

ibnsinapharma

9M26 Business Review
Earning Call

Performance Highlights: **9M**, 2026

28bn
Q3 Revenues
Highest Quarterly Revenues in Company History
(24% Higher than Highest Quarter)

400mn
Q3 Operating Profit

Growth

Market Leader

29%
Market Share
25: 31%
+3% >> 2nd Place

23%
Growth in Revenue
26: 71bn | G: 23%
25: 58bn | G: 45%

Profitability

48%
Growth in Operating Profit
26: 933mn | M: 1.4%
25: 631mn | M: 1.1%

38%
Growth in Net Profit
26: 909mn | M: 1.3%
25: 660mn | M: 1.2%

Balance Sheet

18.5%
Debt Ratio
vs 22%, 9M 25

2.1
Net Debt : Equity
vs 2.6, 9M 25

1.86
TTM Net Debt : EBITDA
vs 1.83, 9M26

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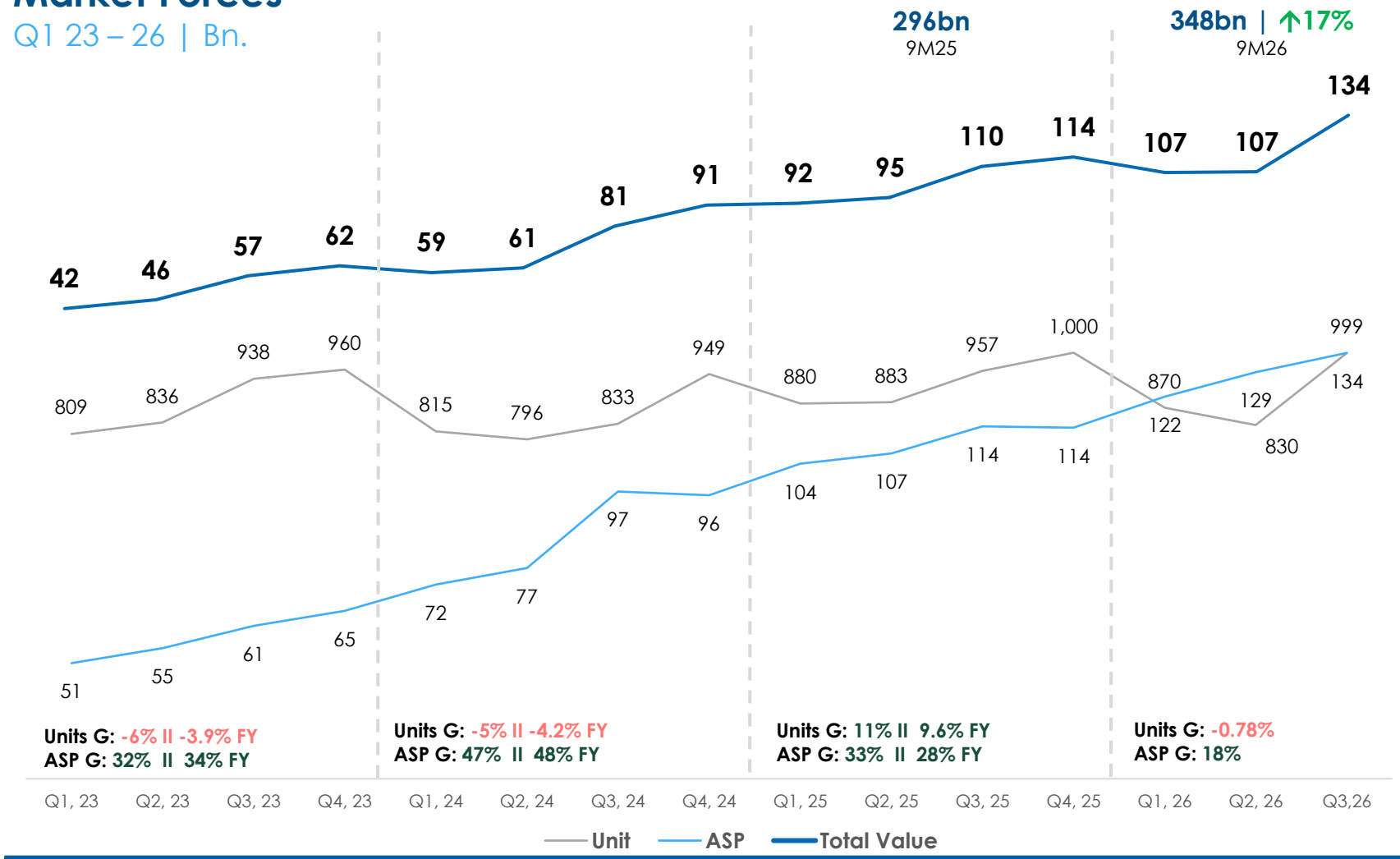
Market & Company Growth

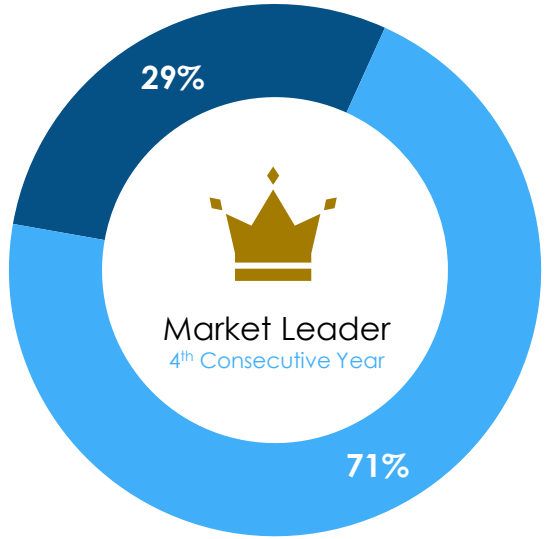
Market Forces

Q1 23 – 26 | Bn.



Market Share

Q3 2026



Consolidated Revenue Analysis

35bn | 53% G
FY23 Revenue

24bn | 50% G
9M Revenue

58bn | 65% G
FY24 Revenue

40bn | 63% G
9M Revenue

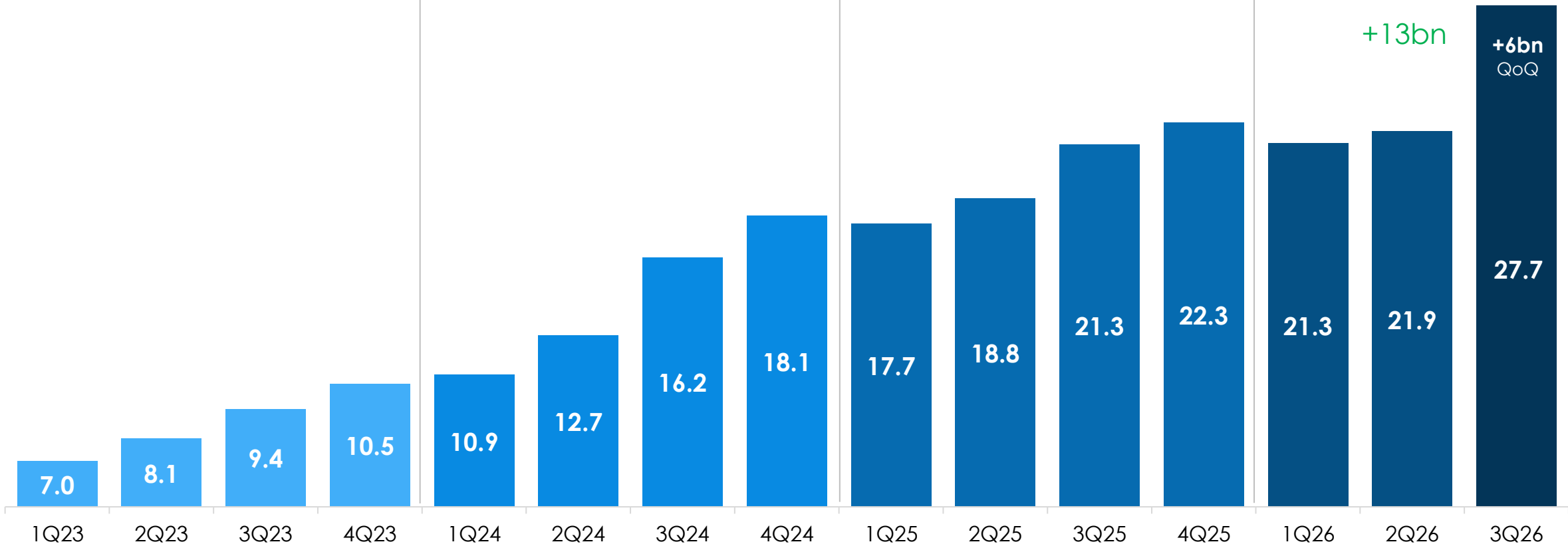
80bn | 38% G
FY25 Revenue

58bn | 45% G
9M Revenue

100bn | 25% G
eFY26 Revenue

71bn | 23% G
9M Revenue

+13bn



Subsidiaries Revenue Analysis

Ramp
Logistics
Established in 2021

Under Establishment
Business Unit
Since 2021

Under Establishment
Business Unit
Since 2023

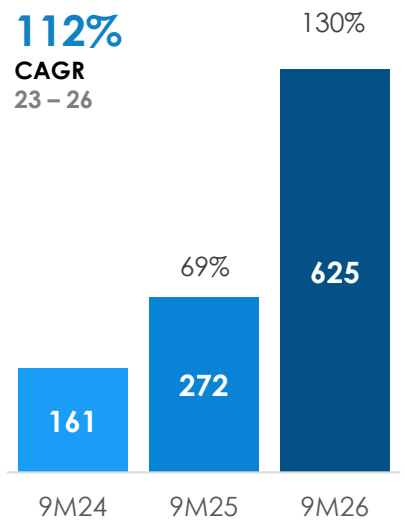
Subsidiaries Revenue Analysis

239mn | ↑63%
9M Subsidiaries Profit
Contr.: 26% vs 22% 9M 25

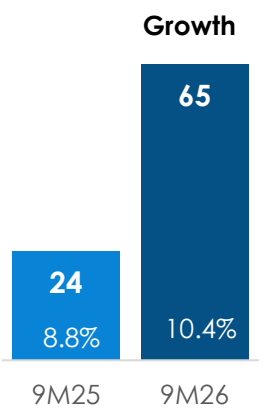
Ramp Logistics

Established in 2021

Revenues



Net Profit

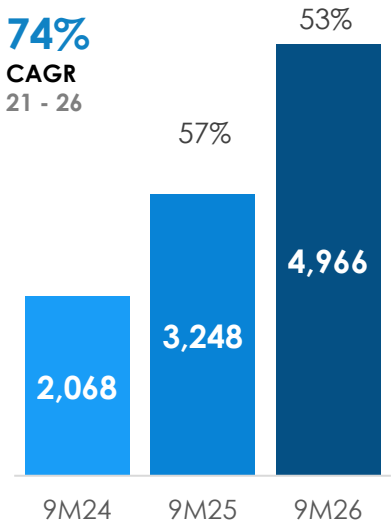


lifecare ibnsina company

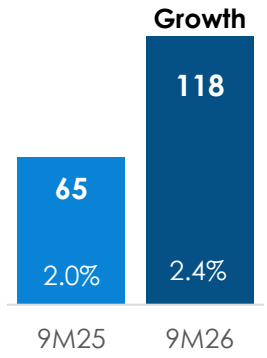
Beauty, Wellness & Beyond

Under Establishment
Business Unit
Since 2021

Revenues



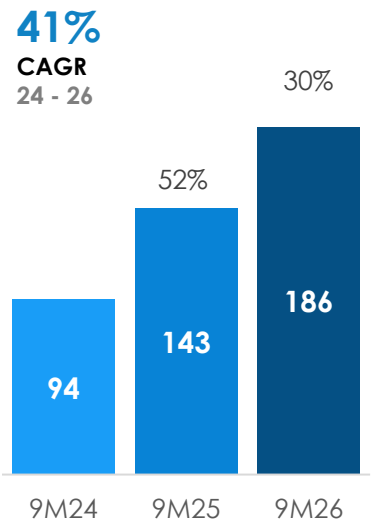
Net Profit



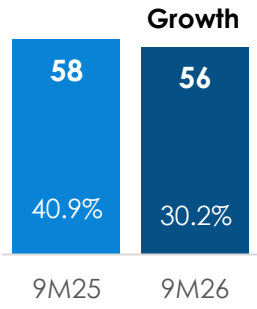
NGX HEALTHCARE

Under Establishment
Business Unit
Since 2023

Revenues

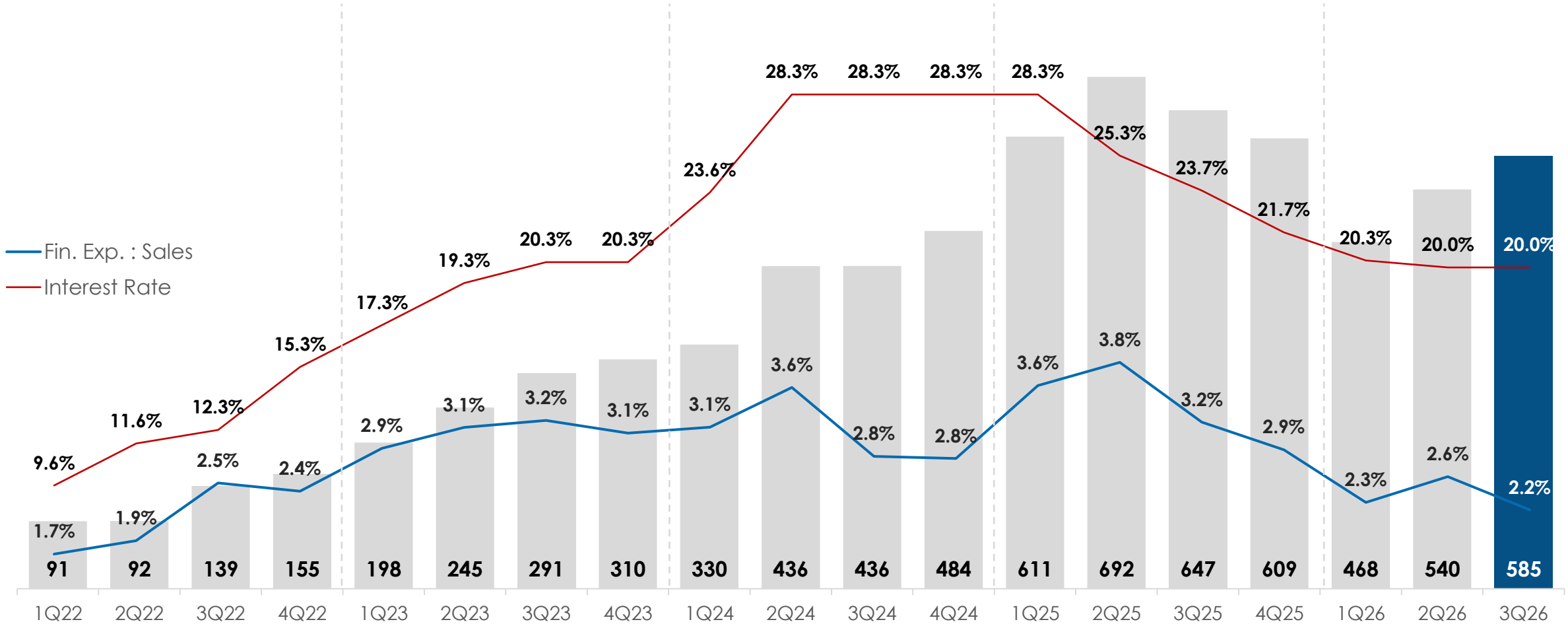


Net Profit



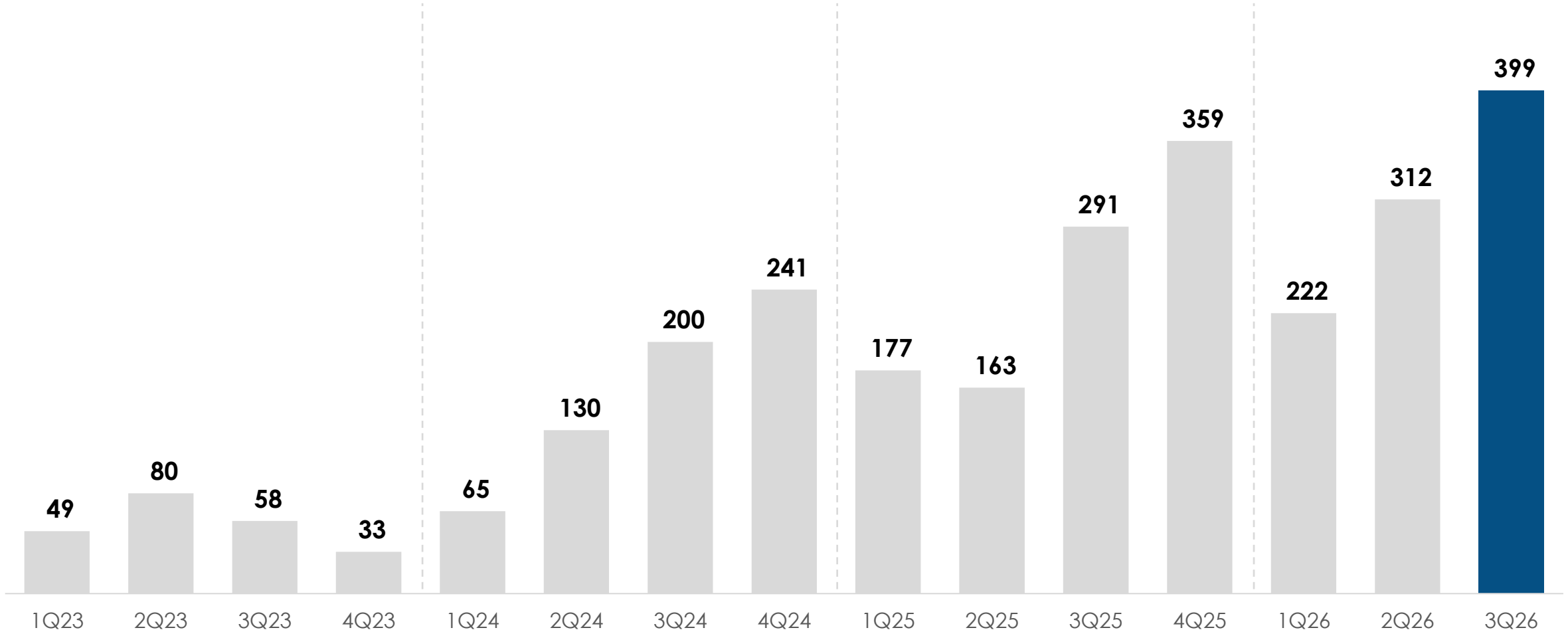
3Q26 Lowest Fin. Expenses : Net Sales

Since 2022



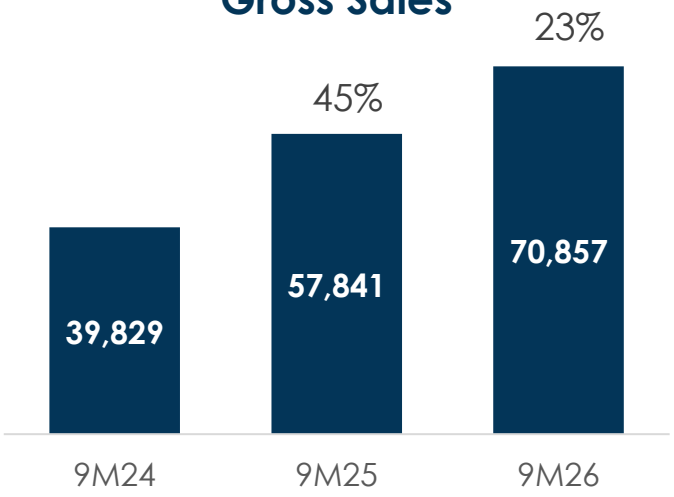
3Q26 Highest Operating Profit

Despite Hight Interest Rate Environment

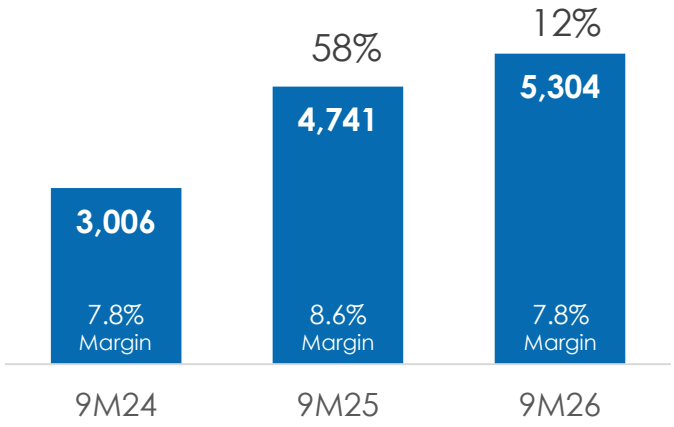


9M Consolidated Income Statement

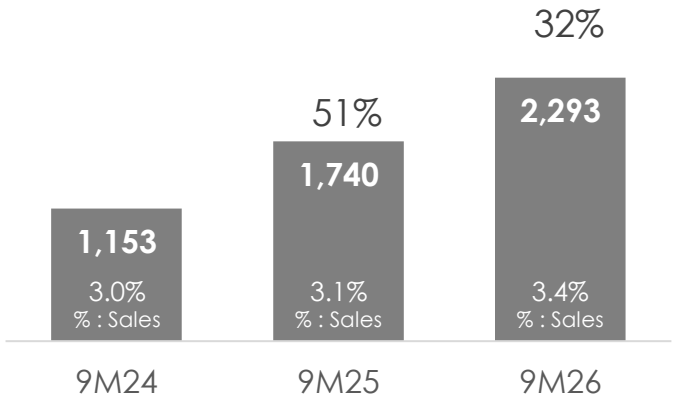
Gross Sales



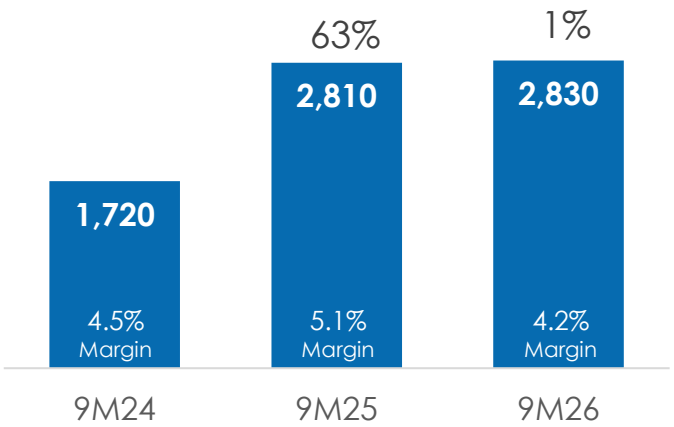
Gross Profit



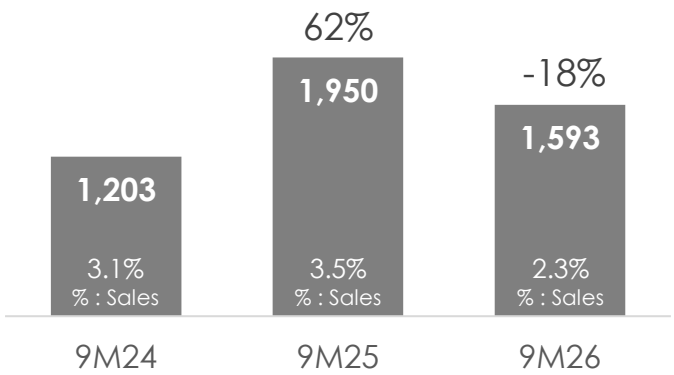
OPEX



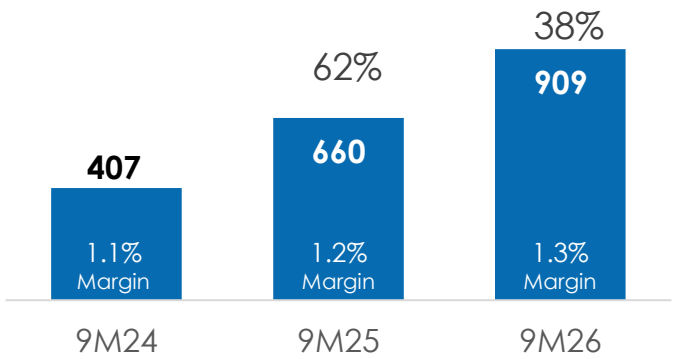
EBITDA



Financial Expenses

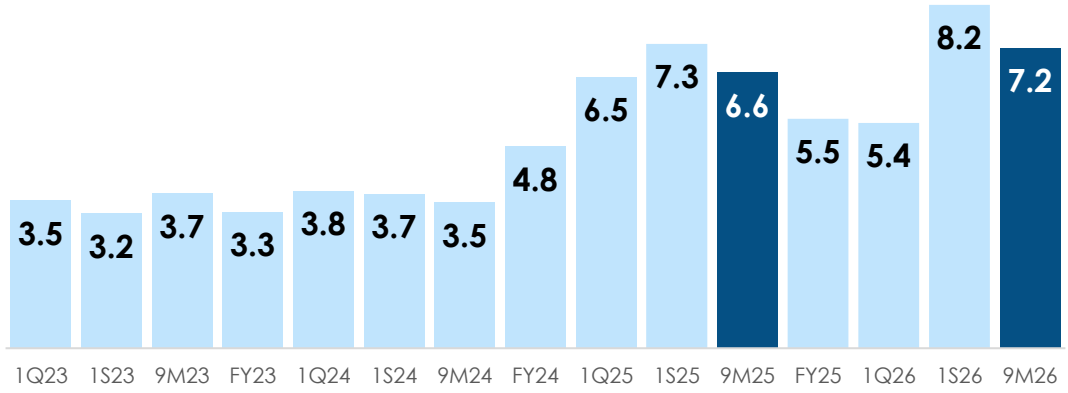


Net Income

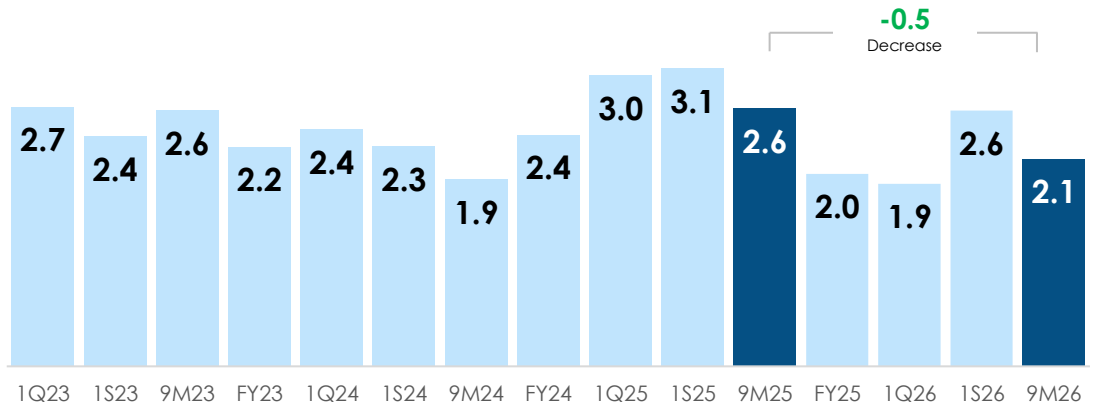


Debt Analysis

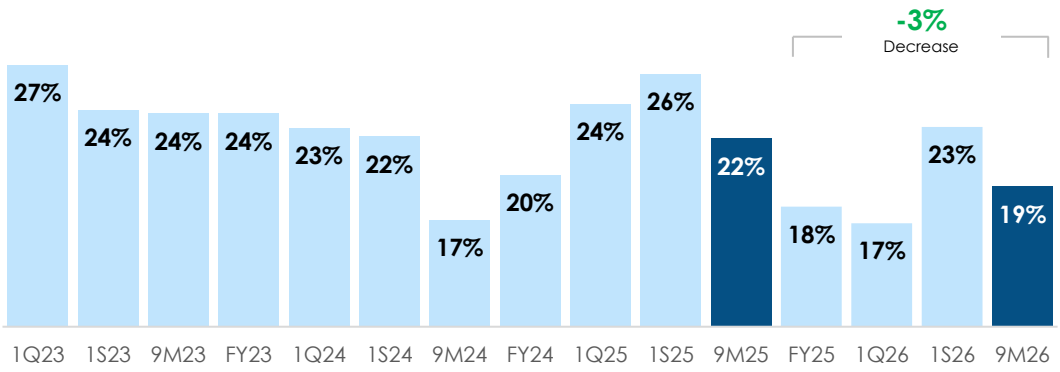
Net Debt



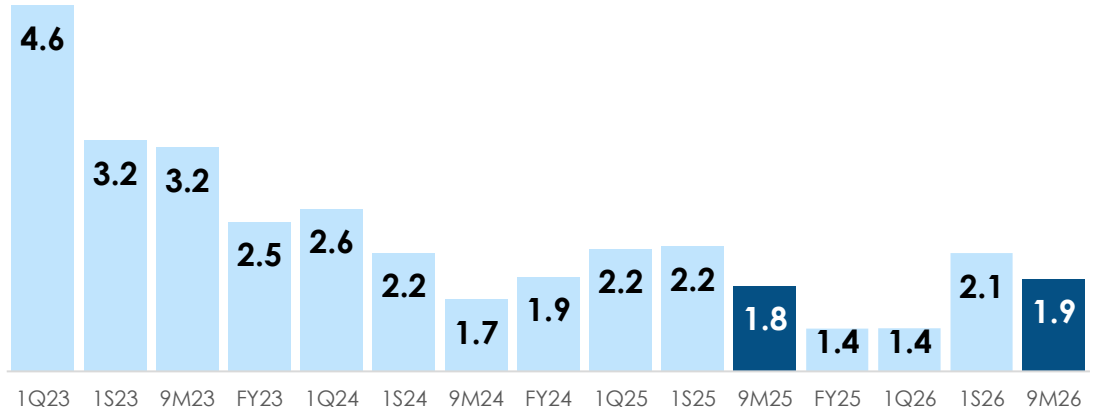
Net Debt to Equity



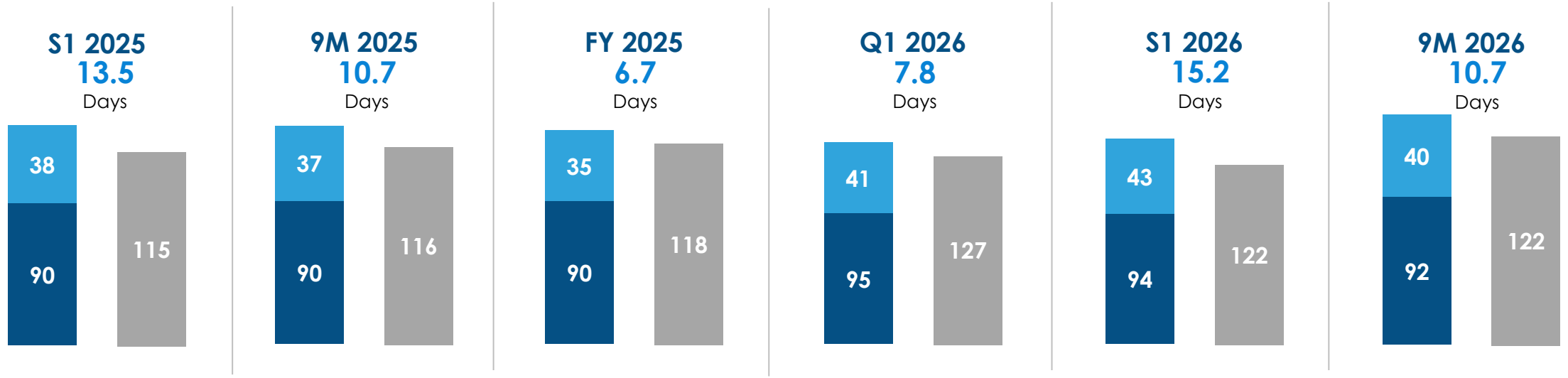
Debt Ratio



TTM Net Debt to EBITDA



Cash Conversion Cycle



	9M 23	9M 24	9M 25	9M 26
CFO	**280**	**1,192**	**(45)**	**742**
(Financial Interest)	(690)	(1,018)	(1,713)	(1,450)
Net CFO	**(410)**	**174**	**(1,759)**	**(708)**
Interest Paid (Tax Adjusted)	535	789	1,328	1,124
(Net CAPEX)	(267)	(147)	(176)	(830)
FCFF	**(142)**	**816**	**(607)**	**(414)**
(Financial Interest)	(535)	(789)	(1,328)	(1,124)
Net Borrowings	883	(218)	2,419	1,853
FCFE	**206**	**(190)**	**484**	**315**



UPA Collection



Importation Inventory



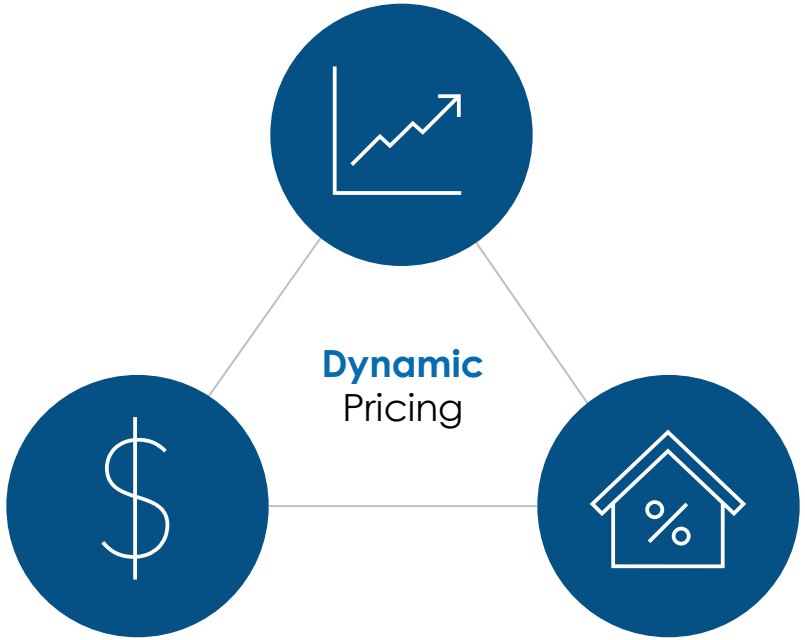
Repricing Effect on Inventory



Supplier Credit Terms Decrease

Updates: New Pricing Method

From **Fixed** to **Dynamic** Pricing



Base of Calculation

Fixed margin cancelled, calculation based on End-user instead of Ex-factory price



Fixed Margin
(1 EGP on Strip)

Ex-factory
Price

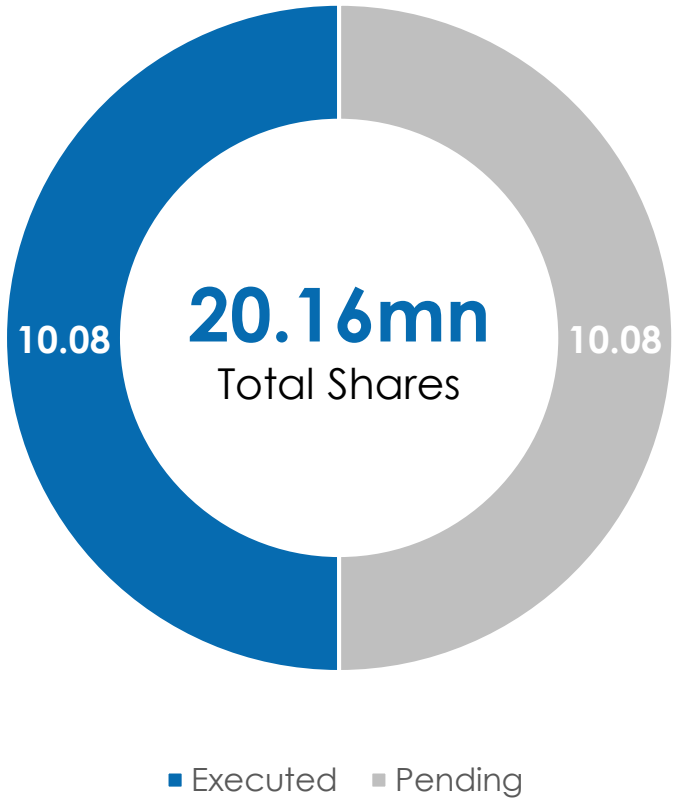


End-user
Price

Updates: ISPH Share Buy-back Program

Share Buy-back Program Status

26 Oct. – 17 Dec. (Millions)



Fully self-financed by internal resources

Management purchased 10.8mn shares between October 26 and November 12 and plans to purchase another 10.8mn in the coming period.

The purchases advance the board-approved plan to buy back up to 2% of the company's total shares from the open market.



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