



"Over two decades, it all started with a dream of bringing global best practices to the local pharmaceutical manufacturing industry. Today, we continue to realize that vision, and have achieved the necessary building blocks to become a key player in certain specialties within the sector. Listing on the Saudi Exchange marks a steppingstone in establishing Jamjoom Pharma as a leader in the regional pharmaceutical industry."

Mahmoud Yousuf Salah Jamjoom
Chairman of Jamjoom Pharma



"The listing on the Saudi Exchange marks another important milestone in Jamjoom Pharma's development journey. We are well positioned to realize our ambition of becoming a leading pharmaceutical manufacturing organization while providing customers with affordable, high-quality healthcare solutions across the Middle East and Africa region while continuing to aspire to extend our services to a broader international customer base. We remain dedicated to maximizing value creation for our stakeholders by exploring new avenues to channel evolution and to sustainable growth."

Tarek Hosni
CEO of Jamjoom Pharma

Jamjoom Pharma at a glance



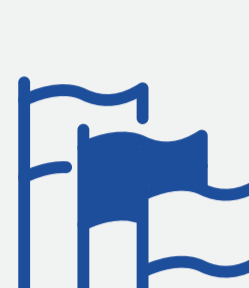
A leader in the Middle East and Africa generics market with a presence in 36 countries across the world.



The leading manufacturer of consumer health products in Saudi Arabia.



A leading market share in the Saudi ophthalmology sector.



One of the largest providers of gastrointestinal products in Saudi Arabia.



A successful track record of bringing innovative products to the market through a large R&D team of over 90 scientists.



Offers a well-established range of general medicine products (including pain and inflammation) through 15 trusted brands.

Vision

To become a leading MEA organization by 2026G through consistently providing affordable, high-quality healthcare solutions

Mission

To contribute to achieving national and regional pharmaceutical self-sufficiency while prioritizing our customers and supporting the wellbeing of communities

Strategy

A clearly defined five-year strategy to become a leading organization in the Middle East and Africa via selective expansion to deliver growth in key markets

Geographic locations and production facilities

A diverse and experienced employee base
1,255 employees

Operating across
36 countries¹

To deliver products across 8 therapeutic areas through 118 brands



○ Operating manufacturing plants
△ Manufacturing plants in Cairo, Egypt and Jeddah, Saudi Arabia to open in H2 2023

¹ As of H1 2022G

Jamjoom Pharma in numbers

46,500 m²
state-of-the-art

manufacturing plant in Jeddah with a production capacity of 113 million units per annum.

SAR 917 million

in revenues for the year ended 31 December 2022G, a **growth of 25% YoY.**

SAR 172 million

Free Cash Flows in the year ended 31 December 2022G, a **growth of 89% YoY.**

SAR 171 million

in net income in the year ended 31 December 2022G.

28% EBITDA

margin for the year ended 31 December 2022G, a **growth of 21% YoY.**

The Offering

Jamjoom Pharma is pleased to announce its intention to offer 30% of its share capital through an initial public offering (IPO) and listing of shares on the Main Market of the Saudi Exchange.

All the Offering Shares will be offered to individual and institutional investors (including institutional investors outside the United States), with a claw-back by the retail investors of up to 10%, as determined by the Financial Advisors.

21,000,000

ordinary shares will be listed on the Saudi Exchange's Main Market

30%

of Jamjoom Pharma's issued share capital of 70,000,000 shares will be offered by the current shareholders

100%

or 21,000,000 Offer Shares will be offered to institutional investors*

10%

or 2,100,000 shares will be offered to retail investors and may be clawed back

The final offer price will be determined at the end of the book-building process.

*Subject to a 10% claw back

IPO Timeline



Key investment highlights:

- Jamjoom Pharma is a leading MEA branded generics player operating in a large and growing addressable market, protected by significant barriers to entry.
- It has a proven R&D track-record with outstanding product development and substantial white space opportunities to tap into new therapeutic areas.
- Jamjoom Pharma owns a specialized portfolio of well-established and differentiated products across 8 therapeutic areas.
- The Company operates a modern manufacturing facility in Jeddah, KSA and is in the process of constructing an additional facility in Cairo, Egypt, investing a total of SAR 362 million to build the Jeddah Sterile Facility and the Egyptian Facility.
- It has held a strong top-line performance over the years, mainly driven by organic growth, portfolio expansion and expanding its geographic footprint in the long term.
- The Company's leadership team adopts a hands-on approach where its reach extends throughout the whole organization, as it guides and supports the firm's overall evolution across every department.

Joint Financial Advisors

J.P.Morgan | **السعودي الفرنسي كابيتال**
Saudi Fransi Capital

Bookrunners and Underwriters

J.P.Morgan | **السعودي الفرنسي كابيتال** Saudi Fransi Capital | **الراجحي المالية** alrajhi capital

Receiving Banks

مصرف الراجحي alrajhi bank | **البنك السعودي الفرنسي** Banque Saudi Fransi | **SNB**