal value is a premium equal to EGP 277.5 million .

The CAPEX plan during FY 2018 is expected to be over EGP 170 million to open 6 new warehouses and distribution centers in addition to 33 vehicles. In FY 2017, Ibnsina Pharma invested EGP 150 million to add 6 additional sites and 55 vehicles which was reflected on FY 2017 net revenues reaching 9.6 billion up 33% year-on-year, with EBITDA posting year-on-year increase of 78% to EGP 406 million. Ibnsina Pharma market share in FY 2017 reached 19.24% up from 16.86% in 2016.

**– Ends –**

### **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 325 Egyptian and multinational pharmaceutical companies to more than 39,000 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 55 sites nationwide, Ibnsina'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.