

Ibnsina Pharma Ranked First Among Pharmaceutical Distribution Companies in Egypt in 2024 According to IQVIA

Cairo, 2 February 2025 – Ibnsina Pharma, Egypt's largest pharmaceutical distributor, is proud to announce its continued leadership in the pharma distribution industry, ranking first among pharmaceutical distribution companies in Egypt, for the second consecutive year. According to the latest reports by IQVIA on the Egyptian pharmaceutical market in 2024, Ibnsina Pharma achieved a total market share of 30.8%, building on its strong performance in 2023, when it held a market share of 24.2%.

The company led both the pharmacies sector and hospitals sector as it achieved a remarkable market share of 34.6% in the pharmacies and wholesale sector which represents more than 75% of the total Egyptian pharma market. Additionally, it ranked first in public and private hospitals sector, achieving a market share of 21.9%, which accounts for approximately 25% of the pharma market size.

The report indicated that the Egyptian pharma market recorded annual sales of EGP 292 billion in 2024, compared to EGP 206 billion in 2023 (based on the public sales price for calculations), with a growth of 42%, supported by price increases that began accelerating in the third quarter due to the adjustment of pharma prices following the exchange rate devaluation in the first quarter of 2024.

Ibnsina Pharma previously announced a 63% growth in revenue during the first nine months of fiscal year 2024, recording EGP 39.8 billion in revenue, compared to EGP 24.5 billion in the same period of the previous year.

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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 50 k customers including pharmacies, hospitals, retail outlets and wholesalers using a fleet of around 1100 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