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## **Ibnsina Pharma announces indicative price range for offering of ordinary shares on the Egyptian Exchange following approval of the Public Subscription Notice by the FRA**

**22 November 2017 | Cairo, Egypt**

Ibnsina Pharma S.A.E. ("Ibnsina" or the "Company"), Egypt's fastest-growing and second-largest distributor of pharmaceutical products, announced today the indicative price range for its planned initial public offering of up to 269,381,625 ordinary shares on the Egyptian Exchange (the "Offering").

The Offering will be comprised of primary and secondary shares representing approximately 40% of the total share capital of the Company and will be distributed in two tranches: (i) an institutional offering of up to 228,974,381 ordinary shares to qualified institutional investors, representing approximately 85% of the Offering (the "Institutional Offering") and (ii) a retail offering of up to 40,407,244 ordinary shares to individual and other investors representing approximately 15% of the Offering (the "Retail Offering").

- The price range has been set at between **EGP 5.21 and EGP 5.95** per ordinary share
- At the mid-point of the price range, Ibnsina's market capitalization will be approximately EGP 4 billion post capital increase (approximately USD 227mn)
- The final price announcement will be determined in accordance with a book-building process and is expected to occur on 5 December 2017
- The Retail Offering subscription period will run between 3 and 7 December 2017
- Trading of ordinary shares is expected to commence on or around Monday 11 December 2017

*Full details of the Offering are disclosed in the public subscription notice approved by the FRA published on the Company's website.*

Beltone Investment Banking is acting as Sole Global Coordinator and Bookrunner and Matouk Bassiouny is acting as counsel to the issuer.

—Ends—

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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 325 local and multinational pharmaceutical companies to over 35,000 customers including retail pharmacies, wholesalers, hospitals, and public health institutions. Its fleet of around 600 vehicles completes an average of over 375,000 deliveries each month.

Ibnsina'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 across 55 sites in 23 governorates nationwide by end of 2017, Ibnsina's team of more than 5,500 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](http://www.ibnsina-pharma.com).

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Persons reviewing this Announcement should note that it has not been independently verified and that Beltone is acting for the Company in relation to the Offering and for no one else and will not be responsible to anyone other than the Company for providing the protections afforded to their respective clients or for providing advice in relation to the Offering or the contents of this Announcement or any transaction, arrangement or matter referred to herein.

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No person has been authorized to give any information or make any representations other than those contained in the PSN and, if given or made, such information or representations must not be relied upon as having been so authorized by the Company. The Company will comply with its legal obligation (if any) to publish a supplementary announcement containing further updated information if so required by law or by any regulatory authority but assumes no further obligation to publish additional information.

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#### Forward-looking Statements

Certain statements in this announcement are not historical facts and are forward-looking statements. These forward-looking statements are subject to a number of risks and uncertainties, many of which are beyond the Company's control and all of which are based on the Company's current beliefs and expectations in relation to future events. The forward-looking statements are typically identified by the use of forward-looking terminology, such as "believes", "expects", "may", "will", "could", "would", "should", "intends", "targets", "aims", "projects", "estimates", "plans", "assumes", "potentially" or "anticipates" or the negative thereof or other variations thereon or comparable terminology, or by discussions of strategy that involve risks and uncertainties. In addition, from time to time, representatives of the Company have made or may make forward-looking statements orally or in writing. Furthermore, such forward-looking statements may be included in, but are not limited to, press releases or oral statements made by, or with the approval of, an authorized executive officer of the Company. Forward-looking statements include statements concerning the Company's plans, objectives, goals, strategies, future events, future revenues or performance, capital expenditures, financing needs, plans or intentions relating to acquisitions, competitive strengths and weaknesses, business strategy and the trends anticipated in the industries and the political and legal environment in which the Company operates and other information that is not historical information. These forward-looking statements and other statements contained in this Announcement regarding matters that are not historical facts involve predictions. No assurance can be given that such future results will be achieved; actual events or results may differ materially as a result of risks and uncertainties facing the Company. Such risks and uncertainties could cause actual results to vary materially from the future results indicated, expressed or implied in such forward-looking statements. Prospective investors should be aware that a number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements. When relying on forward-looking statements, prospective investors should carefully consider uncertainties and events. Such forward-looking statements speak only as of the date on which they are made. Accordingly, the Company does not undertake any obligation to update or revise any of them, whether as a result of new information, future events or otherwise other than as required by applicable laws or regulation. The Company does not make any representation, warranty or prediction that the results anticipated by such forward-looking statements will be achieved, and such forward-looking statements represent, in each case, only one of many possible scenarios and should not be viewed as the most likely or standard scenario. Neither the Company nor Beltone may give any assurance or accept any liability for the accuracy of the opinions set forth herein or as to the actual occurrence of any predicted developments. Accordingly, prospective investors should not rely on the forward-looking statements in this Announcement and must read the PSN in its entirety.