

EBRD ushers in greener era for Ibnsina Pharma

EGP 1.3 billion loan to largest pharmaceutical distribution company in Egypt to support green warehouse

- New loan to Ibnsina Pharma to finance green capex
- Investment to support new warehouse, bolster competitiveness
- Once completed, the project will reduce 207 tonnes of CO2 emissions

Cairo – January 25, 2026: The European Bank for Reconstruction and Development (EBRD) is providing an EGP 1.3 billion (equivalent to €23.1 million) to Ibnsina Pharma, the largest pharmaceutical distribution company in Egypt, to finance the company's green capex for a new warehouse and related long-term working capital.

EBRD's investment is set to finance the new warehouse development, targeting to achieve EDGE "Standard" rating as a minimum. The EBRD will also provide extended technical advisory support to perform energy audit of the building, identify the current gaps in the design and recommend measures to improve resource efficiency of the building. Once completed, the project will reduce 207 tonnes of CO2 emissions annually, as well as saving an annual 16905 m3 of water.

Egypt remains the second largest pharmaceutical market in the Middle East and North Africa region, characterised by strong domestic manufacturing. One of the key drivers of the pharmaceutical industry is Egypt's large population, which is expected to reach 120 million by 2030.

In addition to its green credentials, EBRD's financing in Ibnsina Pharma will strongly enhance its competitiveness, as the new warehouse will be part of a broader network optimisation and expansion plan, which includes up to 12 new warehouses. The expansion is designed to enhance operational capacity in response to rapid sales volume growth and the diversification of revenue streams.

Greg Guyett, EBRD First Vice President, welcomed the partnership, saying: "We are delighted to support a vital sector that offers substantial potential for

sustainable and long-term growth. This financing will contribute to the country's green transition and bolster the company's competitiveness, establishing it as a robust actor in a strategic industry."

"This agreement marks a pivotal moment for Ibnsina Pharma. We were not simply looking for a lender; we were looking for a strategic partner that supports us to 'level up' our operations to meet global benchmarks. We view this facility as an international Quality Seal. Passing the EBRD's rigorous due diligence validates our governance, transparency, and operational standards to our stakeholders. It signals to investors and partners that we are an institutionalized, safe counterparty, fully equipped to execute our green infrastructure goals and drive sustainable value." commented **Mohsen Mahgoub, Managing Director of Ibnsina Pharma**

The new financing builds on the longstanding partnership of the Bank with Ibnsina Pharma. The Bank first became an equity investor in 2015, acquiring a 20 percent stake through a mix of primary and secondary transactions to support the expansion of Ibnsina Pharma's warehouses, distribution centres, and overall supply chain. Over the last decade, Ibnsina Pharma has transformed into Egypt's leading publicly listed pharmaceutical distributor, delivering strong growth and diversifying into non pharma operations. Earlier this year, the EBRD fully exited its investment, marking the conclusion of a successful chapter in the collaboration.

Egypt was the primary recipient of the EBRD's 2024 investment in the SEMED region, with new commitments to 26 projects totalling almost €1.5 billion, of which 98 per cent were in the private sector and 50 per cent in green financing.

The Bank's cumulative investments in Egypt since the start of its operations in 2012 has surpassed €13.8 billion.

– Ends –

About Ibnsina Pharma

Originally established in 2001, today Ibnsina Pharma is the largest healthcare 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