

Ibnsina Pharma Maintains Its Leadership in Pharma Distribution During 1H25 According to IQVIA Reports

Cairo – September 14, 2025: Ibnsina Pharma (ISPH.CA on the Egyptian Stock Exchange), the leading pharmaceutical distributor in Egypt, announced that it has retained its leading position among pharma distribution companies in Egypt, according to IQVIA reports on the Egyptian pharmaceutical distribution market during the first half of 2025, where the company recorded a total market share of 31.1%.

This achievement continues the company's market leadership in the distribution sector, building on its strong performance in 2023 with a 24.2% market share and accelerating further in 2024 to reach 30.8%. This consistent upward trajectory underscores its growing dominance in the pharmaceutical distribution market and reinforces its position as a trusted strategic partner for Egypt's healthcare sector.

The reports also showed that Ibnsina Pharma ranked first in the pharmacy and wholesaler sector with a market share of 35%, which is the largest sector representing 69% of the total Egyptian drug market. Additionally, the company maintained its leadership as the largest private sector company in pharmaceutical distribution sector for public and private hospitals, with a market share of 22.3% within a sector that represents about 31% of the market size.

The IQVIA report indicated that the Egyptian pharmaceutical market recorded sales worth 186.7 billion Egyptian pounds during the first half of 2025, compared to 119.6 billion Egyptian pounds in the same period of the previous year (using the public selling price as the basis for calculation), with a growth rate of 56% driven by drugs price adjustments following the currency exchange rate devaluation during 2024.

Ibnsina Pharma had announced a revenue growth of 54.8% during the first half of 2025, reaching 35 billion Egyptian pounds compared to 22.8 billion Egyptian pounds during the same period of the previous year.

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About Ibnsina Pharma

Originally established in 2001, today Ibnsina Pharma is the largest pharmaceutical distribution company in Egypt. The company distributes a competitive portfolio of pharmaceutical products from over 350 Egyptian and multinational pharmaceutical companies to more than 60 k customers including pharmacies, hospitals, retail outlets and wholesalers using a fleet of around 1000 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 9,000 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