

Ibnsina Pharma Releases 1Q26 Consolidated Results

Ibnsina Pharma Maintains Leadership in Egypt's Pharma Distribution Market, Reporting 41% Net Profit Growth to EGP 256 million, Positive Cash from Operations of EGP 477 million, and a Reduced Debt Ratio to 16% as Part of Its Deleveraging Strategy.

1Q 26 Highlights

Gross Revenues

EGP 21.3 BN

+20.4% Q-o-Q

Interest Expense / Sales

2.3%

Vs 3.6% in 1Q25

Net Profit

EGP 256 MN

+40.7% Q-o-Q

TTM Net Debt / EBITDA

1.4

Vs 2.2 in 1Q25

Debt Ratio

16.6%

Vs 24% in 1Q25

Cash Flow from Operations

EGP +477 MN

Vs (1,512 MN) in 1Q25

Cairo, 17 May 2026

Ibnsina Pharma (ISPH.CA on the Egyptian Stock Exchange), Egypt's largest pharmaceutical distributor, released today its audited results for period ended 31 March 2026, Gross Revenues recorded EGP 21.3 Bn for the period up 20.4% Q-on-Q.

Gross profit came in at EGP 1.6 Bn, up by 14.8% Q-On-Q yielding a gross profit margin of 8.0%.

Key Financial and Operational Highlights:

- Ibnsina Pharma is **at the forefront** of pharma distribution companies in Egypt in 1Q26
- Ibnsina Pharma recorded **EGP 21.3 Bn Gross Revenues** in 1Q26 with a **market share of 28.7%**
- **Interest Expense / Sales** ratio recorded **2.3%** from 3.6% in 1Q25
- **Net profit** reached **EGP 256 million**, up 41% year-on-year
- Debt optimization continues where **debt ratio reaches 16.6%** from 24% in 1Q25
- **TTM Net Debt / EBITDA** recorded **1.4x** vs 2.2x in 1Q25
- **Positive** Cash Flow of Operations of EGP 477 million
- **Non-pharma distribution** recorded EGP 1.5 billion **up 68%** vs 1Q25

Summary Income Statement

EGP	Q1 2026	Q1 2025	Change
Net Revenue	20,500,933,842	17,044,961,201	20.3%
Gross Profit	1,639,563,909	1,427,622,418	14.8%
Gross Profit Margin	8.0%	8.4%	
OPEX	(806,865,816)	(496,634,869)	62.5%
OPEX / Sales	(3.9 %)	(2.9 %)	
EBITDA	781,189,311	861,132,596	(9.3 %)
EBITDA Margin	3.8%	5.1%	
Net Profit after minority	255,936,082	181,880,363	40.7%
NP Margin	1.2%	1.1%	

Comments from our Co-CEOs

Q1 2026 was a strong quarter for Ibnsina Pharma, despite heightened regional tensions in the Middle East that created turbulence across supply chains and drove oil prices higher, adding further inflationary pressure across the region.

Against this backdrop, we continued to demonstrate the resilience of our business model and the strength of our market position. Ibnsina Pharma maintained its leadership in Egypt's pharmaceutical distribution sector, reaching a total pharma market share of 28.7%, further reinforcing our reputation as the market leader.

While the current geopolitical environment remains uncertain, we do not expect shortages in the Egyptian pharmaceutical market during the first half of 2026, as pharmaceutical companies typically maintain raw material inventories covering approximately four to six months of production. However, should the current situation persist, the resulting inflationary impact may intensify, and we could see price increases in certain medicines that were not granted pricing approvals in the latest repricing round.

A key priority for management this year has been the continued strengthening of our balance sheet. Despite a challenging liquidity environment, we successfully advanced our operational and working capital optimization initiatives. This is reflected in our debt levels, which remained broadly stable compared to year-end 2025 and significantly below the peak reached in Q2 2025, following the drug repricing process and amid a high interest rate environment.

We also entered the year benefiting from the interest rate cuts implemented during 2025, in addition to the 1% reduction announced in February 2026, which is expected to support lower financing costs going forward. Should the monetary easing cycle be disrupted by ongoing regional tensions, we remain confident in our ability to navigate such conditions. Over the past several years, we have successfully managed through periods when interest rates in Egypt reached historically high levels. In addition, the monetization of assets worth EGP 1.2 billion in 2025 formed an important pillar of our deleveraging efforts and further enhanced our financial flexibility.

At the same time, we are accelerating the expansion of our adjacent business verticals, targeting high-potential segments with margins above those of our traditional core business. This strategic focus is intended not only to diversify earnings streams, but also to help mitigate the impact of inflationary pressures on profitability over time.

Looking ahead, while the external environment remains volatile, we are confident in the resilience of our platform, the strength of our execution capabilities, and the discipline of our strategy. We remain committed to creating sustainable value for our shareholders while continuing to support the Egyptian healthcare ecosystem with reliable, efficient, and broad-based distribution services

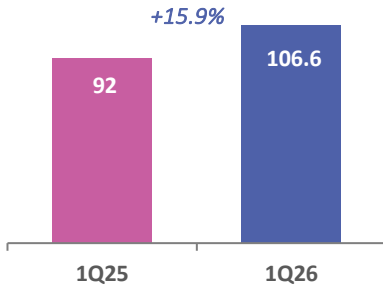
Market Overview

According to IQVIA Egypt’s total market registered sales of EGP 106.6 billion in 1Q26. Sales were up by 15.9%. Sales growth was driven by increases in the average selling price (ASP).

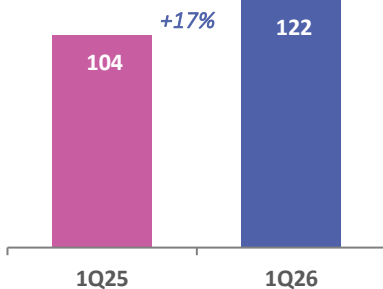
Looking at the wider landscape, our outlook for the Egyptian pharmaceutical market in 2026 remains highly positive. We project the market to sustain double-digit value growth, driven by the annualization of the 2025 pricing adjustments and favorable demographic trends. More importantly, we anticipate a recovery in volume growth as the easing monetary cycle restores consumer purchasing power and improves liquidity for retail pharmacies. This macroeconomic stability creates an ideal environment for Ibnsina Pharma to leverage its operational efficiency, ensuring that this market growth translates directly into shareholder value. Consumer demand is consequently a major driver of Egypt’s economic growth, with relatively inelastic goods such as pharmaceuticals experiencing consistent demand growth. Egypt’s per capita outlay on pharmaceuticals continues to lag behind regional peers, leaving significant room for further growth and attracting large investments from domestic and foreign pharma players.

Ibnsina Pharma remains at the forefront of pharma distribution companies in Egypt in 1Q26 according to the latest data available from IQVIA. ISP total market share recorded 28.7% in 1Q26 as our financial stability and competitive advantage vs our competitors induced more clients to deal with us and more pharma suppliers to sign distribution and importation agreements with Ibnsina Pharma to join our portfolio.

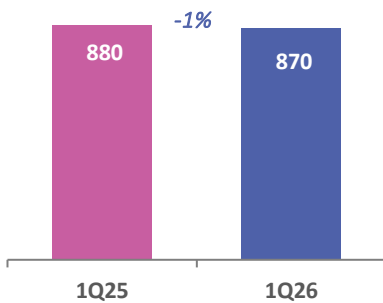
Total Market Growth (EGP bn)



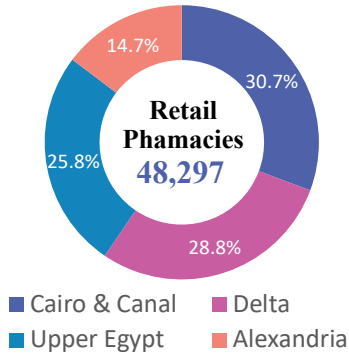
Average Selling Price (ASP)



Unite Sold (Mn)



Retail Pharmacies by Geography (1Q26)

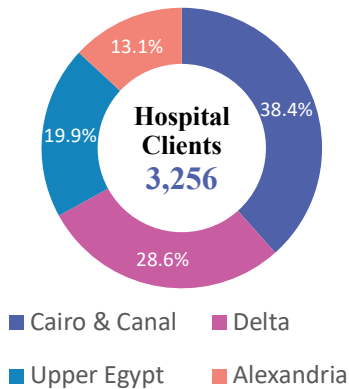


Operational Review

Ibnsina Pharma served 52,541 clients in different segments during 1Q26 where 31.6% of Ibnsina Pharma’s client base was located in Cairo and Canal Zone, Egypt’s most heavily populated metropolitan areas. The Delta and Upper Egypt were home to 28.7% and 25.2% of clients, respectively. Clients in Egypt’s second-largest city, Alexandria, constituted 14.5% of Ibnsina Pharma’s client base during the period. Ibnsina Pharma works to optimize the geographical distribution of its client base, aligning the network as far as possible with population density in Egypt’s various regions.

Ibnsina Pharma operated 72 sites as of 1Q26, Revenue per site increased by 20.3% Q-on-Q to record EGP 285 million.

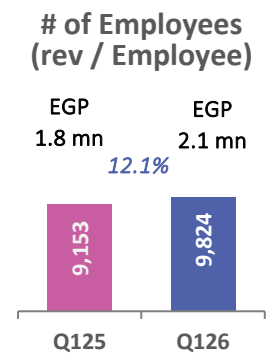
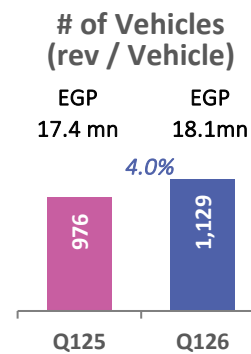
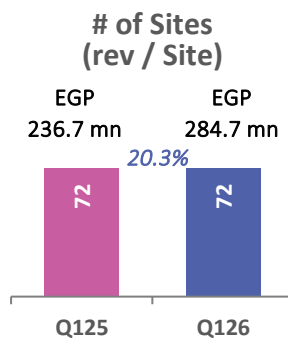
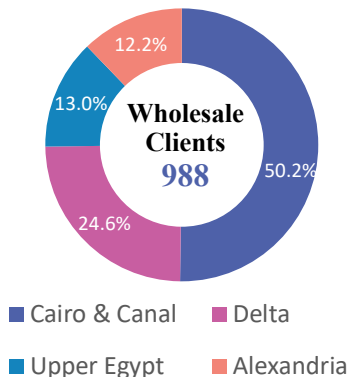
Hospital Clients by Geography (1Q26)



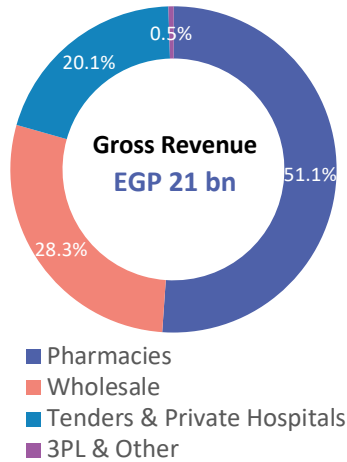
The number of vehicles in Ibnsina Pharma’s delivery fleet stood at 1,129 vehicles at the close of 1Q26 Vs 976 vehicles one year previously. Revenues per vehicle increased by 4% Q-on-Q to reach EGP 18 million in 1Q26.

Revenue per employee increased by 12.1% during the period, addition of 671 personnel mainly to support the operational growth in Ibnsina Pharma and our early-stage businesses.

Wholesale Clients by Geography (1Q26)

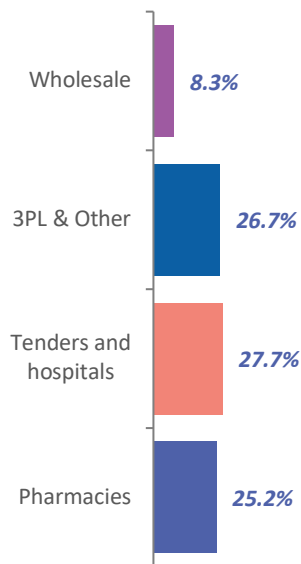


Revenue* by Business Line (1Q26)

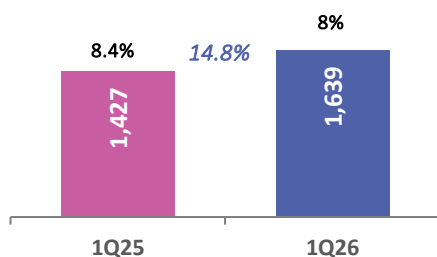


* Revenues refer to gross sales prior to discounts

Business Line Revenue Growth (1Q26)



Gross Profit Progression (EGP MN, % margin)

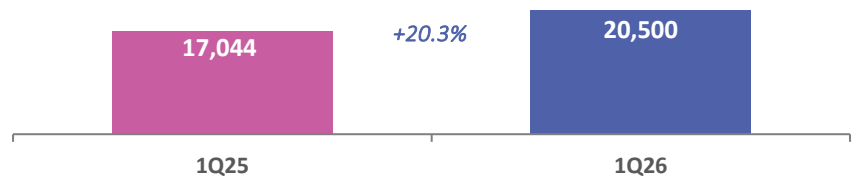


Financial Performance

Revenues

1Q26 saw Ibnsina Pharma's gross revenues climb by 20.4% Q-on-Q to register EGP 21.3 billion. The company's core retail business with pharmacies increased by 25.2% Q-on-Q to book EGP 10.9 billion for 1Q26. Retail sales generated 51.1% of the company's overall top line during 1Q26 vs 49.1% in 1Q25. The company's wholesale segment expanded by 8.3% Q-on-Q to book revenues of EGP 6 billion for 1Q26, contributing 28.3% of total revenues for the period. Meanwhile, revenues from tenders and private hospitals expanded by 27.7% Q-on-Q to book EGP 4.3 billion in 1Q26.

Net Revenue Progression (EGP BN)



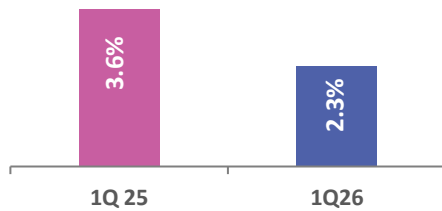
Gross Profit

Ibnsina Pharma booked a gross profit of EGP 1.6 billion in 1Q26, an increase of 15% from the EGP 1.4 billion recorded in 1Q25. Gross profit margin recorded 8% in 1Q26, down from 8.4% in 1Q25, mainly reflecting a higher contribution from hospitals and non-pharma segments where products are not eligible for the fixed retail margin. This mix aligns with the 2026 gross margin guidance of 8.2%, which management expects to materialize in the coming quarters.

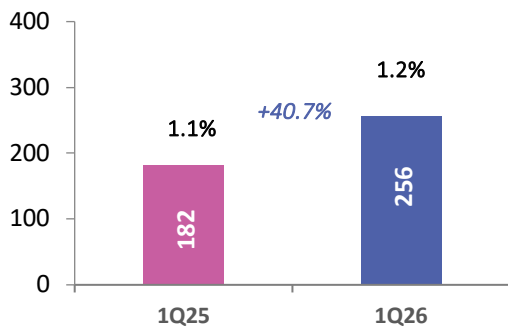
OPEX

The company recorded EGP 807 million in operating expenses (OPEX) for 1Q26, up from EGP 497 million in 1Q25, reflecting salary adjustments amid inflationary pressures and compliance with the social insurance law. The OPEX-to-sales margin is expected to improve as sales rise in the second half of the year.

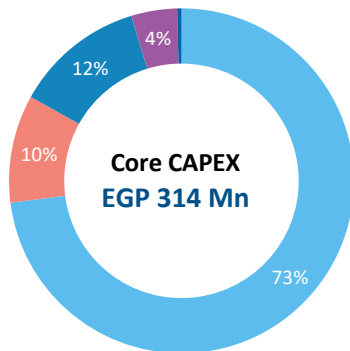
Interest Expense / Sales (%)



Net Profit Progression (EGP MN, % margin)



CAPEX Breakdown (1Q26)



■ Sites ■ Technology ■ Vehicles ■ Upgrades

EBITDA

EBITDA amounted to EGP 781 million in 1Q26, down 9% from EGP 861 million in 1Q25. Ibnsina Pharma’s EBITDA margin declined to 3.8% in 1Q26 from 5.1% in 1Q25, pressured by higher SG&A costs. The margin is expected to improve as sales rise in the second half of the year, targeting 4.5% in line with end of year guidance.

Interest Expense

Interest expense for 1Q26 was EGP 468 million, down 23% year over year from EGP 611 million in 1Q25, benefiting from interest-rate cuts implemented during 2025 and the 1% reduction announced in February 2026. These steps are expected to support lower financing costs going forward as we advance our operational and working-capital optimization initiatives. Debt levels remained broadly stable versus year-end 2025 and significantly below the peak reached in Q2 2025. Additionally, the monetization of assets worth EGP 1.2 billion in 2025 formed an important pillar of our deleveraging and further enhanced our financial flexibility.

Net Profit

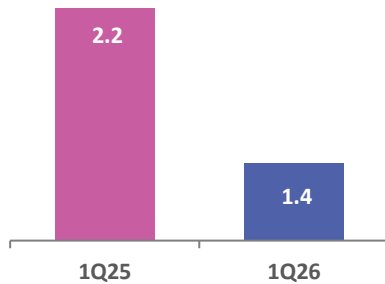
Net profit came in at EGP 256 million in 1Q26, up by 40.7% Q-on-Q from the EGP 182 million posted in 1Q25. The period saw Ibnsina Pharma’s net profit margin at 1.2% compared to 1.1% booked in 1Q25.

Key Balance Sheet Items

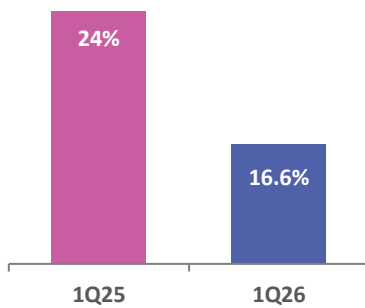
CAPEX

Ibnsina Pharma recorded 1Q26 CAPEX of EGP 314 million, up from the EGP 53 million committed a year earlier, with investments amounting to EGP 229.4 million on distribution centers including Ramp Logistics’ new warehouse adding 40k PP and doubling Ramp logistics’ current capacity and the new mega warehouse (Hassan Allam) adding 29k PP, or about 33% of ISP’s overall capacity; EGP 13.5 million allocated to upgrades; EGP 38 million allocated to vehicles; and EGP 32 million allocated to technology projects as the company continues its technology investment plan.

TTM Net Debt to EBITDA



Debt Ratio



Leverage Ratios

Net debt showed a significant decline starting 2025 year-end to record EGP 5.4 billion as of 1Q26, compared to EGP 6.5 billion in 1Q25. The balance sheet showed strong indicators with a Debt ratio of 16.6% down from 24% in 1Q25 as growth is spontaneously financed. TTM Net Debt to EBITDA recorded 1.4x down from 2.2x in 1Q25, while Net debt to equity recorded 1.9x down from 3x in 1Q25. Debt levels are expected to normalize in 2026 as we continue to implement our deleveraging strategy.

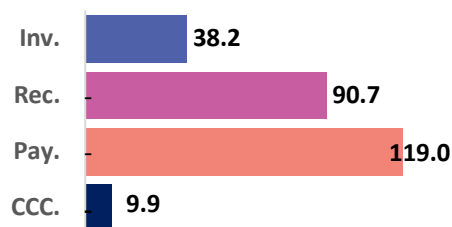
Cash Flow from Operation

Cash flow from operation recorded a significant improvement to record a positive cash flow of EGP 477 million compared to negative EGP 1.5 Bn in 1Q25 an improvement of EGP 1.97 billion. Looking ahead if the monetary easing cycle that began in late 2025 continues, it will create a tailwind for Ibsina Pharma in 2026.

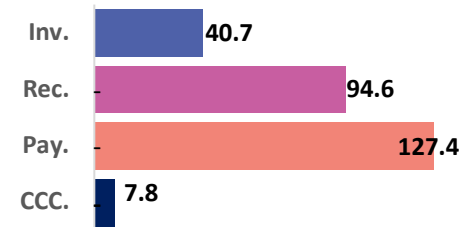
Working Capital

Ibsina Pharma's cash conversion cycle (CCC) was reduced to 7.8 days in 1Q26 compared to 9.9 days in 1Q25, driven by Payables Days on Hand (DOH) which recorded 127 days versus 119 days in 1Q25, as purchases of hospitals segment with "longer credit facilities" were growing starting 3Q25 in proportion to hospitals collection performance. Inventory days (DOH) recorded 40.7 days compared to 38.2 days in 1Q25 n 1Q26, Ibsina Pharma increased its inventory levels as a proactive mitigation plan amid elevated Middle East tensions and US-Iran dynamics that could impact the flow of imported items and raw materials from suppliers. Receivables DOH recorded 94.6 days compared to 90.7 days in 1Q25.

Cash Conversion Cycle 1Q25



Cash Conversion Cycle 1Q26



Recent Updates

Board of Directors Approves Establishment of New Subsidiaries to Enhance Growth Potential

Ibnsina Pharma's Board of Directors has approved the establishment of a subsidiary company focused on the distribution and trade of non-pharmaceutical products, alongside another subsidiary operating in the field of medical promotion, consulting and management, marketing, market studies, and advertising for pharmaceuticals and healthcare solutions. The Board empowered the Managing Director to take the necessary actions to initiate the formation of these two subsidiaries. While these activities currently fall under Ibnsina Pharma, they exhibit significant growth potential that warrants their independence and the creation of a separate management structure. This approach mirrors the successful scaling strategy previously employed with Ramp Logistics, allowing for enhanced operational focus and accelerated development.

Income Statement

<i>In EGP</i>	1Q26	1Q25	YoY %
Gross Revenues	21,329,753,427.00	17,722,085,501	20.4%
Net Revenues	20,500,933,842.00	17,044,961,201	20.3%
Cost of Sales	(18,861,369,933.00)	(15,617,338,783)	20.8%
Gross Profit	1,639,563,909.00	1,427,622,418	14.8%
<i>Gross Profit Margin</i>	8.00%	8.38%	(4.5 %)
<i>Selling, General & Administrative Expenses</i>	(806,865,816.00)	(496,634,869)	62.5%
<i>Expected Credit losses in accounts & notes receivable</i>	(51,508,782.00)	(69,854,953)	(26.3 %)
EBITDA	781,189,311.00	861,132,596.00	(9.3 %)
<i>EBITDA Margin</i>	3.8%	5.1%	
Depreciation & Amortization	(92,256,764.00)	(79,077,601)	16.7%
EBIT	688,932,547.00	782,054,995	(11.9 %)
<i>EBIT Margin</i>	3.4%	4.6%	
Other Revenues and Capital Gain	2,286,113.00	2,945,352	(22.4 %)
Financing Income	1,829,350.00	6,133,543	(70.2 %)
Foreign currency revaluation gain	52,281,929.00	6,294,251	730.6%
Credit interest		130,899	(100.0 %)
Financing Expenses	(468,493,074.00)	(611,216,963)	(23.4 %)
Net profit for the period before income taxes	276,836,865.00	186,342,077	48.6%
<i>EBT Margin</i>	1.4%	1.1%	
Current Income Taxes	(69,533,160.00)	(42,276,336)	64.5%
Deferred income taxes	48,632,311.00	37,815,216	28.6%
Net Profit for the period after taxes	255,936,016.00	181,880,957	40.7%
Non-Controlling Share	25	137	
Parent Company Net income	255,935,991	181,880,820	40.7%
<i>Net Profit Margin</i>	1.2%	1.1%	

Balance Sheet

<i>In EGP</i>	1Q26	FY25
Assets		
Non- Current assets		
Fixed Assets (net)	1,275,982,306	1,271,993,989
Projects Under Construction	1,096,371,109	832,140,122
Intangible assets (net)	228,143,078	236,359,506
Right of use assets (net)	970,001,794	971,629,079
Notes receivable - Long term	6,294,128	14,105,106
Deferred Taxes assets	408,991,662	360,359,351
Total Non-Current Assets	3,985,784,077	3,686,587,153
Current assets		
Inventory	10,219,340,714	8,246,348,097
Accounts and Notes receivable (net)	21,557,297,635	21,520,398,466
Suppliers advance payments	360,142,974	274,119,847
Financial investments advance payment	136,000,000	40,000,000
Debtors & Other Debit Balance (net)	1,599,751,114	1,355,525,546
Financial investments at FVTPL	63,877,526	55,001,459
Cash on hand and at banks	1,129,033,700	920,191,502
Assets Held for Sale	115,531,749	115,531,749
Total Current Assets	35,180,975,412	32,527,116,666
Total Assets	39,166,759,489	36,213,703,819
Shareholders equity		
Issued and paid - up capital	252,000,000	252,000,000
Share Premium (special reserve)	237,412,116	237,412,116
Legal Reserve	126,000,000	126,000,000
Legal reserve - Subsidiary	217,252	217,252
General Reserve	3,079,334	3,079,334
Treasury Stock Reserve	(171,643,212)	(171,643,212)
Retained Earnings	2,434,850,804	2,336,954,746
Total Equity of the Holding Company	2,881,916,294	2,784,020,236
Non- controlling interests	19	63
Total Equity	2,881,916,313	2,784,020,299
Liabilities		
Non-Current liabilities		
Loans - long term	1,242,679,015	891,226,704
Lease liabilities - Long term	796,536,452	806,086,540
Total non-current liabilities	2,039,215,467	1,697,313,244
Credit Facilities	4,730,168,179	5,169,637,310
Short Term loans	314,644,936	103,296,434
Suppliers and Notes Payable	27,939,893,483	25,475,648,743
Creditors & Other Credit Balances	646,730,825	451,680,002
Customers Advance Payments	16,134,150	17,579,091

Income Tax Payable	326,518,592	256,985,432
Lease Liabilities - short term	256,680,598	242,686,318
Expected claims provisions	14,856,946	14,856,946
Total Current Liabilities	34,245,627,709	31,732,370,276
Total Liabilities	36,284,843,176	33,429,683,520
Total Liabilities & Shareholders' Equity	39,166,759,489	36,213,703,819

Cash Flow

<i>In EGP</i>	1Q26	1Q25
<u>Cash flow from operating activities:</u>		
Net profit for the year before taxes	276,836,865	186,342,077
<u>Adjustments to reconcile net profit to cash flows from operation activities:</u>		
Depreciation of Fixed assets	45,007,869	37,248,749
Amortization of intangible assets	8,463,394	6,192,821
Amortization of Right of use assets	38,786,931	35,636,031
Expected Credit losses in accounts & notes receivable	51,508,782	69,854,953
Capital (Gain) from sale of fixed assets	(519,856)	(93,571)
Financing Expenses	468,493,074	611,216,963
Adjustments on Retained earnings	67	
Gain from revaluation of financial investment at through PL	(953,057)	-
Gain from foreign currency revaluation of investments through PL	(7,923,010)	
Net Operating profit before changes in working capital	879,701,059.00	946,398,023
<u>Changes in working capital:</u>		
Change in inventory	(1,972,992,617)	(1,331,570,749)
Change in accounts and notes receivable	(80,596,973)	(1,888,796,395)
Change in supplier advances payment	(86,023,127)	(4,084,326)
Change in debtors and other debt balances	(249,355,639)	(178,510,076)
Change in suppliers and notes payable	2,464,244,740	1,467,670,938
Change in customer advance payments	(1,444,941)	(436,737)
Change in creditors and other credit balances	37,010,823	(57,009,588)
Change in Financial investments advance payment	(96,000,000)	
Cash flow from operating activities	894,543,325	(1,046,338,910)
Finance cost paid	(417,856,007)	(465,470,412)
Net cash flow (used in) from operating activities	476,687,318.00	(1,511,809,322)
<u>Cash flow from investment activities:</u>		
(Payments) to acquire fixed assets and projects under construction	(313,343,303)	(54,384,427)
(Payments) to acquire intangible assets	(246,966)	(1,059,012)
Proceeds from selling fixed and intangible assets	635,987	120,919
Net cash flow (used in) investment activities	(312,954,282)	(55,322,520)
<u>Cash flow from financing activities:</u>		
Change in short and long- term loans	562,800,813	(124,178,191)
Change in credit facilities	(439,469,131)	2,446,609,204

Dividends paid	-	(3,464,500)
Increase in "finance" lease liability	272,054	401,284
(Paid) for Lease liabilities	(78,494,574)	(131,862,063)
Net cash flow generated from financing activities	45,109,162	2,187,505,734
Net change in cash and cash equivalents during the period	208,842,198	620,373,892
Cash and cash equivalents at the beginning of the year	920,191,502	835,857,571
Cash and cash equivalents at the end of the period	1,129,033,700	1,456,231,463

About Ibnsina Pharma

Originally established in 2001, today Ibnsina Pharma is the largest pharmaceutical distribution company in Egypt. The Company distributes a competitive portfolio of pharmaceutical products from over 350 Egyptian and multinational pharmaceutical companies to more than 50k customers including pharmacies, hospitals, retail outlets and wholesalers using a fleet of around 905 vehicles.

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 nationwide, Ibnsina Pharma’s team of more than 8,000 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.

For further information, please contact:

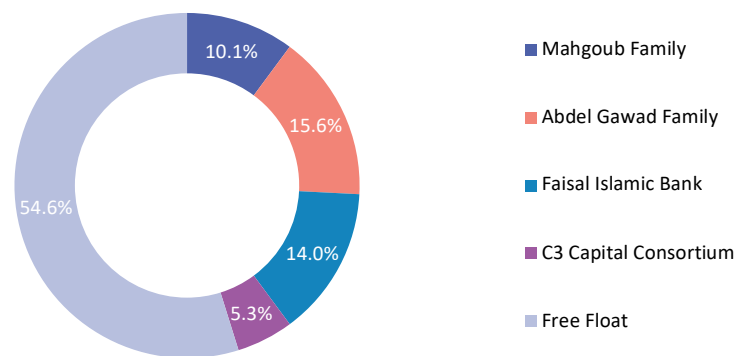
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Shareholding Structure



Forward-Looking Statements

This communication contains certain forward-looking statements. A forward-looking statement is any statement that does not relate to historical facts and events, and can be identified by the use of such words and phrases as “according to estimates”, “anticipates”, “assumes”, “believes”, “could”, “estimates”, “expects”, “intends”, “is of the opinion”, “may”, “plans”, “potential”, “predicts”, “projects”, “should”, “to the knowledge of”, “will”, “would” or, in each case their negatives or other similar expressions, which are intended to identify a statement as forward-looking. This applies, in particular, to statements containing information on future financial results, plans, or expectations regarding our business and management, our future growth or profitability and general economic and regulatory conditions and other matters affecting us.

Forward-looking statements reflect our management’s (“Management”) current views of future events, are based on Management’s assumptions and involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by these forward-looking statements. The occurrence or non-occurrence of an assumption could cause our actual financial condition and results of operations to differ materially from, or fail to meet expectations expressed or implied by, such forward-looking statements. Our business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate or prediction to become inaccurate. These risks include fluctuations prices, costs, ability to retain the services of certain key employees, ability to compete successfully, changes in political, social, legal or economic conditions in Egypt, worldwide economic trends, the impact of war and terrorist activity, inflation, interest rate and exchange rate fluctuations and Management’s ability to timely and accurately identify future risks to our business and manage the risks mentioned above.