

Ibnsina Pharma Partners with YANMU and Hassan Allam Utilities

New lease agreement aims to enhance its sustainable and efficient supply chain solutions

Cairo, 29 December 2024

Ibnsina Pharma, the largest pharmaceutical distributor in Egypt, is proud to announce the signing of a lease of more than 11,000 square meters of warehouse space in the state-of-the-art facility at YANMU, a sustainable EDGE certified, world-class logistics park developed by Hassan Allam Utilities. This strategic move is the first step toward future collaborations aimed at enhancing Ibnsina Pharma's distribution capabilities and supporting the growing demand for pharmaceutical products.

YANMU Logistics Park is a collaborative venture in Egypt between HAU Logistics, a logistics-focused investment partnership between Hassan Allam Utilities and A.P. Moller, and Agility. YANMU is recognized for its cutting-edge infrastructure and commitment to sustainability, featuring advanced temperature-controlled environments and eco-friendly design principles. The facility's innovative logistics solutions will enable Ibnsina Pharma to streamline its operations while adhering to the highest standards of product integrity and quality to preserve the environment.

"We are excited to expand our operations with the addition of this new warehouse at YANMU," said **Mohsen Mahgoub, Managing Director of Ibnsina Pharma**. "This facility not only enhances our operational efficiency but also aligns with our strategy to expand with a light asset model through collaboration with industrial developers without putting pressure on our cash flow. It will also allow us to better serve our clients and ensure timely access to essential medications for healthcare providers and patients throughout Egypt," added **Mahgoub**.

"We are delighted to welcome Ibnsina Pharma as a tenant at YANMU East Logistics Park," said **Karim Hefzy, Chief Operating Officer of Hassan Allam Utilities**. "This partnership reflects our commitment to delivering world-class logistics solutions to industry leaders. With our modern, sustainable complex and comprehensive facilities, we are confident that Ibnsina Pharma will benefit from enhanced operational capabilities and customer satisfaction".

The collaboration between Ibnsina Pharma and Hassan Allam Logistics represents a significant step forward in strengthening the pharmaceutical supply chain in Egypt.

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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 46 k customers including pharmacies, hospitals, retail outlets and wholesalers using a fleet of around 830 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 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

About YANMU

YANMU Logistics Park marks the first collaborative venture between HAU Logistics, a recently established logistics focused investment platform between Hassan Allam Utilities and A.P. Moller Capital, and Agility. YANMU builds and manages Grade A, international-standard warehousing facilities at key locations in Egypt. Its first project, YANMU East Cairo Logistics Park (YANMU ECLP), launched in 2023. YANMU ECLP offers the country's most modern and efficient warehousing solutions, engineering sustainability into design and facilities management to reduce costs, conserve energy, and lower emissions. YANMU brings innovation to warehousing and distribution in Egypt.

For more Information about YANMU, please visit : www.yanmuparks.com