

Ibnsina Pharma Releases 1H25 Consolidated Results

Strong operational performance drove 53% and 75% growth in net revenue and net profit, respectively. ISP successfully liquidated two major assets—Shorouk Hospital and the El Haram Administrative/Residential Building—with a value exceeding EGP 1 billion.

1H25 Highlights

Gross Revenues

EGP 36.6 BN

+54.8% Y-o-Y

Gross Profit

EGP 3 BN

+68.2% Y-o-Y

EBITDA

EGP 1.8 BN

+76.6% Y-o-Y

Net Profit

EGP 388 MN

+75.5% Yo-Y

New Business Lines

Net Profit

EGP 78 MN

20% of Total NP

Liquidated Assets

1,092 MN

81% of Total Value

Cairo, 13 August 2025

Ibnsina Pharma (ISPH.CA on the Egyptian Stock Exchange), Egypt's largest pharmaceutical distributor, released today its audited results for period ended 30 June 2025, net revenue recorded EGP 35 Bn for the period up 53.6% Y-on-Y.

Gross profit came in at EGP 3 Bn, up by 68.2% Y-on-Y yielding a gross profit margin of 8.7%.

Net profit came at EGP 388 million, up by 75.5% Y-on-Y yielding a net profit margin of 1.1%.

Key Financial and Operational Highlights:

- Ibnsina Pharma recorded EGP 35 Bn net revenues in 1H25 up 53.6% vs last year
- Gross profit margin recorded 8.7% compared to 7.9% one year previously supported by extra margin
- Net profit reached EGP 388 million, up 75.5% Y-On-Y
- OPEX Optimization initiatives continues to reap benefits where OPEX to sales ratio reaches 3.2%
- Clear Economies of scale benefits where EBITDA growth exceeded Gross Profit and Revenues growth.
- Ibnsina Pharma successfully liquidated two major assets—Shorouk Hospital and the El Haram Administrative/Residential Building—with a value exceeding EGP 1 billion

Summary Income Statement

EGP MN	1H25	1H24	Change	2Q2025	2Q2024	Change
Net Revenue	35,045,259,048	22,813,490,580	53.6%	18,000,297,847	12,237,828,160	47.1%
Gross Profit	3,048,747,912	1,812,099,791	68.2%	1,621,125,494	1,032,979,774	56.9%
GP Margin	8.7%	7.9%		9.0%	8.4%	
OPEX	(1,128,509,518)	(728,039,499)	55.0%	(631,874,649)	(386,373,691)	63.5%
OPEX / Sales	3.2 %	3.2 %		3.5 %	3.2 %	
EBITDA	1,794,192,706	1,016,032,855	76.6%	933,060,110	608,355,812	53.4%
EBITDA Margin	5.1%	4.5%		5.2%	5.0%	
Net Profit	388,807,358	221,596,619	75.5%	206,926,538	123,453,192	67.6%
NP Margin	1.1%	1.0%		1.1%	1.0%	

Comments from our Co-CEOs

We are pleased to report a strong performance for Ibnsina Pharma in the first half of 2025, building on our solid start in H1 and demonstrating that we are well on track to achieve our strategic targets for the year. Throughout 1H25, Ibnsina Pharma continued to lead the pharmaceutical distribution market in Egypt maintaining a market share of 31.1% year-to-date. Our robust operational performance reflects our unwavering commitment to excellence, efficiency, and customer service.

Economies of scale continue to reflect positively in our financials, where EBITDA is growing faster than Gross profit and Net Revenues, although the high-interest rate environment hinders the full translation of our growth into higher net profit levels. The monetary easing cycle initiated in Egypt in April will provide additional momentum to our profitability growth.

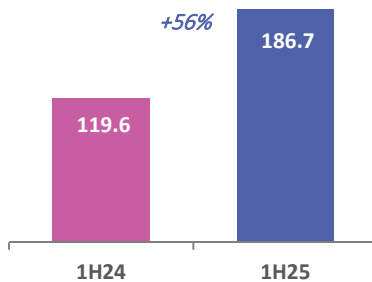
In line with our strategy to optimize our asset portfolio and strengthen our financial position, we successfully liquidated two major assets—Shorouk Hospital and the El Haram Administrative/Residential Building—with a value exceeding EGP 1 billion. The Board of Directors approved a strategic agreement with an investor to replace the company's lease financing contracts related to the land, building, and machines of Shorouk Specialized Hospital with a new arrangement valued at EGP 670 million. This move aligns with our policy of divesting non-strategic assets and reducing financing costs through interest and depreciation, thereby positively impacting profitability. As part of this process, the lease financing company has terminated the lease contract with Ibnsina Pharma, leading to a reduction of approximately EGP 500 million in lease-related liabilities on our balance sheet and an expected annual expense decrease of around EGP 150 million starting June 2025.

In addition, we have entered into a promise-to-sell agreement with an investor for EGP 402 million concerning El Haram Administrative / Residential building. The investor will assume the lease financing obligations for the asset and pay the remaining deal value to Ibnsina Pharma. This strategic move will reduce our lease-related liabilities by approximately EGP 162 million in Q4 2025 and a further EGP 240 million starting Q2 2026, with estimated reduction in annual expenses of EGP 88 million related to interest and depreciation. The expected capital gain from this agreement is approximately EGP 30 million, to be recognized over 2025 and 2026. These asset divestments and strategic initiatives reflect our disciplined approach to strengthening our financial position, reducing costs, and creating value for our shareholders.

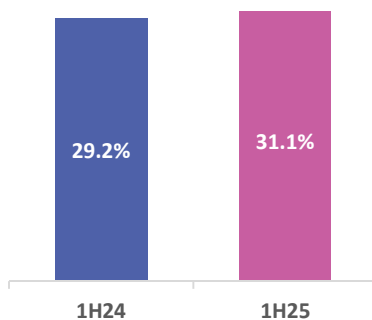
Due to the impact of drug re-pricing, we anticipate that our debt levels will increase during the first three quarters of 2025. This is primarily because the company is acquiring a portion of its inventory in cash from suppliers at the new, higher prices, which subsequently requires higher working capital as we sell and collect from customers. We expect this process to normalize by the end of the year, following several cycles of cash conversion, as the company aligns its purchase and sale prices at the higher levels.

The non-pharma distribution and medical promotion segments, continue to show strong performance and improve our profitability as part of our revenue diversification plan. Non-pharma distribution recorded revenues of EGP 1.9 billion reflecting a growth of 55% y-o-y, while medical promotion commissions recorded EGP 88 million, showing a growth of 35% compared to last year.

**Total Market Growth
(EGP bn)**



ISP Market Share



Market Overview

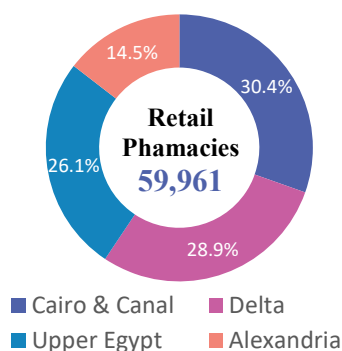
According to IQVIA Egypt's total market registered sales of EGP 186.7 billion in 1H25. Sales were up by 56%. Sales growth was driven by both increases in the average selling price (ASP) and increase of units sold which reflect that availability of medicine is improving.

Although the pharma market is pressured by interest rate rise, exchange rate devaluation and the associated inflationary and supply chain pressures; total market pharmaceutical sales are anticipated to continue recording strong growth in 2025 and 2026. Such expectations are supported by the continuous re-pricing of pharmaceutical products. The Egyptian Drug Authority is currently approving pharma manufacturer's requests for re-pricing after the devaluations waves which started early 2022 in order to prevent shortage on those items. The effect of re-pricing is expected to be reflected in the market gradually.

Ibnsina Pharma total market share recorded 31.1% in 1H25 vs 29.2% in 1H24 a 1.9 % market share gain as our financial stability and competitive advantage vs our competitors induced more clients to deal with us and more pharma suppliers to sign distribution and importation agreements with Ibnsina Pharma to join our portfolio.

Ibnsina Pharma recently received IQVIA reports indicating that, in the non-pharmaceutical products sold in pharmacies, the company is the market leader with a 32.9% share, which reflects the growth achieved in this segment that started in 2022. Ibnsina Pharma recorded sales of EGP 1.9 billion in 1H2025, compared to EGP 1.2 billion in 1H2024, with a growth of 55%.

Retail Pharmacies by Geography (1H25)

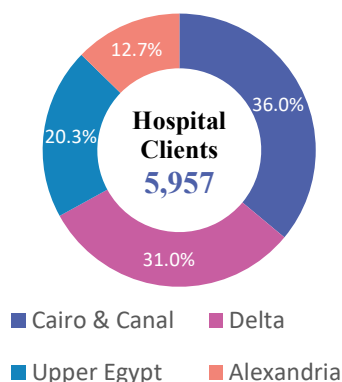


Operational Review

Ibnsina Pharma served 67,131 clients in different segments during 1H25 where 31.3% of Ibnsina Pharma's client base was located in Cairo and Canal Zone, Egypt's most heavily populated metropolitan areas. The Delta and Upper Egypt were home to 29.1% and 25.3% of clients, respectively. Clients in Egypt's second-largest city, Alexandria, constituted 14.3% of Ibnsina Pharma's client base during the period. Ibnsina Pharma works to optimize the geographical distribution of its client base, aligning the network as far as possible with population density in Egypt's various regions.

Ibnsina Pharma operated 72 sites as of 1H25, Revenue per site increased by 53.6% Y-on-Y to record EGP 486.7 million.

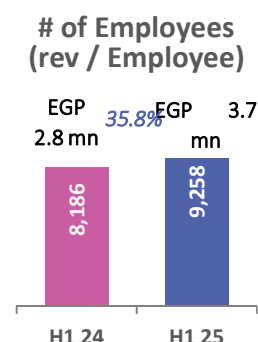
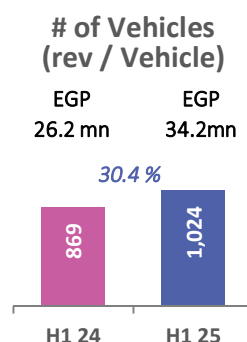
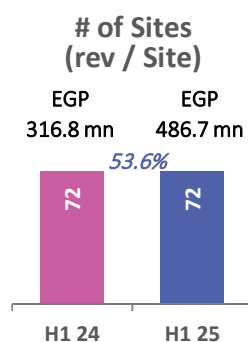
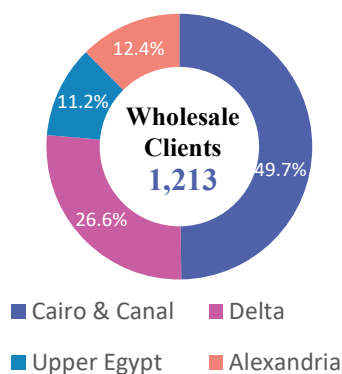
Hospital Clients by Geography (1H25)



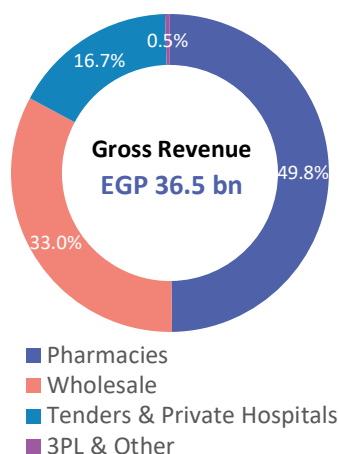
The number of vehicles in Ibnsina Pharma's delivery fleet stood at 1,024 vehicles at the close of 1H25 Vs 869 vehicles one year previously. Revenues per vehicle increased by 30.4% Y-On-Y to reach EGP 34.2 million in 1H25.

Revenue per employee increased by 35.8% during the period, addition of 1,072 personnel mainly to support the operational growth in ibnsina pharma and our new businesses.

Wholesale Clients by Geography (1H25)

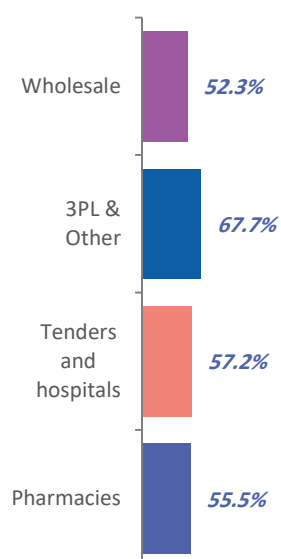


Revenue* by Business Line (1H25)



* Revenues refer to gross sales prior to discounts

Business Line Revenue Growth (1H25)



Financial Performance

Revenues

1H25 saw Ibnsina Pharma's gross revenues climb by 54.8% Y-on-Y to register EGP 36.5 billion. The company's core retail business with pharmacies increased by 55.5% Y-On-Y to book EGP 18.2 billion for 1H25. Retail sales generated 49.8% of the company's overall top line during 1H25 vs 49.6% one year previously. The company's wholesale segment expanded by 52.3% Y-On-Y to book revenues of EGP 12 billion for 1H25, contributing 33% of total revenues for the period against 33.5% for 1H 24. Meanwhile, revenues from tenders and private hospitals expanded by 57.2% Y-on-Y to book EGP 6 billion in 1H25 up from EGP 3.9 billion in 1H24.

Non-Pharma Segment

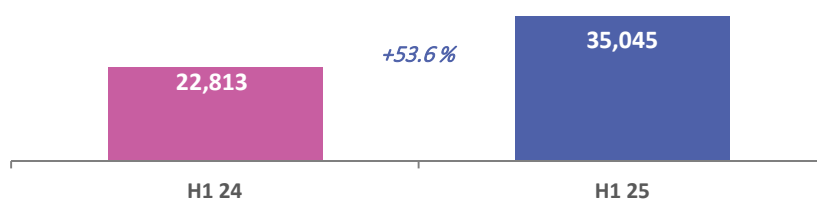
Ibnsina Pharma recorded sales of EGP 1.96 billion in 1H2025, compared to EGP 1.26 billion in 1H2024, with a growth of 55%.

Ibnsina Pharma recently received IQVIA reports indicating that, in the non-pharmaceutical products sold in pharmacies, the company is the market leader with a 32.9% share, which reflects the growth achieved in this segment that started in 2022. This segment contributed 9% to the company's total net profit.

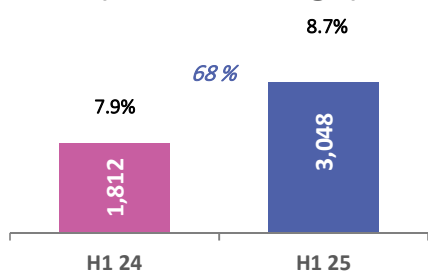
Medical Promotion (Scientific Office)

With the growing trend, both internationally and locally, toward medical promotion outsourcing, Ibnsina Pharma succeeded in establishing a Scientific Office in 2023 that provides medical promotion services to multinational and local pharma companies in Egypt. Ibnsina Pharma's Scientific Office recorded revenues of EGP 88 million in 1H2025, up from EGP 65 million in 1H2024, a growth of 35%. Ibnsina Pharma's Scientific Office is now the largest Scientific Office in Egypt in terms of contracts value, with more contracts in the pipeline. It contributed 11% to the company's total net profit.

Net Revenue Progression (EGP BN)



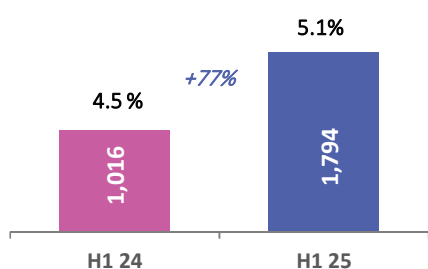
Gross Profit Progression (EGP MN, % margin)



Gross Profit

Ibnsina Pharma booked a gross profit of EGP 3 billion for 1H25, an increase of 68.2% from the EGP 1.8 Billion recorded in 1H24. The gross profit margin recorded 8.7% compared to 7.9% one year previously supported by extra margin that was granted to pharma distributors during the pharma products' re-pricing process to support the sector. Additionally, Ibnsina Pharma is focusing on imported pharma products and cosmetics items with higher margin. Targeting cash segments implies more cash discounts, however; it allows liquidity in a high interest rate environment.

EBITDA Progression (EGP MN, % margin)



OPEX

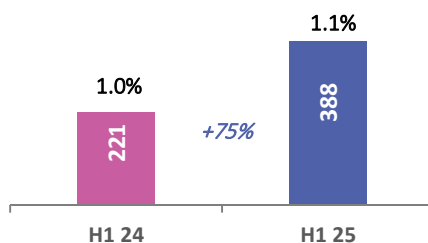
Despite the inflation which impacted most of cost elements (consumables, packing, prints,) management adopt conservative policies that controlled OPEX growth driven by OPEX optimization initiatives in salaries, electricity, packing, transportation management system (TMS) and prints.

OPEX/Sales recorded 3.2% in 1H25 as 1H24. The company registered EGP 1.1 billion in operational expenses (OPEX) for 1H25, up from the EGP 728 million booked in 1H24.

EBITDA

EBITDA booked EGP 1.8 billion in 1H25, an increase of 77% from the EGP 1 billion recorded in 1H24. Ibnsina Pharma saw its EBITDA margin increased to reach 5.1% in 1H25 from 4.5% recorded in 1H24. EBITDA growth shows a clear economy of scale, effectively spreading fixed operational and administrative costs across a wide revenue base.

Net Profit Progression (EGP MN, % margin)



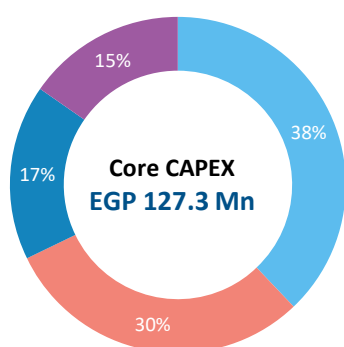
Interest Expense

Interest expense booked EGP 1.3 billion for 1H25, up 70.1% Y-on-Y from the EGP 766 billion recorded in 1H24. By June 2025, interest rates remained at 25%. The monetary easing cycle initiated in Egypt in June will provide additional momentum to our profitability growth.

Net Profit

Net profit came at EGP 388 million in 1H25, up by 75.5% Y-on-Y from the EGP 222 million posted in 1H24. The period saw Ibnsina Pharma's net profit margin at 1.1% compared to 1.0% booked in 1H24.

CAPEX Breakdown (1H25)



■ Sites ■ Technology ■ Vehicles ■ Upgrades

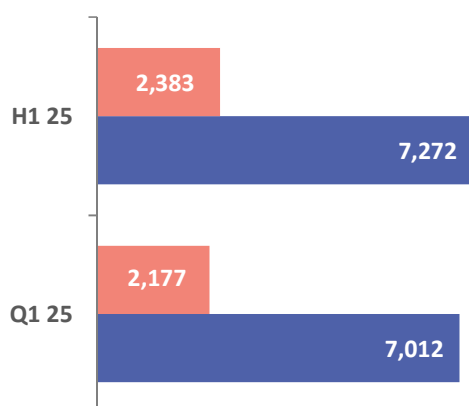
Key Balance Sheet Items

CAPEX

Ibnsina Pharma recorded core business CAPEX outlays of EGP 127.3 million in 1H25. Investments during the period included EGP 48 million on distribution centers and sales offices to enhance customer accessibility.

EGP 19.4 million allocated to upgrades, while EGP 21.5 million was allocated to vehicles. Ibnsina Pharma allocated EGP 38.1 million in CAPEX to technology projects as the company continued to implement its plans for technology investment.

Net Debt Equity



Leverage Ratios

As we forecasted previously, Debt levels are normally adjusted by re-pricing process, this is primarily because the company is transferring its purchases and inventory first then its collection gradually from the old lower prices to the new higher prices, which subsequently requires higher working capital.

This phase of price adjustment that affects balance sheet and cash flow matures when all inventory and collection cycles for all client's segments are shifted to the new prices. The company was expecting to Plateau its debt in Q2. Average selling price per box increased from an average L.E 60 throughout 2023 to L.E 74 1H24 then to L.E 107 in end of 1H25 an increase of 78% in the last 18 months and 45% in the last year respectively.

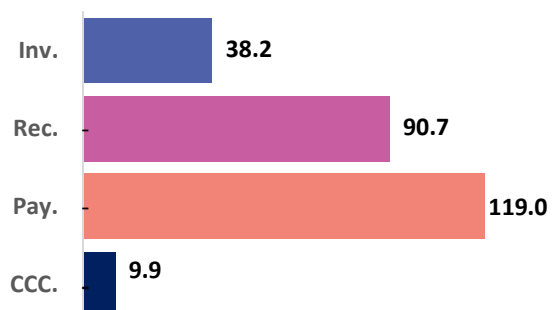
Accordingly, TTM Net Debt to EBITDA recorded 2.2x in 1H25 same level as 1Q25, while net Debt to Equity recorded 3x same level as 1Q25.

We expect the effect of the repricing cycle effect on balance sheet and cash flow to normalize in S2, supported by expected higher cash collection from hospitals segment, along with the expectation that the company is expected to aligns its full purchase, sale and collection prices at the higher levels across all business lines.

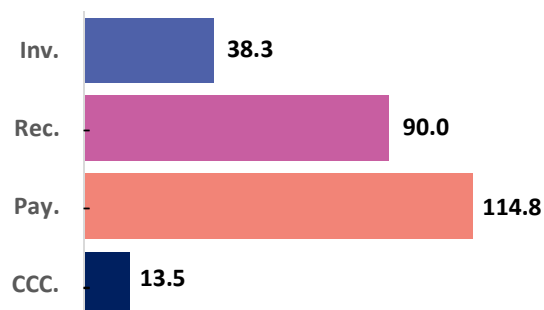
Working Capital

Ibnsina Pharma's cash conversion cycle (CCC) has been impacted by the re-pricing process and devaluation effect, with new pharmaceutical purchases being made at higher prices and imported products with higher margins reached around 10% of retail sales (pharmacies & wholesales). The CCC increased to 13.5 days in 1H25 (from 9.9 days in 1Q25), driven by higher inventory days (DOH) 38 days in 1H25 higher than historical levels due to elevated purchase costs from drugs re-pricing and higher level of importation items to secure lead time. Receivables DOH recorded 90 days in 1H25 (same level in 1Q25). Payables Days on Hand (DOH) were 115 days in the first half of 2025, versus 119 days in 1Q25, as purchases of hospitals segment with "longer credit facilities" were consciously capped in Q1&2 in proportion to hospitals collection performance, in comparison to higher purchases from "shorter facilities suppliers" who serve the rest of the client's categories.

Cash Conversion Cycle 1Q25



Cash Conversion Cycle 1H25



Income Statement

<i>In EGP</i>	1H25	1H24	YoY %
Gross Revenues	36,563,172,703	23,626,186,147	54.8%
Net Revenues	35,045,259,048	22,813,490,580	53.6%
Cost of Sales	(31,996,511,136)	(21,001,390,789)	52.4%
Gross Profit	3,048,747,912	1,812,099,791	68.2%
<i>Gross Profit Margin</i>	8.70%	7.94%	9.5%
Selling, General & Administrative Expenses	(1,128,509,518)	(728,039,499)	55.0%
Expected Credit losses in AR	(126,045,688)	(68,027,437)	85.3%
EBITDA	1,794,192,706	1,016,032,855	76.6%
<i>EBITDA Margin</i>	5.1%	4.5%	
Depreciation & Amortization	(160,501,030)	(124,182,762)	29.2%
EBIT	1,633,691,676	891,850,093	83.2%
<i>EBIT Margin</i>	4.7%	3.9%	
Other Revenues	36,881,769	5,491,305	571.6%
Financing Income	9,650,448	69,316,432	
Foreign currency revaluation profit	28,726,188	49,790,328	(42.3 %)
Credit interest	162,179	91,999	76.3%
Financing Expenses	(1,303,089,741)	(766,239,616)	70.1%
Losses/ Gain from investment in associate		(179,859)	(100.0 %)
Net profit for the period before income taxes	406,022,519	250,120,682	62.3%
<i>EBT Margin</i>	1.2%	1.1%	
Current Income Taxes	(88,993,865)	(51,718,948)	72.1%
Deferred income taxes	71,778,710	23,194,885	209.5%
Net Profit	388,807,364	221,596,619	75.5%
Non-Controlling Share	6		
Parent Company Net income	388,807,358	221,596,619	75.5%
<i>Net Profit Margin</i>	1.1%	1.0%	

Balance Sheet

In EGP	FY24	1H25
Non- Current assets		
Fixed Assets (net)	1,118,026,279	1,149,858,102
Projects Under Construction	210,774,276	205,334,710
Intangible assets (net)	218,372,710	226,311,488
Right of use assets (net)	1,343,160,348	855,988,830
Notes receivable - Long term	48,342,462	36,644,386
Deferred Taxes assets	228,733,795	300,512,499
Total Non-Current Assets	3,167,409,870	2,774,650,015
Current assets		
Inventory	6,575,091,571	8,218,948,394
Accounts and Notes receivable (net)	16,227,019,722	18,740,759,510
Suppliers advance payments	525,355,863	555,810,625
Debtors & Other Debit Balance (net)	1,089,525,095	1,172,485,659
Cash on hand and at banks	835,857,571	1,396,035,703
Assets Held for Sale	221,298,055	203,794,055
Total Current Assets	25,474,147,877	30,287,833,946
Total Assets	28,641,557,747	33,062,483,961
Shareholders equity		
Issued and paid - up capital	252,000,000	252,000,000
Share Premium (special reserve)	237,412,116	237,412,116
Legal Reserve	126,000,000	126,000,000
Legal reserve - Subsidiary	217,252	217,252
General Reserve	3,079,334	3,079,334
Treasury Stock Reserve	(171,643,212)	(171,643,212)
Retained Earnings	1,584,153,010	1,936,008,753
Total Equity of the Holding Company	2,031,218,500	2,383,074,243
Non- controlling interests	46	52
Total Equity	2,031,218,546	2,383,074,295
Liabilities		
Non-Current liabilities		
Loans - long term	47,455,053	74,908,778
Lease liabilities - Long term	1,135,795,423	692,764,567
Total non-current liabilities	1,183,250,476	767,673,345
Current liabilities		
Credit Facilities	4,379,311,131	8,119,235,640
Short Term loans	313,810,157	113,086,618
Suppliers and Notes Payable	19,921,015,867	20,900,714,665
Creditors & Other Credit Balances	349,019,979	452,522,862
Customers Advance Payments	15,371,145	17,467,511
Income Tax Payable	203,053,836	88,993,859
Lease Liabilities - short term	230,649,664	204,858,220
Expected claims provisions	14,856,946	14,856,946
Total Liabilities	26,610,339,201	30,679,409,666
Total Liabilities & Shareholders' Equity	28,641,557,747	33,062,483,961

Cash Flow

In EGP	1H25	1H24
Cash flow from operating activities:		
Net profit for the year before taxes	406,022,519	250,120,682
Adjustments to reconcile net profit to cash flows from operation activities:		
Fixed assets Depreciation	76,799,468	66,388,705
Amortization of intangible assets	12,907,478	11,763,987
Amortization of Right of use assets	70,793,938	46,030,072
Expected credit losses in receivables	126,045,688	63,027,437
Losses/ Gain from investment in associate		179,859
Gain from sales of fixed assets	(29,494,488)	(298,502)
Financing Expenses	1,303,089,741	766,239,616
Expected credit losses in debtors		5,000,000
sale assets held for sale (Gain)	(2,796,000)	
Net Operating profit before changes in working capital	1,963,368,344	1,208,451,856
Changes in working capital:		
Change in inventory	(1,643,856,823)	(1,240,550,866)
Change in accounts and notes receivable	(2,628,087,400)	(2,520,402,782)
Change in supplier advances payment	(30,454,762)	(2,508,686)
Change in debtors and other debt balances	(204,833,701)	(58,776,986)
Change in suppliers and notes payable	979,698,798	3,039,987,286
Change in customer advance payments	2,096,366	(3,308,891)
Change in creditors and other credit balances	58,601,460	62,783,284
Cash flow from operating activities	(1,503,467,718)	485,674,215
Payment for financing Expenses	(1,089,631,810)	(664,503,522)
Used from Provisions	(55,380,079)	
Net cash flow (used in) from operating activities	(2,648,479,607)	(178,829,307)
Cash flow from investment activities:		
(Payments) to acquire fixed assets and projects under construction	(107,899,696)	(92,000,646)
(Payments) to acquire intangible assets	(16,208,715)	(9,067,109)
(Payments)in assets held for sale	20,300,000	
Proceeds from selling fixed assets	29,564,918	1,718,429
(Payments) to acquire assets held for sale		(1,976,106)
Net cash flow (used in) investment activities	(74,243,493)	(101,325,432)
Cash flow from financing activities:		
Payment / proceeds from short and long term loans	(173,269,814)	(227,609,607)
Proceeds from credit facilities	3,739,924,509	210,493,318
Dividends paid	(32,807,809)	(25,600,563)
Increase in "financing" lease liability	401,286	554,708,312
Lease liabilities (Paid)	(251,346,940)	(152,491,922)
Net cash flow generated from financing activities	3,282,901,232	359,499,538
Net change in cash and cash equivalents during the period	560,178,132	79,344,799
Cash and cash equivalents at the beginning of the year	835,857,571	1,130,726,519

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 58k customers including pharmacies, hospitals, retail outlets and wholesalers using a fleet of around 976 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 9,100 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.

For further information,
please contact:

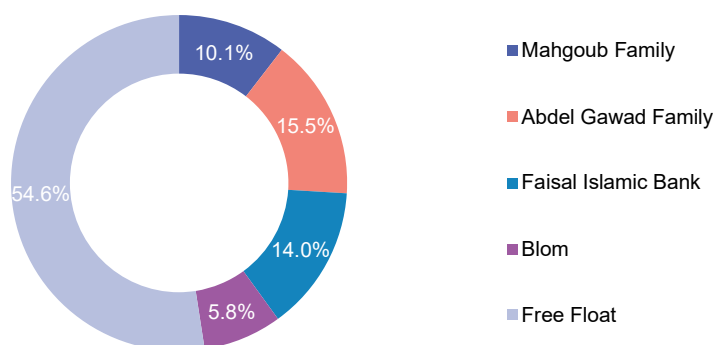
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Shareholding Structure



Forward-Looking Statements

This communication contains certain forward-looking statements. A forward-looking statement is any statement that does not relate to historical facts and events, and can be identified by the use of such words and phrases as "according to estimates", "anticipates", "assumes", "believes", "could", "estimates", "expects", "intends", "is of the opinion", "may", "plans", "potential", "predicts", "projects", "should", "to the knowledge of", "will", "would" or, in each case their negatives or other similar expressions, which are intended to identify a statement as forward-looking. This applies, in particular, to statements containing information on future financial results, plans, or expectations regarding our business

and management, our future growth or profitability and general economic and regulatory conditions and other matters affecting us.

Forward-looking statements reflect our management's ("Management") current views of future events, are based on Management's assumptions and involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by these forward-looking statements. The occurrence or non-occurrence of an assumption could cause our actual financial condition and results of operations to differ materially from, or fail to meet expectations expressed or implied by, such forward-looking statements. Our business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate or prediction to become inaccurate. These risks include fluctuations prices, costs, ability to retain the services of certain key employees, ability to compete successfully, changes in political, social, legal or economic conditions in Egypt, worldwide economic trends, the impact of war and terrorist activity, inflation, interest rate and exchange rate fluctuations and Management's ability to timely and accurately identify future risks to our business and manage the risks mentioned above.