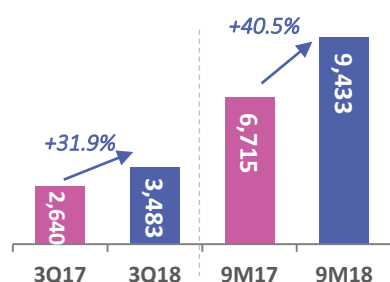


Ibnsina Pharma Releases Audited 9M18 Results

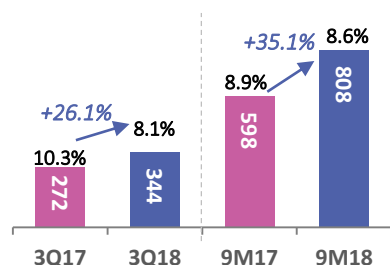
The first nine months of 2018 see net profit exceed FY2017 level to post EGP 188.3 million despite non-recurring expenses, revenues continue to expand at a healthy pace, climbing 40.5% year-on-year to reach EGP 9.4 billion.

Cairo, 11 November 2018

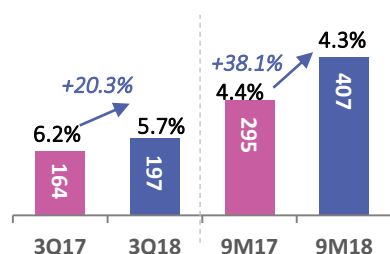
**Revenue Progression
(EGP mn)**



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



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



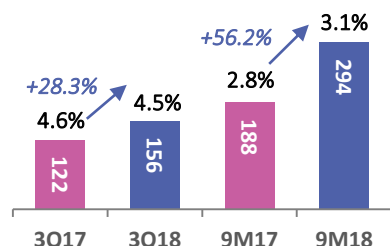
Ibnsina Pharma (ISPH.CA on the Egyptian Stock Exchange), Egypt's fastest-growing and second-largest pharmaceutical distributor, released today its audited results for the nine-month period ending 30 September 2018, posting net revenues of EGP 9.4 billion, up 40.5% year-on-year. Despite one-off charges incurred during the period, Ibnsina's net profit grew by 31.6% year-on-year to reach EGP 188.3 million in 9M18, yielding a 2.0% net profit margin.

"As we approach the final months of 2018, Ibnsina Pharma can look back on what has been a remarkable year following our December 2017 listing," said Omar Abdel Gawad, Co-CEO of Ibnsina Pharma. "The period saw the company double down on the strategies that management has adopted over the preceding quarters, and the benefits have translated into solid growth. Ibnsina's revenues rose by 40.5% year-on-year in 9M18, reaching EGP 9.4 billion, while our bottom line remains robust and continues to expand at a healthy pace," said Omar.

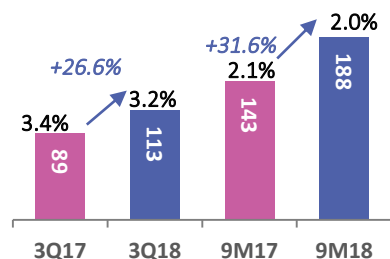
Ibnsina Pharma's gross profit climbed by 35.1% year-on-year to reach EGP 807.8 million in 9M18, representing a gross profit margin of 8.6%. 9M18 saw EBITDA grow at a rapid 38.1% year-on-year to record EGP 407.0 million, yielding an EBITDA margin of 4.3%. Operating profit grew by an exceptional 56.2% year-on-year to record EGP 294.3 million, with the company's operating profit margin expanding to 3.1% in 9M18 from 2.8% in 9M17.

"As the company expanded its client book and distribution network during the period, Ibnsina Pharma was able to spread its costs over a wider revenue base. In the nine-month period, operating expenses as a percentage of revenues declined to 4.2% from 4.5% in 9M17," Omar explained. "We expect that while growth in the wholesale and tender segments will slightly affect margins at the gross profit level in the short term, its benefits have

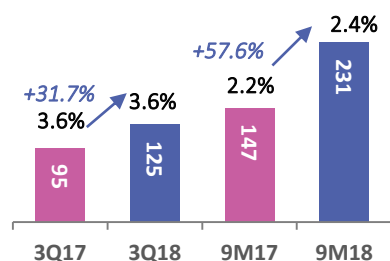
Operating Profit Progression (EGP mn, % margin)



Net Profit Progression (EGP mn, % margin)



Normalized Net Profit Progression (EGP mn, % margin)



already begun to bear fruit. The growth from wholesalers is providing us with the cash flow necessary to decrease our use of working capital financing and reduce our financial expenses, boosting bottom-line growth,” he concluded.

“Although the business has been consistently outperforming the wider market for several years now, management has not taken its success for granted. Ibnsina Pharma is pursuing all the means it can employ to profitably foster the market share we have built since inception, developing innovative solutions and improving existing systems when appropriate – with an eye to enhancing the client experience above all else,” said Mahmoud Abdel Gawad, CO-CEO of Ibnsina Pharma.

“Having pioneered the telesales order-taking model in the Egyptian market, Ibnsina Pharma has worked to further streamline and rationalize its order-taking and delivery processes. Parallel to expanding our distribution network, Ibnsina is piloting further efficiencies within the walls of its warehouses as it seeks to extract higher value from its operations. We are following analytics- and data-driven approaches to optimizing the customer storage capacities of our warehouses, aiming to maximize both our own and our clients’ productivity. Such efficiencies have been crucial to maintaining best-in-class service and in turn Ibnsina Pharma’s market share,” Mahmoud concluded.

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 41,000 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 57 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.

For further information,
please contact:

Mohamed Shawky

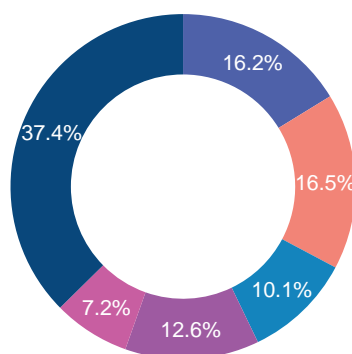
Investor Relations Manager

Email:

mohamed.shawky@ibnsina-pharma.com

Shareholding Structure

(Post IPO and Capital Increase)



- Mahgoub Family
- Abdel Gawad Family
- EBRD
- Faisal Islamic Bank
- Senior Management & Other Shareholders
- Free Float