

Boehringer Ingelheim and Ibnsina Pharma Sign Distribution Agreement in Egypt

The agreement aims to provide the Egyptian market with the latest biopharmaceutical innovations across multiple therapeutic areas

Cairo, 5 February 2023

Ibnsina Pharma (ISPH.CA on the Egyptian Stock Exchange), Egypt's fastest-growing and second-largest pharmaceutical distributor, has signed an agreement with Boehringer Ingelheim, one of the world's leading pharmaceutical companies, to distribute Boehringer Ingelheim treatments across cardiovascular, cardio-renal-metabolic and respiratory therapeutic areas in Egypt.

"Boehringer Ingelheim's partnership with Ibnsina will further strengthen our leadership position in Egypt and highlights our commitment towards delivering sustainable solutions and treatments to our patients. We are confident that, along with Ibnsina, we will bring the best of our collective expertise and in-market knowledge to provide quality healthcare to patients," **said Marianne Abou Elkheir, General Manager and Head of Human Pharma at Boehringer Ingelheim, LINEA & SSA.**

"We are honored to partner with Boehringer Ingelheim and contribute to the company's legacy in Egypt. With this agreement our hope is to serve Egypt's population with Boehringer Ingelheim key biopharmaceutical innovations covering important disease areas which include type 2 diabetes, hypertension, and respiratory diseases as well as stroke," **said Mohsen Mahgoub, Managing Director of Ibnsina Pharma.**

"This agreement reflects Boehringer Ingelheim's trust in Ibnsina Pharma's ability to create new opportunities for increased health and wellbeing within the healthcare landscape in Egypt. Thanks to Ibnsina's longstanding presence and experience in Egypt's pharma market in addition to our technical sales capabilities, Boehringer Ingelheim has appointed us as a distributor for their world-renowned pharmaceutical products that complement our overall portfolio. We look forward to addressing patients' unmet needs by delivering the latest medical treatments Boehringer Ingelheim has to offer the Egyptian market," **added Mohsen Mahgoub, Managing Director of Ibnsina Pharma.**

Boehringer Ingelheim presence in Egypt, which began more than six decades ago, has been growing with a clear goal to transform the lives of patients in areas of significant unmet medical need. Inspired by patients, we develop breakthrough therapies to provide advanced, preventive treatments and life-enhancing improvements to patients.

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About Boehringer Ingelheim

Boehringer Ingelheim is working on breakthrough therapies that improve the lives of humans and animals. As a leading research-driven biopharmaceutical company, the company creates value through innovation in areas of high unmet medical need. Founded in 1885 and family-owned ever since, Boehringer Ingelheim takes a long-term perspective. Around 52,000 employees serve more than 130 markets in the three business areas, Human Pharma, Animal Health, and Biopharmaceutical Contract Manufacturing.

Learn more at www.boehringer-ingelheim.com.

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 Egyptian and multinational pharmaceutical companies to more than 49 k customers including pharmacies, hospitals, retail outlets and wholesalers using a fleet of around 830 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 6,000 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