

Ibnsina Pharma Releases 1H2019 Results

Ibnsina maintains its momentum from the start of the year into the first half, with rapid top- and bottom-line expansions on the back of a strong market; net revenues expand 26.8% year-on-year to reach EGP 7.6 billion, driving 34.1% year-on-year climb in net profit

Cairo, 6 August 2019

Ibnsina Pharma (ISPH.CA on the Egyptian Stock Exchange), Egypt’s fastest-growing and second-largest pharmaceutical distributor, released today its audited results for the six-month period ended 30 June 2019, booking net revenues of EGP 7.6 billion, up 26.8% year-on-year.

Gross profit expanded by 31.0% year-on-year, reaching EGP 608.3 million, while the gross profit margin climbed twenty-six basis points to 8.06% for 1H2019. Ibnsina Pharma’s gross profitability for the period was boosted by a temporary change in the contribution of different sectors to absolute revenue growth, with the company’s wholesale segment (a cash-intensive business where clients receive cash discounts) seeing its contribution decline relative to traditional levels.

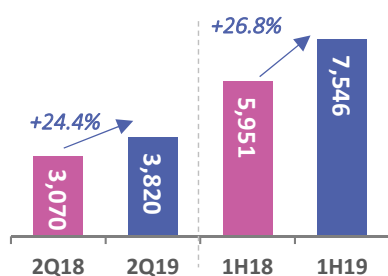
“Midway into 2019, Ibnsina is in clear sight of its strategic objectives for the year,” commented Omar Abdel Gawad, Co-CEO of Ibnsina Pharma. “We have leveraged the strength of our position in a vigorous market to maintain double-digit top line growth of 26.8% year-on-year to EGP 7.6 billion, outperforming our market for yet another quarter. Our margins exhibited similar strength during the period, expanding down our income statement, while our net profit climbed to 103.2 million for 1H2019.”

Meanwhile, EBITDA came in at EGP 299.1 million in 1H2019, up 41.5% year-on-year. Ibnsina Pharma’s EBITDA margin expanded by forty-one basis points to reach 3.96% in 1H2019. The company recorded a net profit of EGP 103.2 million during the period, representing a rapid bottom-line expansion of 34.8% year-on-year. Meanwhile, Ibnsina Pharma’s net profit margin climbed to 1.37% in 1H2019 from 1.29% one year previously.

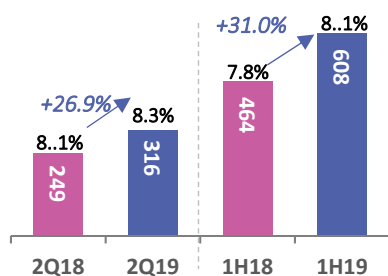
“During the first half of 2019, Ibnsina Pharma has shown itself more than able to take any development in its stride,” said Mahmoud Abdel Gawad, Co-CEO of Ibnsina Pharma. “The company’s ability to keep closely abreast of temporary changes affecting Egypt’s pharmaceuticals market and its strong and expanding footprint allows us to reap the benefits of market growth in different sectors, from retail pharmacies and tenders to wholesale and private hospitals.”

“Heading into the second half of 2019, we are taking all measures to ensure that core profitability and the bottom line continue on their positive trajectory, with a focus on fostering economies of scale across our

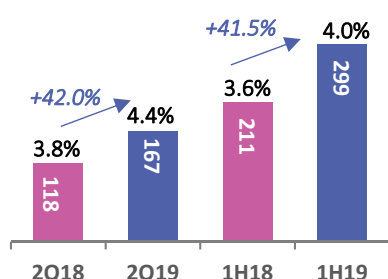
**Revenue Progression
(EGP mn)**



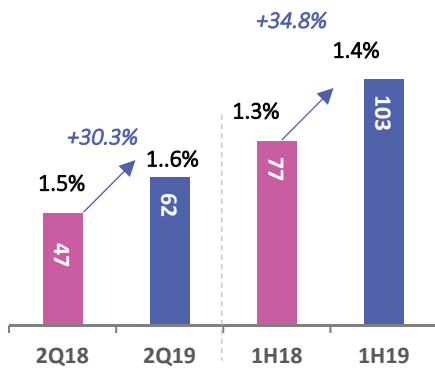
**Gross Profit Progression
(EGP mn, % margin)**



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



Net Profit Progression (EGP mn, % margin)



distribution network and leveraging the bonuses traditionally provided by our suppliers' at year-end," Mahmoud ended.

Ibnsina Pharma's audited financial statements and full earnings release are available for download at 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 42,000 customers including pharmacies, hospitals, retail outlets and wholesalers. Its fleet of around 650 vehicles completes an average of over 460,000 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 59 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.

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Shareholding Structure

(Post IPO and Capital Increase)

