

Ibnsina Pharma Launches “Ramp Logistics” to invest EGP 440 million in Third party Logistics Services

Growing demand for third party logistics urged the establishment of a pure third-party logistics service provider. Ramp logistics to start expansion with an investment of EGP 440 million in a new mega warehouse to double its storage capacity.

Cairo, 7 November 2021

Ibnsina Pharma (ISPH.CA on the Egyptian Stock Exchange), Egypt’s fastest-growing and second-largest pharmaceutical distributor, announced today that “AIM” Ibnsina Pharma’s investment arm established a pure logistics service provider to cater for the growing demand for warehousing , transportation and other 3PL services outsourcing . Accordingly , the third-party logistics business will be spun off to “Ramp Logistics” which is 99% owned by “AIM”.

“As the fastest growing pharmaceutical distributor in Egypt, Ibnsina Pharma is always keen to provide its’ clients with high quality service. Ibnsina Pharma’s extensive experience allowed us to manage the responsibility of warehousing and logistics services for pharma manufacturers in order to help them achieve their goals. we’ve made incredible progress during the past years in this healthy margin business and we are receiving a lot of demand for our services. To leverage our expertise in logistics and supply chain management , our investment arm “AIM” established a subsidiary called “Ramp Logistics” a pure logistics service provider to cater for the growing demand for warehousing and transportation outsourcing in different business sectors in Egypt while eying regional expansion. Our expertise in 3PL in a sophisticated market like pharma , opens the door for future expansion in other industries beside pharma ” said **Mohsen Mahgoub, Managing Director of Ibnsina Pharma**

“ Having a subsidiary focusing on warehousing , transportation and other 3PL services for our partners will allow Ramp Logistics to expand its storage capacity and fleet while having a dedicated team that focus on serving clients with the highest standards in term of efficiency, speed, accountability and reliability of operating systems, powered by Ibnsina Pharma support. The planned expansion by Ramp Logistics in collaboration with developers is considered a new model for expansion that will allow Ramp Logistics to lower the required initial capex needed for expansion and extend the payment of investment cost over a long period which will have favorable financial implications” said **Omar Abdel-Gawad, Co-CEO of Ibnsina Pharma**.

Ramp Logistics currently owns logistics areas in two different locations serving pharma clients and as part of its expansion plan , Ramp Logistics signed a contract with Orchid Kuwait Egyptian Company to establish a new warehouse in 10th of Ramadan area over an area of 31,000 square meters to double its storage capacity to serve pharma and other sectors .

“We are excited to have Ramp Logistics in our investment zone in 10th of Ramadan , having a subsidiary of ibnsina pharma the fastest pharma distributor in Egypt in our logistics area beside other leading companies in Egypt , is a

testimonial of the state-of-the-art infrastructure we have in our industrial zone which meets the demands of sophisticated industries like pharma. I look forward to grow our partnership with Ramp logistics offering companies in Egypt access to high quality 3PL services”. said **Amr Mohamed Younis El Kabarity, Chairman & CEO Orchid Kuwait Egyptian Company**

It is worth mentioning that Ibnsina Pharma established its’ investment arm “ AIM “ with an issued capital of EGP 300 million as part of its diversification strategy to expand in logistics , digital transformation and other investment opportunities .

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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 multinational and Egyptian pharmaceutical companies to more than 46 thousand customers including pharmacies, hospitals, wholesalers and healthcare institutions across Egypt’s governorates with a fleet of around 750 vehicles .

For more information about Ibnsina Pharma, please visit: www.ibnsina-pharma.com