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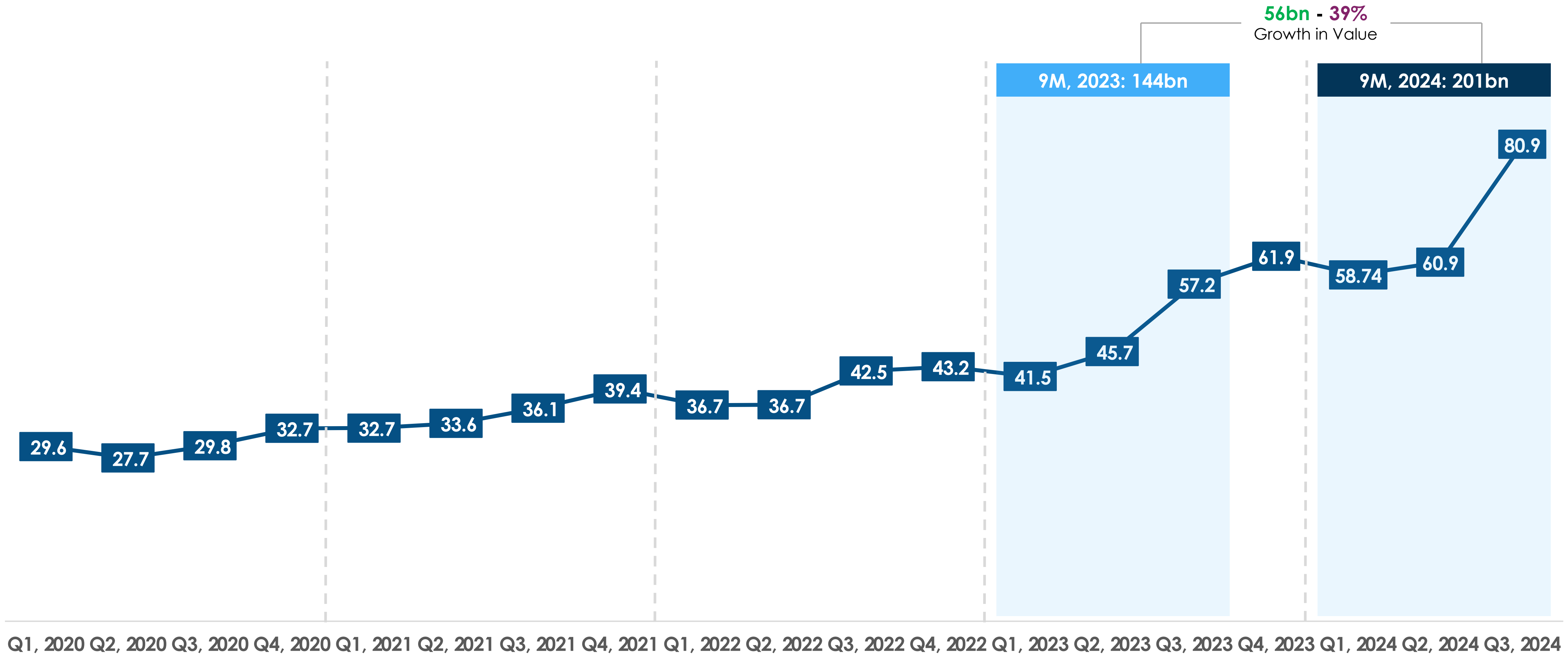
Q3 Business Review
Investors

Pharma Market: Total Pharma Market Growth

Exchange Rate pressure EDA to increase Prices resulting in a double-digit growth in market value



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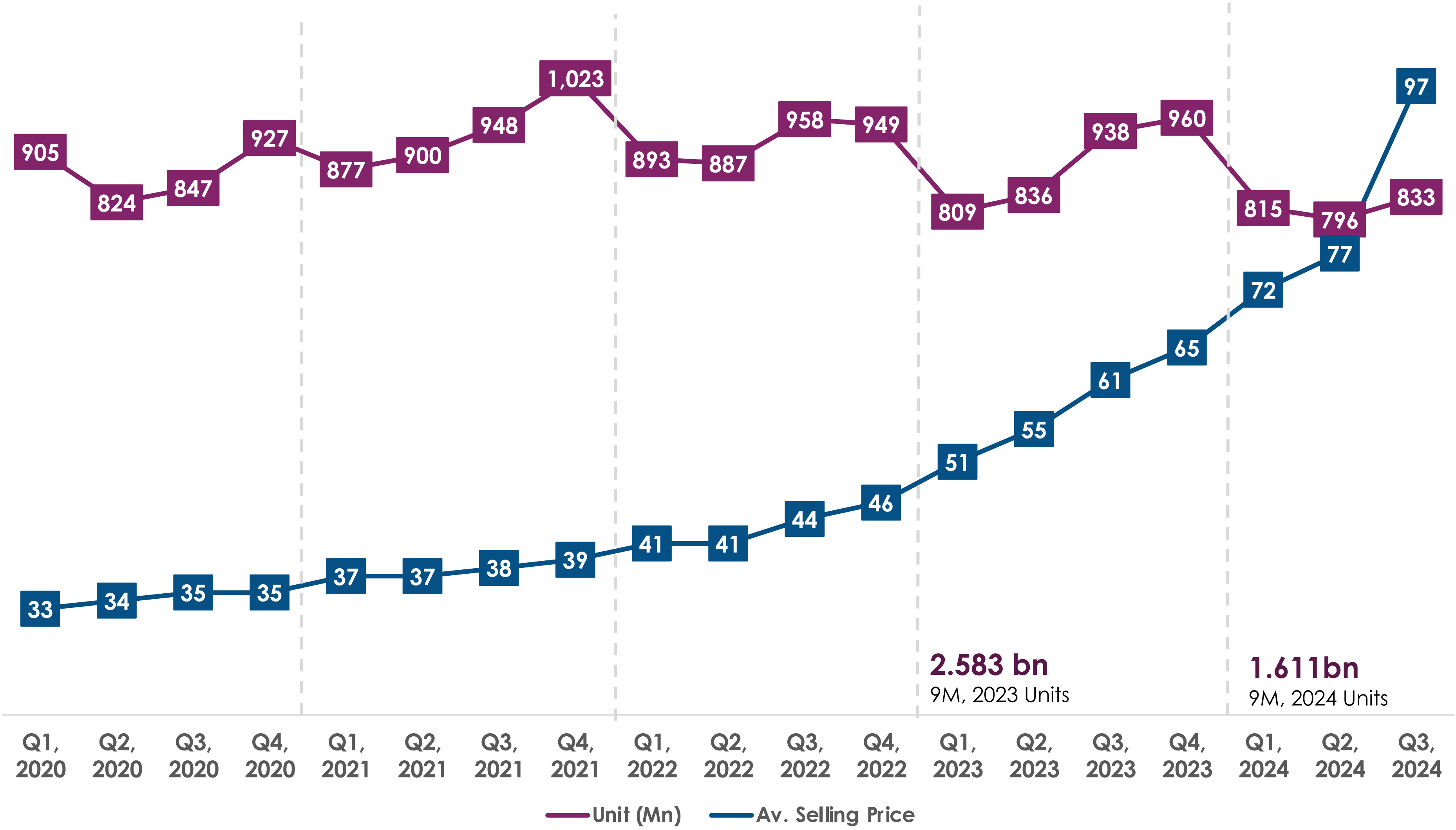
Pharma Market: Growth Drivers

Growth leveraged by "Average Selling Price" growth compensating decline in "Units sold"

Units Sold 9M 24 vs 9M 23	ASP 9M 24 vs 9M 23
5%	47%



41%
% of Av. contribution of repriced items to regulated items Sales (YTD)

42%
Average selling price increase (139 vs 98)

26%
% of repriced items by SKUs from total regulated SKUs (1660/5830 items)

ISP's Strategic Pillars: Achieving Perfect Strategic Alignment

Putting ISP's strategic pillars at the heart and sight of all business and functional operations to navigate through rough market situation

Diversification

25% of Net Profit from non-core activities

Sustainable Growth

76% growth in **Pharmacies**

70% cash segment contribution to sales

Digitalization

16% digital contribution to pharmacies sales

Working Capital & Debt Optimization

18.5% Debt Ratio (lowest in 3 years)

(9M 23: 25%)

Human Capital

7.3 Employee Engagement Index

7,200 trained participants

OPEX Optimization

1.3% OPEX : Sales decline from 4.3%, Q1 22 to 3.0%, 9M 24

Financial Performance Highlights: 9M, 2024

Key highlights on 9M business results

30%
YTD Market Share
+6%

63%
YTD Growth in Revenue
39.8bn

73%
Growth in EBITDA
1.7bn

134%
Growth in Net Profit
407mn

18.5%
Debt Ratio
Vs 25%, 9M 23

1.2bn
CFO
vs 280, 9M 23
Net CFO: 179mn
Vs -410mn, 9M 23

19%
Growth in Units
757mn

301mn
Total CAPEX

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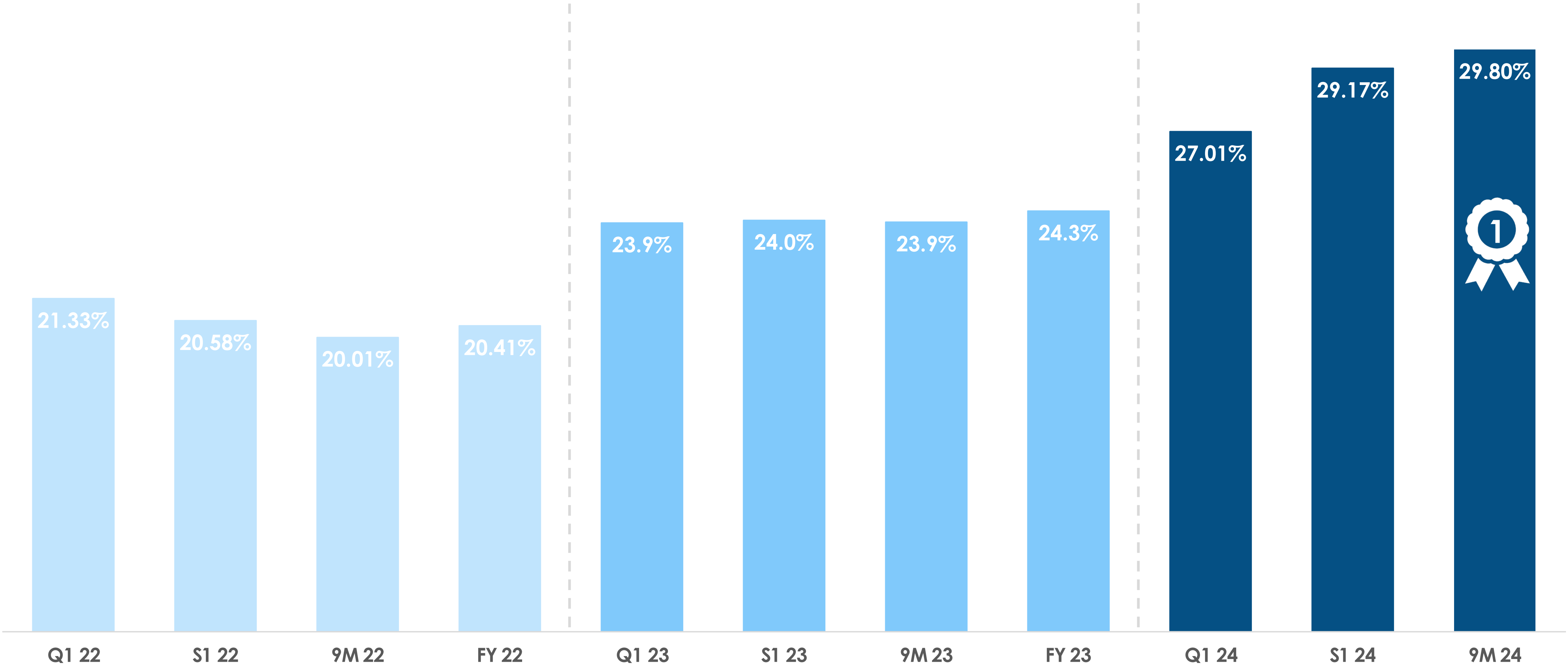
Market Share: ISP Market Share based on Value

Ibnsina Pharma leads the market in June 2024 in value & units

Q3 MS
2024: 30.8%
2023: 23.8%



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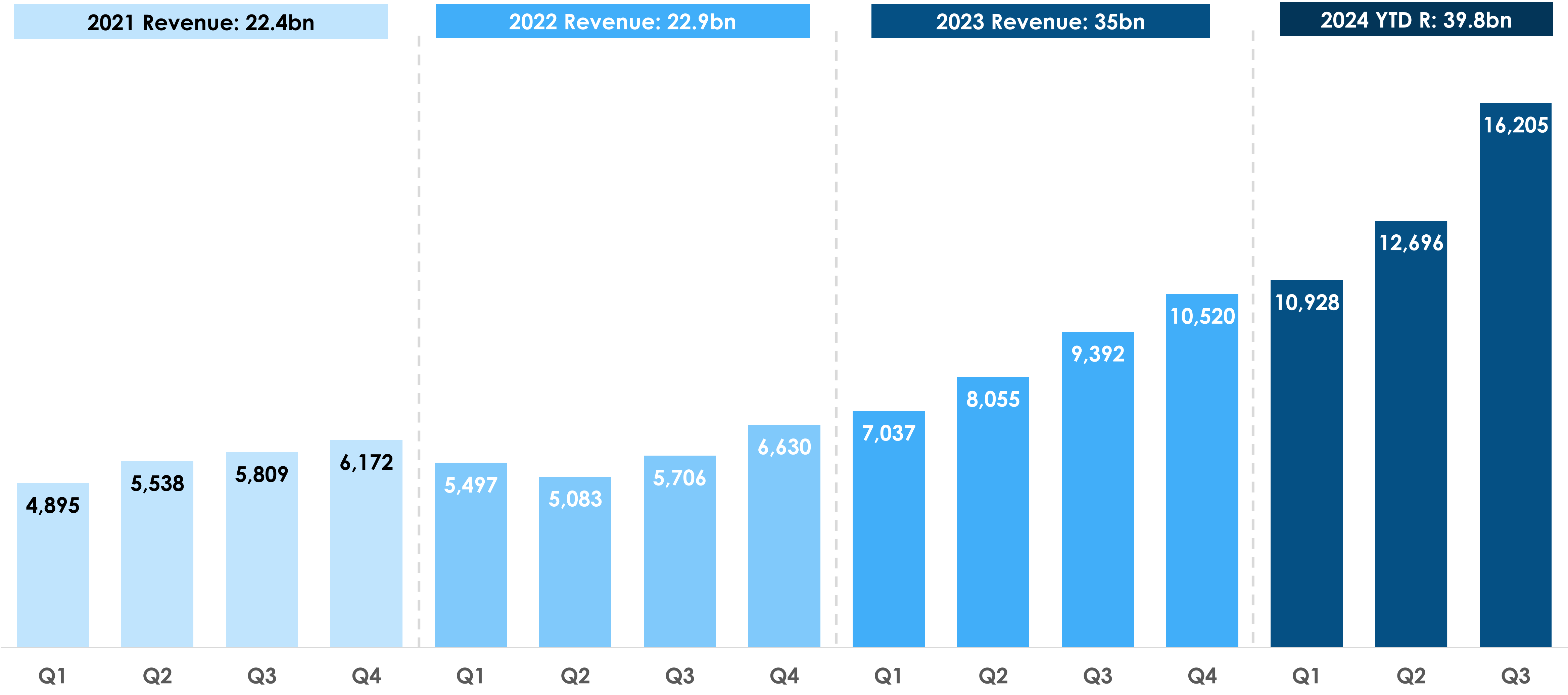
Consolidated Revenue Analysis: Growth

Ibnsina Group achieves 73% QoQ revenue growth rate in Q3, 2024

9M 24 vs 23 Unit G	9M 24 vs 23 Value G
19% 122.0mn	63% 15.3bn

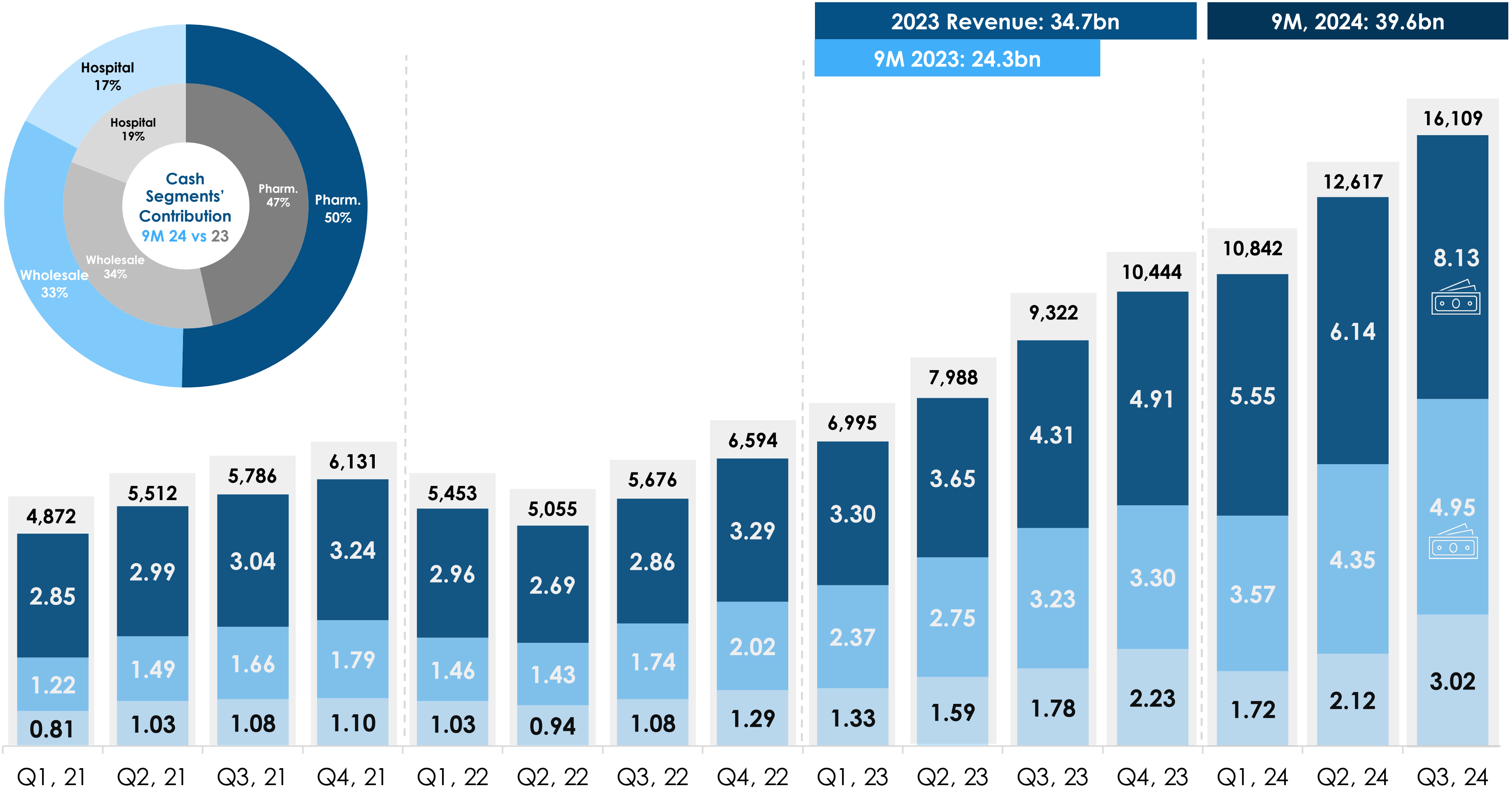


Pharma Revenue Analysis: Segments' Growth

Addressing customer segments individually, achieving remarkable growth figures primarily from cash segments

9M 24 vs 23 Value G

63%
15.3bn



9M 24 vs 9M 23 Growth

Pharmacies

76%
8.56bn

Wholesale

54%
4.52bn

Hospitals

46%
2.17bn

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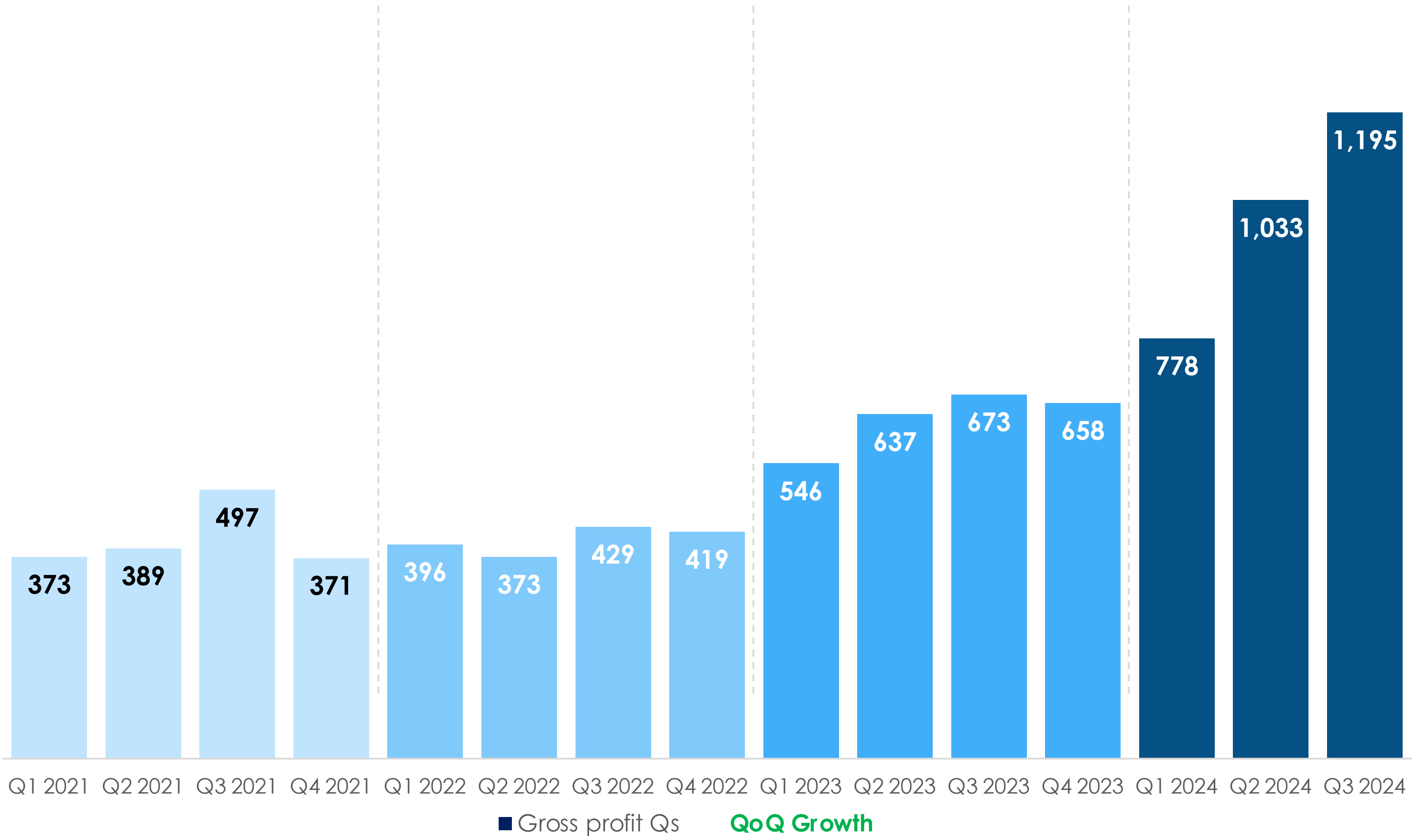
Gross Profit: Gross Profit Analysis

Achieving new heights of Gross Profit due to focus on CDG and GDT, ensuring sustainability of growth against rising economic challenges

Gross Profit Growth
9M 24 vs 9M 23

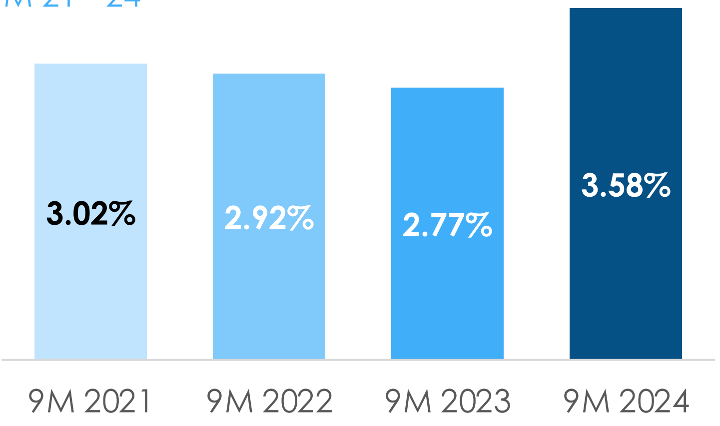
62%

2021 GP: 1.63	2022 GP: 1.61	2023 GP: 2.52	9M 2024 GP: 3.00
YoY Growth: 11%	YoY Growth: -1%	YoY Growth: 56%	9M Growth: 62%
9M GPM: 7.99%	9M GPM: 7.57%	9M GPM: 7.80%	9M GPM: 7.83%



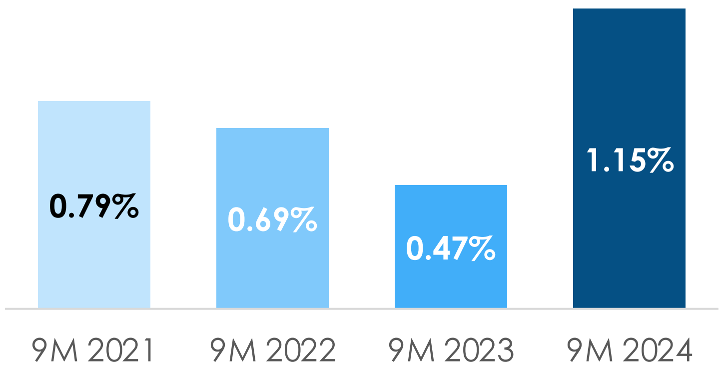
Cash Discount Given

9M 21 - 24



Cash Discount Taken

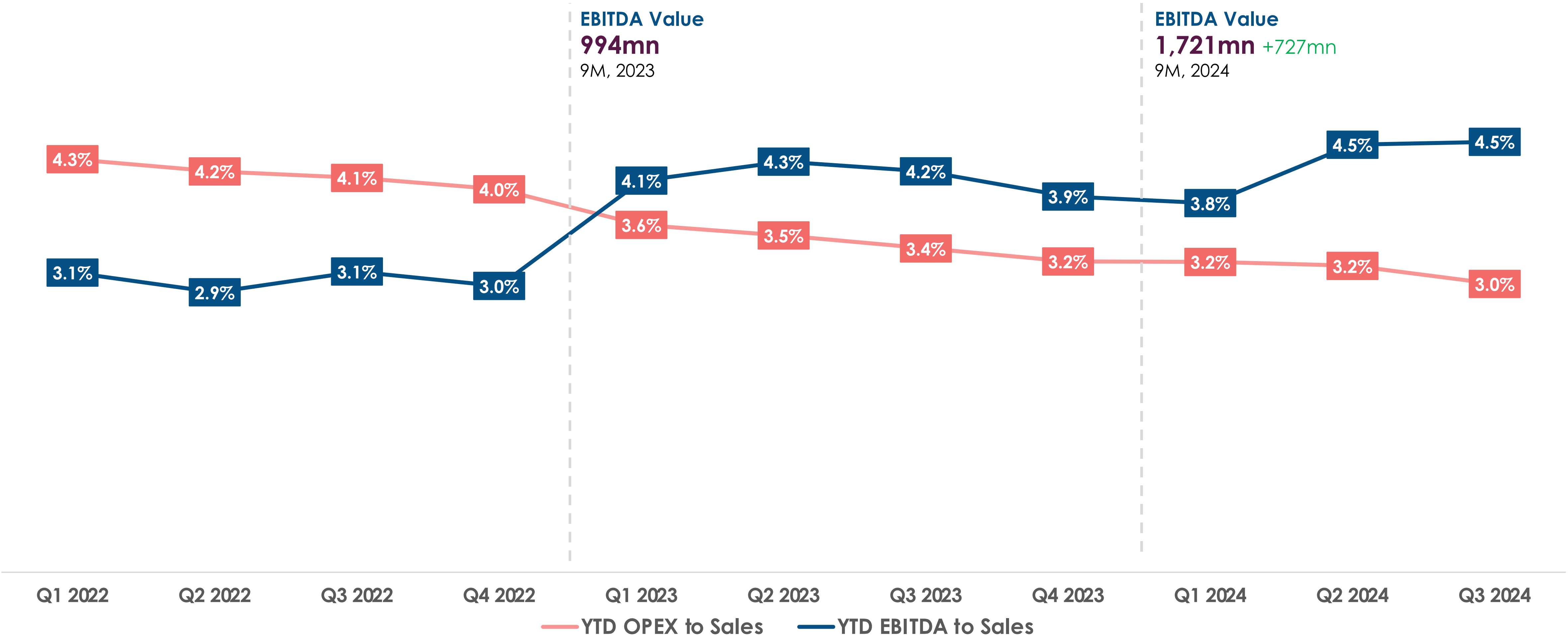
9M 21 - 24



OPEX Optimization: EBITDA-M vs OPEX to Sales

Cumulative EBITDA margin continues its steady incline against a steady OPEX : Sales decline, reflecting effective optimization efforts, paving the way to a healthy bottom line

OPEX vs EBITDA
(% of Sales - QOQ)



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Digitalization: Key Digital Products

Ibnsina builds digital capability to further secure sustainability, streamline processes, strengthen ties with customers and suppliers, through a variety of digital solutions

9M Digital Sales	Growth
3,180mn Contribution: 16% (vs 11%, 9M 2023)	**148%** (+1,895mn vs 23)

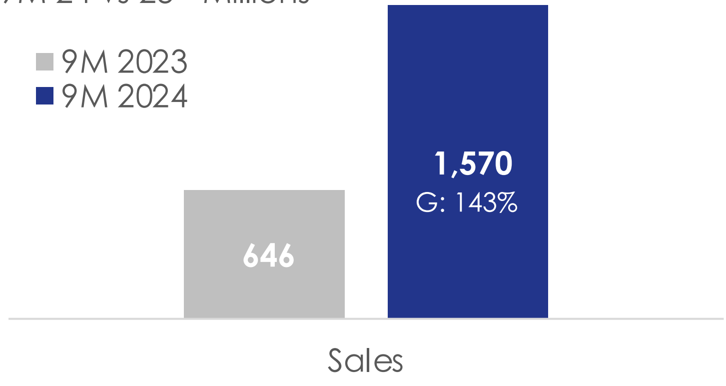
Supplier Portal
(Online reporting tool for supplier sales & stock)

B2B Application
(Online orders applications for pharmacists)

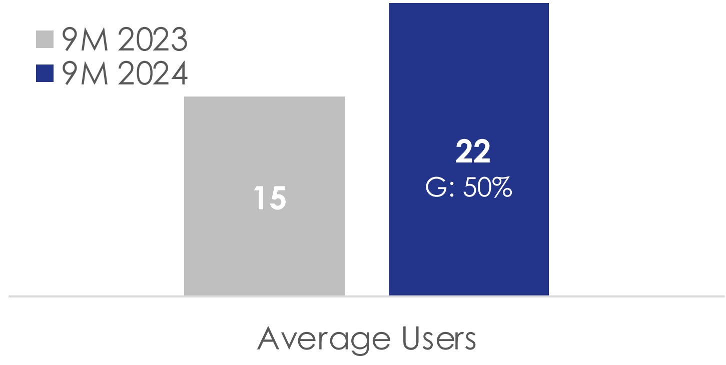
TMS
(Transportation management system for distribution digitization)

Supplier Field Force
(Online supplier field force order placement tool)

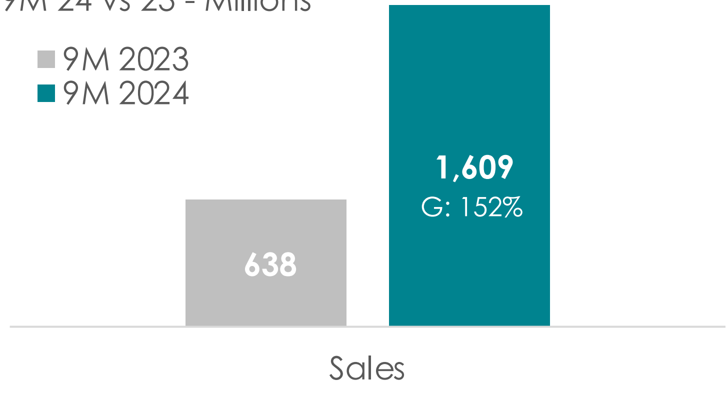
B2B Application
Revenues
9M 24 vs 23 - Millions



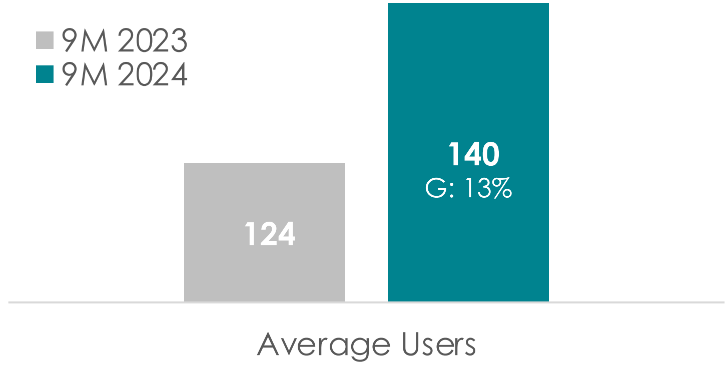
B2B Application
Users
9M 24 vs 23 - Thousands



Supplier Field Force
Revenues
9M 24 vs 23 - Millions



Supplier Field Force
Registered Suppliers
9M 24 vs 23

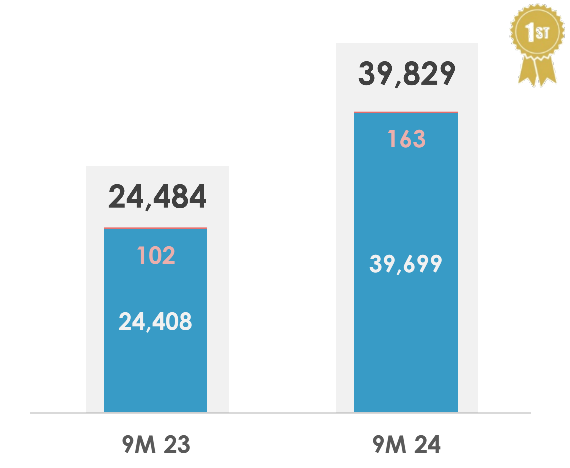


Income Statement: 9M, 23 vs 9M, 24

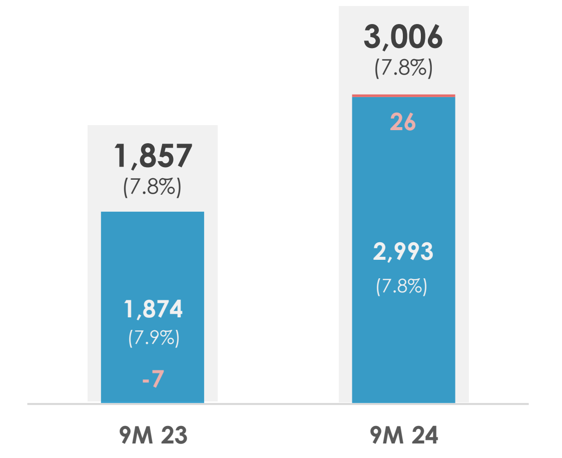
134% growth in NP collectively despite set-backs in subsidiaries performance and due to the solid position of Ibnsina Pharma

ISP Consolidated
ISP Standalone
AIM Consolidated

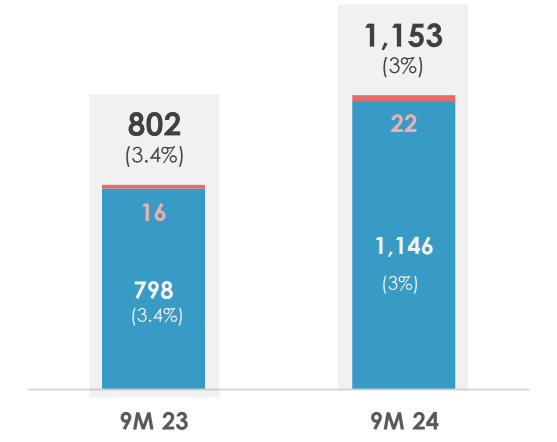
Gross Sales (Growth: 63 %)



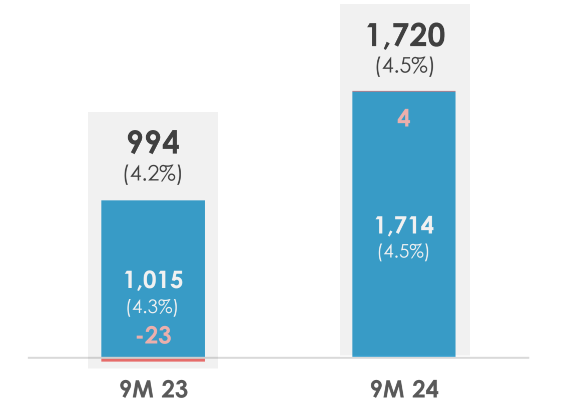
Gross Profit (Growth: 62%)



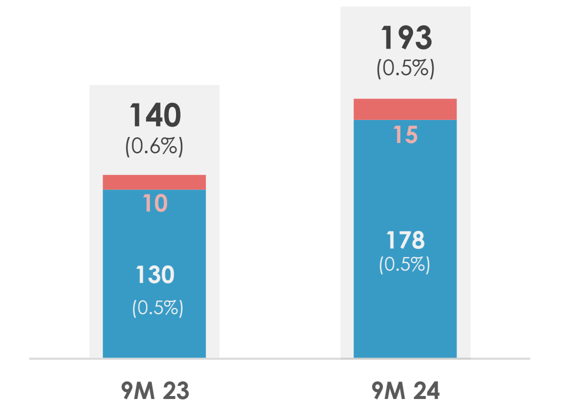
OPEX (Growth: 44%)



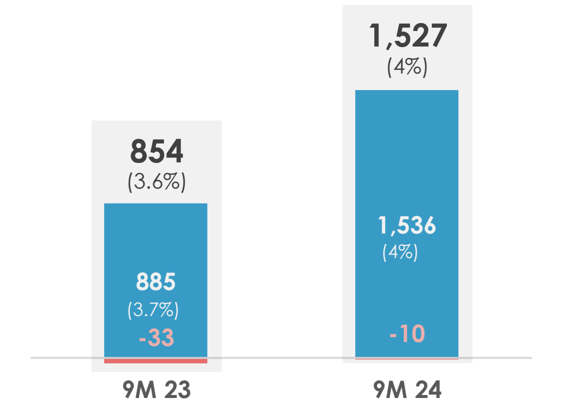
EBITDA (Growth: 73%)



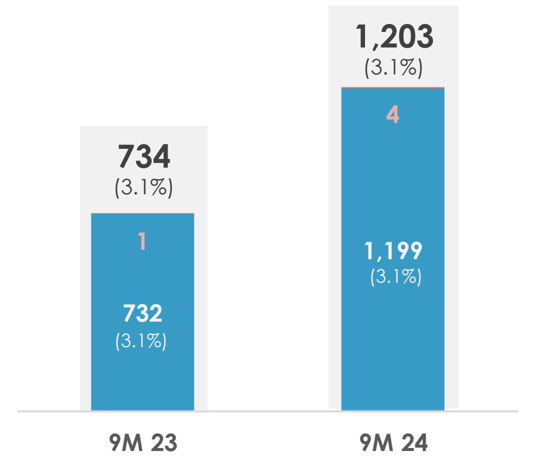
Depreciation (Growth: 38%)



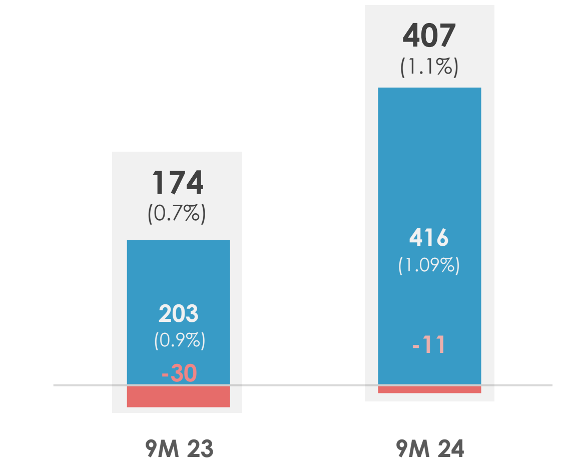
EBIT (Growth: 79%)



Financial Exp. (Growth: 64%)



Net Income (Growth: 134%)



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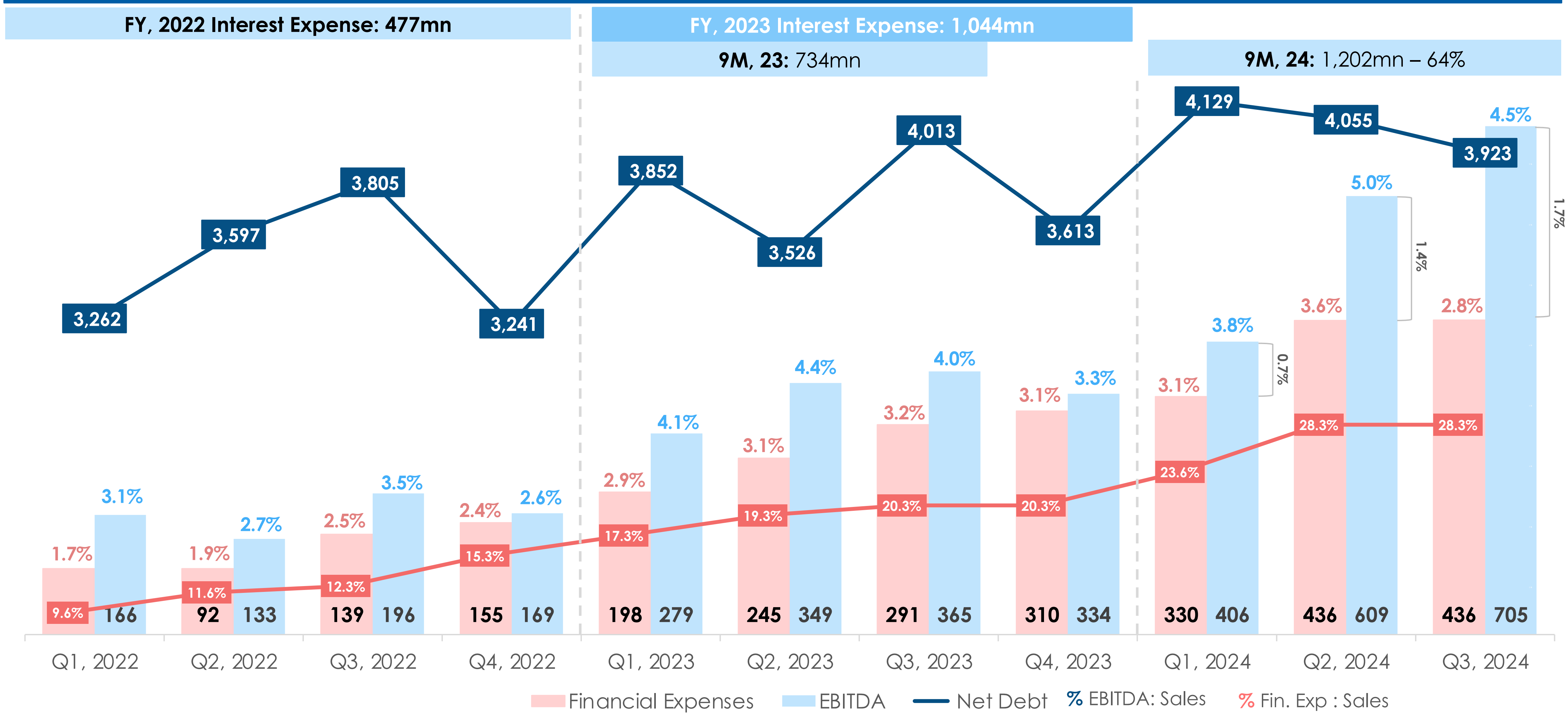
Financial Expenses: Debt Levels vs Interest Expense

Healthy spread maintained between EBITDA and Financial Expenses, with a record spread difference of **1.7%** in 9M 2024



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Net Debt Optimization: Most Indicative Financial Ratios on Debt

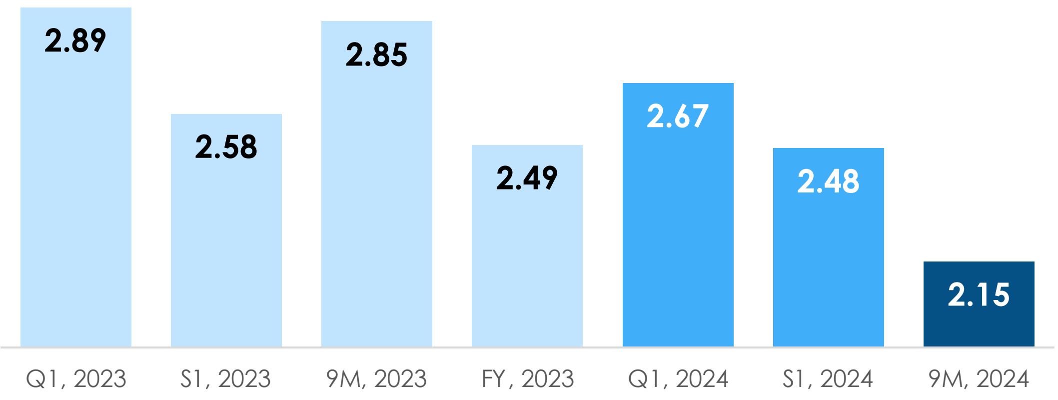
Healthy drop in net debt to equity, net debt to EBITDA, and Debt Ratios reflecting positive balance sheet performance

Rev. vs ND Growth
9M 2024

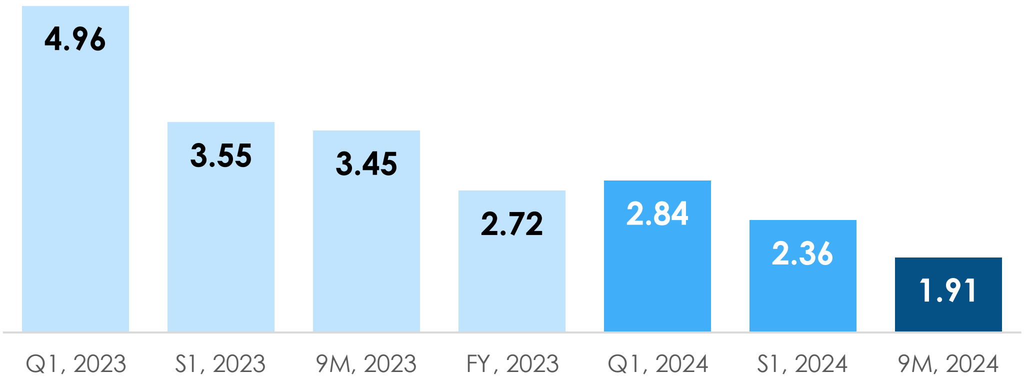
63%

Net Debt Decrease: 2%

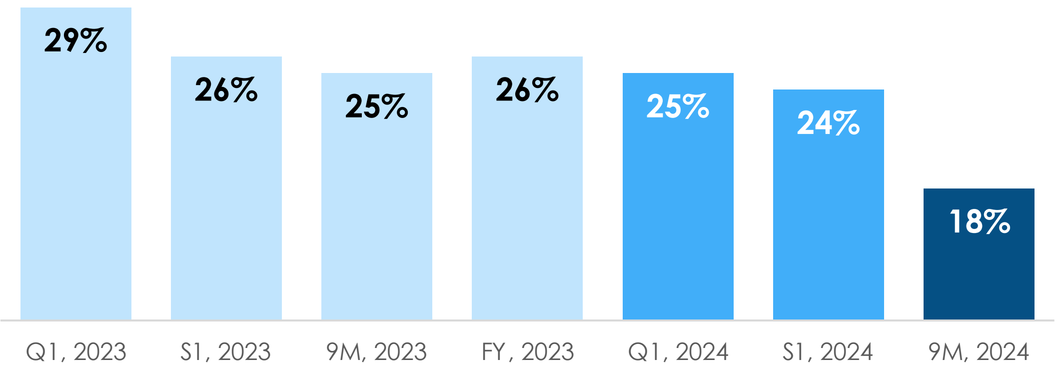
Net Debt to Equity



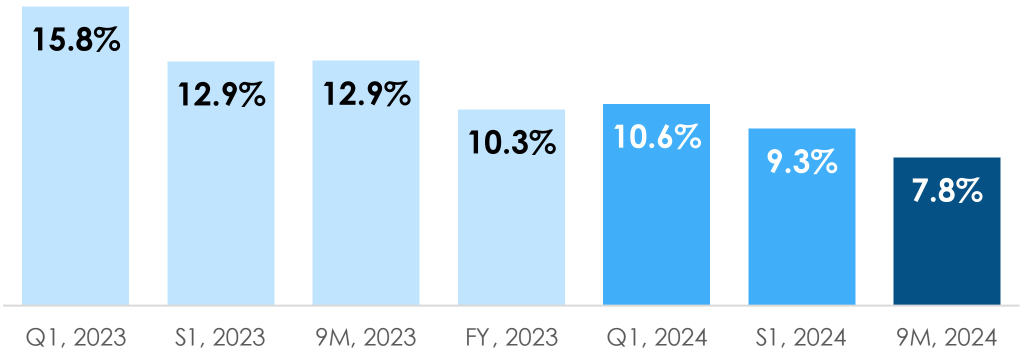
TTM Net Debt to EBITDA



Debt Ratio



TTM Net Debt : Revenue



Non-pharma Distribution: Revenue Analysis & Customer Portfolio

Non-pharma Distribution Business Model – Higher Margin Business Line with Great Potential – Picking up the pace, contributing with significance to bottom line

FY, 2022: 455mn – YoY G: 9%
9M, 2022: 318mn – G: 1%

FY, 2023: 1,266mn – YoY G: 278%
9M, 2022: 825mn – G: 159%

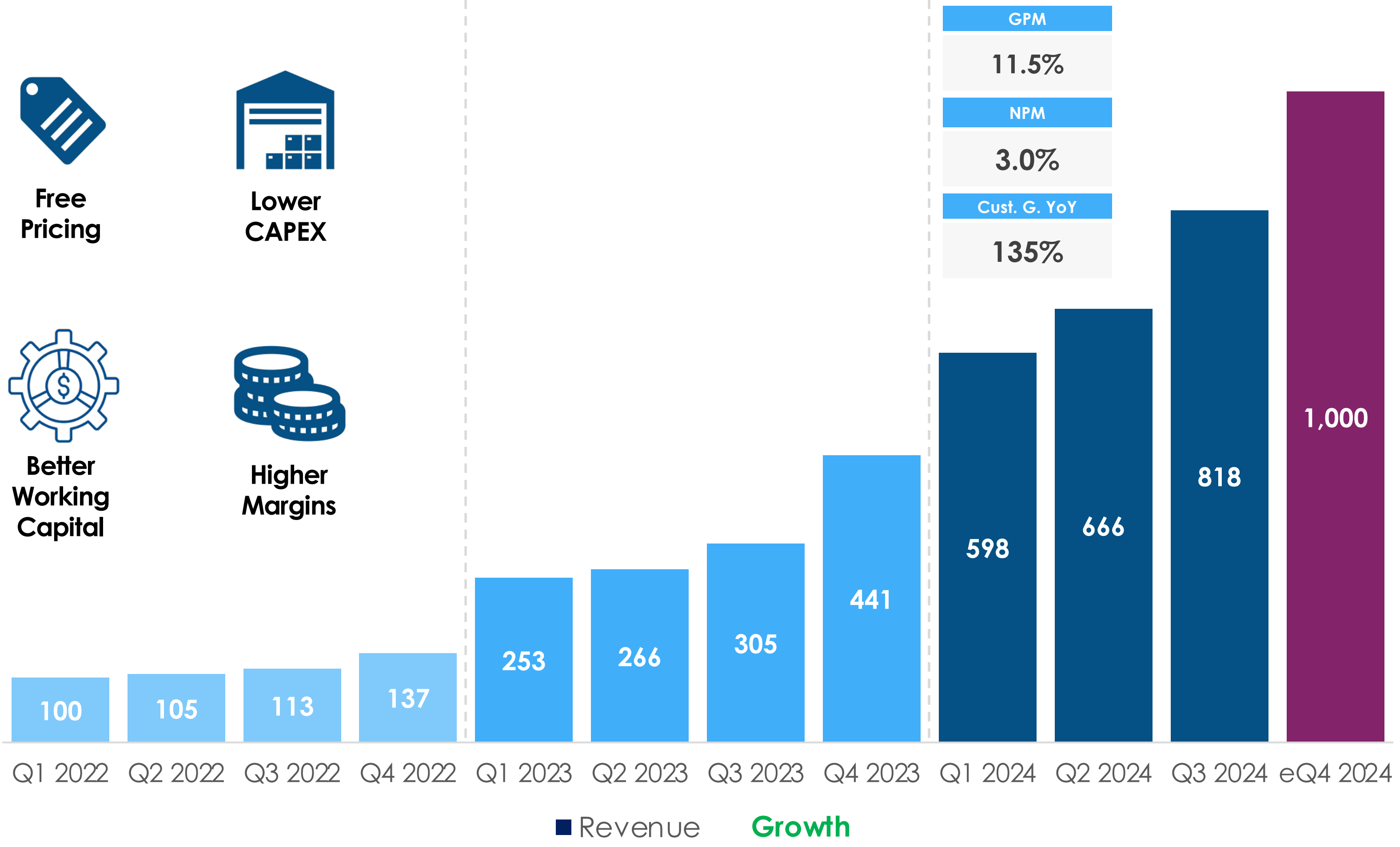
FY, 2024: 3,082mn – YoY G: 144%
9M, 2022: 2,082mn – G: 152%

Free Pricing

Lower CAPEX

Better Working Capital

Higher Margins



Suppliers

Sanita, Fine, SPARKLE, L'ORÉAL PARIS, Unilever, Abbott Nutrition, OMRON, HALEON, PENDULINE Kids Care Group, Dabur, P&G, BAYER, Pharmaceris, Roche, Dymatize

Channels

Modern Trade

Mahmoud Elfar, Oscar, BIM, Spinneys, Hyper One, Kazyon, Seoudi, LuLu, Panda

E-commerce

amazon, JUMIA, Breadfast, noon, talabat

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Medical Promotions: Clients & P&L Analysis

High synergy diversification model with great impact on ISP's growth performance with attractive NPM

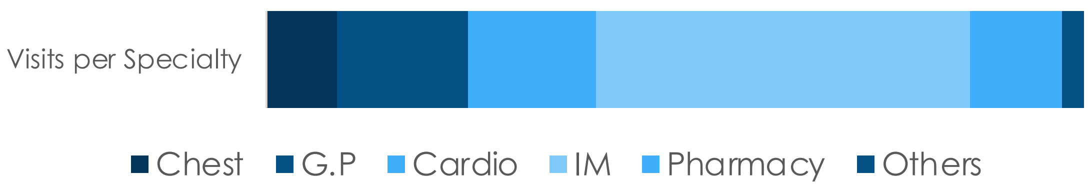
Total MP Performance YTD Sep 24		
MP Revenues	MP Net Profit	NPM
94mn	40.8mn	44%

Medical Promotion Outsourcing Overview

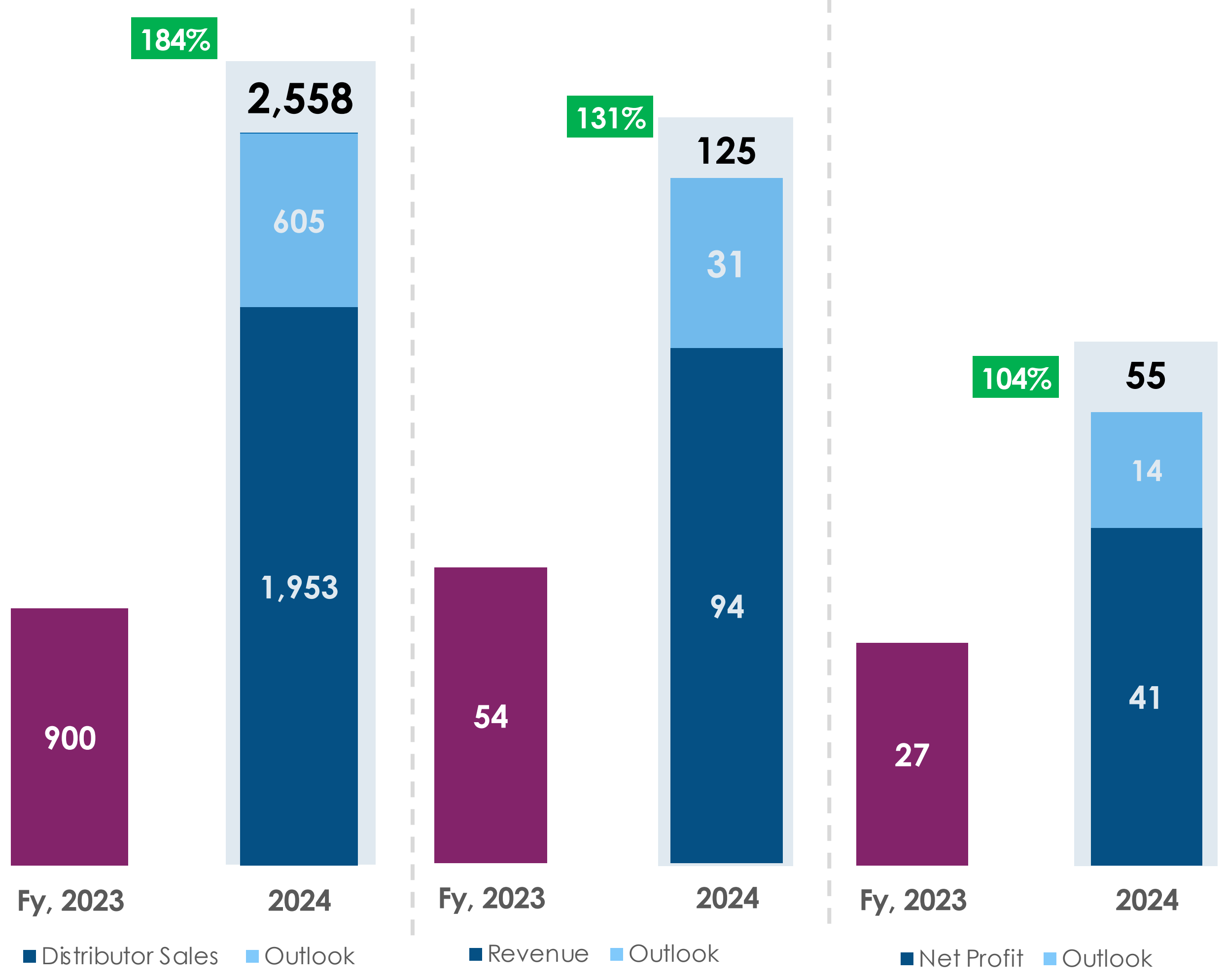
150 Medical Reps.

104k Visits

12k Physicians



Medical Promotion Outsourcing Overview



Ramp Logistics Review: Service Outline & Top Line Overview

Multiple revenue streams and increase in customers on-board; showing potential

Services

7 Sites, 40,000 PP
20k Dry, 20k Ambient
East & West Cairo

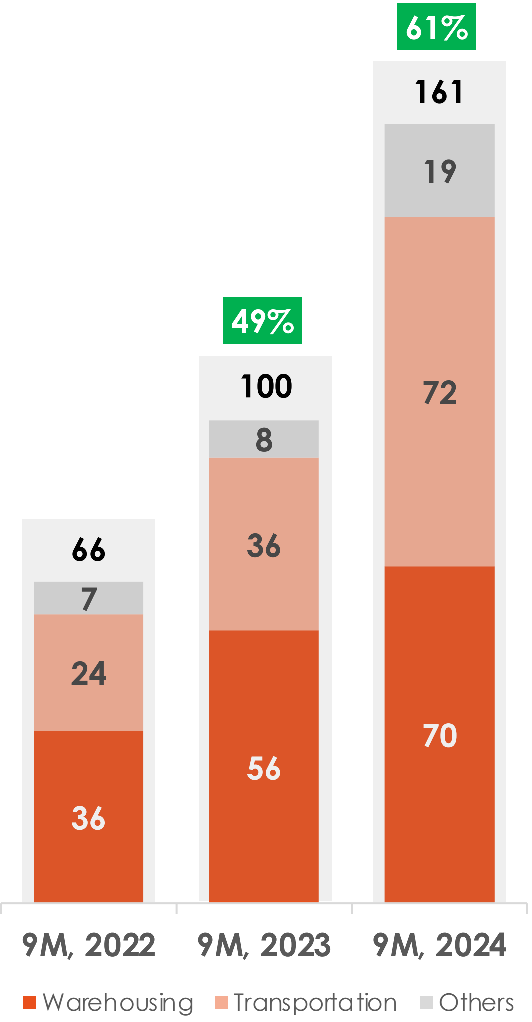
3000 shipment/month
Variety of Fleet Capacity
1.5 to 30 tones

60,000 Package/shift
Overprinting
Value Adding Services

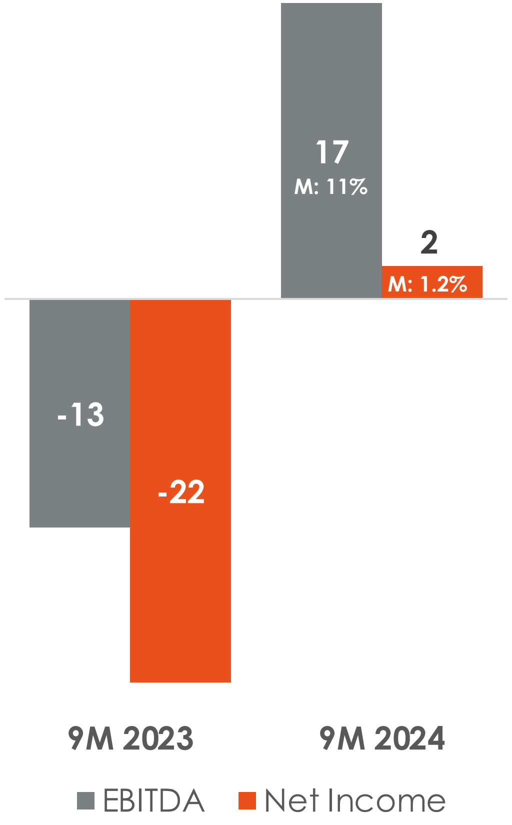
1 Contract Signed
4PL - Operation
Management

Saudi Market Activity
Consultancy

Revenue Analysis



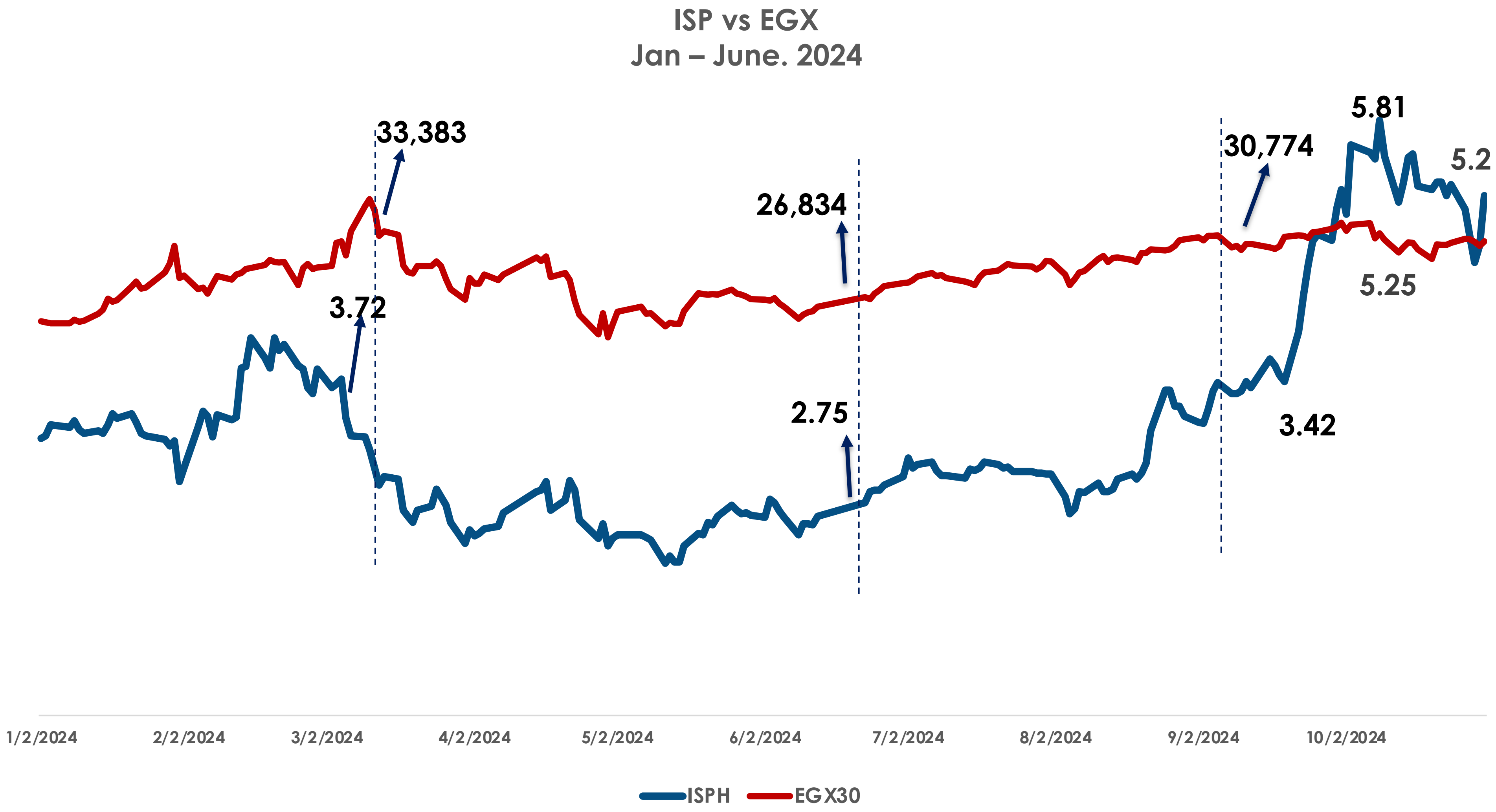
P&L

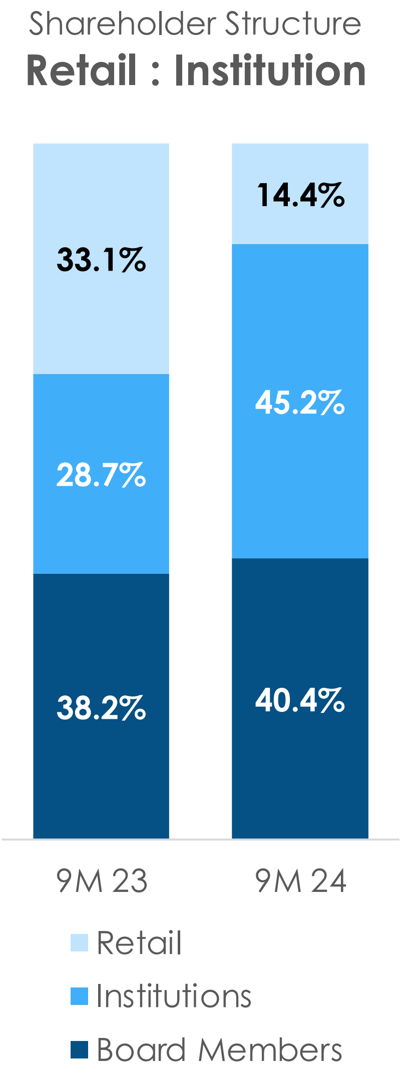


Client Portfolio

ISPH Stock Performance: ISPH Stock Price

Ibnsina's shareholder's structure witnesses a significant increase in the institutions' share compared to retail in 9M, 2023





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