

Ibnsina Pharma Signs an Importation and Distribution Partnership with Roche in Egypt

Ibnsina Pharma signed an importation and distribution partnership with Roche Egypt LLC which will see Ibnsina Pharma distribute all 40 Roche SKUs throughout Egypt. Roche 40 SKU's recorded EGP 1.435 billion in sales in FY2018 in Egypt.

Cairo, 2 September 2019

Ibnsina Pharma (ISPH.CA on the Egyptian Stock Exchange), Egypt's fastest-growing and second-largest pharmaceutical distributor, has signed an agreement with Roche pharmaceuticals in Egypt, the world's largest biotech company and global pioneer in pharmaceuticals and diagnostics, to import and distribute Roche products in Egypt. The agreement will see Ibnsina Pharma distribute all 40 high-tech SKUs expected to bring significant benefits to patients suffering from diseases such as cancer, multiple sclerosis and hemophilia.

"We are excited to have partnered with Roche, a multinational company with a long-standing reputation in the provision of innovative pharmaceutical solutions that improve the health and well-being of people around the world. This strategic partnership will allow Ibnsina Pharma to not only further strengthen its product offering but will give patients across Egypt unprecedented access to the latest pharmaceutical treatments available," said Mohsen Mahgoub, Chairman of Ibnsina Pharma. "Being selected as a distributor for Roche products in Egypt is a testament to the success of our one-stop shop model, which provides our partners with distribution, importation, storage and value-added marketing services and has allowed us to become the distributor of choice for both foreign and domestic suppliers. As part of this partnership, Ibnsina and Roche will collaborate to the fullest extent to offer Egyptian patients world-class standards of quality. The agreement also capitalizes on Ibnsina's cold-chain capacity. Capitalizing on our distribution network, no initial investments needed. We expect to generate around EGP 300 million in sales by end of 2020," said Mahgoub.

Roche Egypt LLC, which is currently partnering with one public-sector and other private distribution company, aims for expanding its network of partners that offers the best support to patients to be able to access their innovative therapies and expand their coverage all over Egypt. Ibnsina Pharma has over 350 international and domestic suppliers who trust Ibnsina Pharma to distribute their products to over 42,000 pharmacies, retail chains, wholesalers and healthcare institutions across Egypt's governorates. Roche recorded EGP 1.435 billion in sales in FY2018 in Egypt, according to IMS — commanding a market share of 1.6%.

"Roche aims to improve patient access to medical innovations by working with all relevant stakeholders and in partnership with others, together we spark meaningful change for the future of human health. This is why we work together with partners – academia, governments, startups - across the entire value chain from early research to patient access. Thirty medicines developed by Roche are included in the World Health Organization Model Lists of Essential Medicines, among them life-saving antibiotics, antimalarial and cancer medicines and we are feeling optimistic to sign this distribution agreement with Ibnsina Pharma, trusting the high-efficiency, and the level of services offered to support our patients throughout Egypt. Roche is committed to reach and help as many patients as possible so it was

important for us to find local partners whose values and their strategic vision are aligned with our own, and this is a cornerstone for our collaboration with Ibnsina Pharma. I look forward to growing our partnership together for years to come, offering patients in Egypt access to the latest innovations” said Roche Egypt Country Manager, Mohamed Swilam.

– Ends –

About Roche

Roche is a global pioneer in pharmaceuticals and diagnostics focused on advancing science to improve people’s lives. The combined strengths of pharmaceuticals and diagnostics under one roof have made Roche the leader in personalized healthcare – a strategy that aims to fit the right treatment to each patient in the best way possible.

Roche is the world’s largest biotech company, with truly differentiated medicines in oncology, immunology, infectious diseases, ophthalmology and diseases of the central nervous system. Roche is also the world leader in in vitro diagnostics and tissue-based cancer diagnostics, and a frontrunner in diabetes management. Founded in 1896, Roche continues to search for better ways to prevent, diagnose and treat diseases and make a sustainable contribution to society. The company also aims to improve patient access to medical innovations by working with all relevant stakeholders. Thirty medicines developed by Roche are included in the World Health Organization Model Lists of Essential Medicines, among them life-saving antibiotics, antimalarials and cancer medicines. Moreover, for the tenth consecutive year, Roche has been recognized as the most sustainable company in the Pharmaceuticals Industry by the Dow Jones Sustainability Indices (DJSI).

The Roche Group, headquartered in Basel, Switzerland, is active in over 100 countries and in 2018 employed about 94,000 people worldwide. In 2018, Roche invested CHF 11 billion in R&D and posted sales of CHF 56.8 billion. Genentech, in the United States, is a wholly owned member of the Roche Group. Roche is the majority shareholder in Chugai Pharmaceutical, Japan.

For more information, please visit www.roche.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 multinational and Egyptian pharmaceutical companies to more than 42,000 customers including pharmacies, hospitals, retail outlets and wholesalers. Its fleet of around 670 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 62 sites nationwide, Ibnsina Pharma’s team of more than 6,000 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.

All trademarks used or mentioned in this release are protected by law.