



EIPICO

Egyptian International Pharmaceutical Industries Company

YES WE CARE





Introduction to EIPICO



EIPICO is an Egyptian Pharmaceutical company, which established since 1980 in 10th of Ramadan, Egypt and its actual production was 1985.



EIPICO is one of Egypt's top pharmaceutical companies with investments of more than 5.8 Billion Egyptian pounds last 5 years.



EIPICO Facilities and Investments

EIPICO 1

90,000 m²

1980



EIPICO 2

30,000 m²

2013



EIPICO 3

10,344 m²

2022





EIPICO Products & Workforce

5000

EMPLOYEES



Dedicated to quality and innovation.

414

PRODUCTS



83 Products in pipeline .
1238 Products registered in 61 country.

27

THERAPEUTIC GROUPS



Focused solutions for patients.



54 production lines



03

Sterile ampoule production lines

in factories 1 and 2 with a production capacity of 38.5 million units per shift per year.



08

Syrup production lines

in factories 1 and 2 with a production capacity of 65 million bottles of syrup and suspension per shift per year.



17

Tablet production lines

in factories 1 and 2 with a production capacity of 87 million packs per shift per year.



01

Production line for single-dose eye drops

in factory 1 with a production capacity of 2.6 million packs of eye drops and 20 million packs of sterile water for injection per shift per year.



54 production lines

Production line for respiratory inhalers

in factory 1 with a production capacity of 1.4 million packs per shift per year.

01



Production line for soft gelatin and soft capsules

with a production capacity of 4.6 million packs per shift per year.

02



Production lines for Powder and effervescent sachets

in factory 2 with a production capacity of 14.2 million packs per shift per year.

04



Production lines for ointments, creams, and suppositories

in factories 1 and 2 with a production capacity of 34.5 million packs of suppositories, ointments, and creams per shift per year.

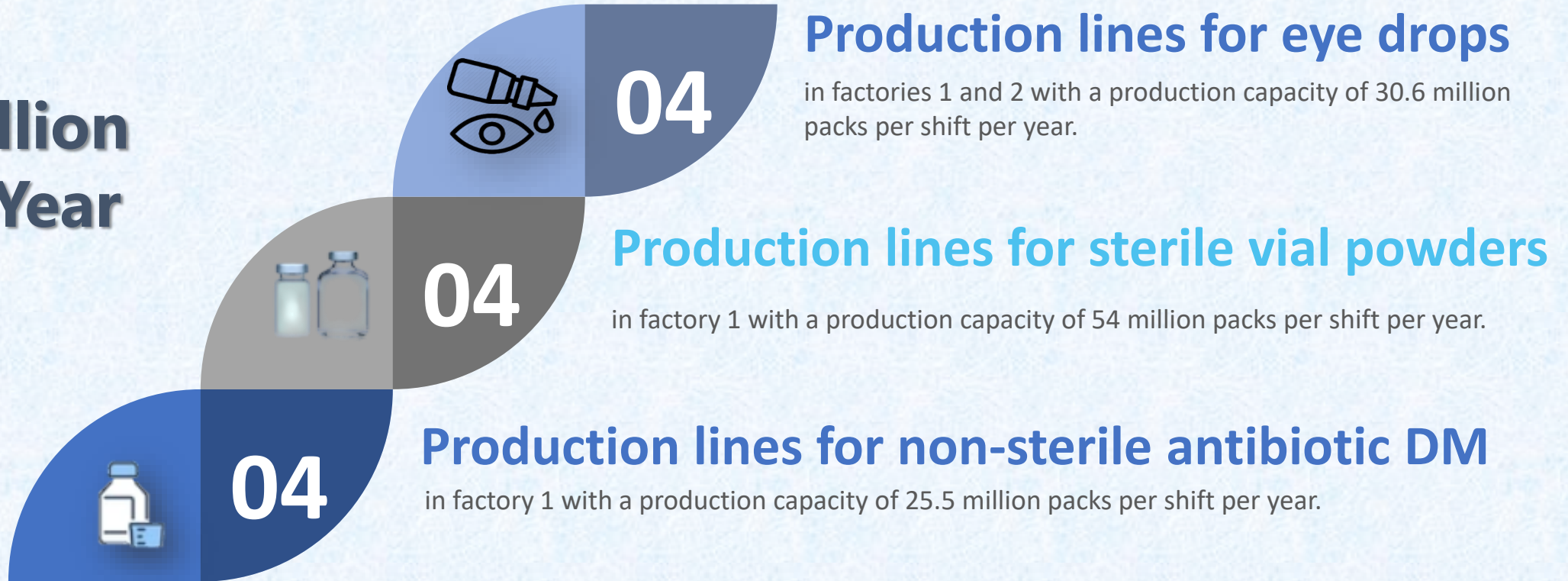
06





54 production lines

**310 Million
Packs/Year**



Leading Production

EIPICO is the leading Egyptian pharmaceutical company in production by units.

Major Provider

EIPICO is the major provider of antibiotics, lyophilized products, and spansule capsules to the Egyptian market.



EIPICO established affiliated primary packaging factories.

1

ElACO Egyptian International for Ampoules

ElACO was founded in 2005. company manufacturing ampoules and vials.

2

EIPICO PLASTIC FACTORY

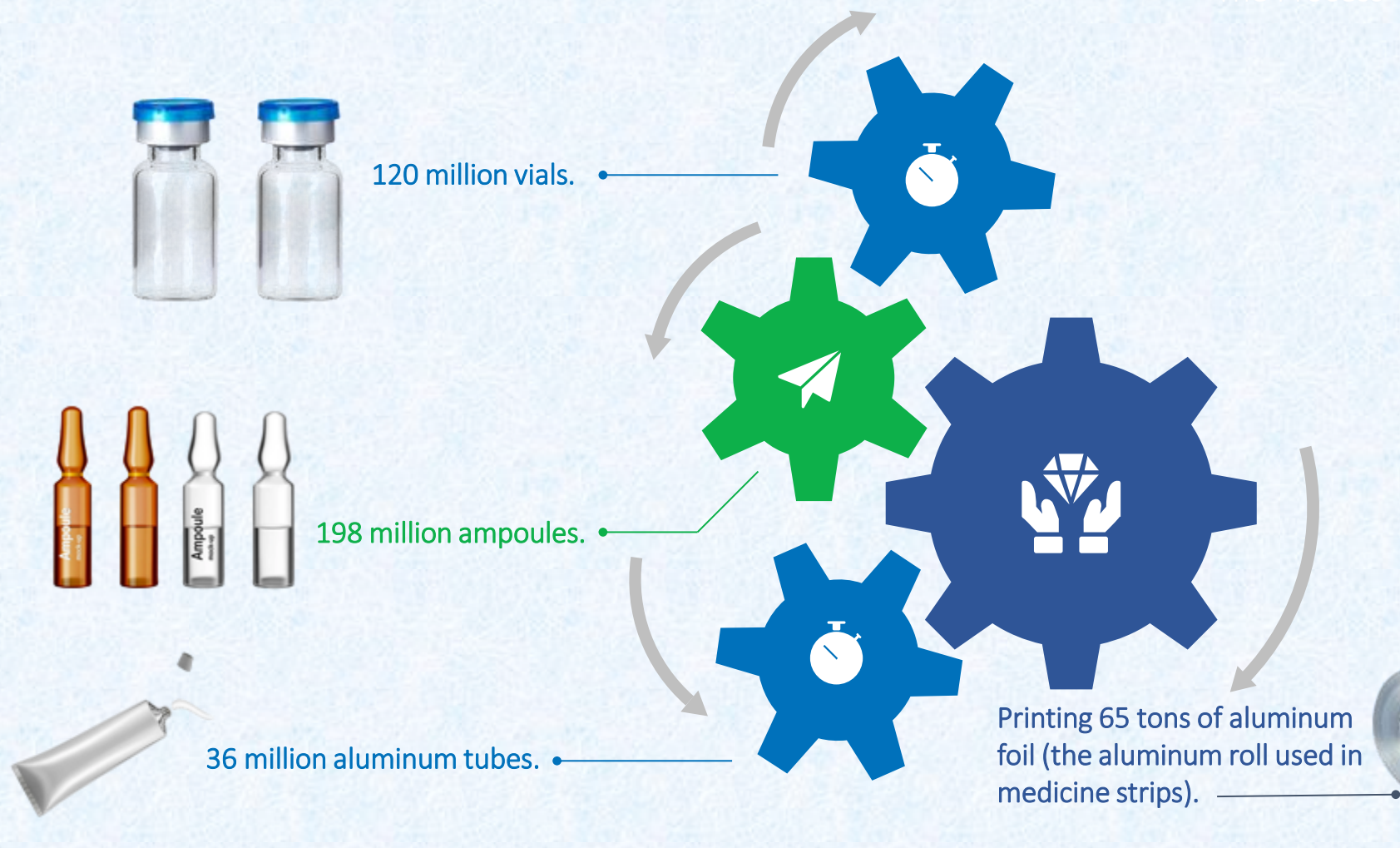
EIPICO plastic factory was founded in 2000 the goal is to ensure a constant supply of primary packaging materials. This avoids import problems.

These factories support the pharmaceutical industry.



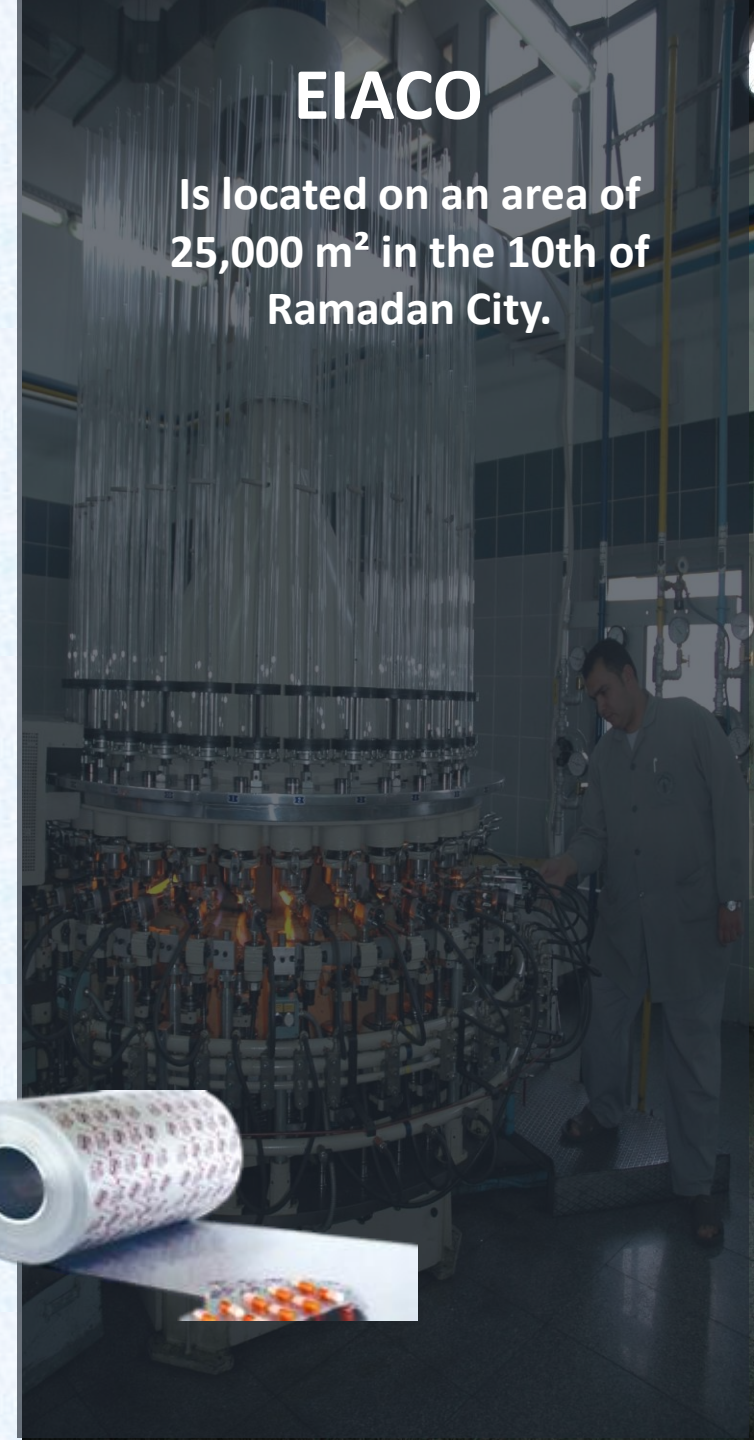
The Egyptian International for Ampoules (EIACO)

The Process



EIACO

Is located on an area of
25,000 m² in the 10th of
Ramadan City.





EIPICO PLASTIC FACTORY



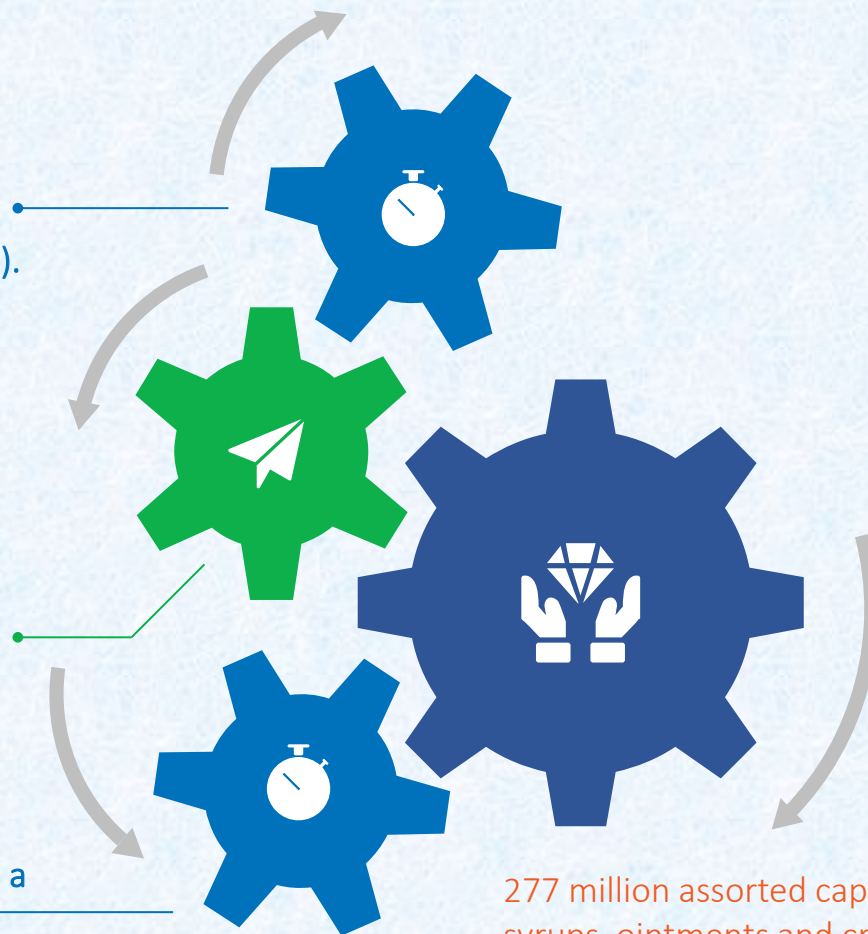
54 million packs of plastic dropper bottles (5, 10, 15 ml).



48 million packs with controlled dropper caps.



144 million standard caps with a capacity of 10 and 15 ml.



277 million assorted caps (for syrups, ointments and creams, and eye drops).



The plastic factory is located on an area of 1,472 m² inside the EIPICO Factory 1.



Enhancing the local component to reach 60% in 2024 and reducing the foreign component.

السادة/ غرفة الصناعات الدوائية- التابعة لاتحاد الصناعات المصرية
١١٩٥ شارع كورنيش النيل - رمله بولاق - القاهرة

تحية طيبة وبعد،،،

بالإشارة للكتاب الوارد من صندوق تنمية الصادرات و الذى يتضمن طلب قيام الهيئة بحساب نسبة المكون الصناعى المصرى فى المنتجات التى يتم تصديرها وفقا لضوابط القرار الجمهورى رقم (٥) لسنة ٢٠١٥ ولانحته التنفيذية فى شأن تفضيل المنتجات المصرية فى العقود الحكومية والتى على أساسها يتم صرف المساندة التصديرية من قبل الصندوق.

نتشرف بإحاطة سيادتكم بأن شركة المصرية الدولية للصناعات الدوائية (إيبىكو) الحاصلة على شهادة سجل صناعى رقم ٩١٨٠٤٢٧٠١٠٠٧١١٥ المقيدة برقم قديم ١٩٨٦ / ٥٣٣٨ تنتهى فى ٢٠٢٦ / ٣ / ١١ تقدمت للهيئة لحساب نسبة المكون الصناعى المصرى فى منتج (مضادات حيوية بيتالاکتام) بودرات اشربة جافة.

وقد رأت الهيئة بناءا على دراسة المستندات المقدمة والمعتمدة من الشركة وبالمقارنة بالمنتجات السابق دراستها أن نسبة المكون الصناعى المصرى فى منتج (مضادات حيوية بيتالاکتام) بودرات اشربة جافة قد بلغت ٦٠ ٪ (ستين فى المائة).

مرفق لسيادتكم نموذج بيان تكلفة المكون الصناعى المصرى فى المنتج. علماً بأن هذا النموذج ساريا خلال عامي ٢٠٢٤, ٢٠٢٥ وفقا لقرار صندوق دعم الصادرات ولا يستخدم إلا فى التقدم لصندوق تنمية الصادرات فقط.

وتفضلوا بقبول فائق الاحترام،،،

مستشار رئيس الهيئة لتطوير

التصنيع المحلى

د.م/ ريم محمد عطية

مهندس/ علاء صلاح الدين



المهندس المختص

د.م/ ريم محمد عطية

تحريرا فى ٢٨ / ٨ / ٢٠٢٤

مرفقات:

- نموذج بيان تكلفة المكون الصناعى المصرى فى المنتج.



INDUSTRY ACQUISITION



30 % SHAREHOLDER



10 % SHAREHOLDER





Market Leadership Rank #1

#1

UNITS

Leading in Egyptian market.

#1

ANTI-INJECTIVES

Leading in systemic Anti-Injectives market.

#1

OPHTHALMIC

Leading in Ophthalmic market by units.

#1

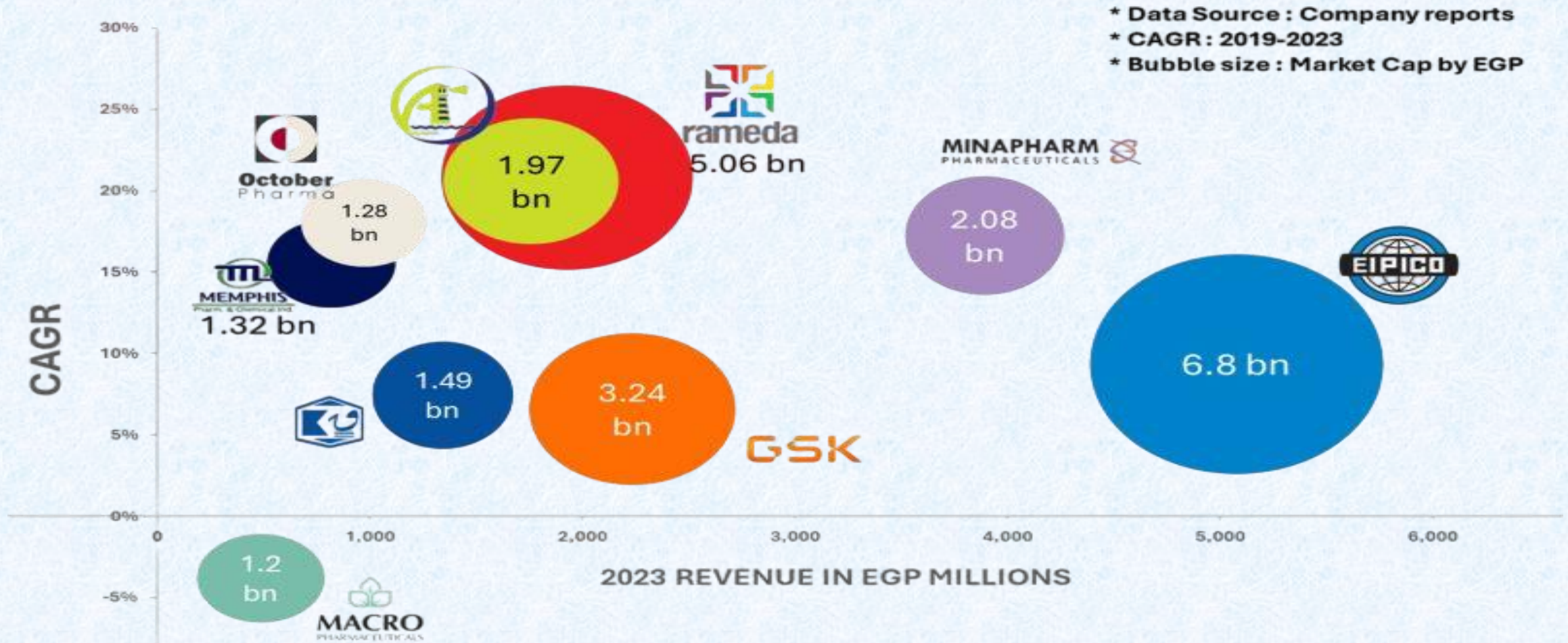
EXPORTS

Leader in Egyptian exports of pharmaceutical products.

Forbes
Middle East

Listed EIPICO among the Top 50 Listed Companies in Egypt by **Forbes Middle East**.





EIPICO's sales are projected to reach EGP 10 billion in 2025, with production volume expected to hit EGP 11.5 billion.



Global Presence and Accreditations

Strong presence in over 60 countries.

- QMS
- Laboratories
- GMP

(EGAC) - ISO 17025

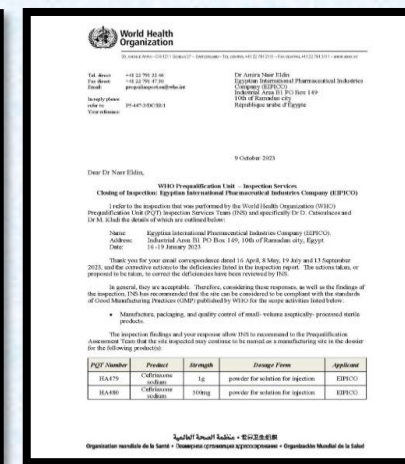
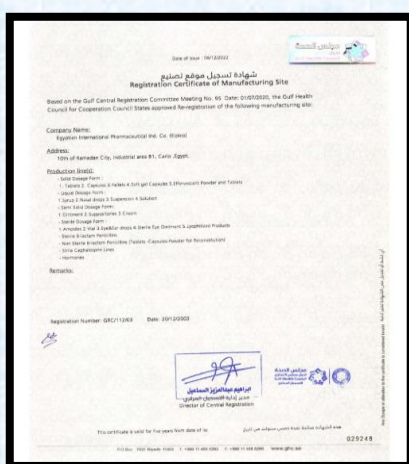
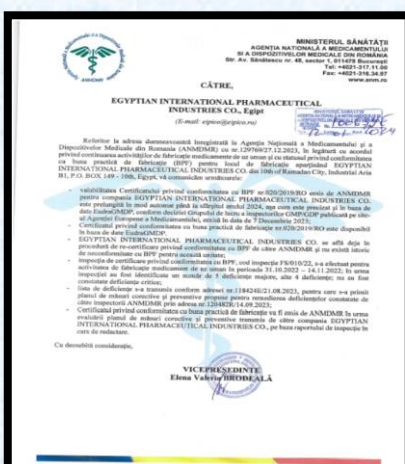
ISO 13485

ISO 9001

ISO 14001

ISO 45001

KSA GMP



ROMANIA GMP

GCC GMP

IRAQ GMP

EDA Certificate

UGANDA GMP

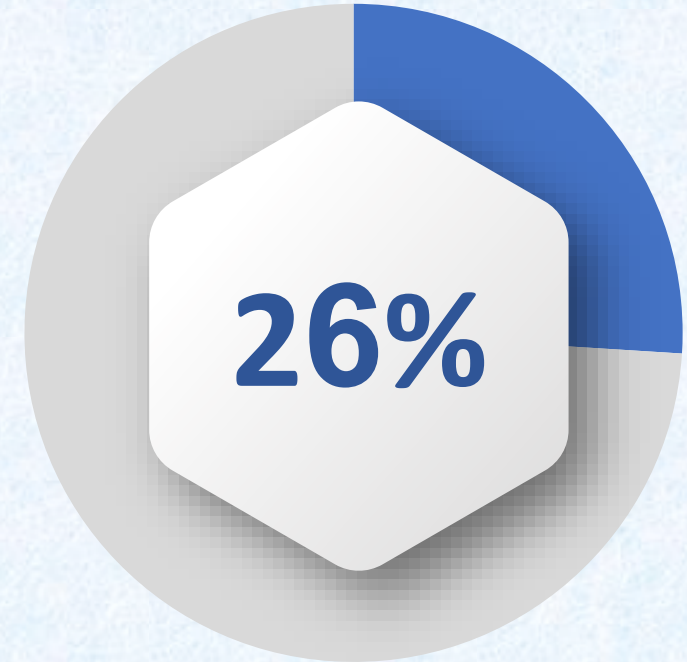
WHO



Export Reach more than 60 Country



From Egyptian Pharmaceutical Exports to Africa



of Egypt's Total Exports of Pharmaceutical Products, by value

\$60 M

Year

60 m Pack

Year



EIPICO's Corporate Social Responsibility(CSR)

1 Egypt with No Virus-C

EIPICO played a vital role in treating patients with its antiviral product Episovir®.



2 Medical Convoys

EIPICO has been sending medical convoys to rural and low-income areas in Egypt and neighboring countries for over 37 years.



3 Blood Donation Campaigns

EIPICO actively encourages its employees to participate in blood donation campaigns organized by the Ministry of Health.

4 EIPICO Fights COVID-19

Donated thousands of pharmaceutical products.



EIPICO: Human Capital

1 Student Training

EIPICO provides training programs for university pharmacy and engineering students to enhance their skills and prepare them for the job market.



2 Technical Education Schools

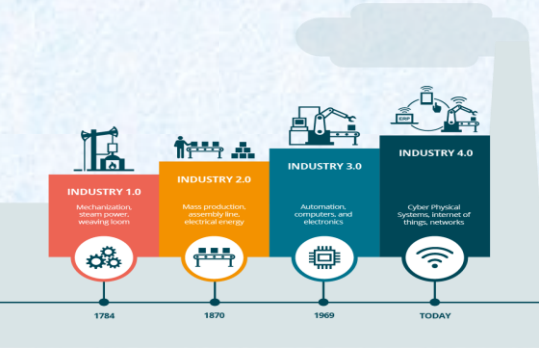
EIPICO offers training programs for technical diploma holders and students to equip them with the necessary skills for the workplace.





EIPICO DIGITAL TRANSFORMATION JOURNEY

Digital Transformation Industrial 4.0



LIMS

Laboratory Information Management System



Track and Trace System



QMex Modules

Quality management system





EIPICO DIGITAL TRANSFORMATION JOURNEY

Customer Order Receipt AND Confirmation

Sales order received and basic compliance check

Manufacturing Order Creation & Scheduling

Production planning according to GMP and batch requirements

Warehouse Management & Delivery Logistics

Storage in controlled conditions, cold chain management if applicable, delivery confirmation

Order Validation & Regulatory Compliance

Detailed review, regulatory approvals, product availability

Production, Quality Control & Packaging

Manufacturing execution, in-process QC, batch traceability, packaging, and labeling

Billing, Invoicing & Payment Processing

Invoice generation, payment receipt, reconciliation





EIPICO: A Vision for the Future

1

Localization of Biological & Biosimilar Industry

Establishing the first facility dedicated to manufacturing biological preparations and substitutes in Africa and the MENA region.



2

Localization of the Raw Material Industry (API)

Establishing a multipurpose API facility in Egypt to enhance local production and reduce reliance on imports.



3

Global Manufacturing Expansion

EIPICO is expanding its manufacturing footprint globally, establishing new sites to access new markets.





Investments around
100 Million USD

7 Products
14 SKU's

✓ **Oncology**

✓ **Rheumatology**

✓ **Anemia**

✓ **Infertility**

Covering
Therapeutic
groups
related to

1

Localization of Biological & Biosimilar Industry

EIPICO 3: Biosimilar & Biologicals

EIPICO is ushering in a new era by enriching the Egyptian pharmaceutical sector through the localization of biological and biosimilar product manufacturing at its groundbreaking facility, EIPICO 3.



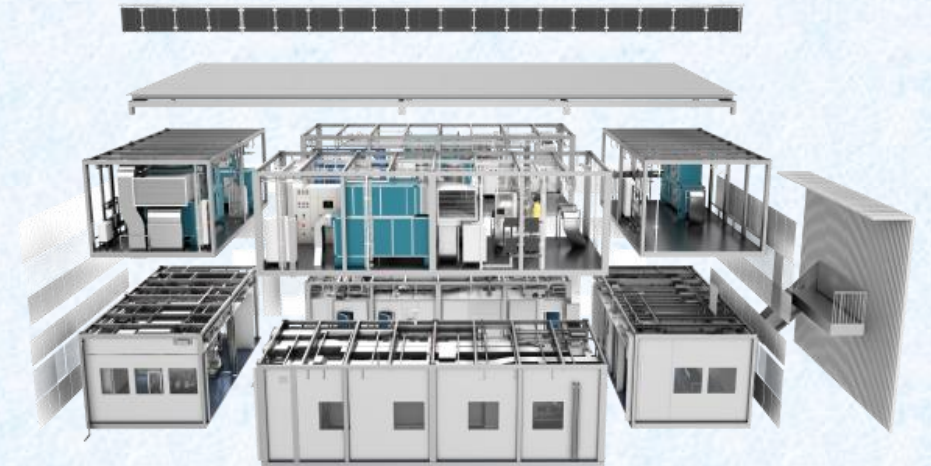
EGYPTIAN INT. PHARMACEUTICAL INDUSTRIES CO.
10th of November City Industrial Area 51 - Egypt
Tel.: 0954/492169 - Fax: 0954/493206



Modular Construction

EIPICO has penetrated this vital field by adopting the most advanced (Modular Constructions) technology, where the factory is completely prefabricated outside of Egypt by one of the leading specialist companies (PHARMADULE).

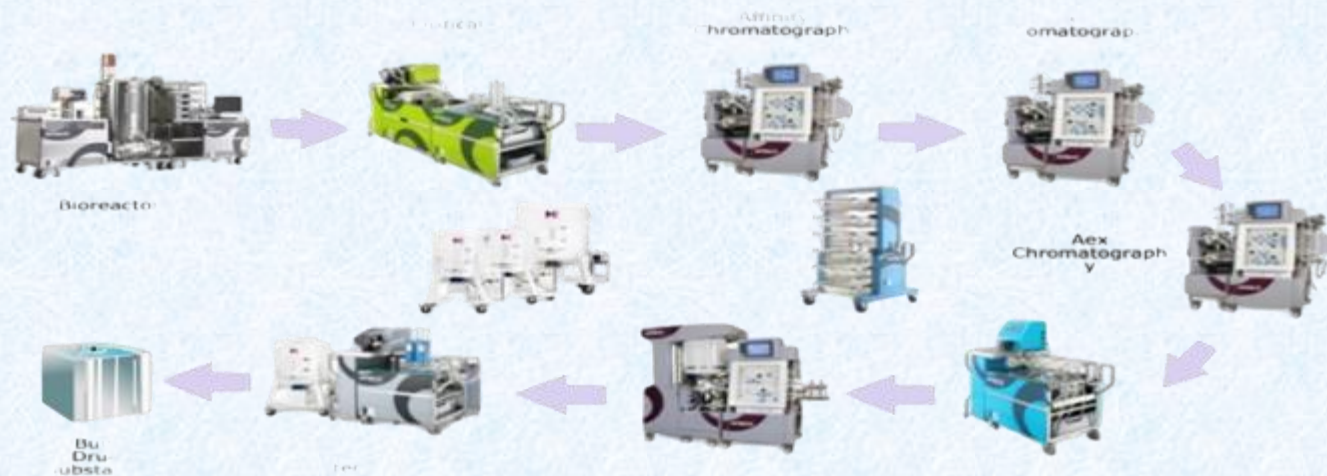
After that, we transported to Egypt as a large containers and assembled in its specified location as EIPICO 3 at 10th of Ramadan City.





Advanced Technology

EIPICO 3 is equipped with advanced technology, including automated filling lines, single-use bioreactors, and tangential flow filtration systems.



**THE MODULAR
FACILITY INCLUDES**
Manufacturing Process Through
Upstream & Downstream
Process to reach
Drug Substance (DS)
as well as
Drug Product (DP)



EGYPTIAN INT. PHARMACEUTICAL INDUSTRIES CO.
10th of Ramadan City - Industrial Area B1 - Egypt
Tel: 0554/499188 - Fax: 0554/499308



Products in the pipeline and under registration as a start

Innovator Product	Concentration	Primary Pack
Trastuzumab (Herceptin-Roche)	440 mg	Vial(Lyo) + 1 vial BWFI
Rituximab (Mabthera-Roche)	100 mg/10 ml	2 Vial
Rituximab (Mabthera-Roche)	500 mg/50 ml	Vial
Bevacizumab (Avastin-Roche)	100 mg/4 ml	Vial
Bevacizumab (Avastin-Roche)	400 mg/16 ml	Vial
Adalimumab (Humira-Abbvie)	40 mg/0.8 ml	2 PFS
Erythropoietin(Eprex-Jassen)	4000 IU/0.4 ml	PFS
Erythropoietin(Eprex-Jassen)	10000 IU/ml	PFS
Follicle stimulating Hormone FSH (Gonal-F-Merck Serono)	300 IU/0.5 ml	Cartridge
Follicle stimulating Hormone FSH (Gonal-F-Merck Serono)	450 IU/0.75 ml	Cartridge
Follicle stimulating Hormone FSH (Gonal-F-Merck Serono)	900 IU/1.5 ml	Cartridge
Darbepoietin (Aranesp-Amgen)	25 mcg/0.42 ml	PFS
Darbepoietin (Aranesp-Amgen)	40 mcg/0.4 ml	PFS
Darbepoietin (Aranesp-Amgen)	60 mcg/0.3 ml	PFS



Products

Coming Soon





2

Localization of the Raw Material Industry (API)

EIPICO is establishing the first multipurpose API facility in Egypt to enhance local production and reduce reliance on imports.



Arab API: A New Era of Pharmaceutical Manufacturing

1

Regional Hub

Arab API will be the first multipurpose API facility in Africa and the Middle East, serving as a regional hub for high-quality APIs.

2

Strategic Importance

Arab API will address the growing demand for APIs in the region, reducing reliance on imports and strengthening local manufacturing capabilities.

3

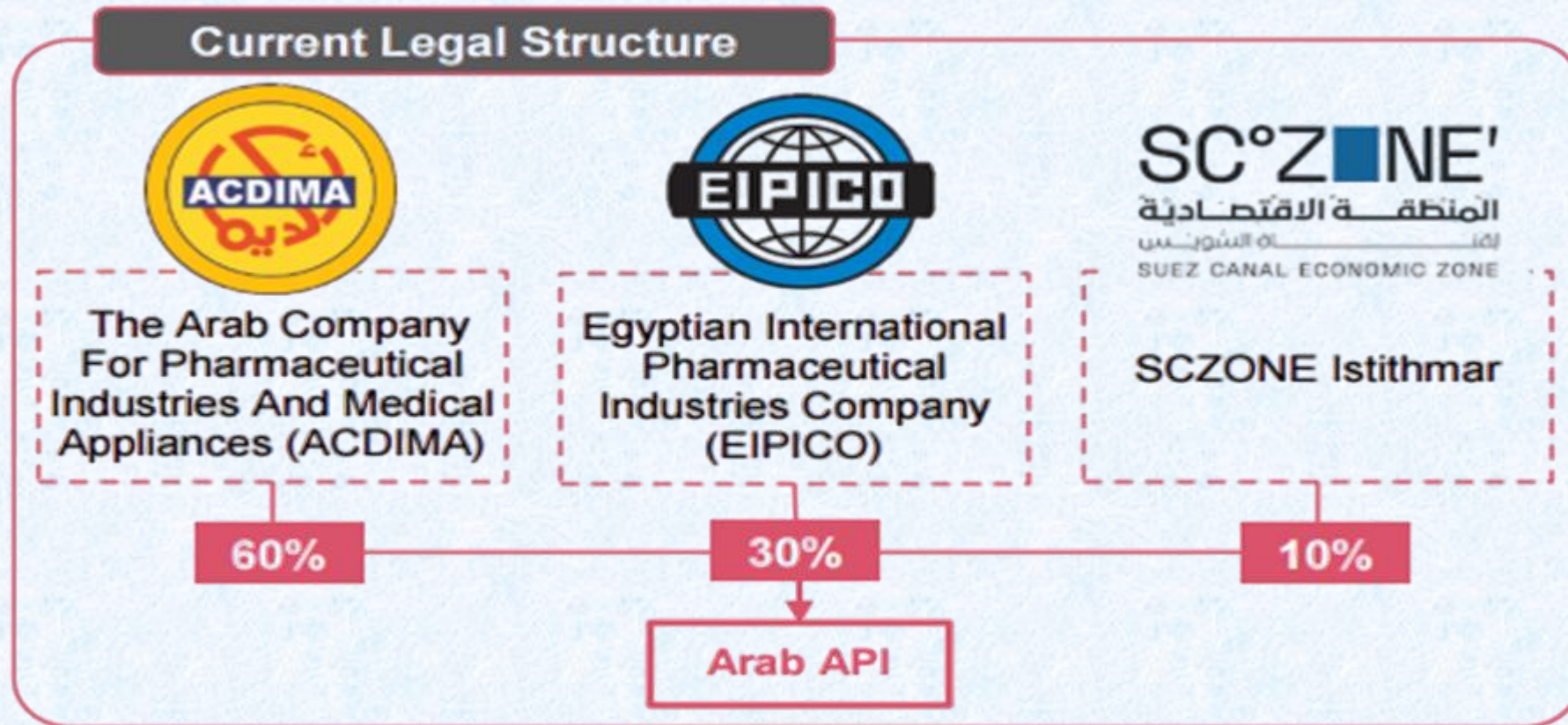
Sustainable Growth

Arab API is committed to sustainable practices, including energy efficiency, waste management, and social responsibility.



Arab API is set to become the first multipurpose API facility in the region. Founded in 2024 as a joint stock company, it represents a \$120 million investment. It aims to establish a pharmaceutical manufacturing hub in the Suez Canal Economic Zone.

Current Equity contributions from founders:



Project Overview

Joint Stock Company

Arab API is a Joint Stock Company, founded 2024. Registration Number: 280, SCZ Bureau Investment Office.

Investment

EGP 5.9 billion
(USD 120 million)

Portfolio

54 molecules across
4 production blocks
with a 1200
ton/year capacity.



First Multipurpose

Arab API, is First Multipurpose API Facility in Africa and the Middle East

Area

about 96,800 sqm
Suez Canal Economic Zone, El Ain El Sokhna, Egypt

Timeline

30 Month

Project Overview

Target Markets

Domestic 60%, Exports 40% .

Strategic partnerships

Strategic partnerships and market positioning securing off-take agreements with EIPICO and ACDIMA's companies, and MOUs with top players.

Extensive market

Extensive market access through EIPICO distribution networks and trading footprint in over 65 countries worldwide.



Arab API – API Portfolio

Cepha Block

Ceftriaxone Sodium St.	Ceftazidime Pentahydrate
Cefotaxime Sodium Sterile	Cefipime L Arg.
Cefoperazone Sodium Sterile	Ceftobiprole Medocaril
Cepharadine L Arg.	Ceftaroline Fosamil

7-ACA Block

Generic Kilo Lab

Rosuvastatin	Lornoxicam	Nicorandil
Omeprazole Sodium	Vardenafil	Levocetirizine Dihydrochloride
Glimepiride	Brivaracetam	Sitagliptin Phosphate
Empagliflozin	Brimonidine Tartrate	Risperidone
Oseltamivir Phosphate	Brinzolamide	Rupatadine
Nepafenac	Bromfenac	Tedizolid Phosphate
Alcaftadine	Bisoprolol Fumarate	Rivaroxaban
Etoricoxib	Losartan Potassium	Desloratadine
Quetiapine Fumarate	Clomipramine Hydrochloride	Apixaban

Large Volume

Benfotiamine	Atorvastatin
Allopurinol	Gabapentin
Azithromycin	Mebeverine
Olmesartan Medoxomil	Levetiracetam
Moxifloxacin	Acyclovir
Valsartan	Pantoprazole Sodium
Clopidogrel	Linezolid
Vildagliptin	Febuxostat
Esomeprazole Mg	Fexofenadine Hydrochloride

Project Insights



A

Localization Strategies

localization strategies for pharmaceutical industries adopted and implemented by regional governments.

B

Strategic Partnerships

Collaboration with leading industry players like ACDIMA and EIPICO ensures expertise, credibility, and successful project execution.

C

Regional Leadership

Alignment with the Suez Canal Economic Zone (SCZ) provides logistical advantages and government backing, crucial for project success.

D

Investment Appeal

The project's estimated investment of \$120 million highlights its scale and potential for substantial returns, making it attractive to investors.

E

Government Support

Establishing the first multipurpose API facility in the region positions the project as a leader in the pharmaceutical industry, setting new standards for quality and innovation.

Project scope & Execution plan

01

Technology Transfer



Agreements were conducted with Indian and Chinese companies and institutes

02

β -Lactam API Manufacturing



Fermentation block for Manufacturing 7ACA (Cephalosporin intermediate) from glucose as a key starting material with capacity 500 Ton / year.



Manufacturing block for Cephalosporin antibiotics Manufacturing (Nonsterile and Sterile) with capacity 350 Ton / year.

03

Generic APIs



Large volume Multipurpose Conventional Plant for Conventional APIs from Intermediate N-2 / N-3 stages to finished API with capacity 300 Ton / year.



Small volume Multipurpose Conventional Plant (Kilo Lab.) for Conventional APIs from Intermediate N-2 / N-3 stages to finished API with capacity 30 Ton / year

Project scope & Execution plan

❑ **Innovation:** The project comprises a **flexible and multipurpose API manufacturing facility** with a complete manufacturing cycle starting from **Key Starting Material (KSM) to Active Pharmaceutical Ingredient (API) production**.

❑ **Layout:** To be executed in **4 API blocks**, each equipped with reactors and supportive utilities for full-scale production.

I. **Fermentation Block:** **500** metric tons/year for manufacturing 7ACA from glucose.

II. **Cephalosporin Block:** **370** metric tons/year.

III. **Generic Kilo Lab:** **30** metric tons/year.

IV. **Large Volume Block:** **300** metric tons/year.

In addition, supportive buildings including R&D, Quality Assurance and Quality Control, Warehouses, Solvent farm, solvent recovery, utilities and effluent treatment area.

Environmental & Social assessments: E&S impact assessment is under preparation.

❑ Energy efficiency and advanced waste management systems (zero discharge), targeting LEED certification.



Project scope & Execution plan

Technical Design and Facility Layout

Master Site Plan

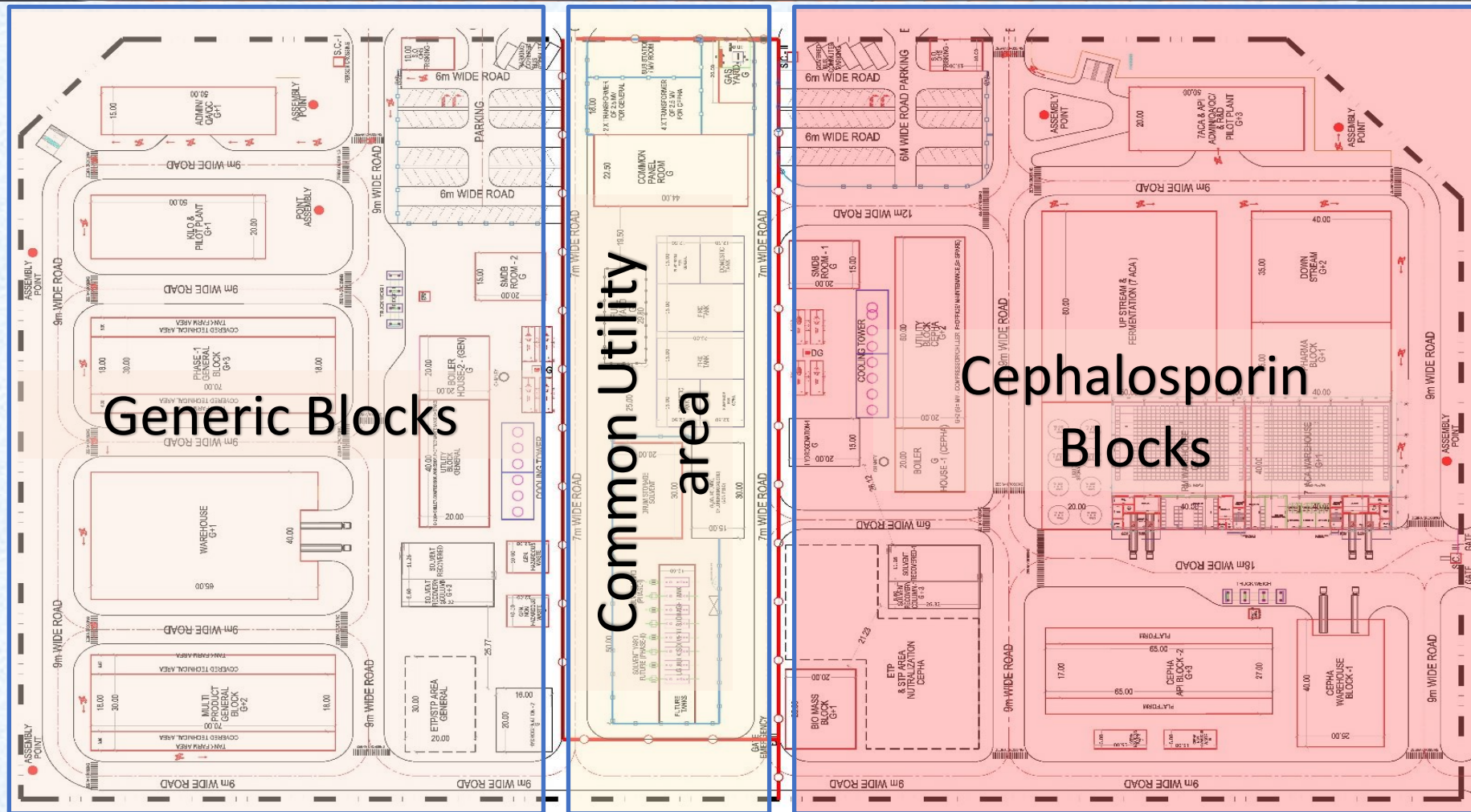
The Site is in Suez Industrial Zone. The site is around 142 KM from Cairo City. Site is well connected with Cairo and Suez city via road and port.

The Plot has 6 access entry, 2 for each zone i.e General, Cepha and Common Area from East side.

The Management, Staff, workers has separate entry from the zone premises, where they will park, report at security and security will be authorized to enter the premise which is same for both the zones.

The top area is General, in the middle it is Common Utilities and at bottom Cepha area.

All the Energy in each areas are located next to each other.



Production Process and Technology Transfer

Technology Transfer Process:

Stage 1

**Lab Demo at Technology
Provider Laboratories**

Validate technology and
processes in a controlled
environment

Stage 2

**Arab API Laboratories
in Egypt**

Replicate
technology in the
local environment.

Stage 3

**Pilot Batches at
Arab API Site**

Test technology at a
semi-commercial scale.

Stage 4

**Commercial Batches
at Arab API Site**

Achieve full-scale
commercial production



Doshi Consultants PVT



Innovative Multipurpose design

- The facility design and selected equipment will support various reactions needed for API manufacturing. With over 45 reactors made from different materials like stainless steel, glass, and Hastelloy, the setup will be highly multipurpose.



Stainless Steel Reactors

Suitable for Oxidation /Reduction, Condensation, Amination, Grignard, Methylation, Acetylation, and Pressure Reaction Hydrogenation.



Hastelloy Reactors

Involving highly corrosive and high-temperature such as Friedel Crafts, Sodium Hydride (NaH), Potassium Tert-Butoxide, and Swern oxidation.



Glass Reactors

Ideal for laboratory-scale reactions, especially those requiring visual monitoring, such as Cryoscopic, Chiral resolution, Chromatographic Separation, Wittig reaction, and Debenzylation.



Glass-Lined Reactors

Involving highly corrosive chemicals such as Halogenation, Hydrolysis, and Nitration.

Arab API's Incentives and Investment Advantages

Tax Incentives

- ❑ **0% Custom Tax:** (CAPEX)
- ❑ **0% VAT:** On materials for manufacturing, with 14%
 - ❑ VAT on exports to the local market.
- ❑ **50% Corporate Tax Refund:** Valid for 7 years, up to 80% of the paid-up capital.

Additional Incentives

- ❑ Protection Against Non-Commercial Risks.
- ❑ 100% Foreign Ownership.
- ❑ 5-Year Residency Permit.
- ❑ Reduced Energy Costs and Green Energy Availability.
- ❑ Full Repatriation of Profits and Dividends.

Project Readiness

1. Feasibility Study completed (PwC).
2. Land secured.
3. Technology Transfer agreements in place.
4. Environmental Study is ongoing
5. Front-End Engineering Design (FEED) is ongoing.
6. Trial batches by Q1 2027; commercial batches by Q3 2027.



Finally,

- we are committed to establishing an innovative, multipurpose facility capable of producing a wide range of APIs through optimized processes for better performance and outcomes.
- We aspire for Arab API to be the nucleus for establishing an Egyptian cluster for API manufacturing.





3

Global Manufacturing Expansion

EIPICO is expanding its manufacturing footprint globally, establishing new sites to access new markets.

Focusing on three main territory



East African Community
EAC



**Economic Community of West
African States**
ECOWAS



Eurasian Economic Union
EAEU



EAC

East African Community



Target Markets

Countries like Kenya, Tanzania, Uganda, Rwanda, Burundi, and South Sudan



Opportunities

The EAC is experiencing a rise in healthcare infrastructure investment and improving access to healthcare, creating demand for quality pharmaceutical products. Additionally, the East African market is becoming more integrated, which could simplify trade and logistics across member countries.



Challenges

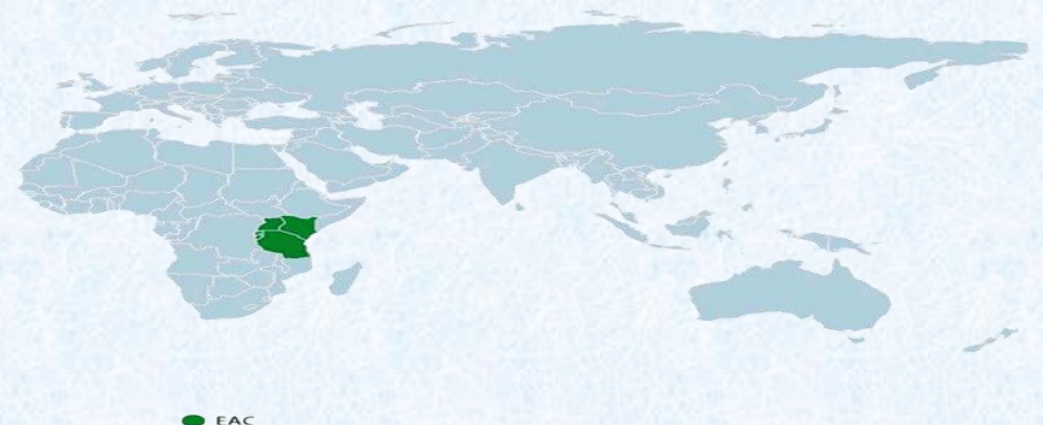
Diverse regulatory standards and varying levels of economic development may require EIPICO to adapt its strategies.

East African Community (EAC)

- ❑ Population: 174 million
- ❑ GDP: \$163.4 billion
- ❑ Economic Growth: 2.2% in 2024

The global average growth rate of 3.2%

Source: [World Bank - Global Economic Prospects](#)



ECOWAS

Economic Community of West African States



Target Markets Includes 15 countries, such as Nigeria, Ghana, Côte d'Ivoire, and Senegal.



Opportunities West Africa has a large and growing population, with an increasing focus on improving healthcare systems and addressing chronic diseases. Many ECOWAS countries have rising healthcare spending, creating opportunities for pharmaceutical companies.



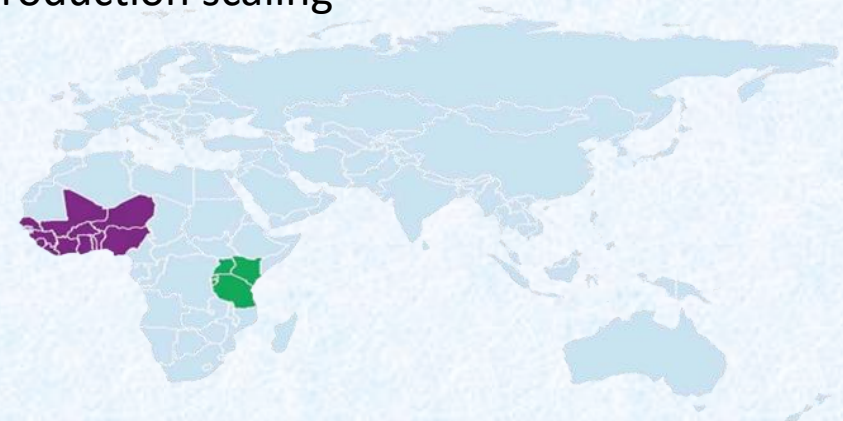
Challenges Some countries may face political instability or regulatory complexities that could delay market entry or production scaling

Economic Community of West African States (ECOWAS)

- ❑ Population: 424.34 million
- ❑ GDP: \$ 675 billion / 2015
- ❑ Economic Growth: 3.9% in 2024

The global average growth rate of 3.2%

Source: World Bank - Global Economic Prospects



EAEU

Eurasian Economic Union



Target Markets

Includes Russia, Armenia, Belarus, Kazakhstan, Kyrgyzstan, and others.



Opportunities

The EAEU offers a large market with a combined population of over 180 million people. There's a strong focus on improving healthcare, with many countries transitioning to higher-quality standards and increasing their demand for pharmaceuticals.



Challenges

EIPICO will need to navigate the specific regulatory and political challenges within Russia and other countries, as well as adapt to different market dynamics in each nation.

Eurasian Economic Union (EAEU)

- ❑ Population: 180 million
- ❑ GDP: \$4 trillion
- ❑ Economic Growth: 4% in 2024

The global average growth rate of 3.2%

Source: World Bank - Global Economic Prospects



SILK ROAD BRIEFING
From Dezan Shira & Associates

Access to The Market of 500 Million Consumers.

Potential Market

Common market of the Union with more than 180 million consumers.



2023 update



235 mill

markets of the countries bordering the Caspian Sea

Russia, Iran, Azerbaijan, Kazakhstan, Turkey, Turkmenistan, Georgia & Armenia



49 mill Central Asian markets



21 mill market of Western China

Kazakhstan Expansion Plans

EKPP_Egyptian Kazakh Pharmaceutical Park Kazakhstan

EKPP

EIPICO they signed memorandums of understanding (MOUs) to build a pharmaceutical plant in Kazakhstan.

Technology Transfer

The plan includes transferring manufacturing technology and pharmaceutical products from Egypt to Kazakhstan.

Market Research

The decision is based on detailed market studies and the incentives provided by Kazakhstan for foreign investment.

Feasibility Study

A comprehensive feasibility study and detailed MOUs are in place for this project

THANK YOU