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S1, 2024
Investor Review

Pharma Market Dynamics

Macros and pharma market status

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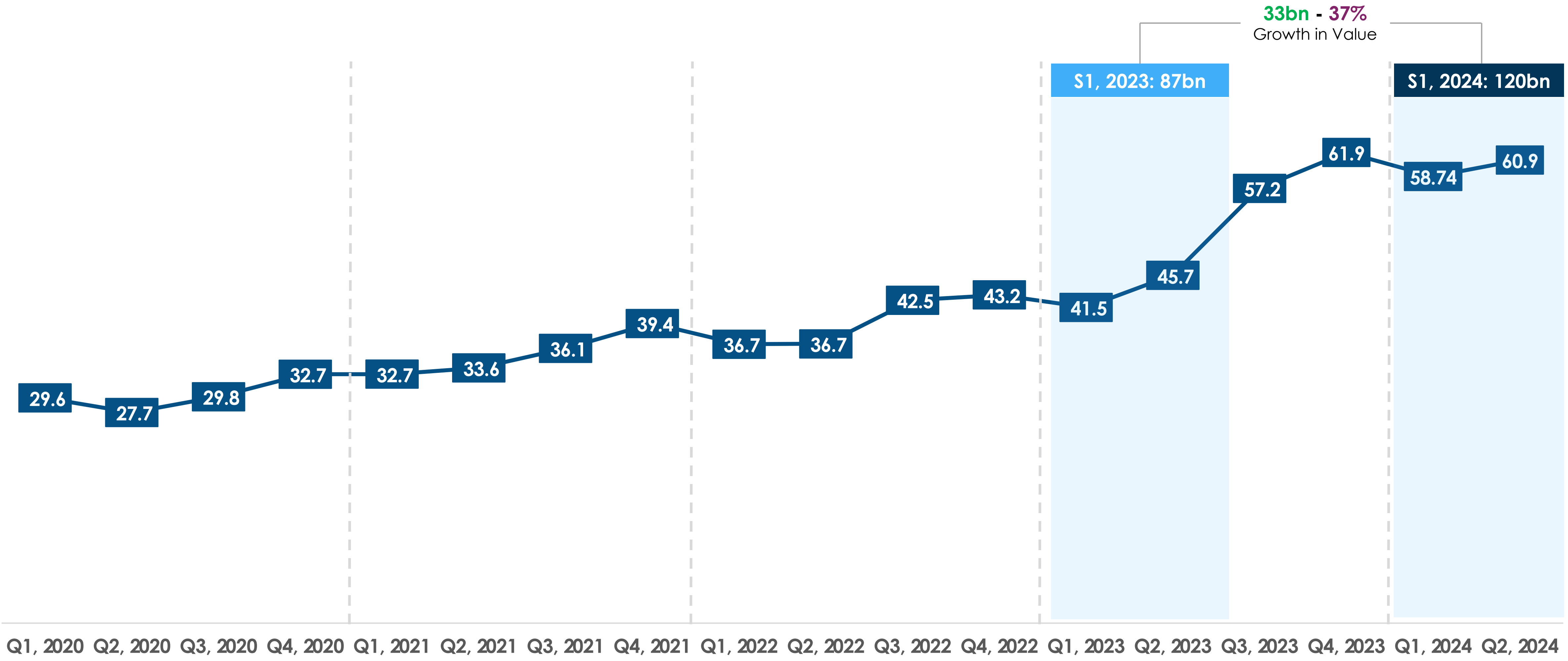
Pharma Market: Total Pharma Market Growth

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



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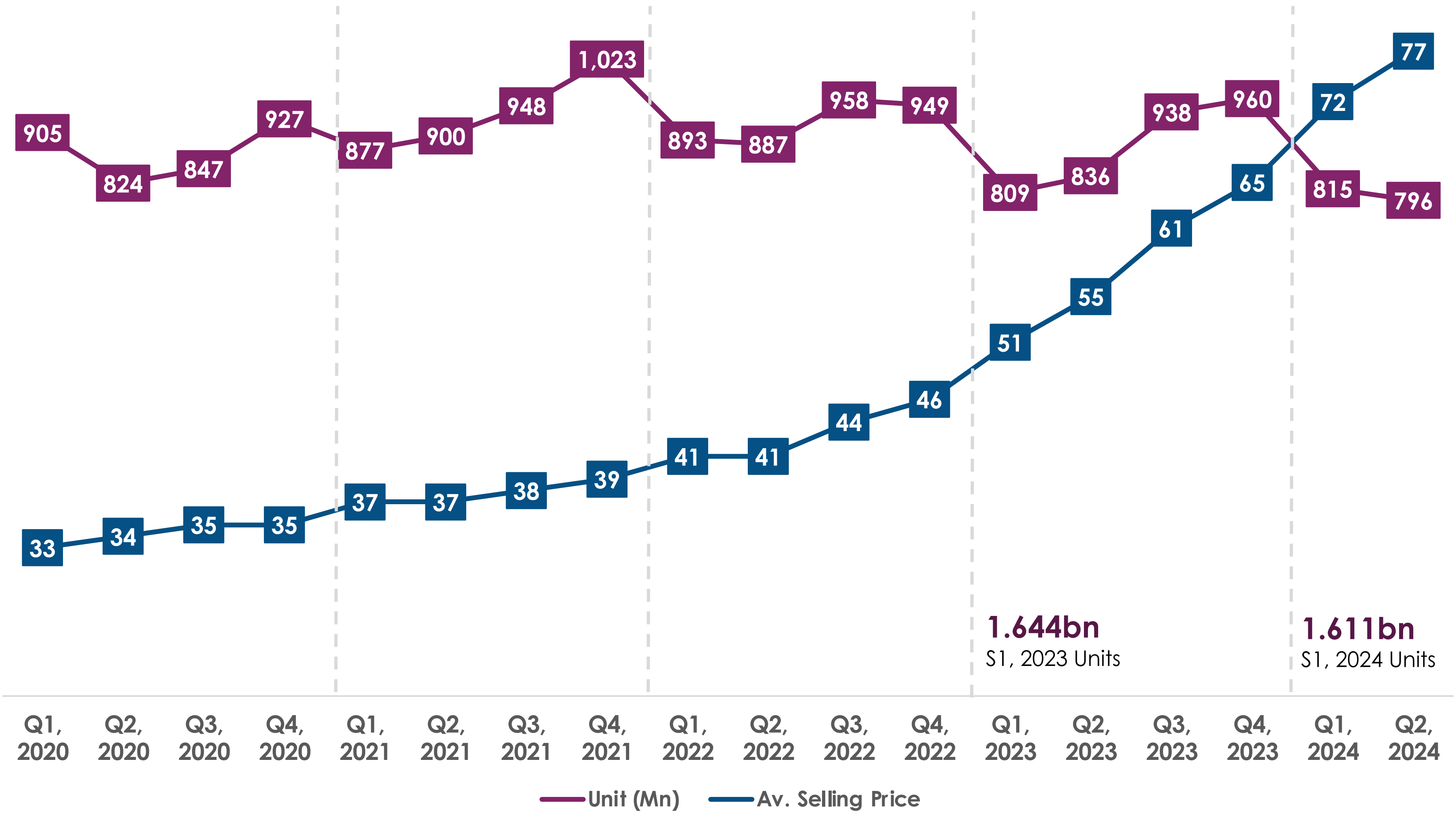
Pharma Market: Growth Drivers

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

Units Sold S1 24 vs S1 23	ASP S1 24 vs S1 23
2%	40%



14%

% of repriced items by SKUs from total regulated SKUs (800/5800 items)

26%

% of Av. contribution of repriced items to regulated items Sales
(May, April, June)

42%

Average selling price increase (122 vs 86)

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S1, 2024 Performance

Highlights on P&L & B/S

Financial Performance Highlights: S1, 2024

Key highlights on S1 business results

29%
YTD Market Share
(5.2%)

57%
YTD Growth in Revenue
(23.6bn)

53%
Growth in Gross Profit
(1.8bn)

62%
Growth in EBITDA
(1.02bn)

68%
Growth in Net Profit
(222mn)

1.34
Days of cash conversion

24%
Debt Ratio
(vs 26%, S1 23)

3
Non-Core business Performance

ISPH Strategy 2024: ISP Strategy

Sustainable Growth

57%
YTD Growth in Revenue
(23.6bn)

29%
YTD Market Share
(5.2%)

53%
Growth in Gross Profit
(1.8bn)

Sustainable Growth

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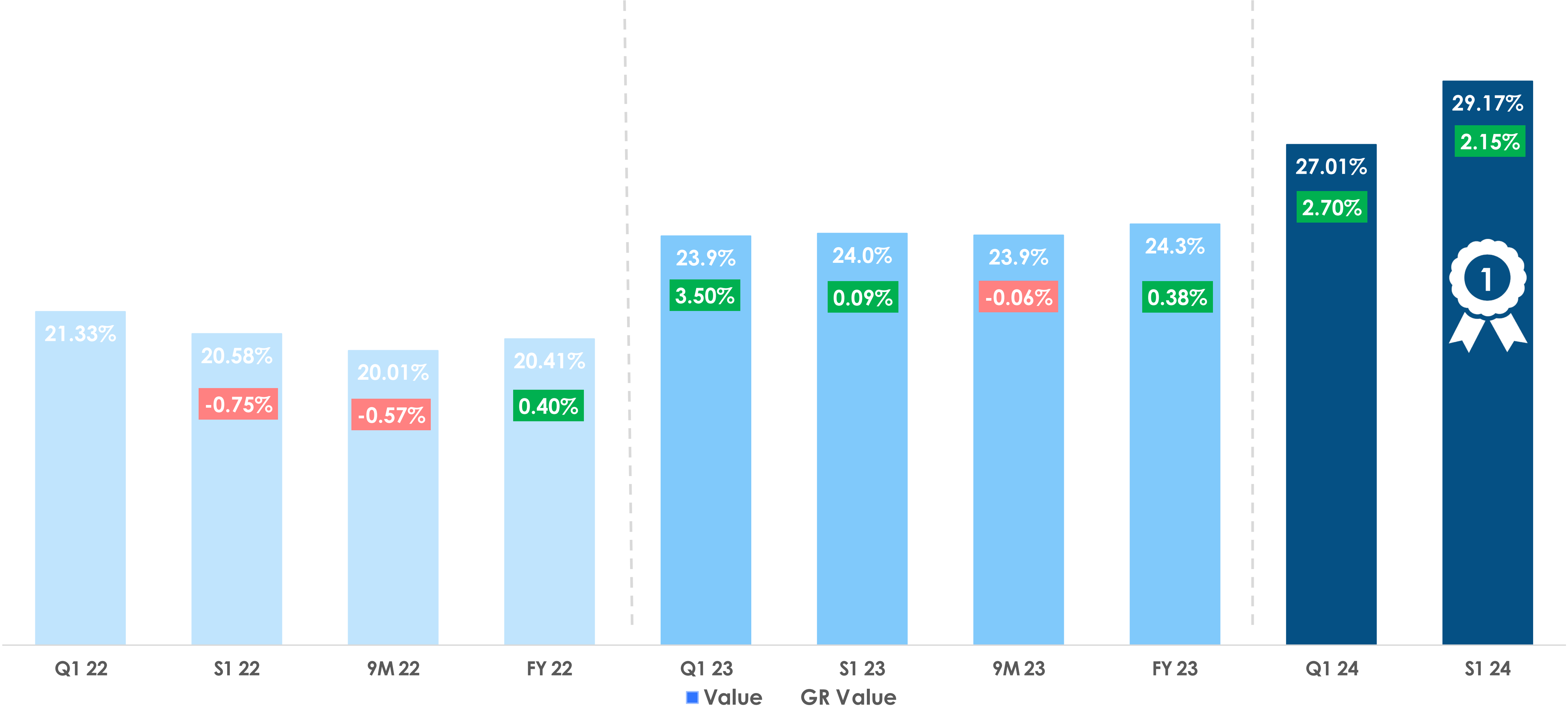
Market Share: ISP Market Share based on Value

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

Q2 MS (+5.1%)
2024: 31.2%
2023: 24.1%



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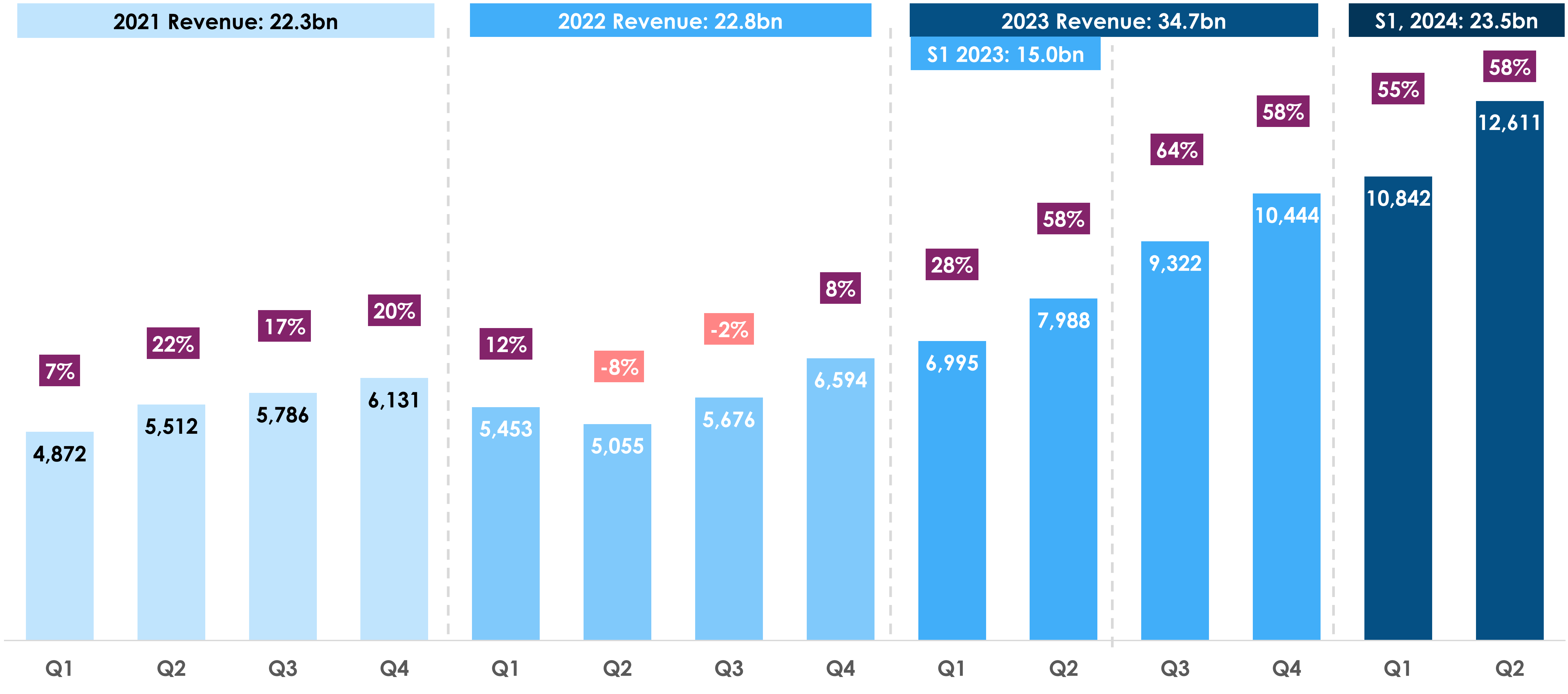
Revenue Analysis: Growth

Ibnsina Pharma achieves 57% QoQ revenue growth rate in Q2, 2024

S1 24 vs 23 Growth

57%
(8.5bn)



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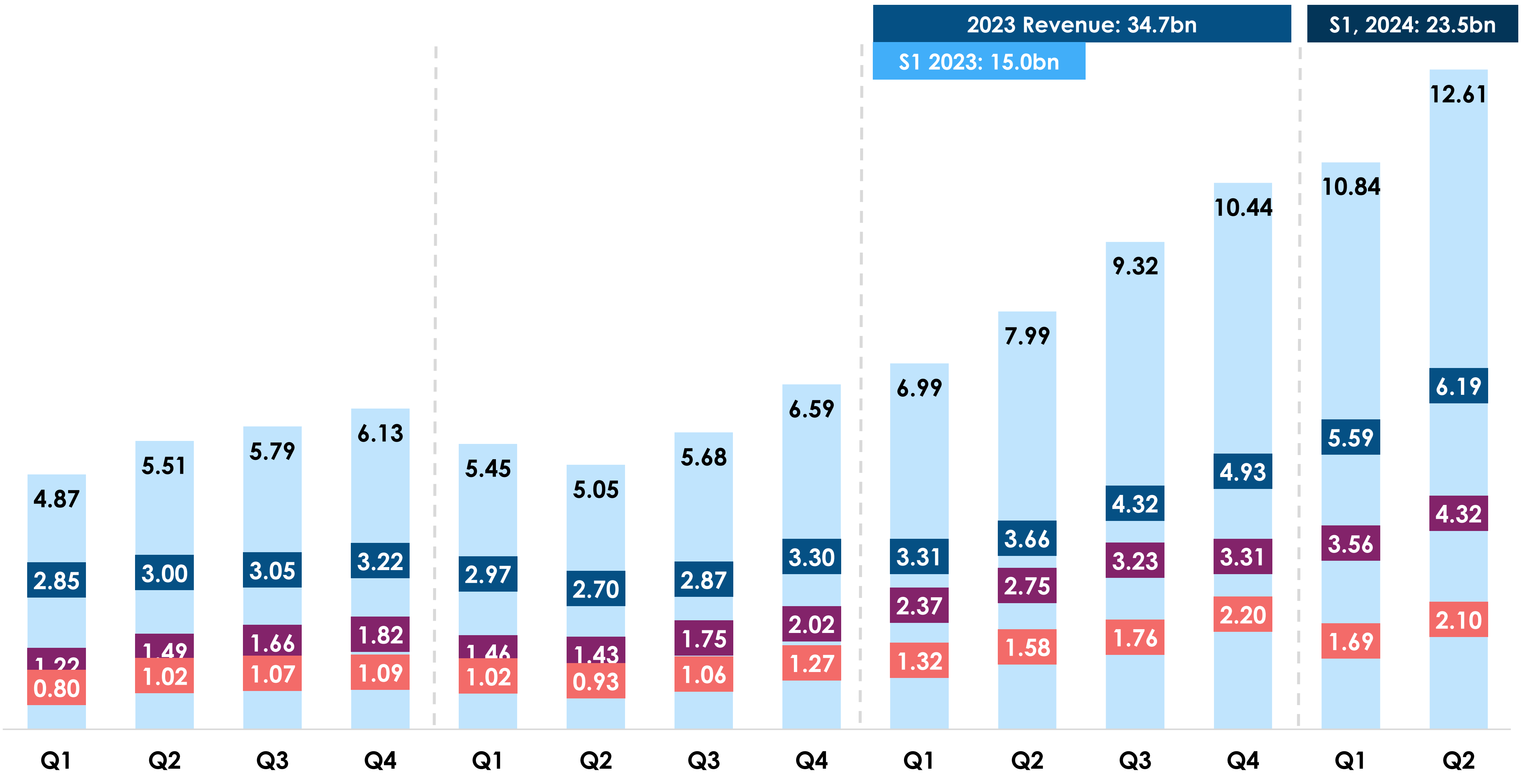
Revenue Analysis: Growth Across All Business Units

Addressing customer segments individually, modifying internal capacity to cater segment's needs & potential

S1 24 vs 23 Growth

57% (8.5bn)



S1 23 vs 24 Growth

Pharmacies

69% (4.82bn)

Wholesale

57% (2.75bn)

Hospitals

33% (0.90bn)

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Gross Profit: Gross Profit Analysis

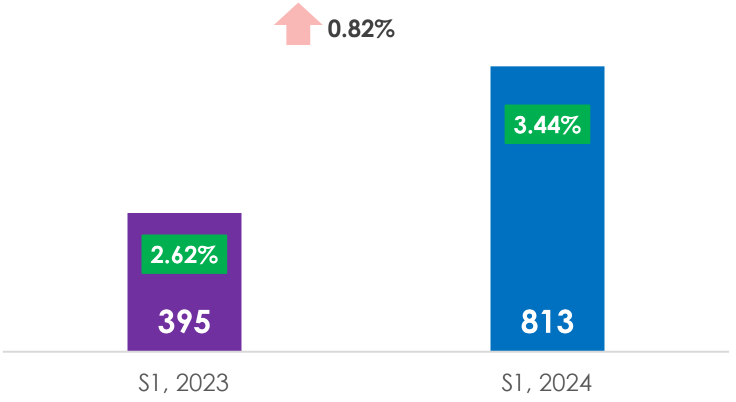
Optimize gross profit due to success in managing CTG, GDT & Supplier Deals

Gross Profit Growth
S1 24 vs S1 23

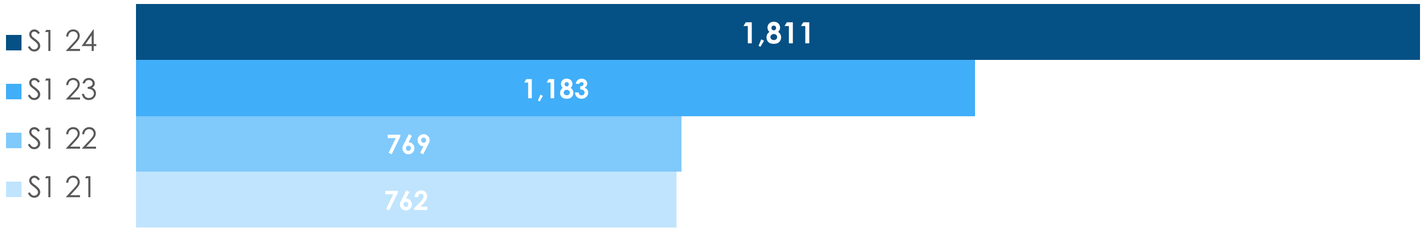
53%
(627mn)

Gross Profit Optimization
(S1, 2024)

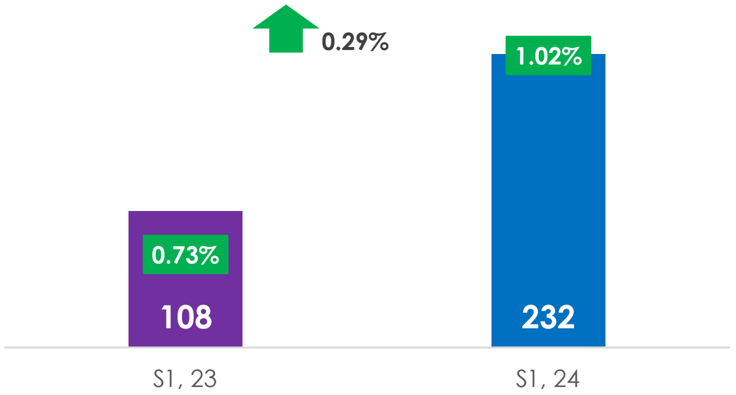
Cash Discount Given (Millions)



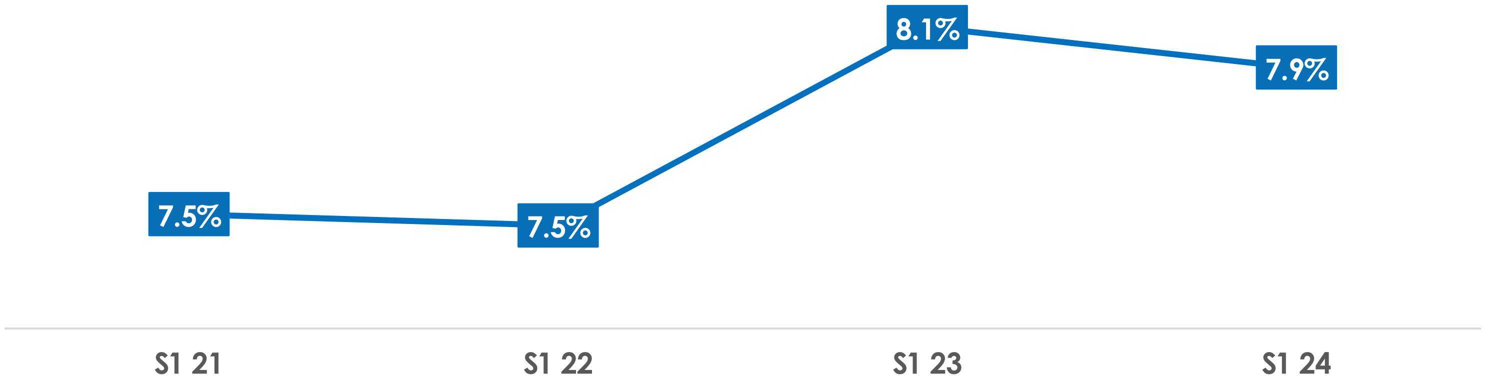
Gross Profit Value (Millions)



Cash Discount Taken (Millions)



Gross Profit Trend (Margin %)



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ISPH Strategy 2024 - 2025: ISP Strategy

Working Capital & Net Debt Optimization

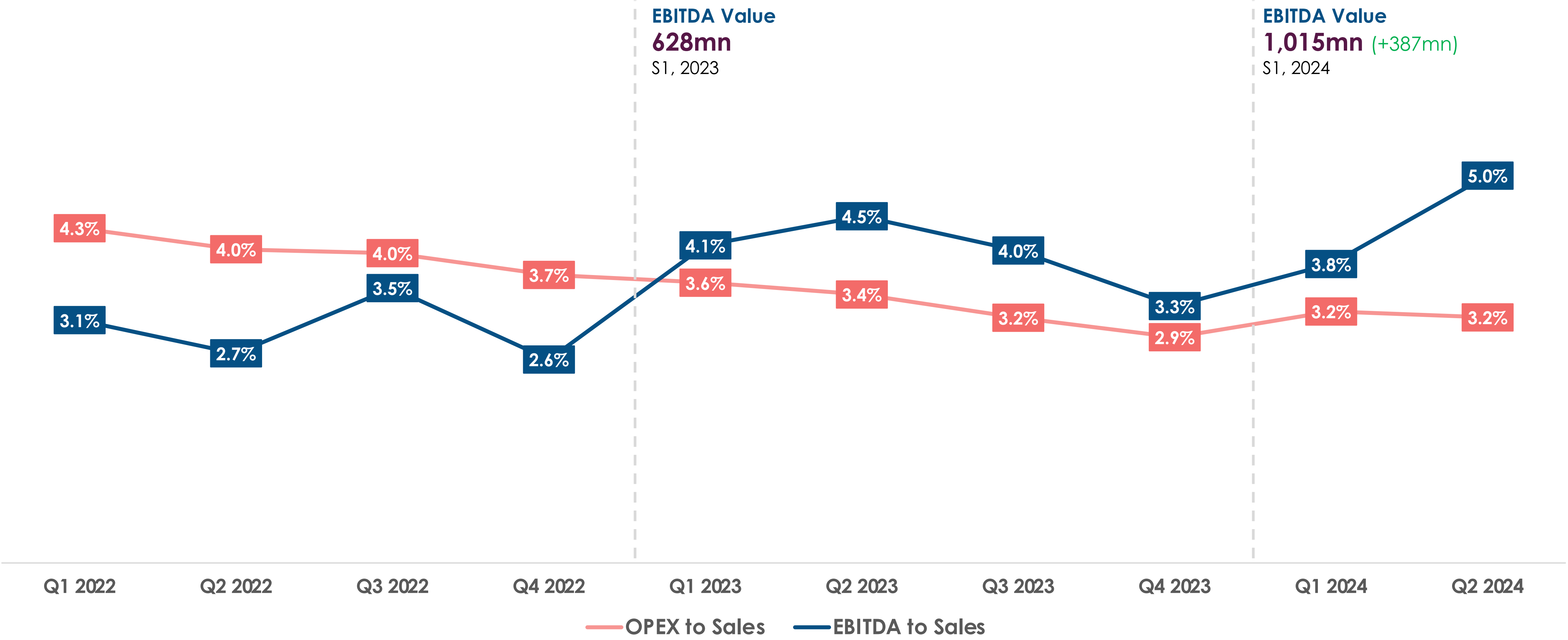
62%
Growth in
EBITDA
(1.02bn)

OPEX Optimization

OPEX Optimization: Optimization

New lowest OPEX to Sales recorded in Q2 2024 with a steady decline

OPEX vs EBITDA
(% of Sales - QOQ)



ISPH Strategy 2023-2024: ISP Strategy

Working Capital & Net Debt Optimization

68%
Growth in
Net Profit
(221mn)

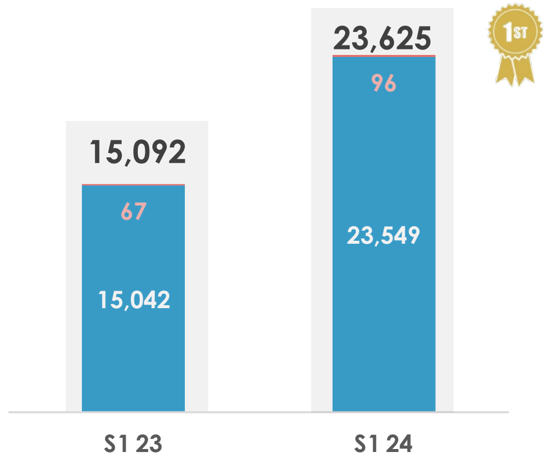
Income Statement

Income Statement: S1, 23 vs S1, 24

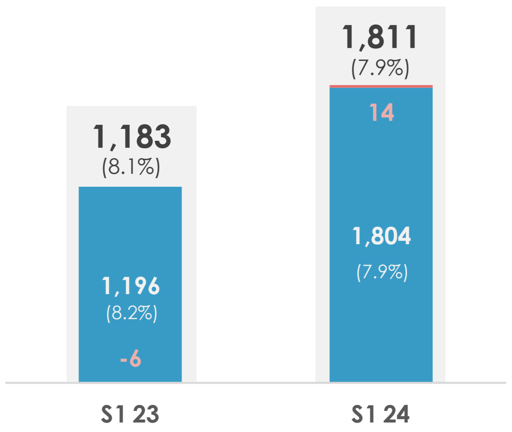
68% growth in NP collectively despite set-backs in subsidiaries performance and due to the solid position of Ibnsina Pharma

ISP Consolidated
ISP Standalone
AIM Consolidated

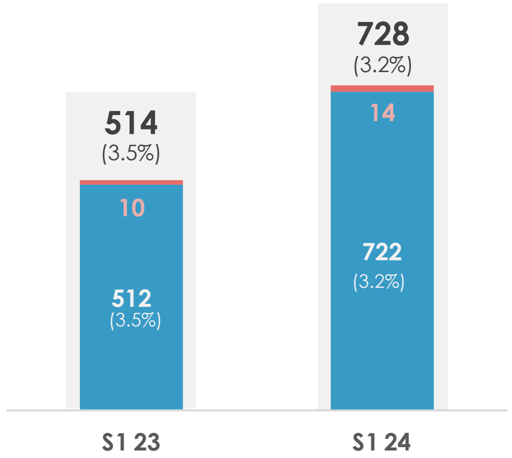
Gross Sales (Growth: 57 %)



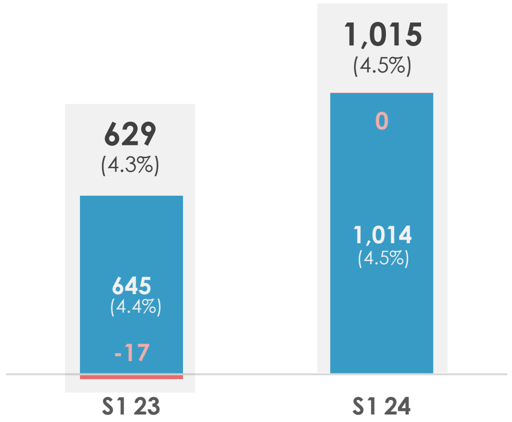
Gross Profit (Growth: 53%)



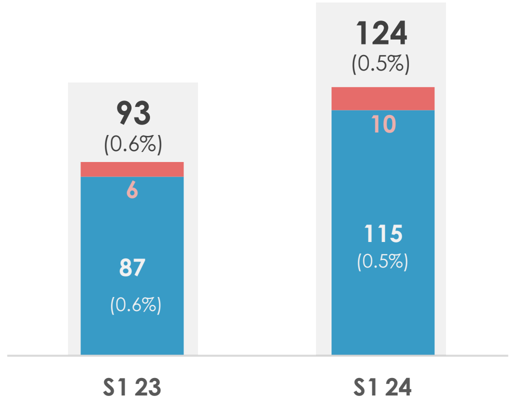
OPEX (Growth: 41%)



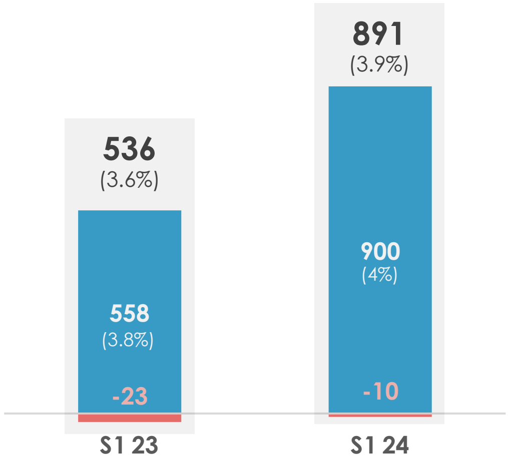
EBITDA (Growth: 61%)



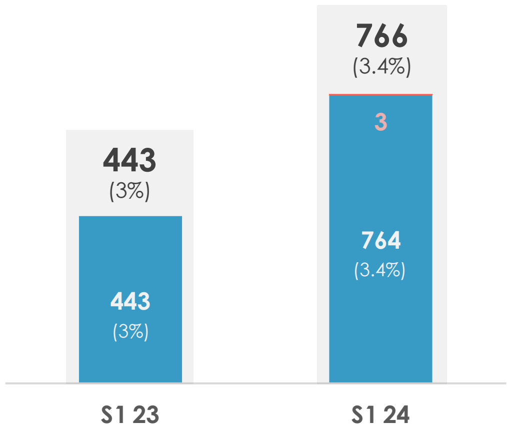
Depreciation (Growth: 34%)



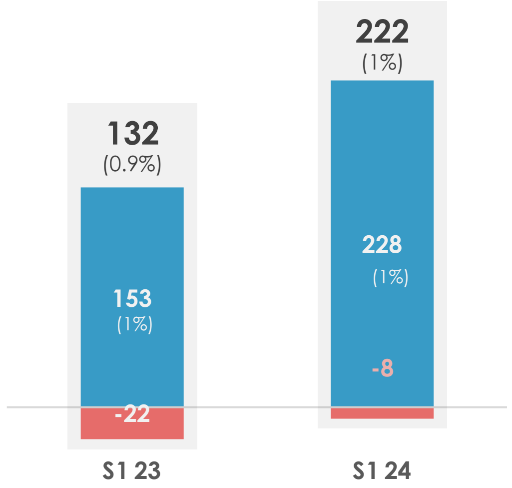
EBIT (Growth: 66%)



Financial Exp. (Growth: 73%)



Net Income (Growth: 68%)



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ISPH Strategy 2024-2025: ISP Strategy

Working Capital & Net Debt Optimization

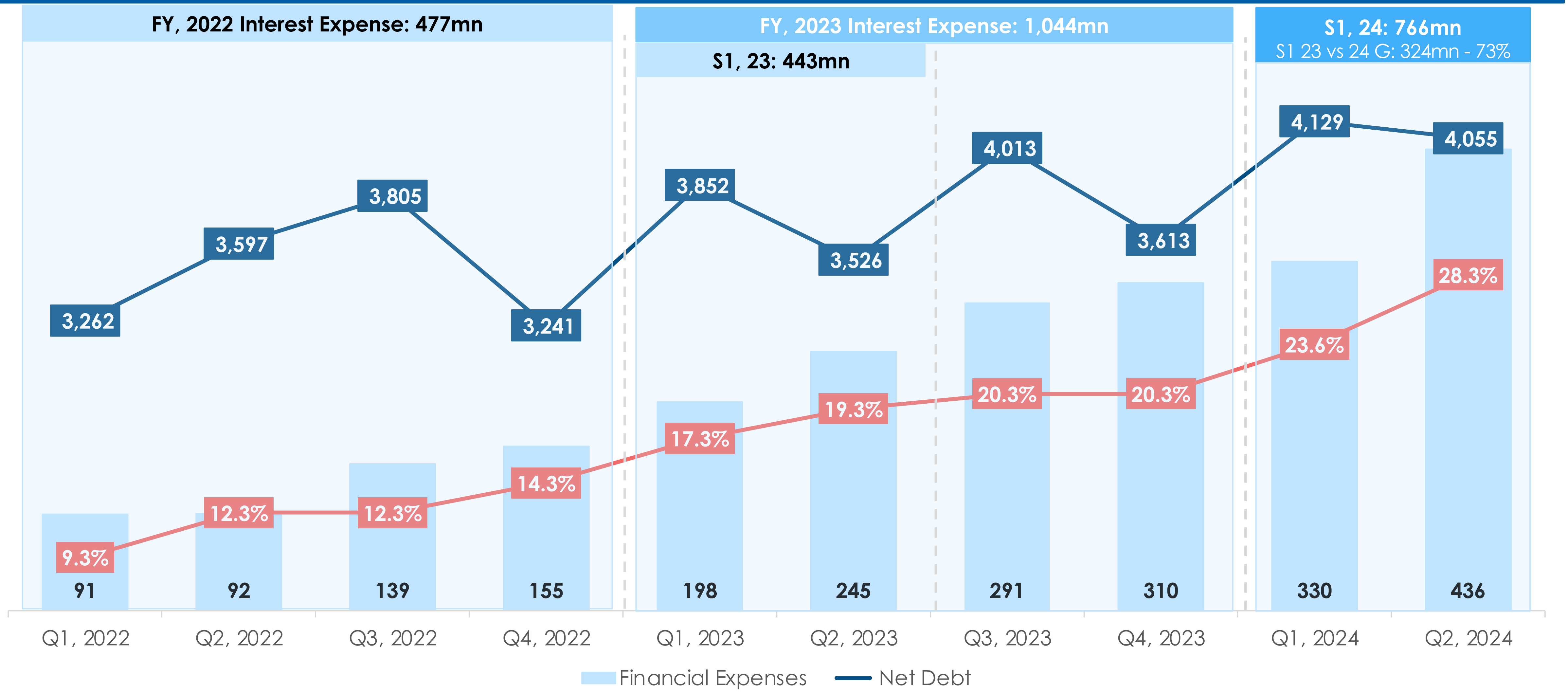
1.34
Days of cash conversion

24%
Debt Ratio
(vs 26%, S1 23)

Working Capital & Debt Optimization

Financial Expenses: Debt Levels vs Interest Expense

While debt levels remain within same interval since 2022, Interest Expense rises steadily



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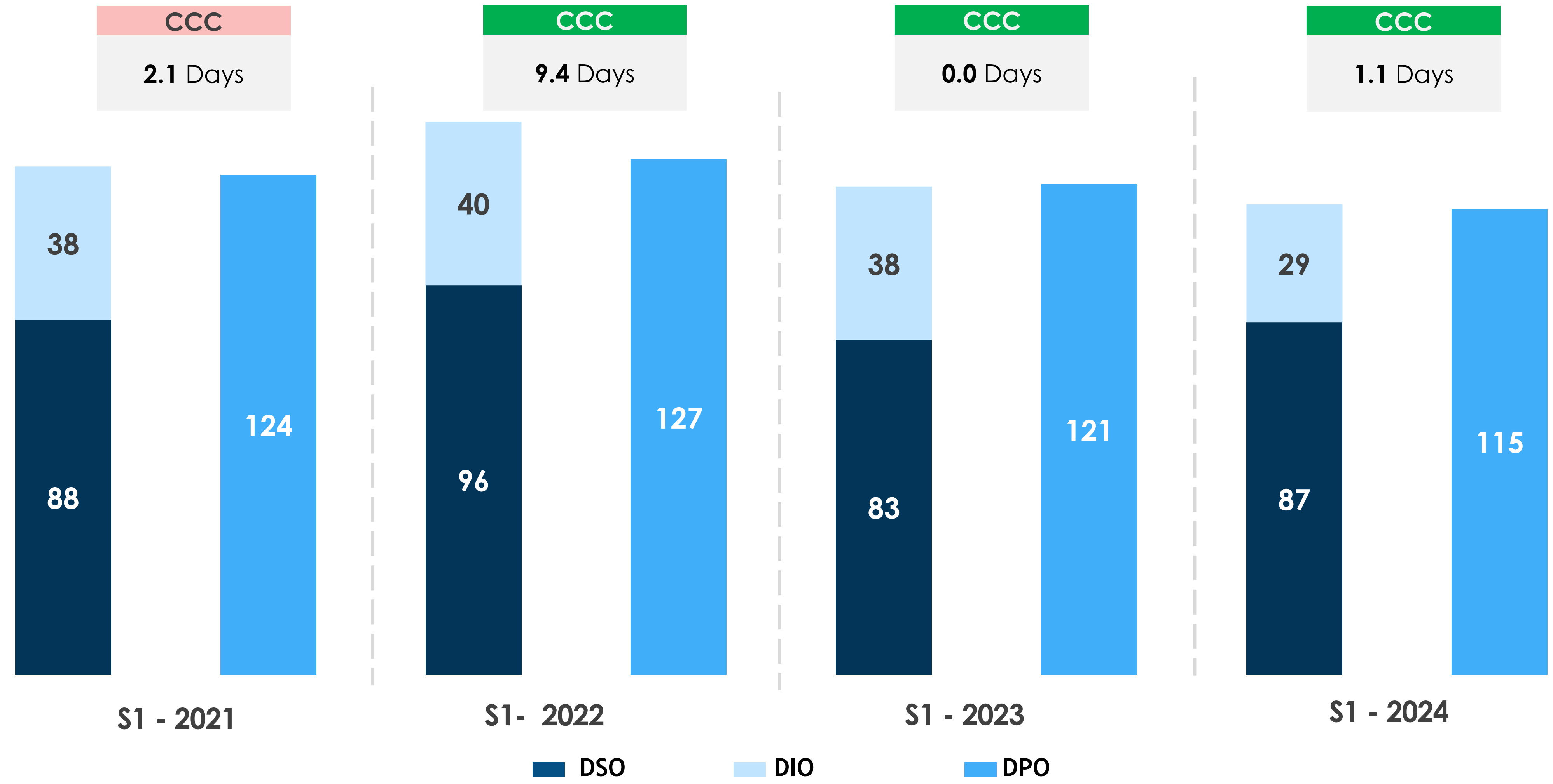
Working Capital Optimization: Exceptional Relative Performance

Maintaining a healthy CCC further supports spontaneous financing and free cash flow.



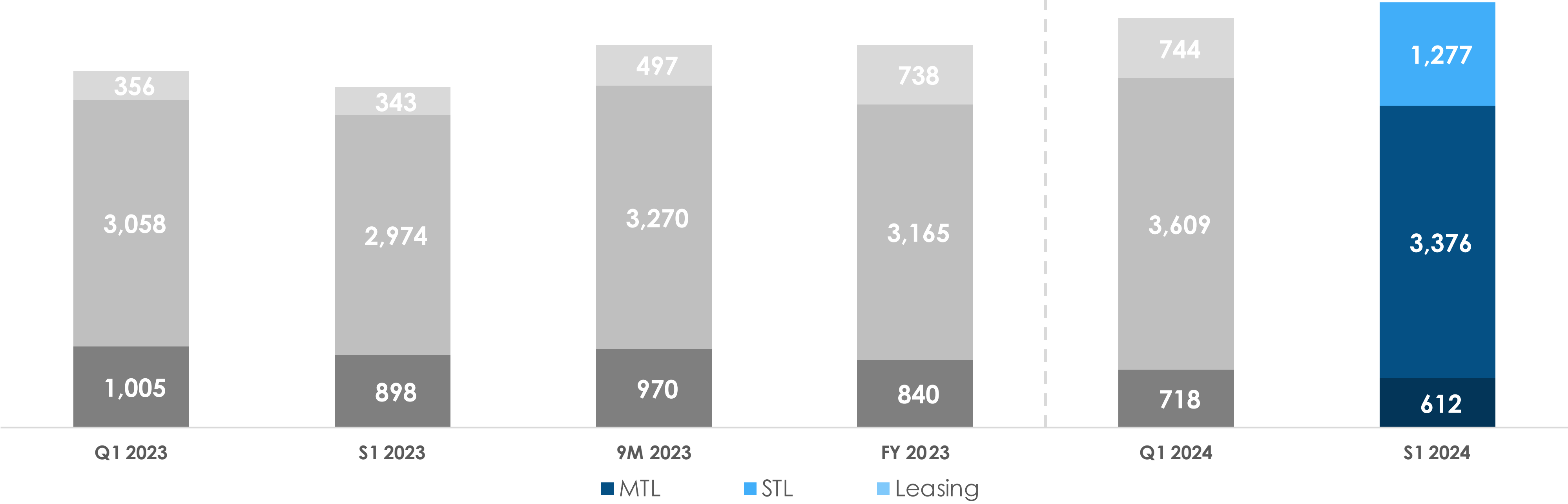
Net Debt Optimization: Net debt maintained at same level despite growth

Net Finance Bearing Debt to Equity levels despite recent Equity multiple adjustments & Revenue growth

Net Debt Growth
S1 2024

15%
Revenue Growth: **57%**

Net Debt (mn)	3,852	3,526	4,013	3,613	4,129	4,055
Equity (mn)	1,332	1,368	1,410	1,449	1,547	1,638
Net Debt : Equity	2.9	2.6	2.8	2.5	2.7	2.5
Net Debt : EBITDA	13.8	5.6	4.0	2.7	10.2	3.9
Net Debt : YTD **Revenue**	55%	23%	16%	10%	38%	17%
Debt Ratio	29%	26%	25%	26%	25%	24%



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ISPH Strategy 2023-2024: ISP Strategy

Investment Diversification

3

Non-Core business Performance

Non-Core Business
(Diversification)

Non-pharma Distribution Review: Business Overview and Results

Non-pharma Distribution Business Model – Higher Margin Business Line with Great Potential

- Free Pricing
- Better Working Capital
- Lower CAPEX
- Higher Margins

2024 Highlights	
YTD Sales	**GPM**
1.56bn (S1, G: 230%)	11.5%
NPM	**Cust. G. YoY**
3.0%	135%

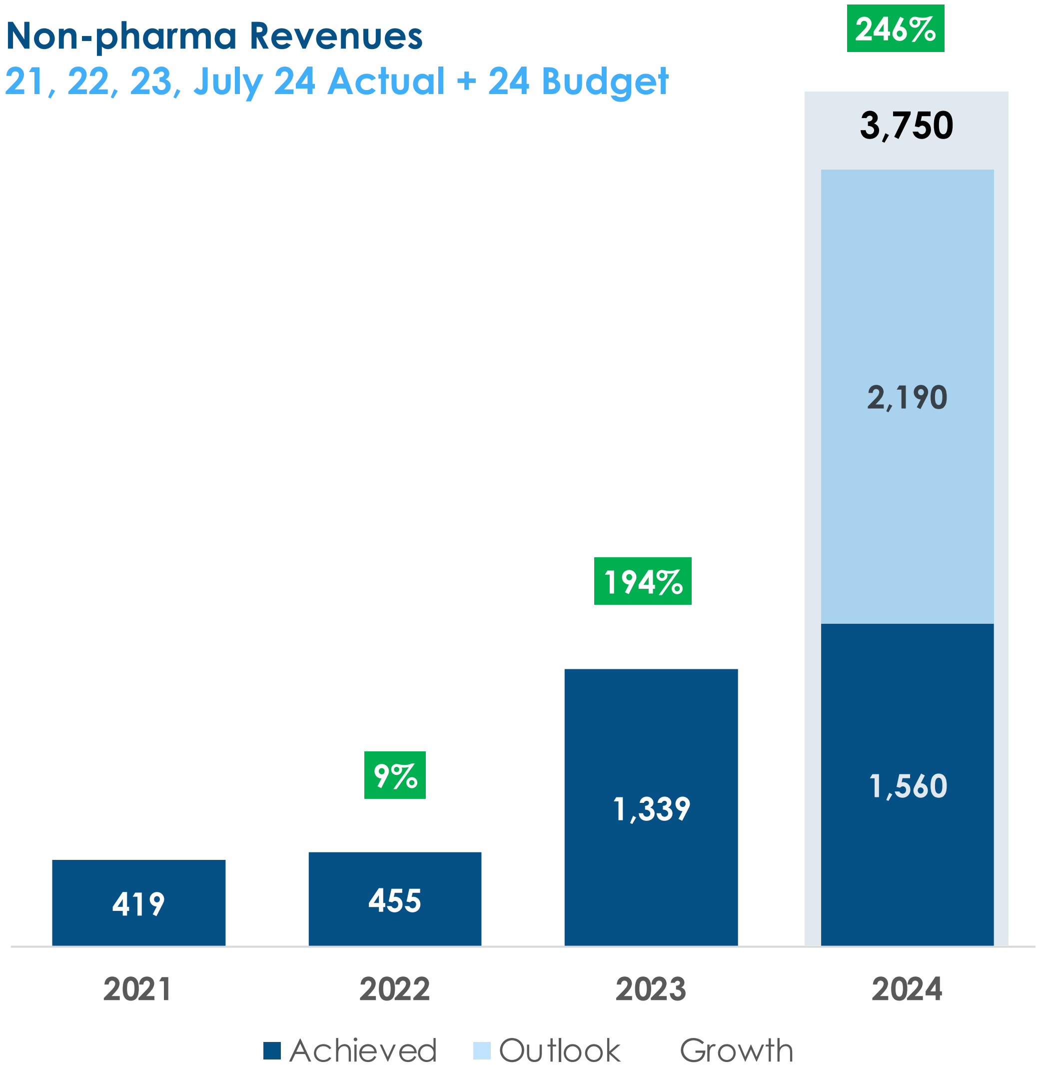
Suppliers

Sanita (member of INDEVCO group), Fine, Penduline Kids Care Group, Dabur, Sparkle, L'ORÉAL PARIS, P&G, Roche, Bayer, Omron, Abbott Nutrition, Pharmaceris, Dymatize, Haleon, Unilever

Channels

E-commerce: amazon, Jumia, Breadfast, noon, talabat

Modern Trade: Spinneys, Hyper One, Lulu, Panda, BIM, Seoudi, Oscar, Kazyon Market, Mahmoud Elfar



Medical Promotion Review: Business Overview

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

Total MP Performance YTD June 23		
MP Revenues	MP Net Profit	NPM
63mn	27.5mn	44%

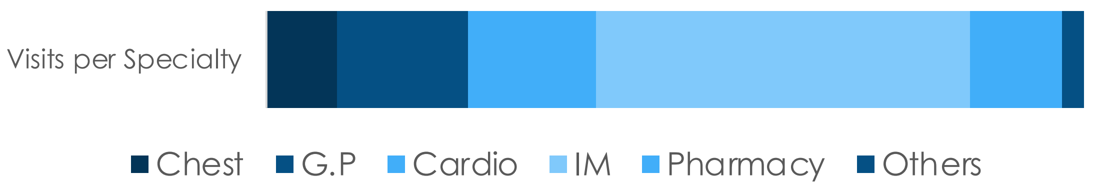
Medical Promotion Outsourcing Overview

Pfizer sanofi

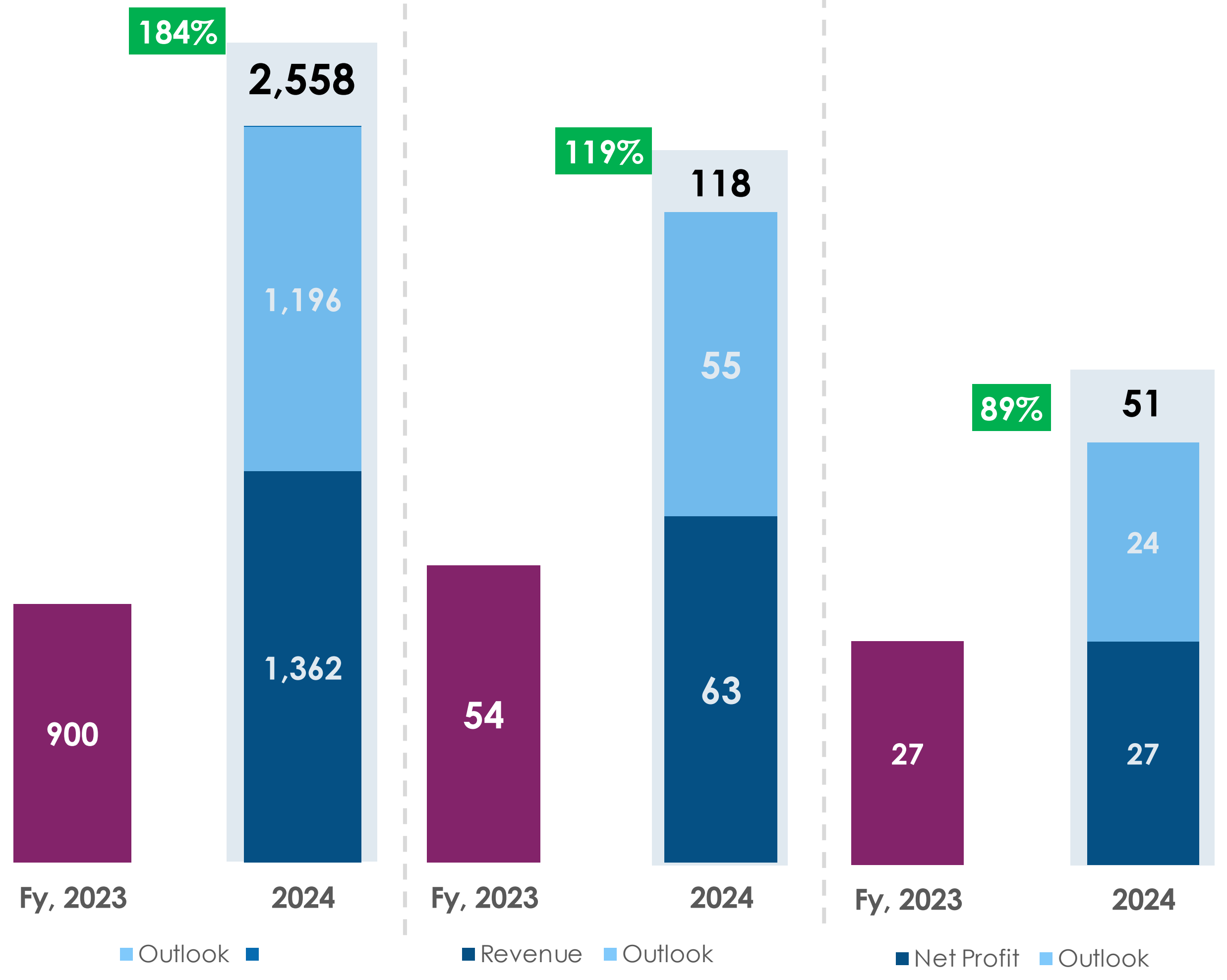
12k Physicians

150 Medical Reps.

104k Visits



Medical Promotion Outsourcing Overview



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Ramp Logistics Review: Service Outline & Top Line Overview

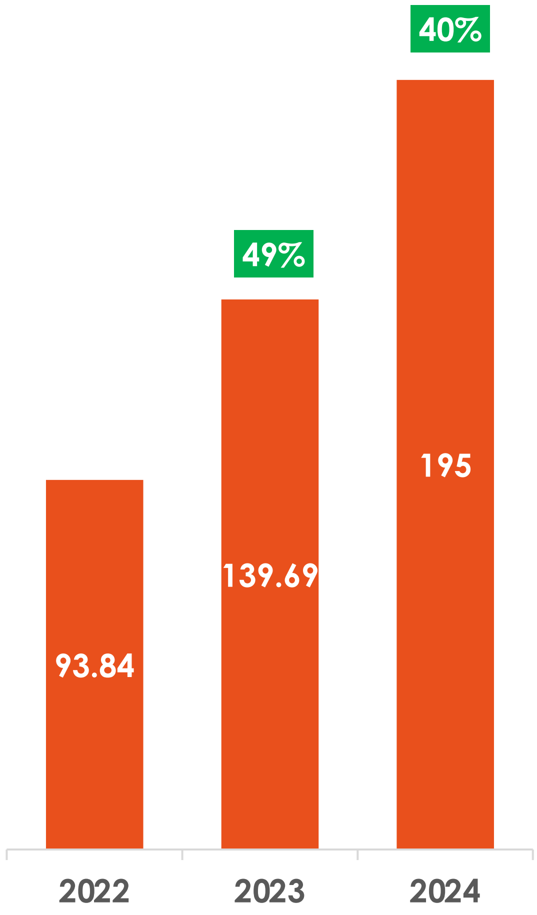
Multiple revenue streams and increase in customers on-board; showing potential

Services	Revenue Analysis	P&L	Client Portfolio

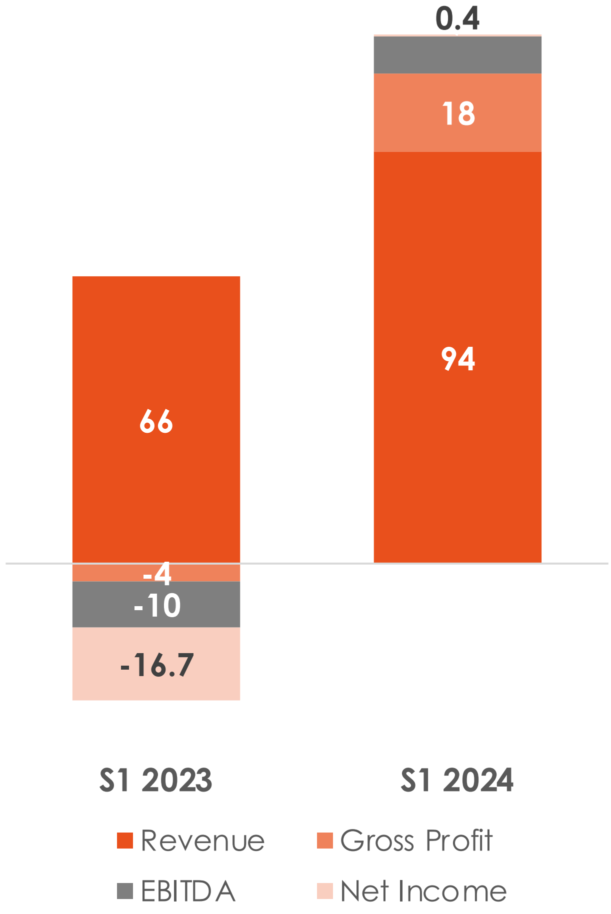
Services

- Warehousing
- Transportation
- Value Adding Services
- Consultancy
- 4PL

Revenue Analysis



P&L



Client Portfolio

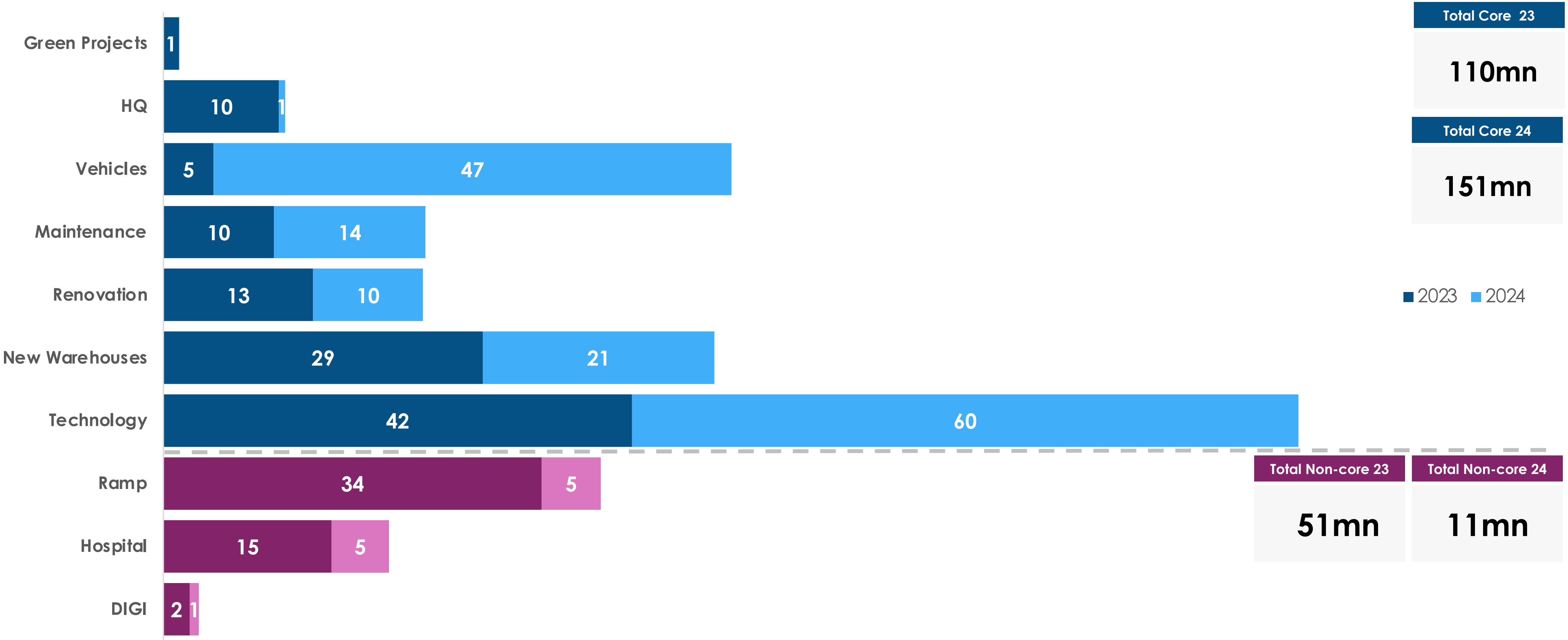
CRS Catholic Relief Services faith. action. results.
Coca-Cola
P&G
Egypt Healthcare Authority
handicap international humanity & inclusion
DHL
Nestlé
النساجون الشرقيون ORIENTAL WEAVERS
DECATHLON .EG
MUP Medical Union Pharmaceuticals
novo nordisk
Abbott
reckitt

CAPEX Review: Main CAPEX Line

Investment facilitating growth direction

Investment 23	Investment 24
161mn	162mn

Core Investment



Total Core 23	Total Core 24
110mn	151mn

Total Non-core 23	Total Non-core 24
51mn	11mn

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