



Investor Presentation

9M22 Results

Egypt's Fastest Growing Pharmaceutical Distributor

- *2nd largest pharmaceutical distributor with a retail market share of 21%*
- *c.49k clients served annually through a network of 65 operational sites and a fleet of 832 vehicles*
- *6-year revenue CAGR of 25% compared to normalized market CAGR of 14%*



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Agenda

- I Introduction to the Company
- II Key Investment Highlights
- III Appendix
- IV Contact Information



The Company in numbers

20+ years

Experience in pharmaceutical distribution

#1

Growing pharmaceutical distributor in Egypt

2nd

Largest pharmaceutical distributor with 21% retail market share

c.49 k

Retail pharmacies, hospitals & wholesalers served

Over 360

Multinational & local pharmaceutical suppliers, covering over 98% of the market value

7,000+

Employees

65

Operational sites all over Egypt

832

Distribution vehicles

EGP 16.2 bn

Gross Revenues in 9M 2022

21%

Gross Revenue CAGR from 2015-2021

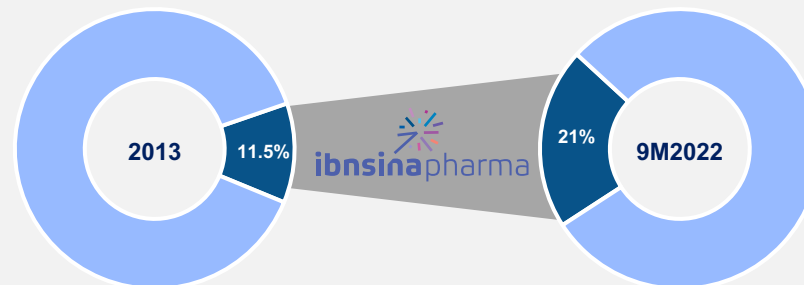


Ibnsina Pharma, Egypt's fastest growing pharmaceutical distributor...

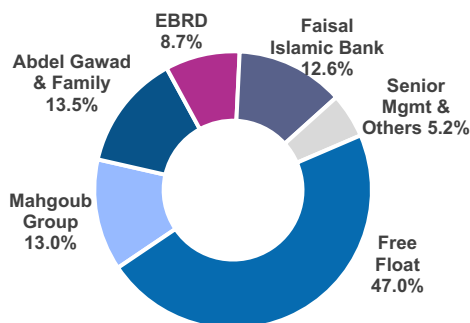
Company Overview

- Established in 2001, Ibnsina Pharma "ISP" is the fastest growing, and 2nd largest, pharmaceutical distributor in Egypt with a market share of 22.4%
- Nationwide distribution network with 65 operational sites including distribution hubs and central warehouses, supported by a fleet of c.832 vehicles serving c.49k retail pharmacies, hospitals & wholesalers across Egypt
- Pioneer in introducing value added services for its customers including telesales, same-day-delivery and creative commercial activities, in addition to third party logistics services for its suppliers including; warehousing, transportation, data analytics, packaging and relabeling, and quarantine inspections

Retail Market Share¹



Shareholding Structure¹

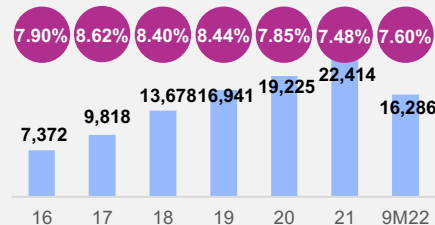


Key Suppliers

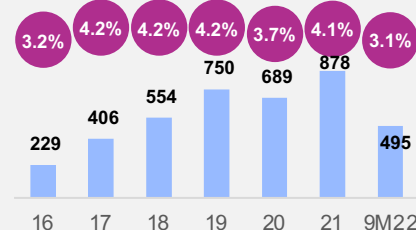


Key Financial Highlights

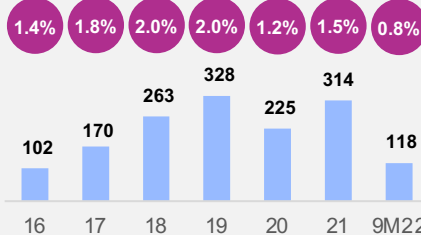
Gross Revenue² & GPM | EGP mn, %



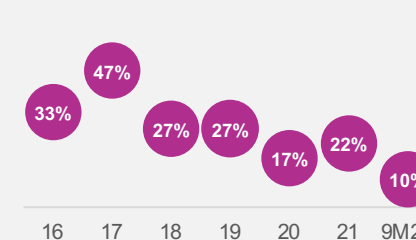
EBITDA & Margin | EGP mn, %



Net Profit & Margin | EGP mn, %



RoE %



Certifications

Quality



Environmental



Road Safety



Health & Safety



(1) Post IPO & Capital Increase; (2) Pro forma gross revenue includes part of 3PL revenue that was stated as other income until 2016
Source: IMS Health, Company Management

Strategies Timeline ...



Launch: 2001-2005

Established in 2001 under the name "Ibnsina Laborex" in partnership with **Pinault Printemps Redoute ("PPR")** through its subsidiary **Eurapharma**

7	Operational Sites	2005
12k	Clients	
EGP 665mn	Revenue	

7.0%

In partnership with



Turnaround Strategy: 2006-2008

Management buy-out of PPR shares, name changed to "Ibnsina Pharma"; optimized cost structure & turned the Company profitable

7	Operational Sites	2008
16k	Clients	
EGP 1.0bn	Revenue	

8.8%

Expansion Strategy: 2009-2012

Investment to add 15 distribution centers & 5 offices, and enhance efficiency through standardizing operational processes

27	Operational Sites	2012
30k	Clients	
EGP 2.5bn	Revenue	

10.5%



Growth Strategy I . 2013-2021

Capture market share through implementing value-base differentiation strategy & launch of new revenue streams focusing on enhancing margins

64	Operational Sites	FY21
c.46k	Clients	
EGP 22.5bn	Revenue	

23%

2017



European Bank
for Reconstruction and Development

New Subsidiaries: 2021-2022

Under the umbrella of AIM

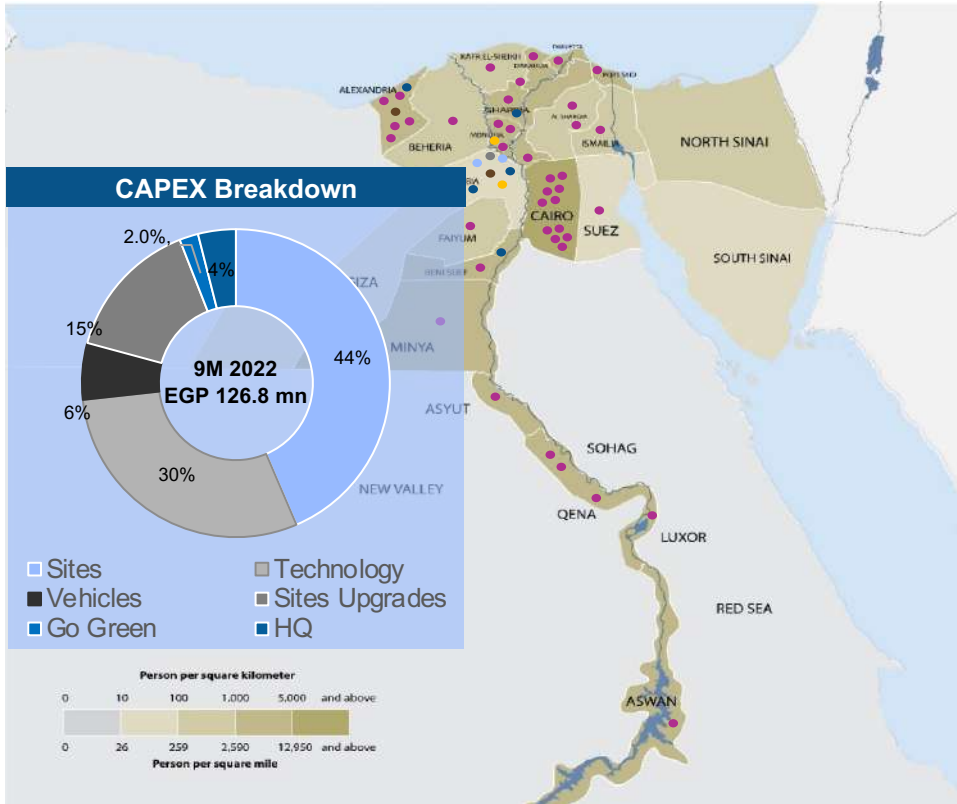
- Ramp Logistics to invest EGP 440 million in a Third party Logistics Services.
- In line with our vision of diversification and growing in the health sector we acquired el shorouk hospital for 430 MN.



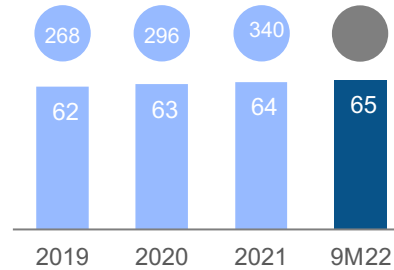
...optimally expanding our distribution network to unlock value....

Distribution Network

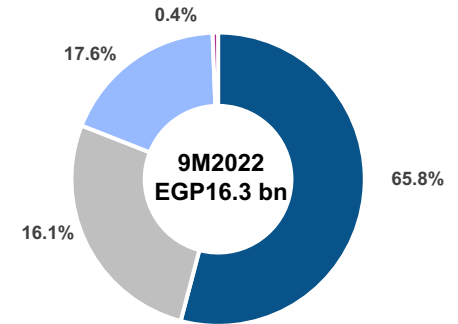
- 5** Platforms and main warehouse
- 50** Distribution Centers (DC)
- 2** Tender DC
- 2** Reverse Logistics Warehouses
- 4** 3PL¹ Warehouses
- 1** Personal Care DC



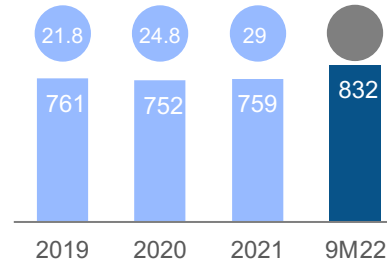
No. of Sites (Rev/Site – EGP mn)



Revenue by Business Line

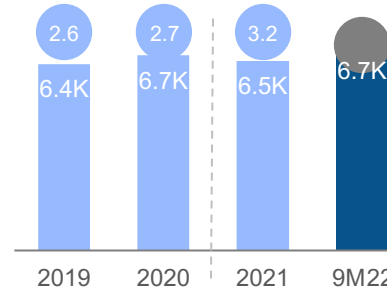


No. of Vehicles (Rev/Vehicle – EGP mn)

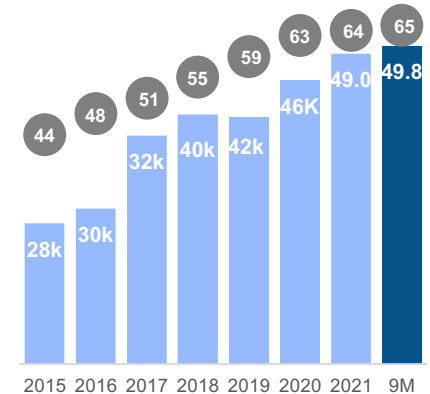


- Pharmacies
- Wholesale
- Tenders & Hospitals
- 3PL & Other

No. of Employees (Rev/Emp – EGP mn)



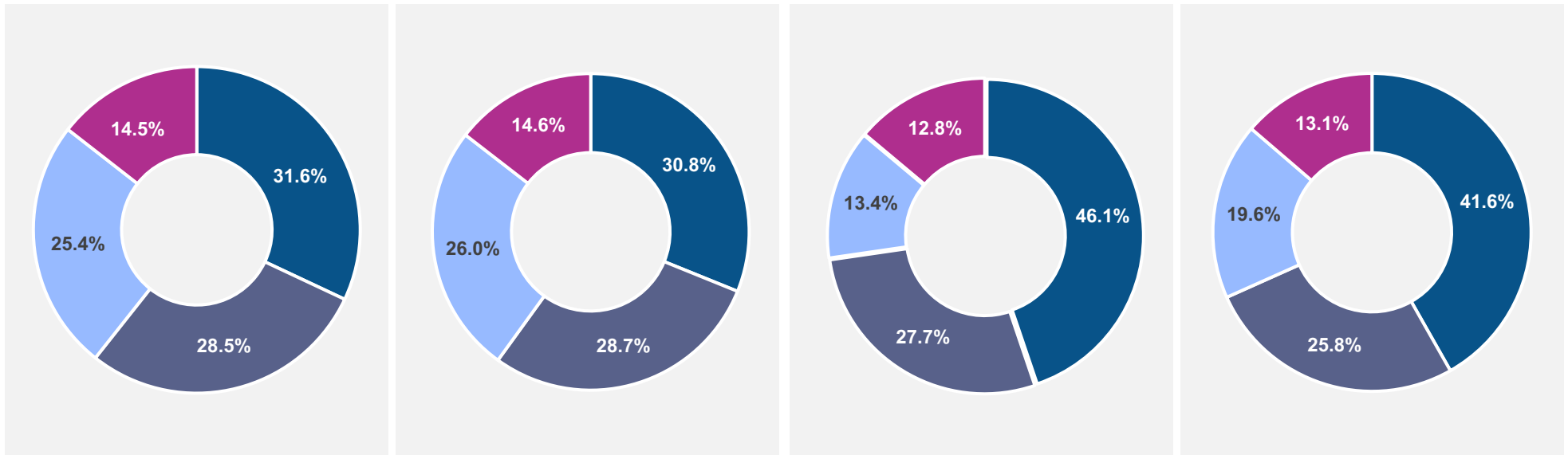
Number of Clients & Sites





...and leveraging our network to serve our c.49k customers nationwide

Clients by Geography (FY2022)



49,801
Total Customers

45,978
Retail Pharmacies

868
Wholesale Clients

2,955
Hospital Clients

■ Cairo & Canal ■ Delta ■ Upper Egypt ■ Alexandria



Key Investment Highlights



Key Investment Highlights

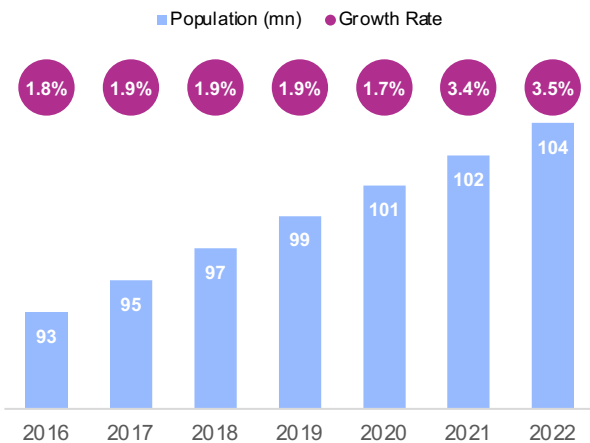
<p>1 Solid Demographic Profile</p>	<p>A rapidly growing population coupled with a growing middle class and increasing healthcare awareness, positions Egypt as one of the most attractive consumer markets in the region</p>
<p>2 Attractive Industry Dynamics</p>	<p>A highly defensive sector with significant room for continued growth driven by recent regulatory reforms, increasing incidence of chronic disease, and a surge in generic uptake</p>
<p>3 Strong Market Share</p>	<p>Fastest growing & 2nd largest player in the market with nationwide geographical coverage and access to over 44k retail pharmacies, hospitals & wholesalers</p>
<p>4 Efficient Business Model</p>	<p>Four strategic pillars to ensure sustainable growth</p>
<p>5 Resilient Supply Chain</p>	<p>Multi-site operations with highly diversified supplier/client base, covering over 95% of the market SKUs, mitigating any supply chain disruptions and ensuring business continuity</p>
<p>6 Robust Financial Performance</p>	<p>Significant top and bottom line growth on the back of recent regulatory reforms and enhanced operational efficiency</p>
<p>7 New Revenue Streams</p>	<p>Expansion into higher margin diversified revenue streams to further enhance profitability</p>
<p>8 Experienced Management Team</p>	<p>Highly experienced management team that has delivered strong results during challenging times, coupled with strong corporate governance practices backed by notable institutional shareholders</p>



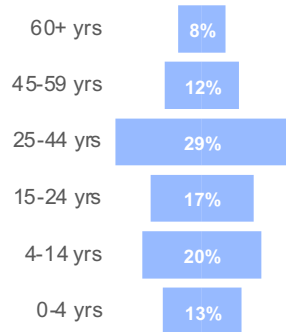
1 Solid Demographic Profile

Egypt's demographic profile makes it the region's largest consumer market

Population | mn

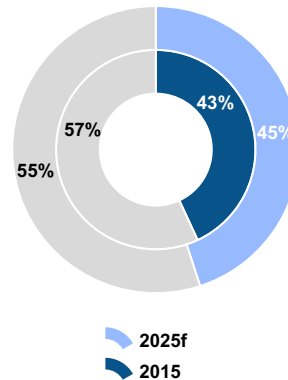


Age Pyramid



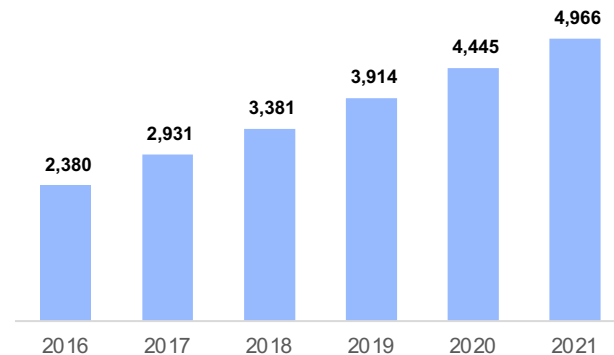
An increasingly aging, more urbanized demographic profile drives an increase in health awareness

Urban Population

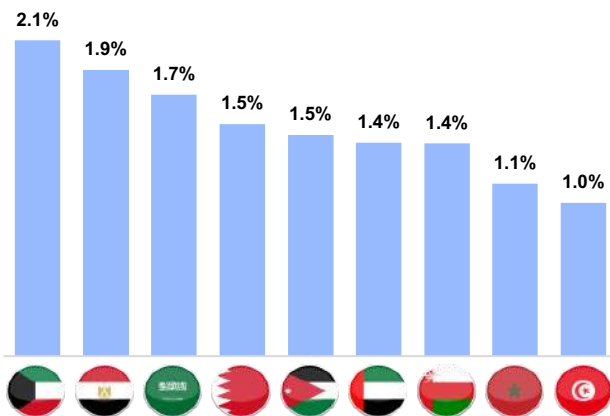


Disposable Income | EGP bn

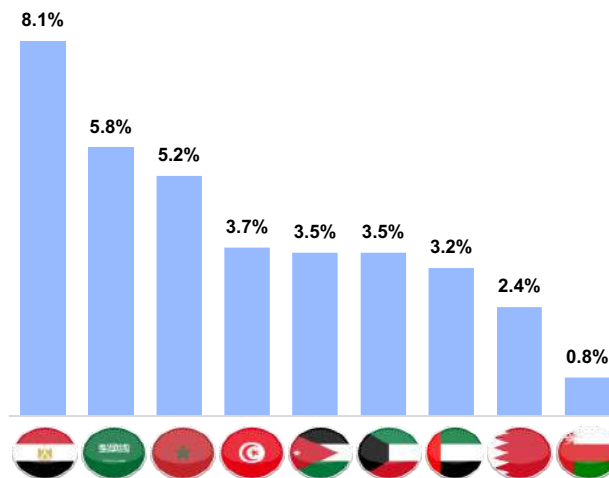
Egypt has seen a growth in health awareness on the back of a growing middle class and rising GDP per capita and decreased government spending



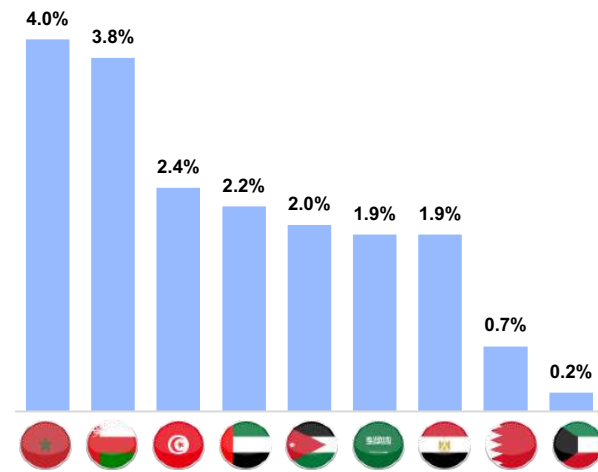
Population CAGR | 2015-2020



Population Age 65+ as % of Total Population | 2020



Urbanization CAGR | 2015-2020



Source: BMI, WHO

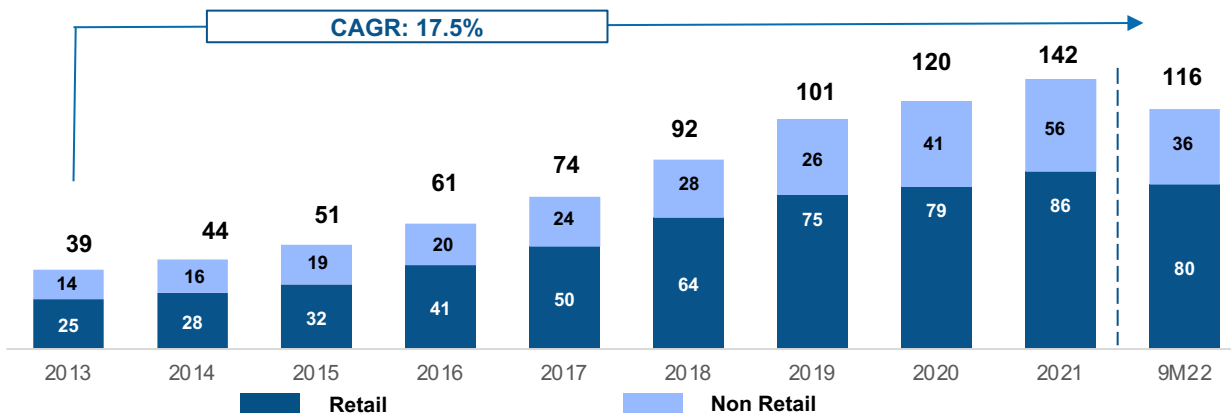


2 Attractive Industry Dynamics (I/II)

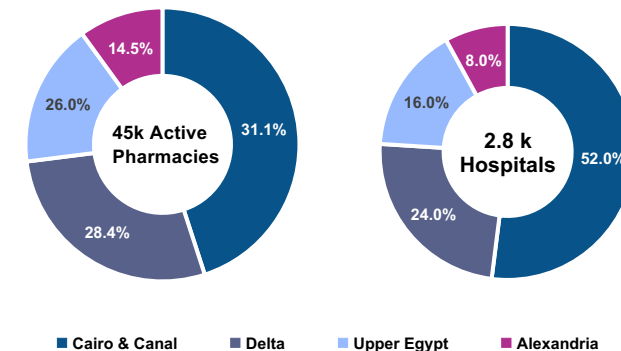
A highly defensive sector with significant room for continued growth

Total Market Size¹ | EGP bn

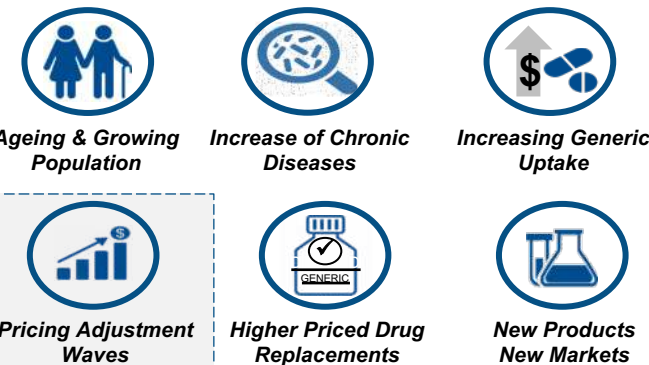
Egypt's healthcare market is the fastest growing in the region driven by significant growth in the pharmaceuticals market



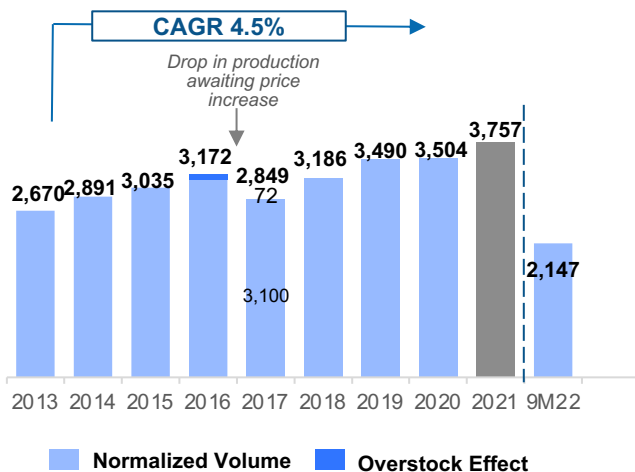
Market Segmentation



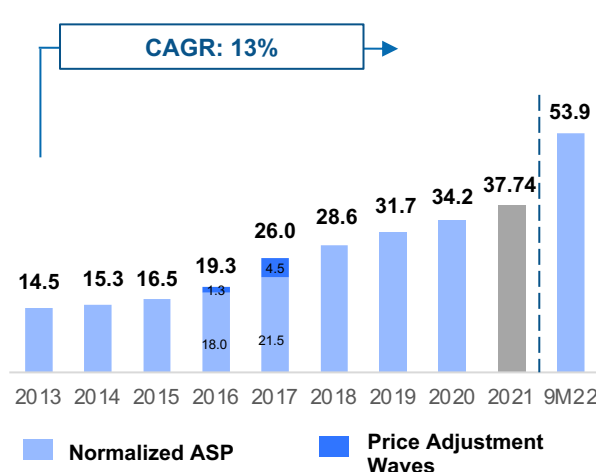
Key Growth Drivers



Market Volume Evolution | in Millions



Average Selling Price (ASP) Evolution



In 2016, Increase in price of medicine that cost less than EGP 30 by 20% due to increase in production costs
In 2017, Retail price increase of 30-50% for over 3k SKUs

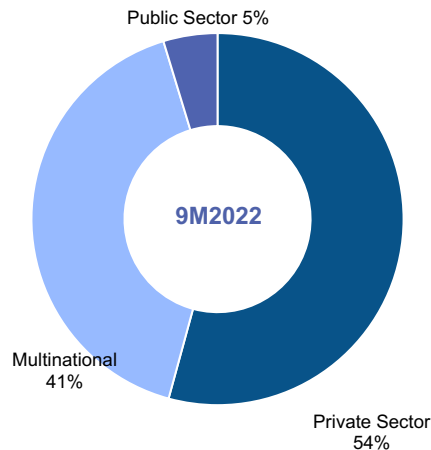
1) Non-retail market data (tenders, wholesale, private hospitals) published by IMS Health is based on the use of end-user price in calculating the value of the market. Tenders typically see significantly lower prices than those prevailing in the retail segment, while prices vary from one tender to another.



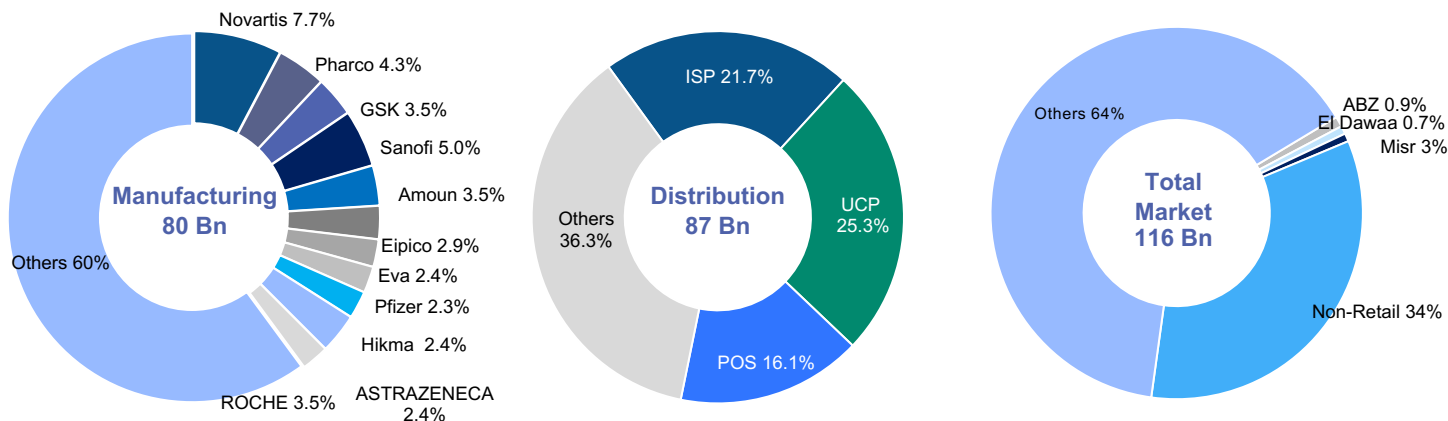
2 Attractive Industry Dynamics (II/II)

A highly defensive sector with significant room for continued growth

Pharma Total Market Share



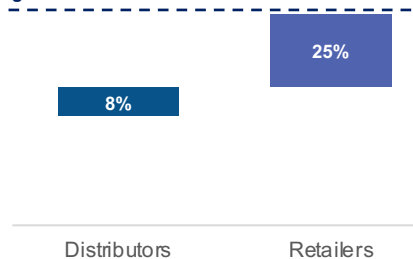
Market Segmentation | Total Market Share 9M2022



The distribution space is the most consolidated segment, with the 3 largest players processing 63% of the market sales

Industry Regulated Margins

Regulated Price



✳ Distributors operate on a fixed margin set out by the Ministry of Health (MoH), and is marked down from the regulated price of the SKU

✳ In 2016 the distribution margin increased for the 1st time since the 50's from 7% to 8% on locally manufactured products . Also , the retailers margin increased from 20% to 25%

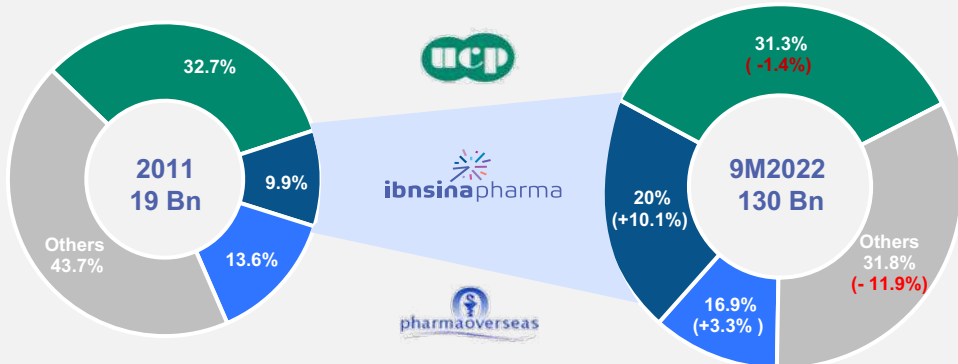
✳ Distribution Margin worldwide is between 7 – 12% , Egypt is on the lower side .



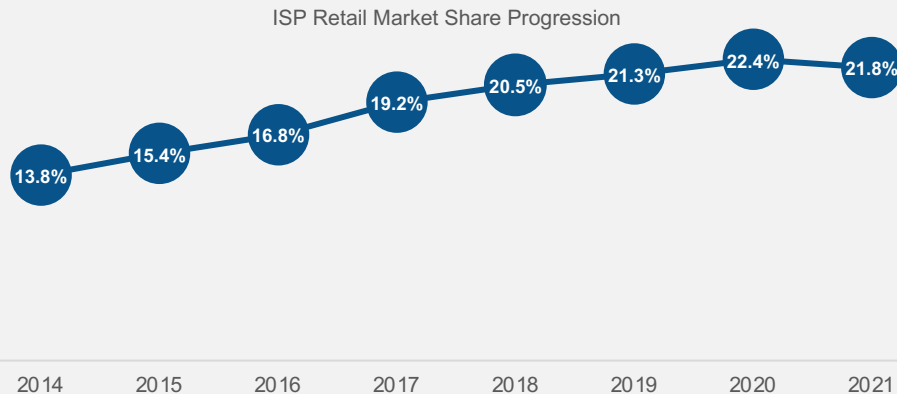
3 Strong Market Share

Exceptional profitable growth on the back of a solid value-based differentiation strategy

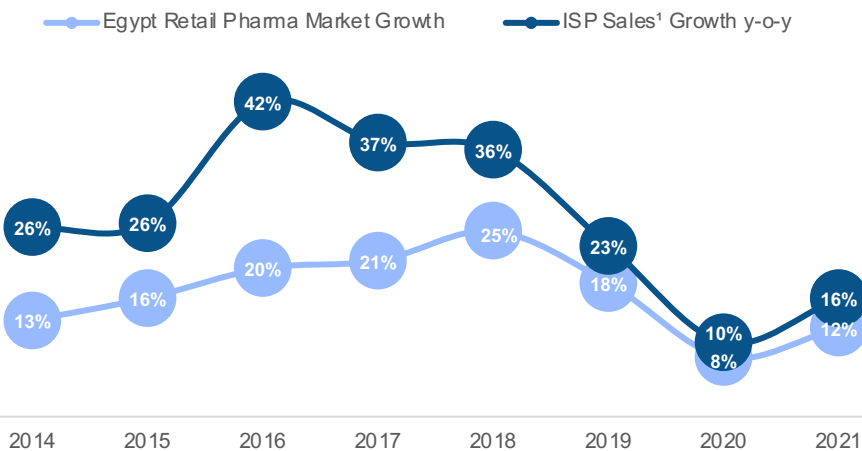
ISP is the fastest growing distributor in the Egyptian market ¹



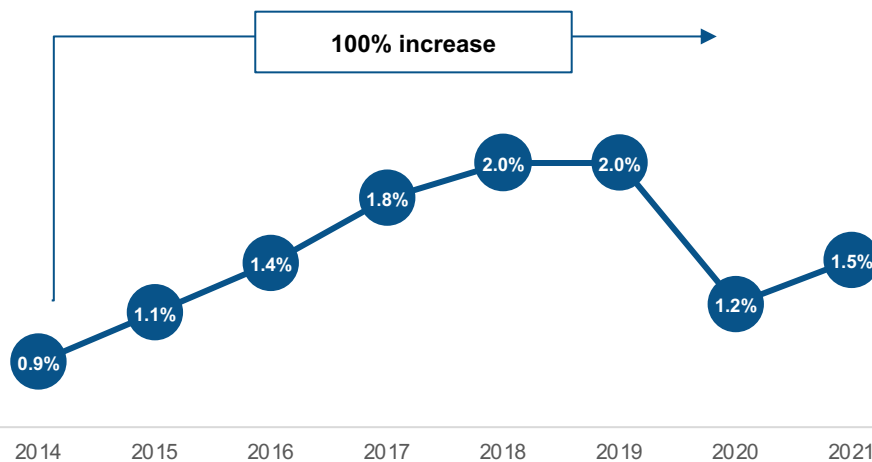
The distribution market has been experiencing a trend of consolidation towards larger market players, as both manufacturers and pharmacies prefer to deal with fewer number of distributors with larger capabilities and more value-add



ISP has been constantly outperforming the market...



...while increasing its profitability | Net Profit Margin %

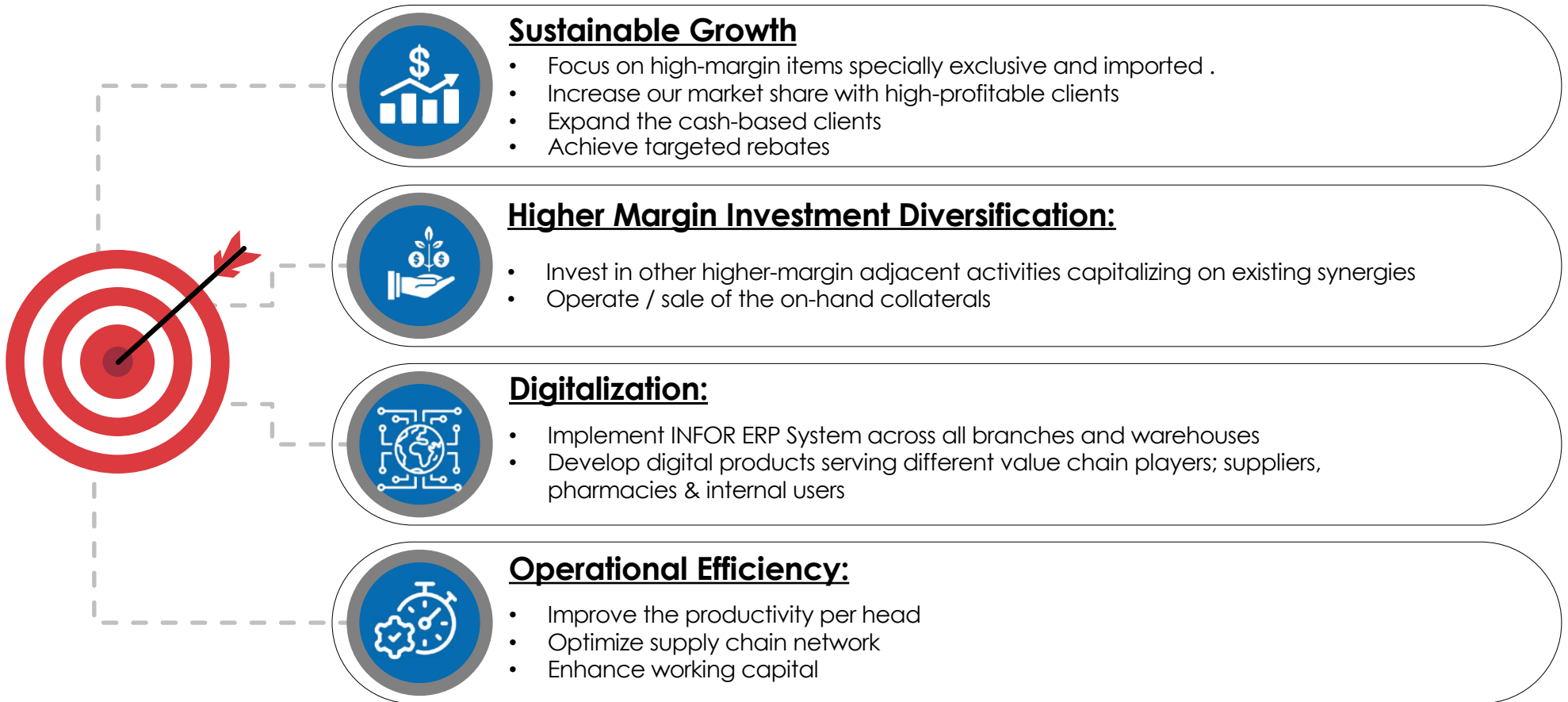


(1) Ibsina will report only its market share in the retail segment, as the non-retail market data published by IQVIA tends to overstate market size due to the use of the end-user price in calculating the value of the tenders market. Tenders typically see significantly lower prices than those prevailing in the retail segment, while prices vary from one tender to another. Source: IQVIA, Company Management



4 Efficient Business Model

Ibnsina pharma Strategy is focusing on four strategic pillars





4 Ramp Logistics (I/II)

Diversification by tapping into the EGP 80 BN high margin logistics sector

Ramp Logistics




- A 3PL company serving three main sectors; Pharma, FMCG and e-Commerce
- Nationwide warehouses with **25,000 m2**
- A transportation and **distribution fleet** covering **all over Egypt**
- A high margin industry with a **light asset model based on build to rent** the warehouses
- Targeting **EGP 300 Million** revenues by end of **2024**

Clients



Market Opportunities

Pharma 

FMCG 

e-Commerce 

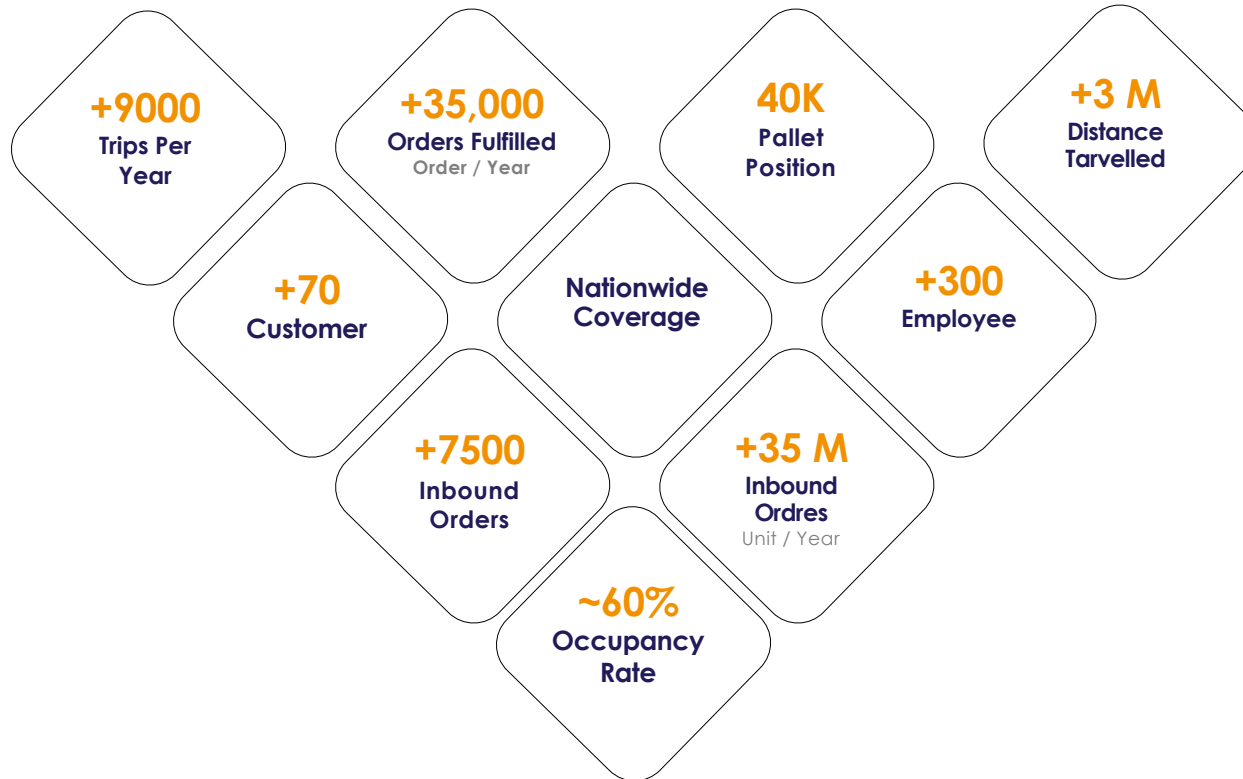
Pharma		FMCG		e-Commerce	
Total Market Value	EGP 142 Billion	Total Market Value	EGP 900 Billion	Total Market Value	EGP 50.6 Billion
Total Logistics Percentage	2%	Total Logistics Percentage	7%	Total Logistics Percentage	15%
Total Logistics Market	EGP 2.8 Billion	Total Logistics Market	EGP 63 Billion	Total Logistics Market	EGP 7.8 Billion



4 Ramp Logistics(II/II)

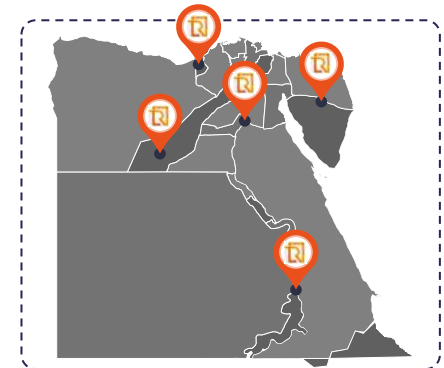
expanding with 20K dry PP, currently capacity 40K pallet positions (60% occupancy) and planning to expand 35K additional pallet in 2023

Ramp Logistics in Numbers



Geographical Existence

- 1 Currently operates 3 warehouses in 6th of October, Obour and 10th of Ramadan
- 2 Plan to add two new warehouses with a total Pallet Positions of 35k of by end of 2023
- 3 Ramp have distribution routes that covers all over Egypt





4 El Shorouk hospital

ISP taps into hospital business with the acquisition of El Shorouk hospital for EGP 430MN

2- Sherouk Hospital

Location	El-Shorouk City
Cities Served	El-Shorouk City, Badr, Madinaty & Canal Cities
Population Served	4.5 – 5 Million
Total Investment	430 Million
Starting Operations	Q4 2022

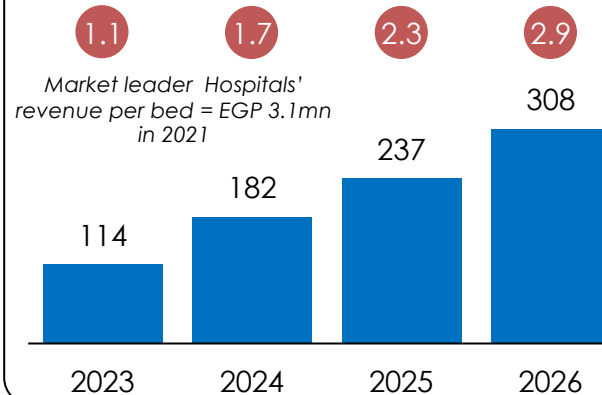
Hospital Figures

10,000 Meter Square	2 Catheter Rooms
105 Beds	10 NICU Department
4 Operating Rooms	21 Specialized Clinics

Other Main Highlights:

- Radiology department
- Complete dental units
- Laser and dermatology
- Physical therapy department
- Cosmetic services clinics
- Lab/Pharmacy
- Blood Bank
- Fully equipped ICU ambulance cars`

Revenues | Revenue / Bed



4 Concrete digital infrastructure

Concrete digital infrastructure to support ISPH Strategy as a leading "Pharma Disruptor"

Internal



INFOR ERP System:

- Strong & secure ERP system for a better business reporting , customer service and cost saving.
- The System will be fully rolled out by **Q2 2023**

infor

TMS System:

- Specialized software for planning, executing and optimizing of shipment process
- Route optimization enabler and fleet tracking
- **By end of 2023** will be applied on **800 vehicles**



Mitel System:

- Phone system enhancing the productivity of tele-sales workforce

Mitel

Supplier



Supplier Portal:

- A digital product that provides the suppliers with different reports and analytics 24/7
- Currently **300 supplier** are onboard
- **Expected EGP 14 Million net revenues in 2022**



EDI System:

- integration and interchange of data electronically with our suppliers through a standard process
- We started the piloting phase with Abbot Pharmaceutical



Customer



B2B Mobile App:

- A digital **self service channel** to receive the orders from dealing pharmacies
- **29,000 Active Clients**
- **14,000 Dealing Clients**
- **Expected EGP 700 Million revenues in 2022**



Field Force App:

- Digitization the the communication between the suppliers, ISP & the pharmacies
- **50 supplier** are onboard
- **EGP 40 Million** targeted sales per month



Pharmacist:


- First pharmacy management system (PMS) built on **AI** to enhance the replenishment cycle as well as getting an access to clients' live data

PharmaSyst

4 Optimization & Working Capital


Optimizing supply chain network and working capital to improve productivity rate”

01 Supply Chain Optimization



- Consolidating** current network to achieve higher efficiency
- Wave 1** will concentrate on consolidating **Cairo branches** with **5 confirmed sites**. This will yield savings ~16 EGP millions annually
- Wave 2** will be **Alex region** with **4 sites under study** then **Canal branches**
- Preparing the network **to meet future sales targets while improving OPEX to sales ratio**

02 Working Capital Enhancement



Receivables – Client Side

- Adopting new collection and payment strategies
- Enhancing the net debt by end of Q1 2023

Inventory Levels :

- Improving the demand forecasting process to optimize days of inventory


Payables - Suppliers Side:

- Enhancing the payment terms with suppliers to optimize days of sales

Cash Conversion Cycle

Year	CCC (Days)	Revenue (Million EGP)	Cost (Million EGP)
2020	2 Days	37	93
2021	4 Days	36	91
S1-2022	8 Days	40	96
2022	3 Days	36	94

03 Productivity Improvement



Organization Structure & Manpower

- Removing excess layers and optimizing manpower. targeted total saving of **EGP 27.72 Million by Dec 2023**

Digital Initiatives:

- Launching our digital initiatives as Mitel, CCTV, Mobile App and Suppliers Digital Platform allowed us to expand our business operations across all branches without adding extra human resources to keep a high efficiency rate

Productivity Rate (Million / Head)

Year	Productivity Rate
2019	2.6
2020	2.9
2021	3.4
2022 MTD	3.6

OPEX

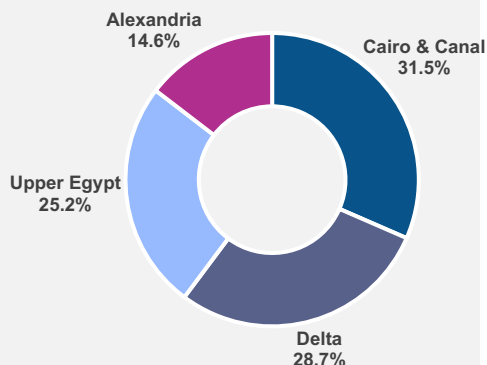
Year	OPEX (Million EGP)	% Change
2019	642	4.1%
2020	652	4.4%
2021	641	3.7%
2022	657	4.0%



5 Resilient Supply Chain

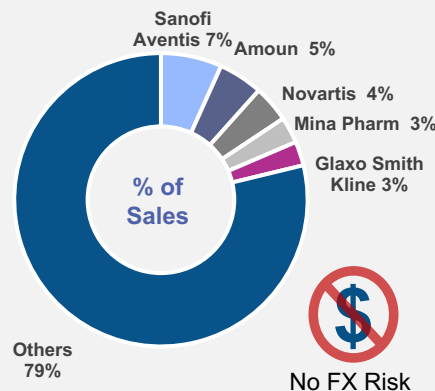
Highly diversified supplier/client base significantly mitigating supply chain risks

Diversified Geographical Presence



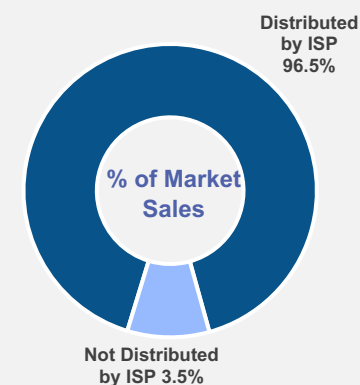
- Low client concentration risk due to small number of pharmacy chains in Egypt
- Cairo & Canal region has the highest sales contribution due to higher purchasing power

Minimal Supplier Concentration



Minimal supplier concentration with the top five supplier representing less than 25% of sales

Expansive SKUs Coverage



Product portfolio covers 85% of the SKUs available in the market, collectively representing 93% of the market sales value

Multiple Contracts with Key Suppliers

						<p>No SKU Concentration (Each SKU \leq 0.5% of sales)</p>

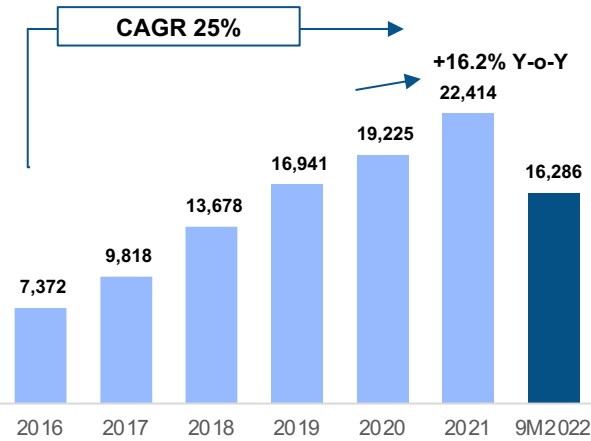
Source: IMS Health; Company Management



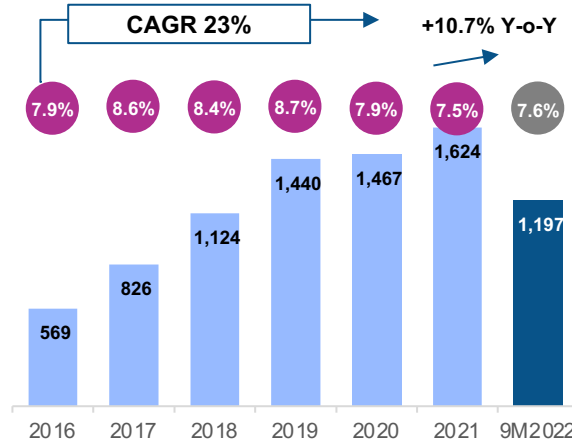
6 Robust Financial Performance

Robust financial performance with double digit top line and bottom-line growth

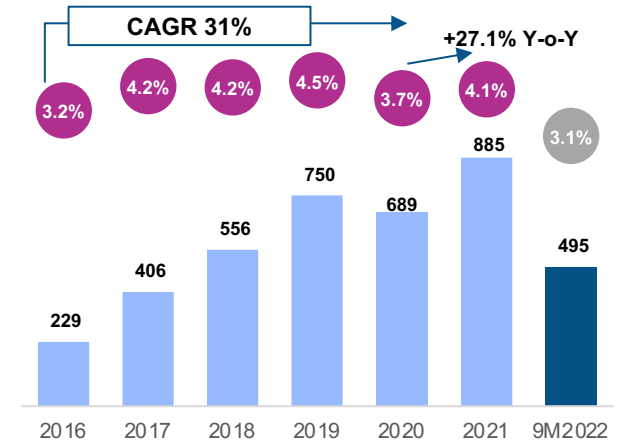
Gross Revenue¹ | EGP mn



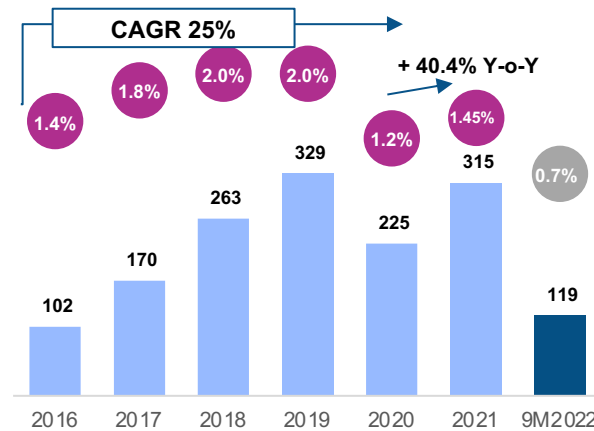
Gross Profit | EGP mn, %



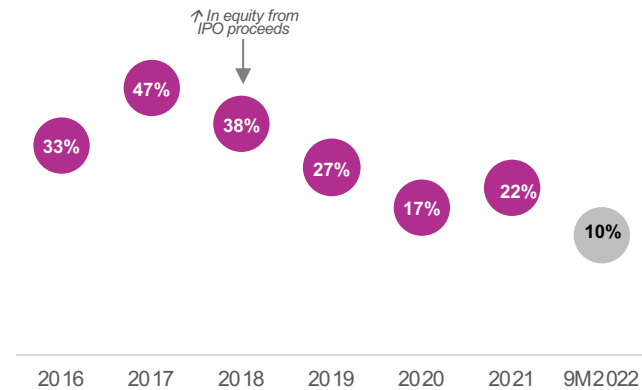
EBITDA & Margin | EGP mn, %



Net Profit & Margin | EGP mn, %



ROE | %



Source: Company Management



6 9M22 Financial Performance



9M22
Net Revenues

EGP **15.8** BN

▲ 0.38% y-o-y

9M22
Gross Profit

EGP **1.2** BN

-4.9% y-o-y

9M22
EBITDA

EGP **495.05** MN

-19.95% y-o-y

9M22
Net Profit

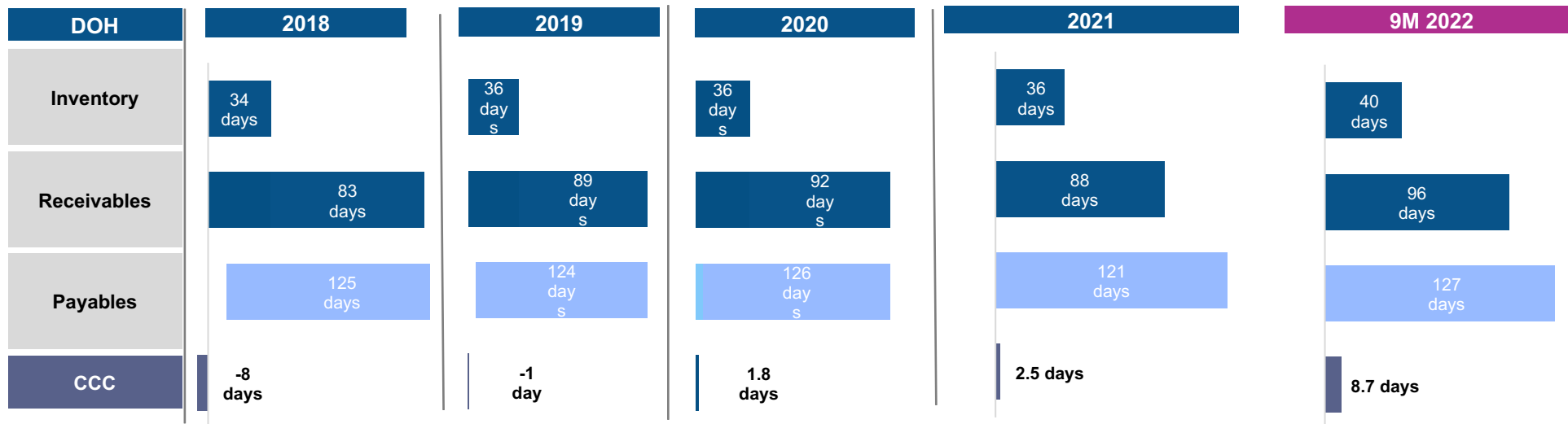
EGP **118.4** MN

-51.06% y-o-y



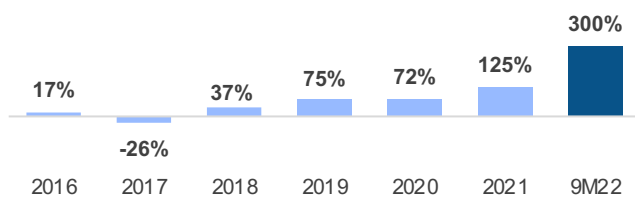
6 Robust Financial Performance

Effective working capital management has been a key success factor to ISP's performance

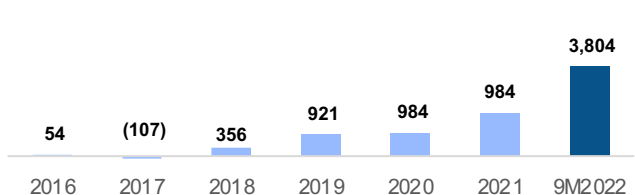


Supplier contracts have the option of credit terms ranging from 120-150 days or a cash discount

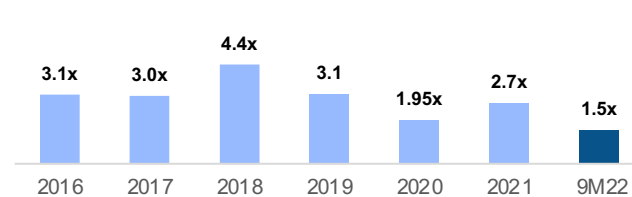
Net Debt to Equity Ratio



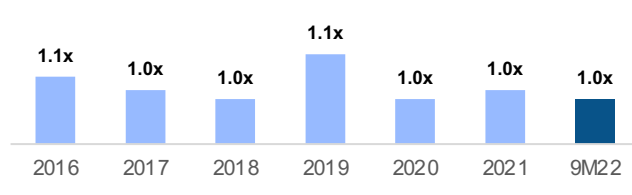
Net Debt | EGP mn



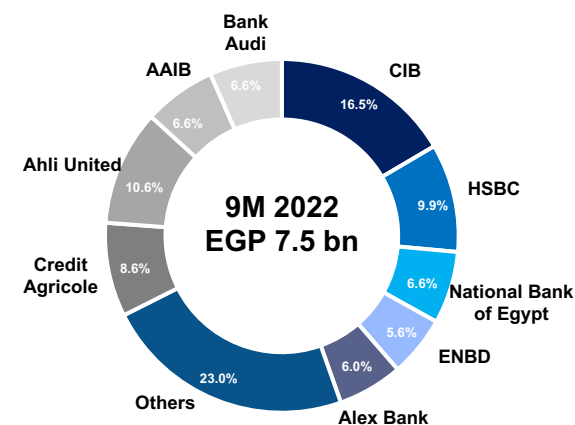
Interest Coverage Ratio¹



Current Ratio



Facilities Breakdown | % of Authorized Limit





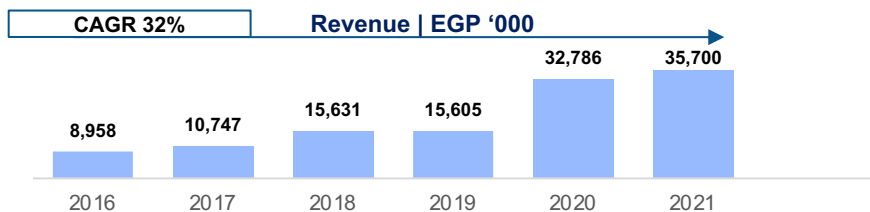
7 New Revenue Streams

Expansion into high-margin diversified revenue streams to further enhance profitability

Warehousing



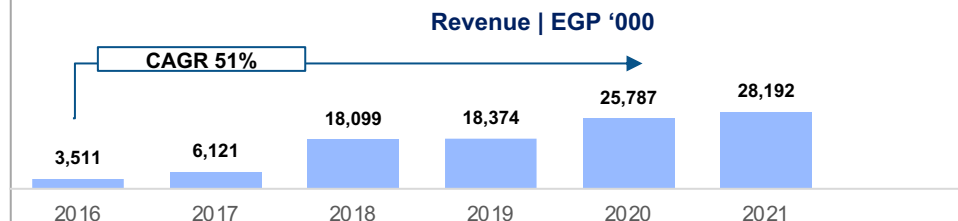
Warehousing services for suppliers which allows them to save significant CAPEX. ISP invested in 4 warehouses including a mega-warehouse, adding a capacity of 11k pallets to reach a total capacity of 19.7k pallets. The warehousing business is a key area for growth going forward.



Transportation



Capitalizing on a growing need for specialized transportation services, ISP invested in providing high quality services to pharma manufacturers and notable FMCG brands such as Unilever. This business complements the warehousing activity.

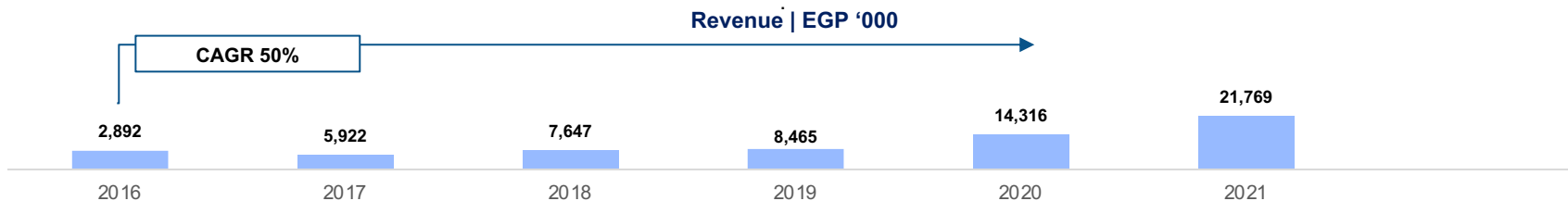


Other



ISP offers overprinting and re-packaging of pharmaceutical products to comply with national regulations and to support manufacturers for promotional needs. This business complements the warehousing activity.

Other revenue also includes exports, fleet advertising, market micro-research for manufacturers, bulk SMS, and various service-oriented business lines.



Source: Company Management



8 Experienced Management Team

Highly experienced management team with strong track record

Mahmoud Abdel Gawad
Co- Founder & Co-CEO

- ✿ 30 years of pharmaceutical industry experience with focus on commercial operations, IT, quality assurance and administration.
- ✿ Prior to Ibnsina, Mahmoud held several senior-executive positions at various pharmaceutical companies in Egypt and abroad.
- ✿ B.S in Pharmacy from Cairo University and MBA from the Arab Academy for Science and Technology.

Omar Abdel Gawad
Co- Founder & Co-CEO

- ✿ 24 years of pharmaceutical industry experience with focus on finance, sales, marketing and human resources.
- ✿ Prior to becoming Co-CEO, Omar has held various positions including marketing manager, sales manager and general manager.
- ✿ B.A in Economics from the American University in Cairo and MBA from the Arab Academy for Science and Technology.

Momen Gomaa
CFO

- ✿ 24 years of corporate finance and treasury experience with focus on financial management, treasury, accounting, budgeting and credit.
- ✿ Prior to Ibnsina, Momen spent 4 years as an accountant at the Egyptian Pharmacists Company (EPC), a local pharma distributor.
- ✿ B.A in Commerce from Ain Shams University.

Hazem Rashwan
Sales Director

- ✿ A results-driven sales professional with over 20 years of experience in pharma distribution
- ✿ In-depth knowledge of customers' needs allows him to exceed customer expectations and provide excellent service
- ✿ Holds an MBA from Eslsca Business School, and a DBA From the Faculty of Commerce and Foreign Trade, Helwan University.

Abdel-Ghafar Gamil
Operations Director

- ✿ Seasoned supply chain professional with experience in different industries for more than 25 years .
- ✿ Built his skill blocks in well-diversified work environments in multinationals, regional & local companies covering a broad career path.
- ✿ Holds professional quality management certification from AUC and a bachelor's degree in chemistry from Ain Shams University.

Ahmed Samy
Commercial Director

- ✿ 20 years of pharmaceutical industry experience with focus on commercial operations.
- ✿ Ahmed leads the development of strategic supplier partnerships .
- ✿ B.A in Commerce from Ain Shams University.

Mohamed Shawky
*IR & Corporate
Communication Director*

- ✿ 20 years of experience in investor relations and corporate and family governance.
- ✿ Prior to joining Ibnsina Pharma, he served as Head of IR at Mezzan Holding, Kuwait and Senior Manager of IR at Egyptian Resorts Co. (ERC).
- ✿ B.A. in Economics and MBA from Arab Academy for Science and Technology , Certified Investor Relations from UK IR Society



8 Experienced Management Team

Highly experienced management team with strong track record

Rabeya Marzouk
CEO-Ibnsina Trade

- ✿ AIM Ibnsina Pharma's investment arm established a new subsidiary, "Ibnsina Trade" to capture growth opportunities in medical promotion outsourcing, pharmaceuticals exports, non-food FMCG products distribution
- ✿ Rabeya currently holds CEO position of Ibnsina trade , previously Rabeya was Chief Sales where he has played a key role in increasing Ibnsina's market share and surpassing market growth rates over the past 6 years.
- ✿ B.S in Veterinary Medicine from Alexandria University and MBA from the Arab Academy for Science and Technology.
- ✿ 25 years of pharmaceutical industry experience with focus on pharmaceutical sales

Mohamed Adel
CEO-Ramp Logistics

- ✿ AIM Ibnsina Pharma's investment arm established a new subsidiary, "Ramp Logistics " a pure logistics service provider to cater for the growing demand for warehousing , transportation and other 3PL services outsourcing
- ✿ Mohamed currently holds CEO position Ramp logistics , previously Mohamed was Chief Supply Chain Officer responsible for management of all warehouses, purchasing, technical development and third-party logistics activities.
- ✿ B.A in Commerce from Ain Shams University and MBA from the Arab Academy for Science and Technology.
- ✿ 20 years of pharmaceutical industry experience with focus on operations management

Contact Information



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