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Ibnsina Pharma successfully concluded the pricing of its public offering of ordinary shares on the Egyptian Exchange. Institutional Offering is 17.1 times oversubscribed; trading commences 12 December 2017.

5 December 2017 | Cairo, Egypt

Ibnsina Pharma S.A.E. (“Ibnsina” or the “Company”), Egypt’s fastest-growing and second-largest distributor of pharmaceutical products, announces today that it has successfully concluded the book-building process for, and pricing of, the Institutional Offering of 228,974,381 ordinary company shares at a price of **EGP 5.80 per share** (the “Offer Price”).

Total demand generated by the Institutional Offering was in excess of **EGP 22.4 billion** (c.USD 1,271 million¹), representing an oversubscription ratio of around **17.1 times**, with demand coming from over 500 institutional and high net worth investors. Based on the Offer Price, the Company’s market capitalization will be **EGP 3,898 million** (c.USD 220 million¹) at the start of trading.

Subscription for the Retail Offering will close on Thursday, 7 December 2017. Trading on the Egyptian Exchange (“EGX”) is expected to commence on 12 December 2017 under the symbol IBNP.CA, subject to fulfilling regulatory requirements enclosed within the PSN regarding Offering allocation and customary regulatory approvals from the Financial Regulatory Authority and EGX. The Retail Offering is fully covered by the stabilization account, which will be settled one month from the first day of trading.

Ibnsina is offering 269,381,625 ordinary shares (the “Shares”) on the Egyptian Exchange (the “Offering”) representing 40.09% of the Company’s share capital. The Offering includes a primary and a secondary offering distributed among two tranches (i) a private offering of 228,974,381 ordinary shares to institutional investors representing 85% of the Offering (the “Institutional Offering”) and a (ii) retail offering of 40,407,244 ordinary shares to Egyptian investors representing 15% of the Offering (the “Retail Offering”) (collectively the “Offered Shares”).

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

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

—Ends—

About Ibnsina Pharma

¹ Based on a USD/EGP rate of 17.70

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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 27 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.

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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

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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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