



Company Profile

We develop... For you, we are unique

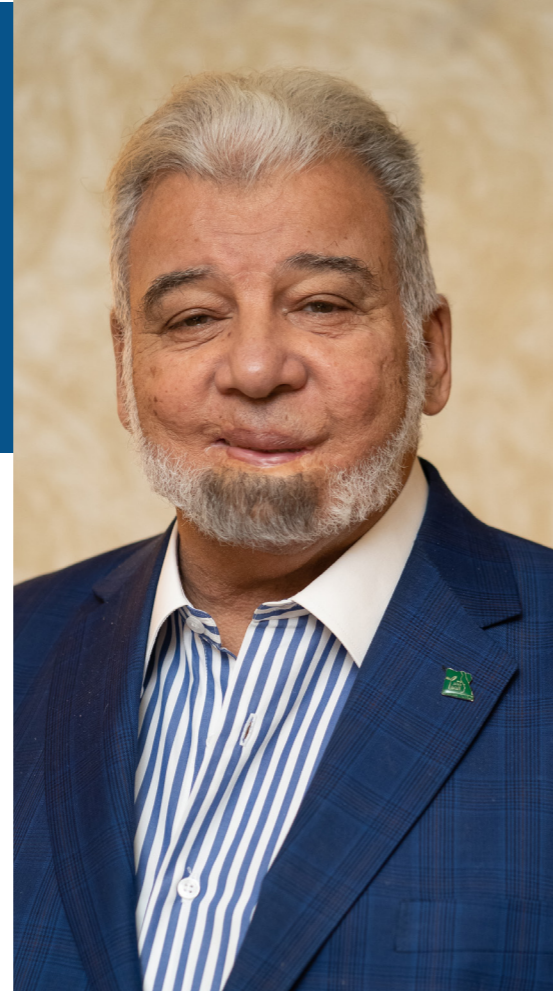


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Message from managing director



Improving people's quality of life is one of **ibnsinapharma's** core values, and our company's vision reflects this.

ibnsinapharma's is the largest pharmaceutical distribution company in Egypt with a total market share of 24%, along with providing first-class services and products on time, which has led to the expansion of our customers.

From 2001 until now, the journey has been full of challenges.

We have succeeded in facing challenges and working to satisfy our loyal customers, which demonstrates our commitment to excellence.

Additionally, we are certain that the secret to our success is only hiring the best human resources who share our passion for enhancing quality, productivity, and development.

I confidently look forward to the years ahead.

Sincerely

Mohsen Mahgoub

Who We Are



ibnsinapharma is Egypt's largest pharmaceutical distribution company, supplying over 50,000 customers with a diverse portfolio of products from Egyptian and multinational companies. With more than 65 branches and more than 830 delivery trucks, **ibnsinapharma** aims to provide a high quality healthcare and reach those in need along with a focus on innovative business solutions, ethical practices and high return on investment.

We Are Driven By Our Vision, Mission And Values



Our Values



We are in a continuous process of shaping and changing the healthcare industry and pharmaceutical market in Egypt with revolution strategies alongside with Digitalization methodologies by providing our stakeholders with a customized, tailored, and different experience.

Our Vision



Is to become the leading regional provider in the healthcare supply chain business and enhancing people's quality of life.

Our Mission



As a leader in the healthcare supply chain business, we are committed to delivering a competitive portfolio of goods and reliable services to pharmacies, hospitals, and retailers.

Our team of professionals creates innovative business solutions that aim to fulfill customers needs and build long-term partnerships with suppliers while applying ethical business practices and maximizing the rate of return on investment.

Ibnsina Pharma In Numbers



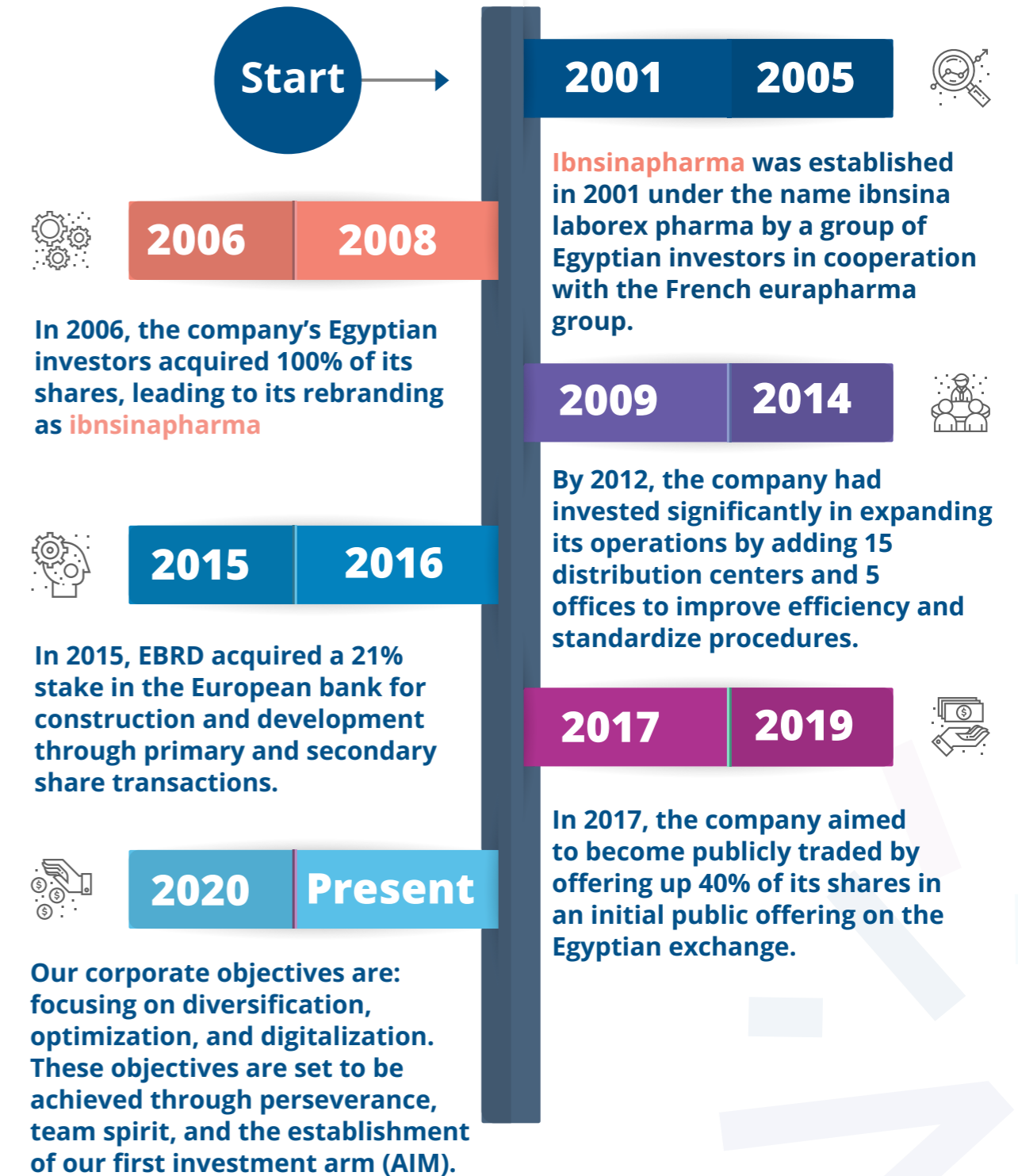
We Have An Amazing Team !

Ibnsinapharma is Egypt's largest pharmaceutical distribution organization that values employee skills and dedication. They foster a supportive environment that values cooperation, respect, and community. They recognize employee accomplishments, promote diversity, and listen to employees.

Empowering women in the workplace is crucial for gender equality and increased innovation, productivity, and overall business success.



Sneak Peek At Our History



Our Services

CUSTOMERS

Our goal is to offer a diverse range of services through a digital ecosystem and user experience techniques.



Pharmacies

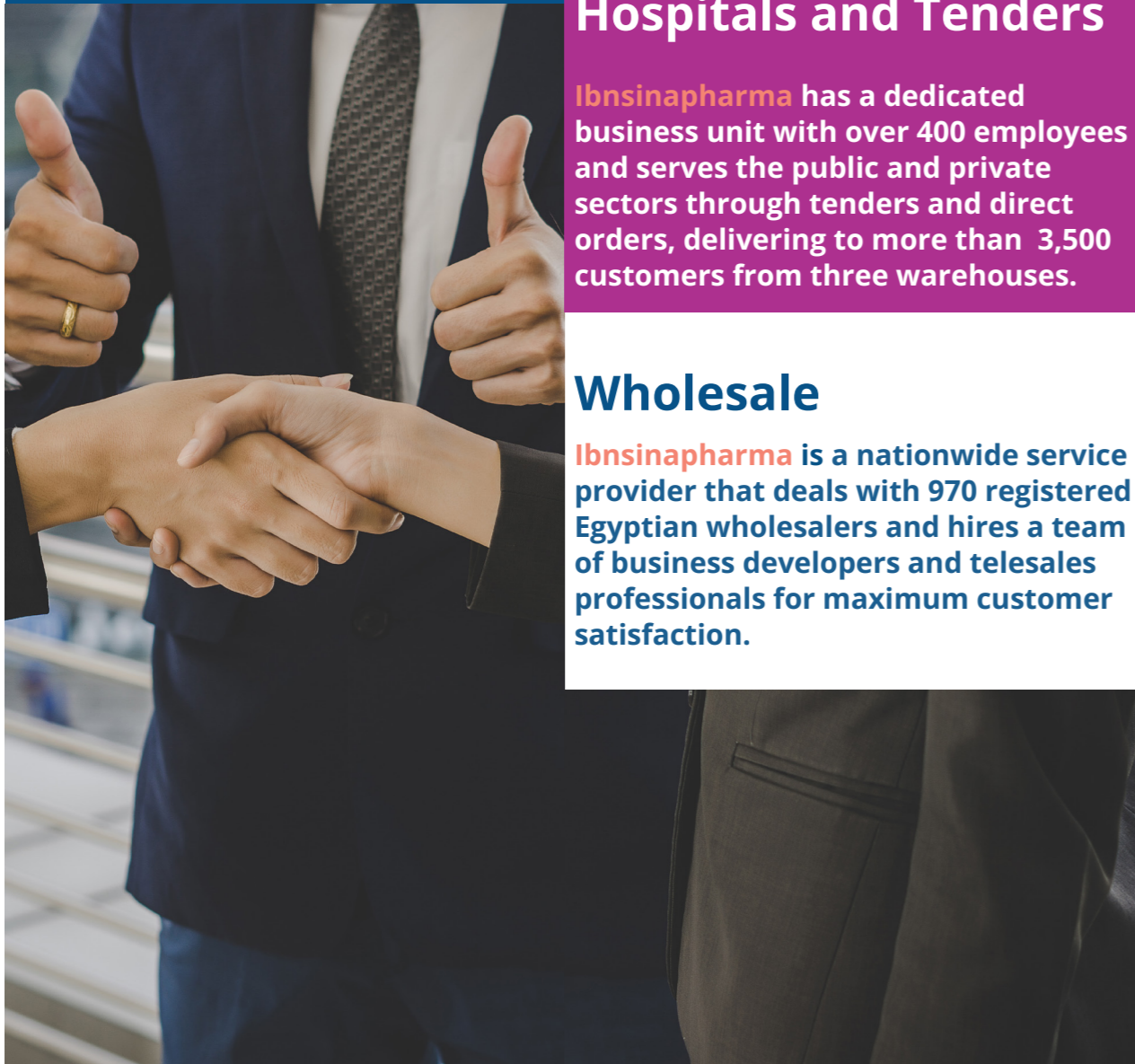
We provide pharmaceutical products to over 50,000 pharmacies across 65 branches with over 2000 agents to ensure comprehensive coverage and customer satisfaction.

Hospitals and Tenders

Ibnsinapharma has a dedicated business unit with over 400 employees and serves the public and private sectors through tenders and direct orders, delivering to more than 3,500 customers from three warehouses.

Wholesale

Ibnsinapharma is a nationwide service provider that deals with 970 registered Egyptian wholesalers and hires a team of business developers and telesales professionals for maximum customer satisfaction.



Our Services

Suppliers and Manufacturers

Ibnsinapharma offers to more than 400 suppliers a comprehensive distribution model that guarantees higher value and return on sales. Ibnsinapharma supports vendors and concentrate on their primary business goals and implement research-based forecasting to guarantee product availability.

Distribution

Ibnsinapharma's distribution arm ensures safe delivery from over 400 suppliers to 50K pharmacies, hospitals, and wholesalers across Egypt using over 830 vehicles with an average of 3000 monthly tours.

New Launch Program

Specialized programs for new launches designed to ensure proper customer segmentation and market research for successful seeding.

Regulatory Services

Our team offers drug regulatory affairs solutions for pharmaceuticals, medical devices, food supplements, and cosmeceutical products. Also, it includes documentation preparation, import permit summation, approvals, customs, and MOH clearance.



Our Services

Suppliers and Manufacturers



Agent Service

ibnsinapharma serves as an agent for an external corporations to a comprehensive solutions in Egypt, including registration, pricing, importation, distribution, promotion, and medical representative support services.

Marketing Services

ibnsinapharma offers outsourcing services for pharmaceutical companies which include; focusing on sales and marketing operations, utilizing highly trained teams for market access, direct visits, and key account management.



Our Services

Export Services

The program aims to expand Egyptian pharmaceutical and medical enterprises to international markets by utilizing **ibnsinapharma** scientific offices to promote other sought-after industries and goods.

Value-added Services

ibnsinapharma provides value-added services like bundling, repackaging, overprinting, and telesales to suppliers, assisting manufacturers in adherence to national regulations and

3PL

Ramp is a leading third-party logistics provider. With the support of **ibnsinapharma**, Ramp contributes 20 years of expertise in distribution, warehousing, and transportation management to over 400 Egyptian pharmaceutical companies.

Importation

ibnsinapharma leverages logistics expertise and strong supplier relationships to capitalize on import opportunities, expanding its portfolio to include nutrition products and medical devices from major pharmaceutical companies.

Our Business Achievements



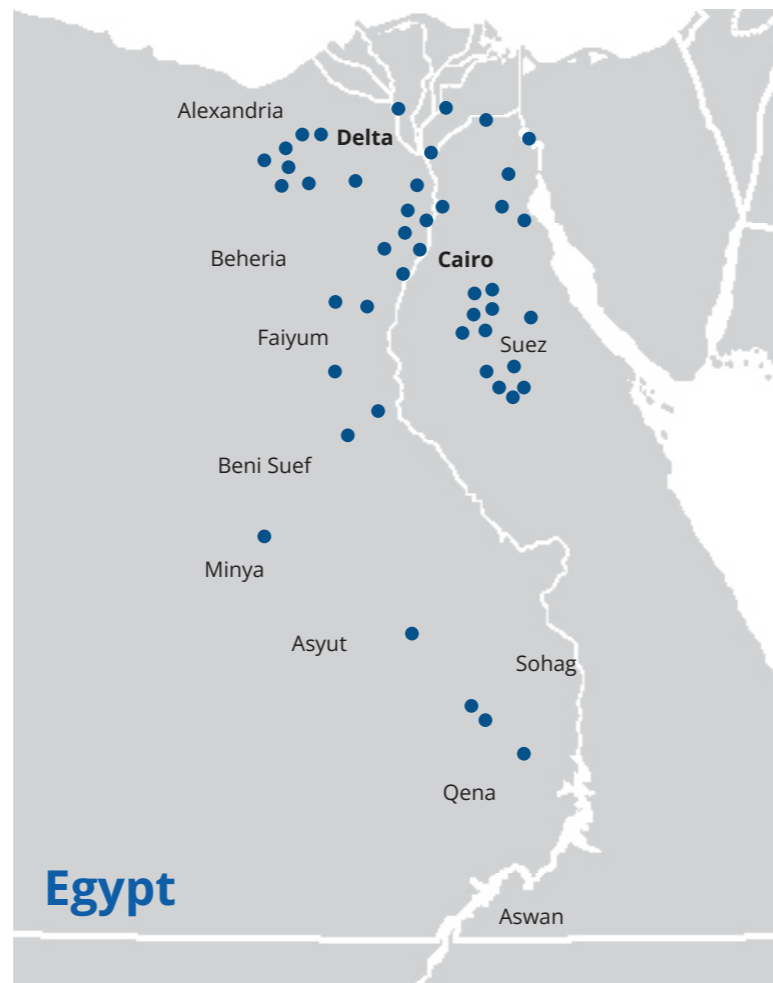
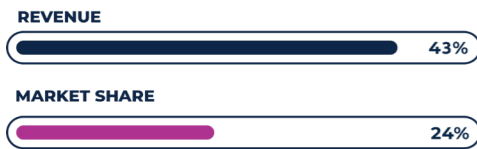
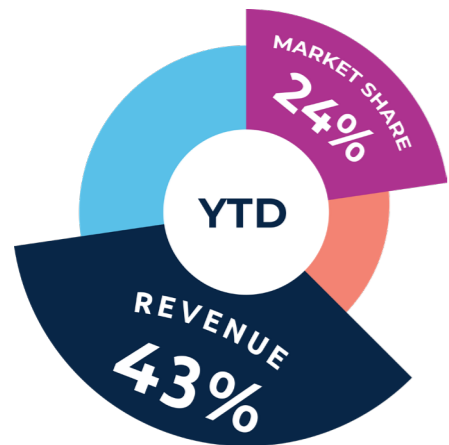
Ibnsinapharma maintains integrated services through strong supplier relationships. It transports and stores medicine, pharmaceuticals, and personal care products for over 50K customers. The company's facilities meet international quality standards and regularly conduct operational audits. Suppliers also include multinational companies and local manufacturers.

Our Partners



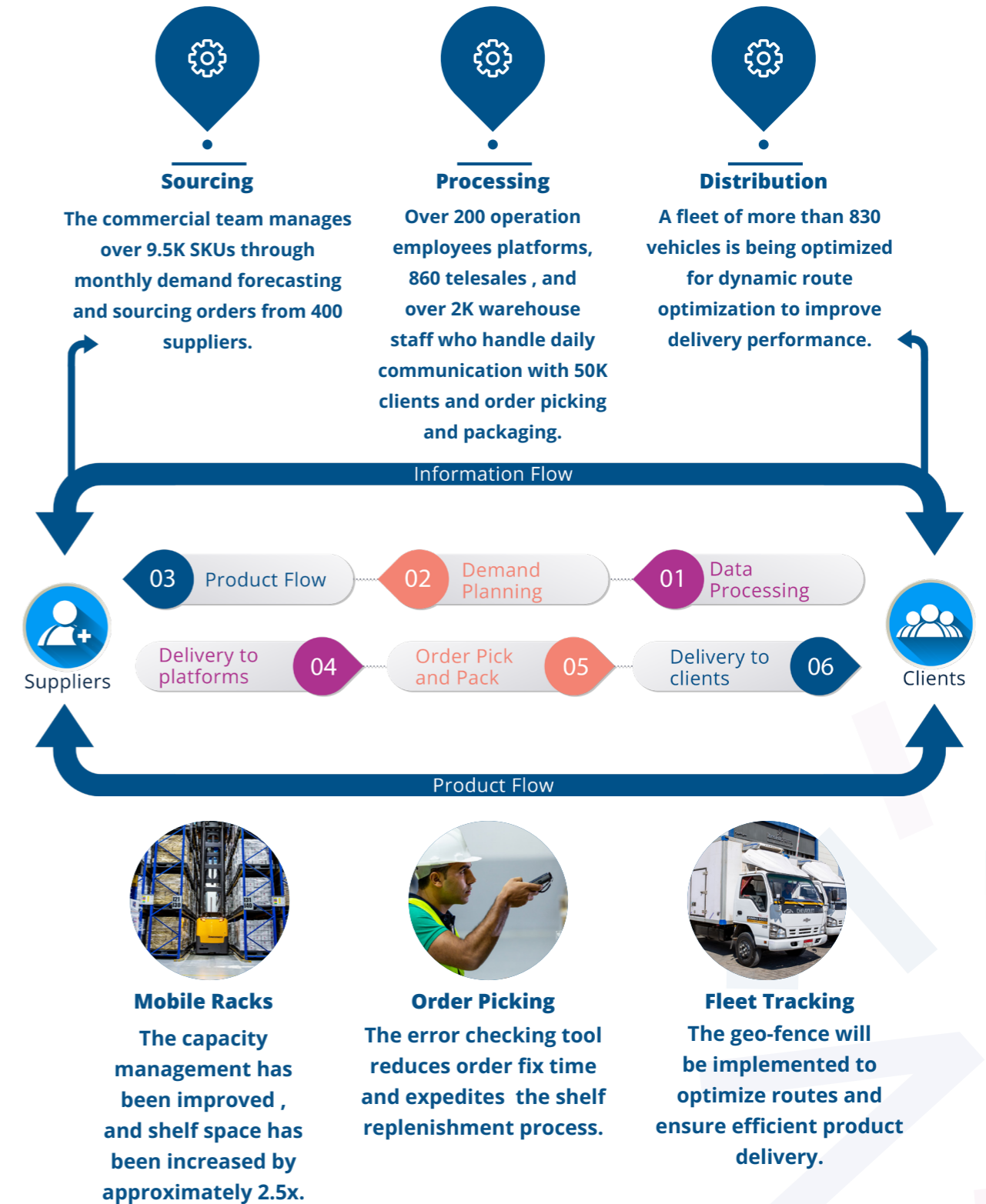
Business Achievements

Ibnsinapharma is Egypt's largest pharmaceutical distributor that has a 24% market share and 65 operational sites. With a fleet of more than 800 vehicles serving 50K retail pharmacies, hospitals and wholesalers. In addition to providing value-added services and third-party logistics. Also, it provides fast and reliable delivery from 65 licensed sites.



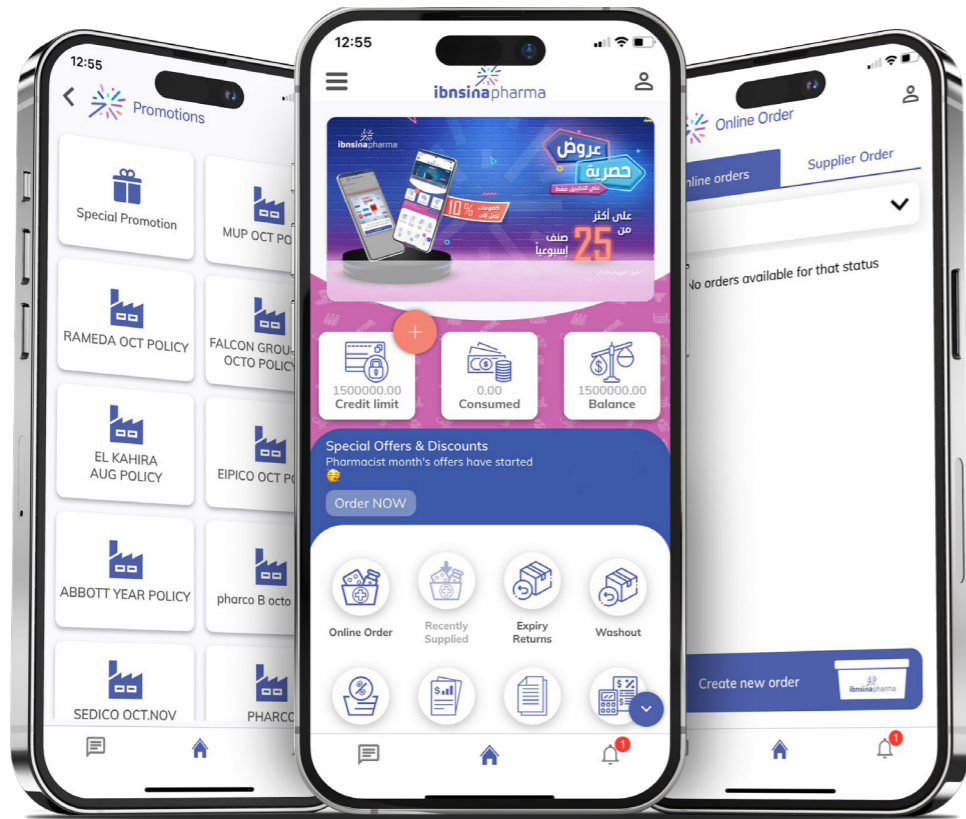
Operational Efficiency Driven By Best-In-Class Supply Chain Processes

Distribution Value Chain Overview



We Are Digital

Ibnsinapharma develops digital competence through a range of digital solutions to further secure sustainability, streamline processes, and deepen relationships with customers and suppliers.



B2B Mobile App

Our app uses advanced technologies for seamless business connectivity, real-time collaborations, and dynamic ordering are allowing clients to capitalize on opportunities 24/7 with frequent updates to meet evolving requirements.

We Are Digital



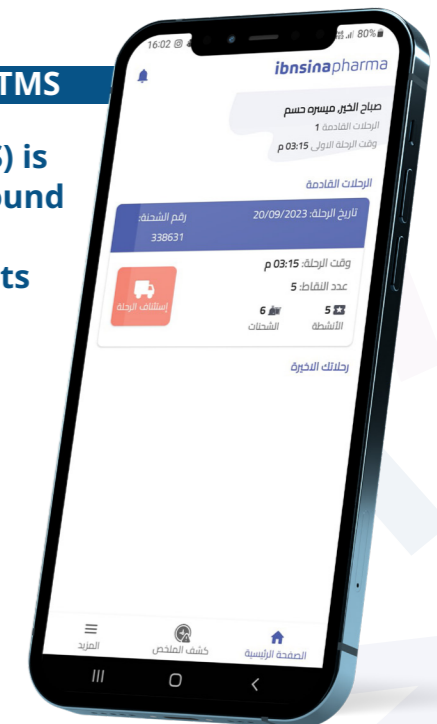
Supplier Field Force

Ibnsinapharma Suppliers Field Force Mobile App allows partners to manage dispersed sales teams through automated processes, providing real-time oversight, minimizing mistakes, and providing comprehensive analytics.

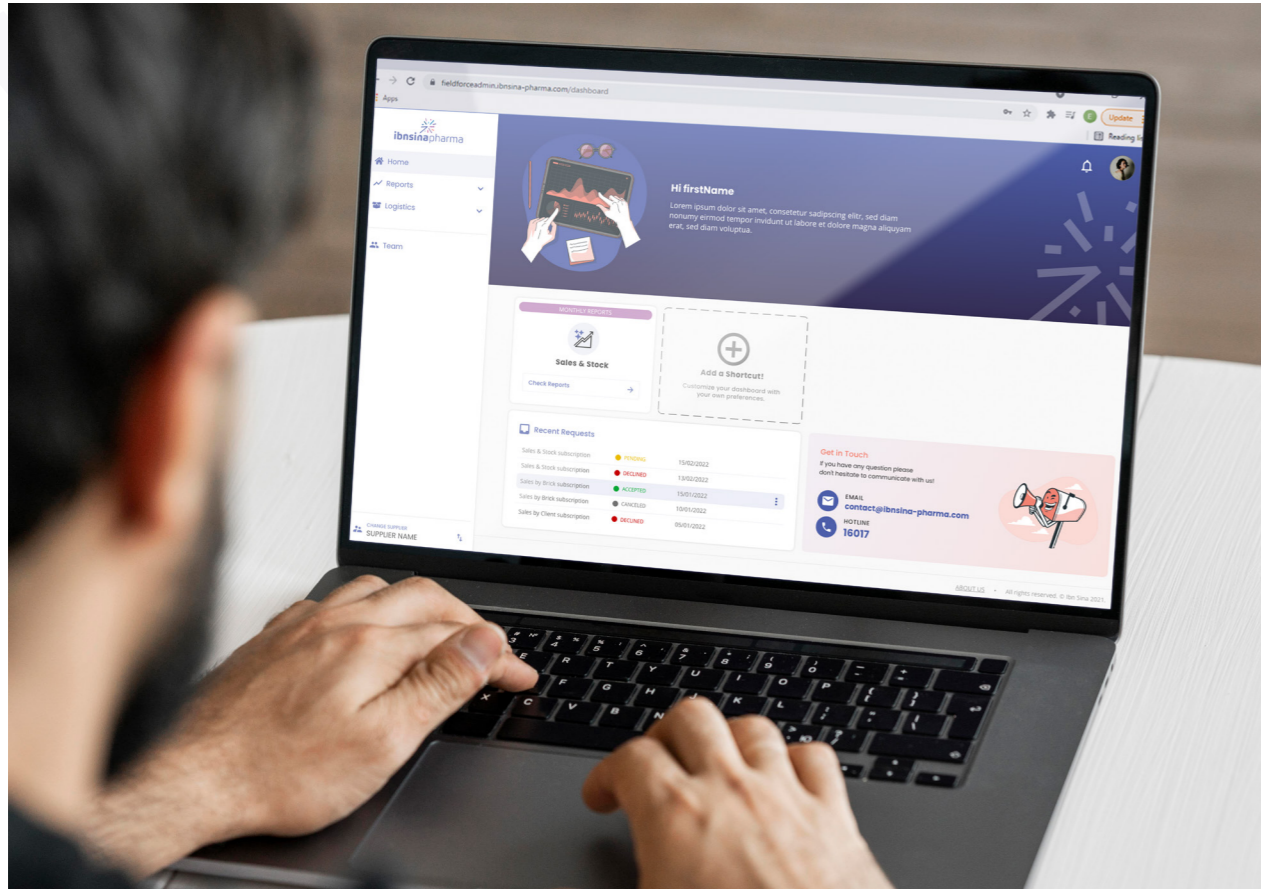


TMS

A transportation management system (TMS) is a software platform that streamlines outbound transportation operations by automating key processes and reducing operational costs compared to paper-based systems.



We Are Digital



Supplier Portal

Our supplier portal provides partners with a user-friendly platform to easily access critical business metrics, turn data into actionable insights, drive growth, thereby enhancing supply chain management and creating a competitive advantage.



Ibnsinapharma Digital Transformation

Ibnsinapharma has implemented a digital transformation using INFOR ERP which is a user-friendly ERP system that streamlines operations, reduces paperwork, and allows for more handhelds in various stages. The ERP provides clear data insights and enables live monitoring of performance. To enhance performance and scalability, **ibnsinapharma** has adopted Amazon Web Services for customer-facing mobile applications to ensure data integrity, flexibility, and reliability.



Our Subsidiaries



AIM refers to **ibnsina pharma's** investment arm that raised 300 million EGP to execute its investment strategy in digital services and logistics. Aim is the holding company for Ramp, Rabbit, and Digi360.



Ramp is a leading third-party logistics provider that was established by **ibnsinapharma** to meet growing demands for warehousing and transportation outsourcing, with 20 years of experience in the Egyptian market backed by **ibnsina**.



Digi360 provides advanced and tailored digital solutions for businesses seeking for a continuous improvement and growth, ensuring customer satisfaction and achieving desired growth levels.

ibnsinapharma Export



ibnsina Trade will present Egyptian pharmaceutical and medical companies to global markets through scientific offices, handling delivery, advertising, sales, distribution, collection of exported goods, and registration of products through a specialized team and an extensive supply chain.

Africa will be our first phase :

ibnsina Trade will establish a Scientific offices in: **RWANDA, GHANA, KENYA, TANZANIA , BURUNDI, MALAWI, ZAMBIA, and BURKINA.**

Safety Is The Priority, Quality Is The Standard

Ibnsinapharma prioritizes quality in its distribution operations, ensuring safe products and patient safety. The company is committed to improving quality management systems and monitoring pharmacovigilance, adhering to legal, international, and supplier requirements. **Ibnsinapharma** is ISO-certified, implementing controls and monitoring to ensure compliance. Quality checks are conducted through rigorous documentation, testing, and calibration of instruments. The company conducts audits, inspections, and validation processes to verify system integrity and quality. Continuous training programs help staff members maintain safety, quality awareness, and knowledge acquired for daily operations.

Certifications

ISO 9001 Quality 2015 management system	ISO 14001 2015 Environmental management system	 ISO 39001:2012	 International Organization for Standardization ISO 45001:2018
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Sustainability

Ibnsinapharma is considered the first company to move towards implementing a sustainability strategy in its operations with the aim of reducing the negative environmental impact resulting from its operations in the market and improving efficiency.

Sustainable Development Goals:

To support sustainable development goals, we aim to create social and economic value through our business model and community initiatives while preserving the environment. Our primary focus is poverty reduction, health and well-being, clean energy, responsible consumption, economic growth, and industry innovation.

ISP strives to convert sustainability discussions into actions to generate opportunities and mutually beneficial gains in the future. This commitment entailed a broad understanding of sustainable development goals and urgent issues globally and locally.

Sustainable Management:

Ibnsinapharma aims to promote responsible practices in operations and supply chains to meet stakeholder demands. Sustainability goes beyond regulatory compliance; it creates value for the wider community. **Ibnsinapharma** focuses on compliance, governance, employee relations, supply chain management, customer relations, and consumer safety, while leveraging technology and innovative solutions.



Corporate Governance

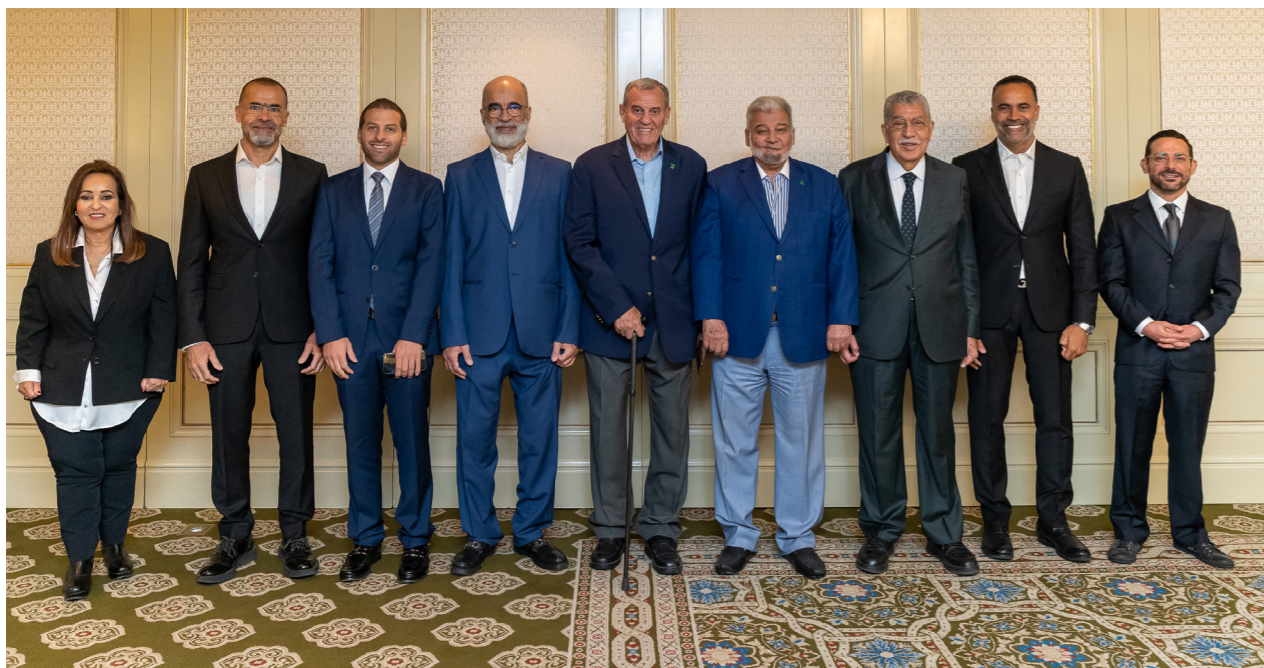
The board consists of 11 members who are as follows: two independent, six non-executives, including the chairman, and the rest of the executive members, including the vice chairman and the managing director.

The board has one female representative, but **ibnsinapharma's** governing board wishes to increase that number.

The board's composition exhibits a balance of competency and expertise amongst its members that guarantees the highest level of transparency, accountability, and diversity that would guide the company towards success.

The criteria for selecting board members are essentially based on experience and knowledge, covering financial and non-financial elements, and it is the paramount duty of the board.

The board orchestrates the affairs of the company, sets the business strategy and overall direction, oversees operational, financial, and ethical performance, sets the policy for the company's ethics and integrity, manages the implementation of compensation policies, and reacts promptly and swiftly to the concerns of the shareholders and stakeholders at large.



Corporate Social Responsibility

ibnsinapharma is a national industry leader that enhancing its corporate citizenship by implementing strong governance structures and oversight to promote sustainable development and social wellbeing.



Medicine Accessibility

ibnsinapharma supports sustainable medicine access in Egypt's poor regions by providing financial and technical assistance and offering incentives to reduce critical medication prices for chronic illnesses.

Combating Covid-19

In 2020, **ibnsinapharma** donated 4 million EGP to the Egyptian Authority for Unified Procurement and donated 5 million EGP to the Welfare Fund, supporting the Ahalena campaign and distributing essential pharmaceutical products.



Access To Clean Water

ibnsinapharma addresses health issues related to safe drinking water access through water treatment units, public standpipes, and improved sanitation facilities.

Corporate Social Responsibility

Empowering Wheelchair Users

Ibnsinapharma collaborated with Al Hassan Foundation to provide 14 micro-finance projects and therapeutic wheelchairs for children, aiming to empower wheelchair users and promote financial independence.



Corporate Citizenship

Ibnsinapharma is committed to this sustainable development and corporate citizenship by focusing on community advancement and individual needs. **Ibnsinapharma** plans to expand its business model by supporting small and medium pharmacies, and leverage technology.



Gender Equality

Ibnsinapharma aims to address gender inclusion in Egypt by analyzing gender ratios and recruitment strategies. The company is focusing on promoting an inclusive culture and diverse workplace, offering job opportunities without gender-specific criteria, and fostering a discrimination-free environment. Policies are being updated to support work-life balance, maternity leave, and education on gender equality. The company is also building a mentoring culture to make newly employees feel confident and included.

Corporate Social Responsibility

Qena 'Roayaa' Visual

IbnsinaPharma established the Rooya visual development center in Qena, Upper Egypt, to support underserved communities. Over 800 beneficiaries have received educational, entertainment, and technological services, including braille courses, language courses, and academic support. The center also hosts art and music programs, and provides training programs for young children. Its goal is to integrate visually impaired children into local communities.



Misr El Kheir Medical Caravans

Ibnsinapharma and Misr El Kheir have conducted medical caravans since 2016, providing essential medicines and surgeries to over 3,650 patients in impoverished areas. The caravans also provided over 290 corneal and cataract operations, distributed medical equipment, and provided 100 general treatments. **Ibnsinapharma** is also working with Misr El Kheir to bring water to Upper Egypt villages.



Blood Donation Campaigns

Ibnsinapharma supports accessible healthcare by hosting blood donation campaigns twice a year across all branches to provide critical support to local hospitals and medical centers.





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