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## **Ibnsina Pharma Retail Offering concluded and is 18.2 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 million<sup>1</sup>) from over 3,700 retail investors; representing an oversubscription ratio of **18.2 times<sup>2</sup>**.

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 million<sup>1</sup>) 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 million<sup>1</sup>).

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**

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<sup>1</sup> Based on a USD/EGP rate of 17.7

<sup>2</sup> This press release has been updated to reflect a downward revision of the retail offering oversubscription ratio from 18.35x to 18.2x as of 10 December 2017.

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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](http://www.ibnsina-pharma.com).

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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.

#### **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.