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Ibnsina Pharma Retail Offering concluded and is 18.35 times oversubscribed; trading commences on 12 December 2017 under the symbol “ISPH.CA”

7 December 2017 | Cairo, Egypt

Ibnsina Pharma S.A.E. (“Ibnsina” or the “Company”), Egypt’s fastest-growing and second-largest distributor of pharmaceutical products, concluded today the public subscription period for its Retail Offering of 40,407,244 ordinary shares (the “Retail Offering”).

Total demand generated by the Retail Offering was in excess of **EGP 4.3 billion** (c. USD 243 million¹) from over 3,750 retail investors; representing an oversubscription ratio of **18.35 times**.

The conclusion of the Retail Offering follows Ibnsina’s successful close of its Institutional Offering on 5 December 2017 at a price of EGP 5.80 per share (the “Offer Price”). The Institutional Offering was 17.1 times oversubscribed having generated demand in excess of EGP 22.4 billion (c.USD 1,271 million¹) from over 500 institutional and high net worth investors. Based on the Offer Price, the Company’s market capitalization stands at **EGP 3,898 million** (c. USD 220 million¹).

Trading on the Egyptian Exchange is expected to commence on 12 December 2017 under the symbol “**ISPH.CA**”, with the stabilization account being settled one month following 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 retail 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

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

¹ Based on a USD/EGP rate of 17.7

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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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