



Group (B) Team Number

Main company: MINA PHARM

Benchmark: EIPICO

Supervised by DR. Kholoud Abdel-Karem

FINANCIAL STATEMENT ANALYSIS REPORT



Content

- 01** Overview
- 02** PESTEL Analysis
- 03** Porter's 5 Forces
- 04** MINA Characteristics
- 05** EIPICO Characteristics
- 06** Vertical Analysis
- 07** Horizontal Analysis
- 08** Ratios
- 09** Conclusion & Recommendations

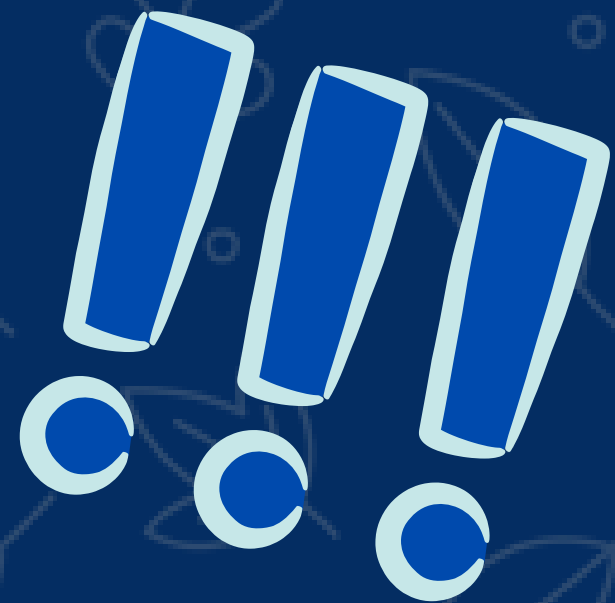




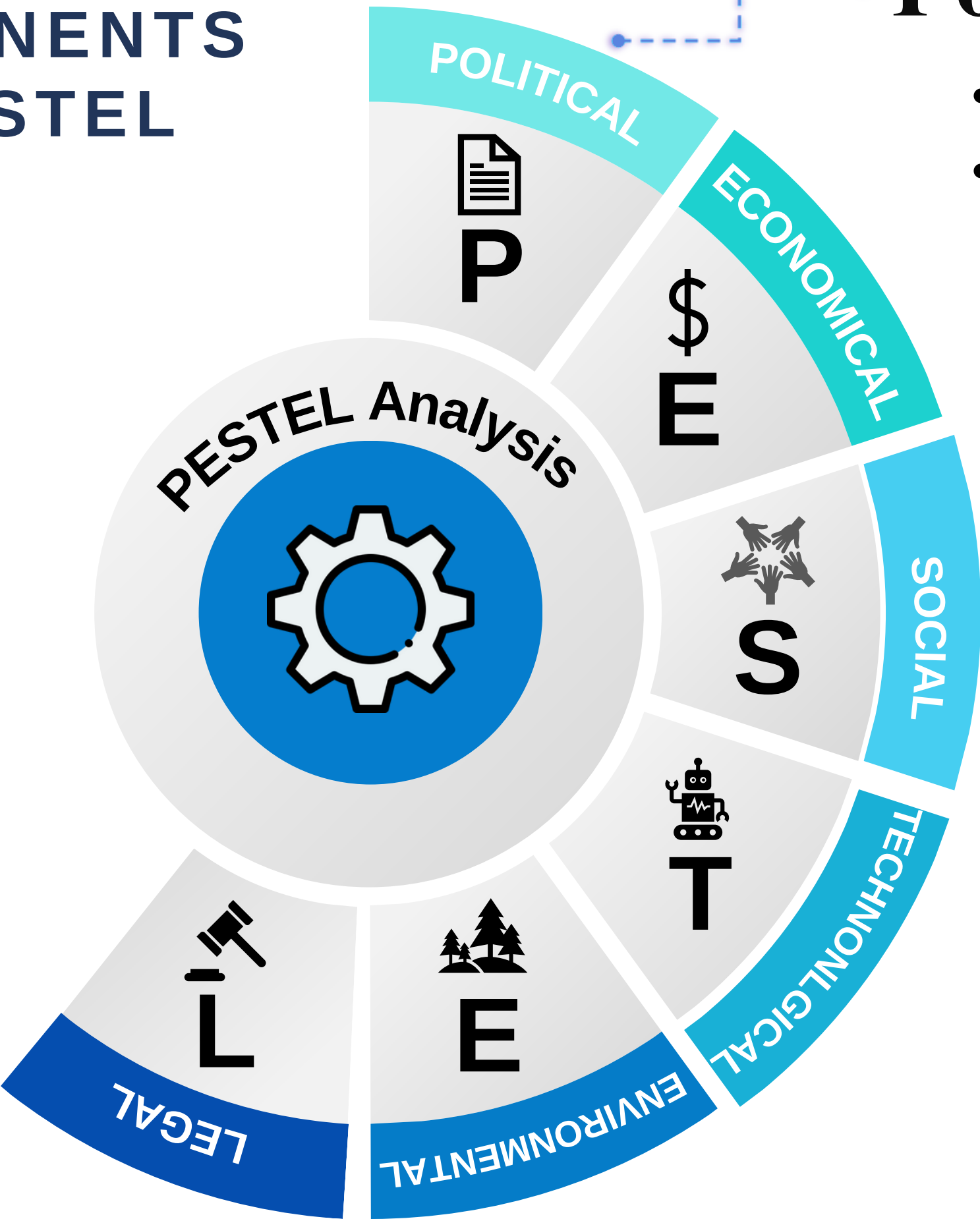
WHY WE

SELECT

REAL ESTATE



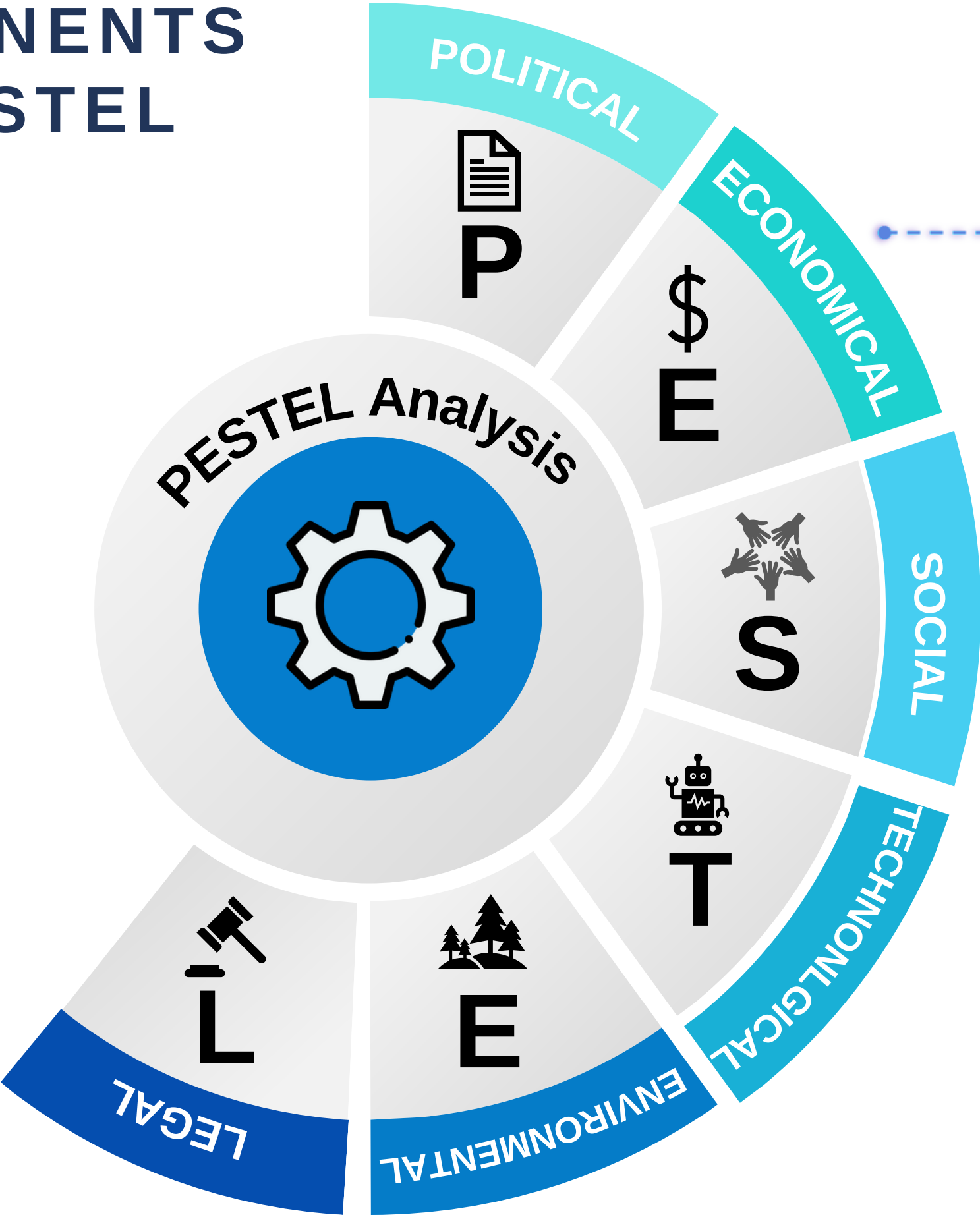
COMPONENTS
OF PESTEL



Political Factors

- Wars
- El-Nahda Dam

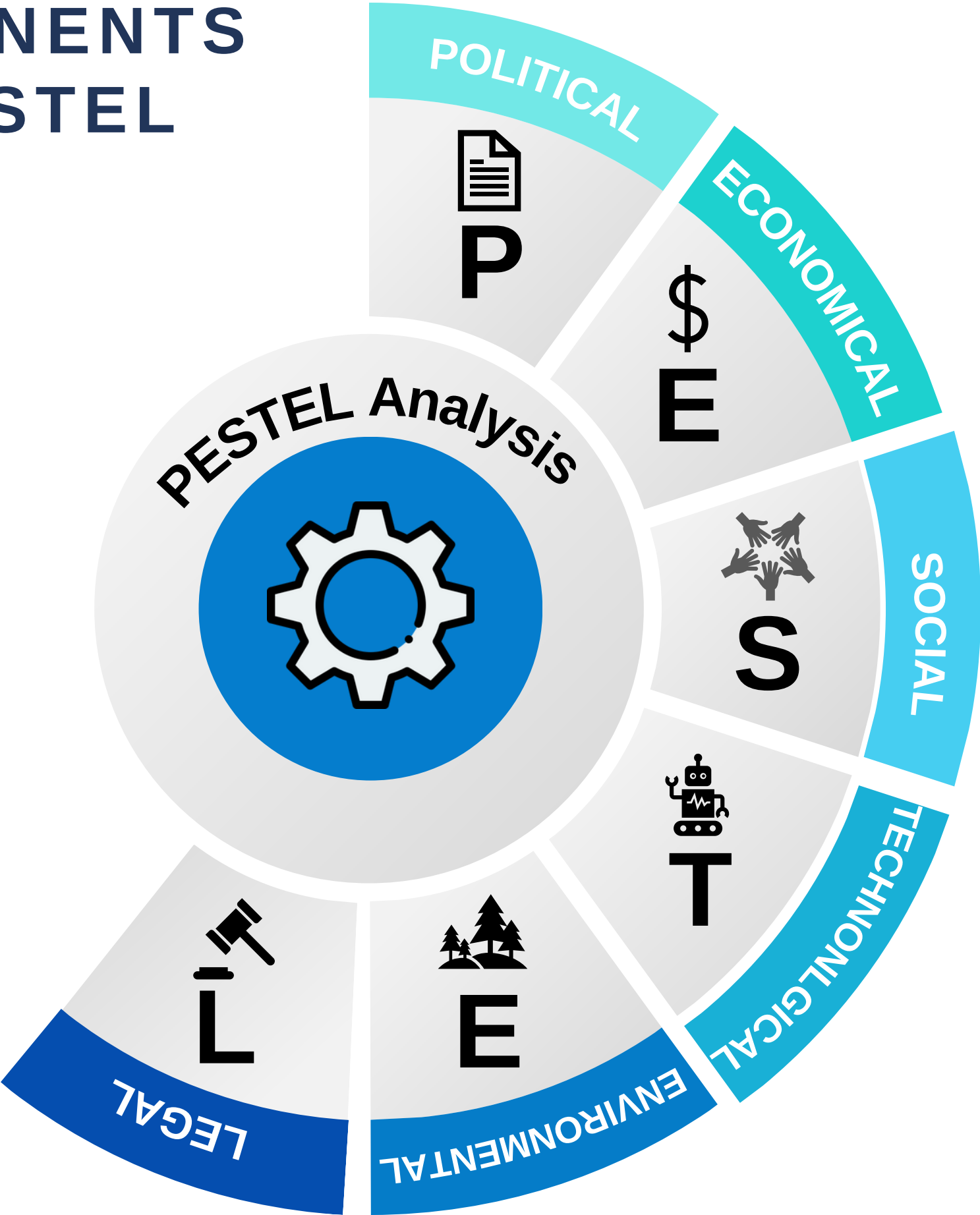
COMPONENTS
OF PESTEL



Economic factors

- Local & Global inflation

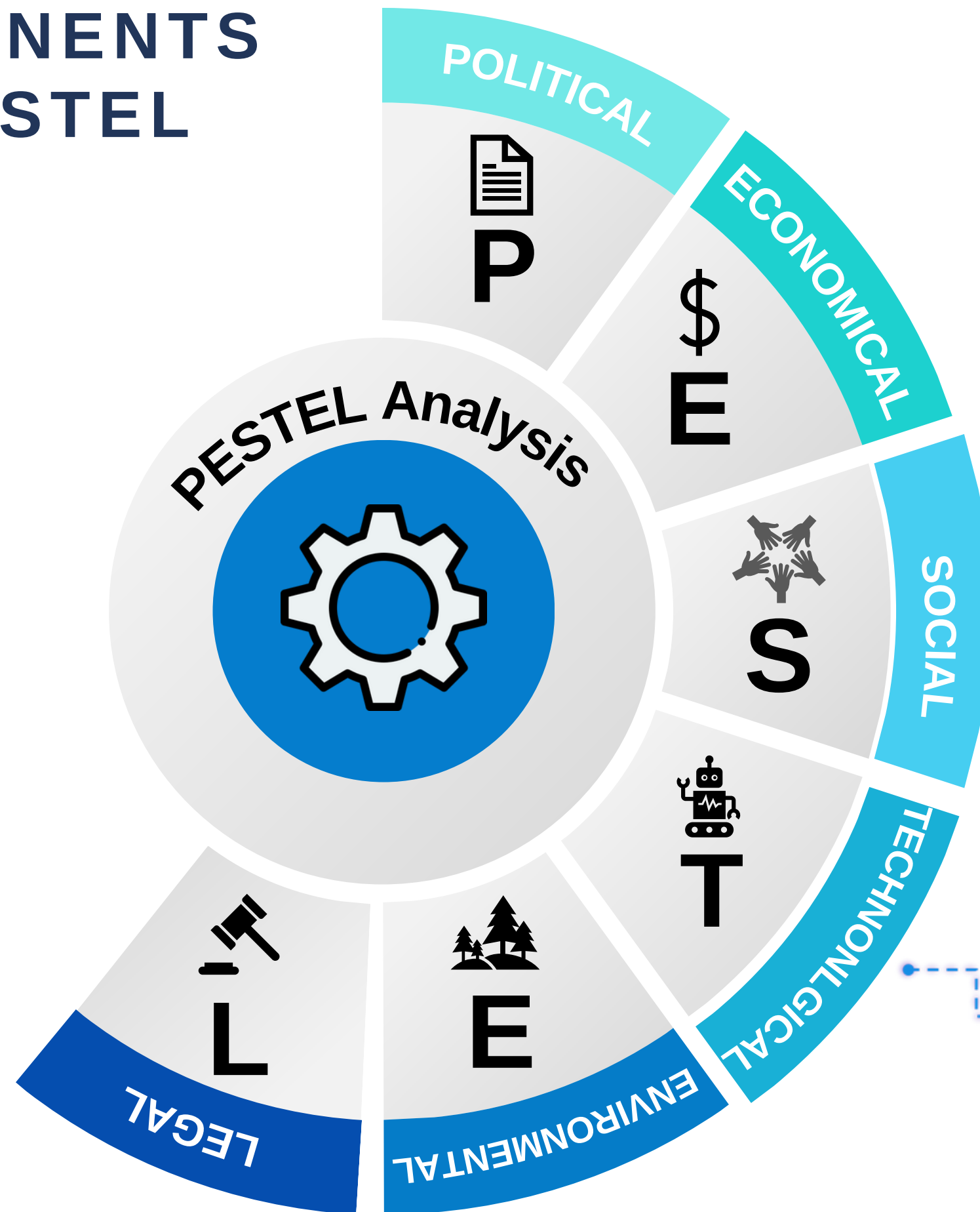
COMPONENTS
OF PESTEL



Social factors

- Population
- Unemployment

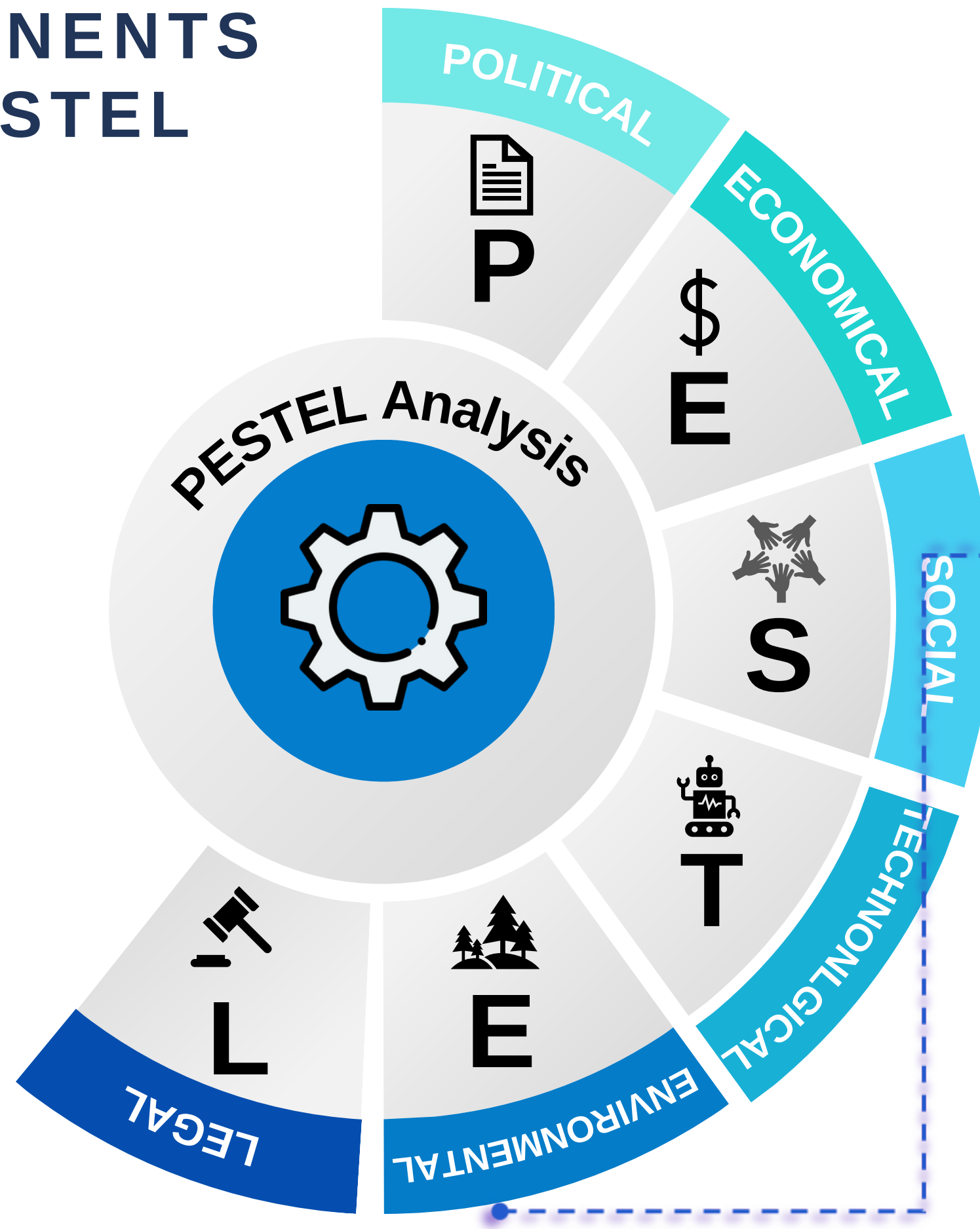
COMPONENTS OF PESTEL



Technological factors

- Solar energy
- Wind energy
- E-commerce

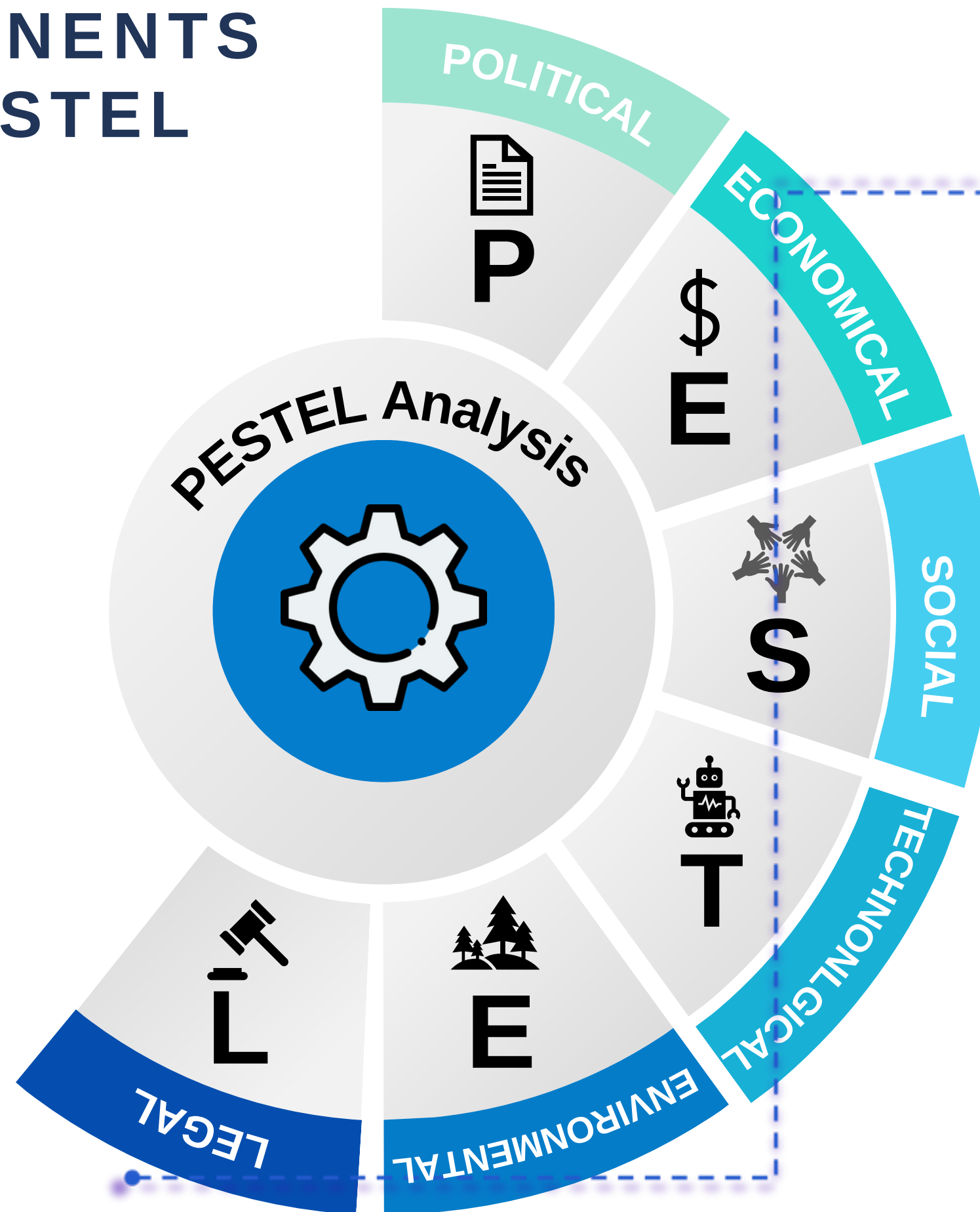
COMPONENTS OF PESTEL



Environmental factors

- El-Nahda Conflict
- Climate change (COP 27 Sharm El-Shaykh).

COMPONENTS OF PESTEL



Legal factors

- Islamic law (Shariah).
- Independence of judiciary.
- Intellectual property rights.

Porter

Five 5
forces

01

Threat of new entrants

02

03

04

05

- Governmental regulations and procedures of licensing
- High capital requirements
- High cost of R & D for developing new pharmaceuticals

Porter

Five 5
forces

01

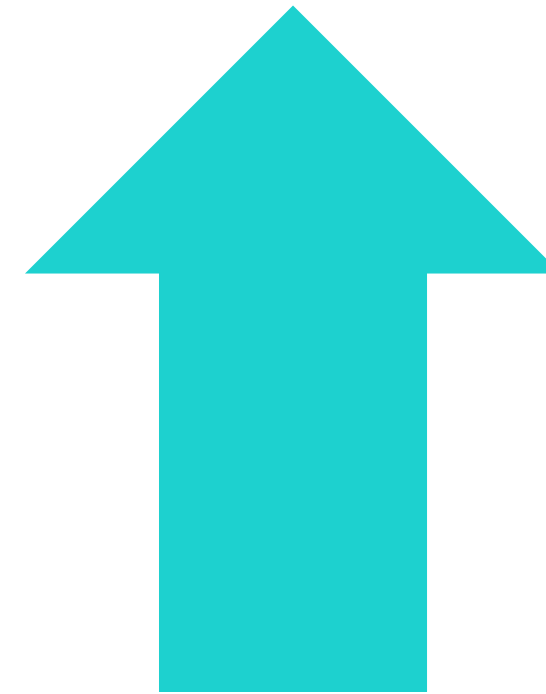
02

03

04

05

Bargaining power of suppliers



Because of the concentrated suppliers who can have effect on the market

Porter

Five 5

forces

01

02

03

04

05

Bargaining power of Buyers



They don't influence the price as the health care & pharmaceuticals industry has a huge influence on the people from the point of wellbeing

Porter

Five 5
forces

01

02

03

04

05

Threat of Substitutes



Existence of alternative products such as herbal , traditional
medicine and imported Pharmaceutical

Porter

Five 5
forces

01

02

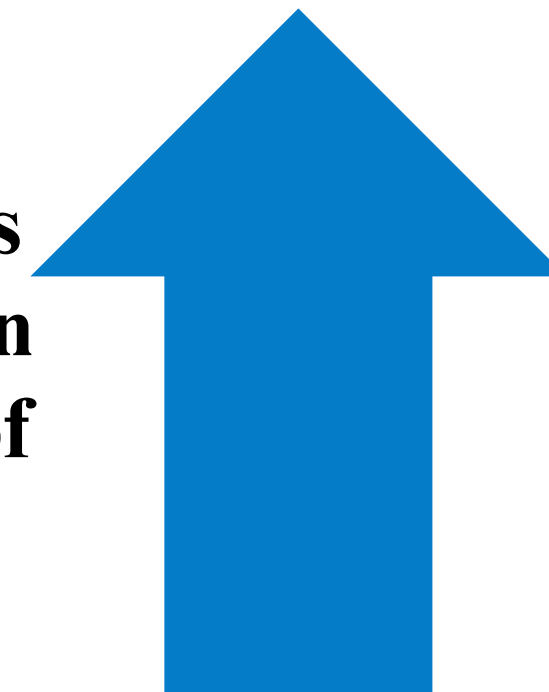
03

04

05

Competitive Rivalry

Existence of competitors
increased the competition
in the industry because of
high level of threat of
substitutes



MINA PHARM

History

**MINA was founded by
Dr. Saad El-Bardisi**

1958

**Start of operations
and building MINA
Pharm factory**

1992

**First joint venture
in Biotechnology
in emerging
markets**

2001

1980

**EIPICO was
established in 10th
of Ramadan city
with a capital 7
Million EGP**

1985

**Start of
production**

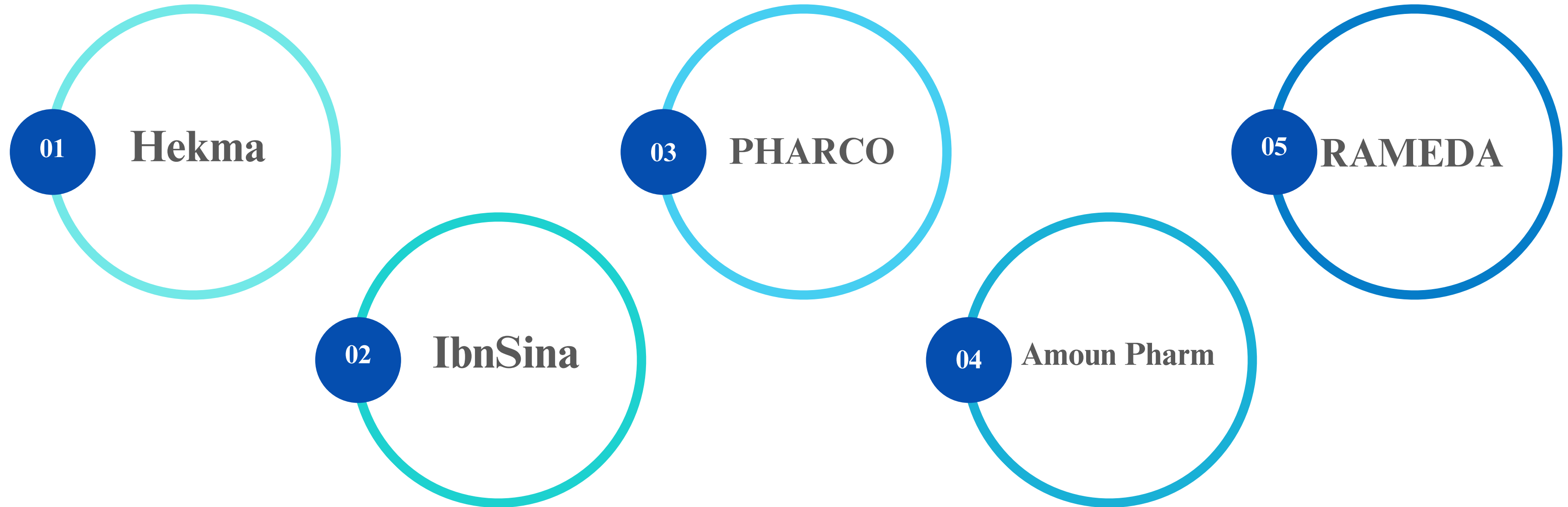
1995

**EIPICO was
listed on the
Egyptian
Exchange**

EIPICO

Competitors

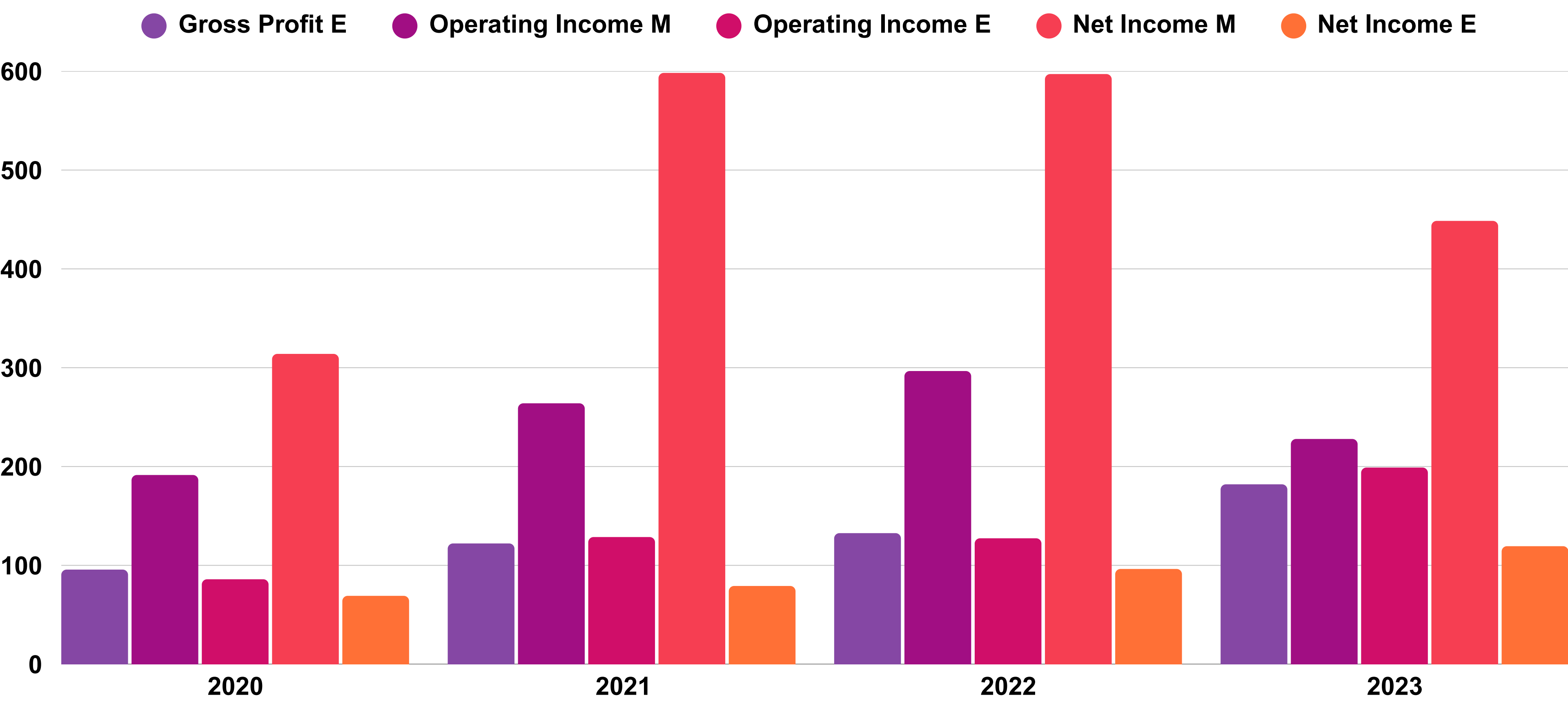
This industry is rivalry competitive



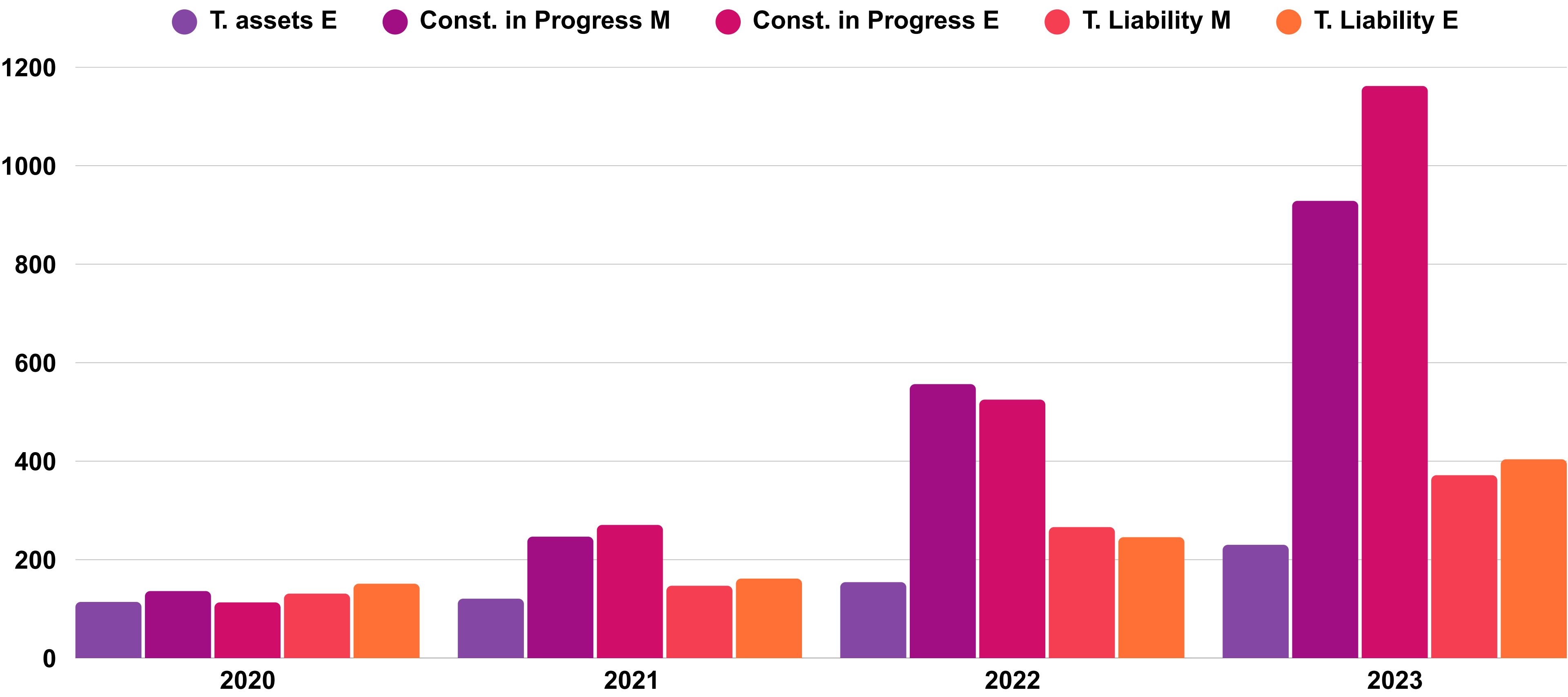


Horizontal Analysis

Income Statement



Balance Sheet



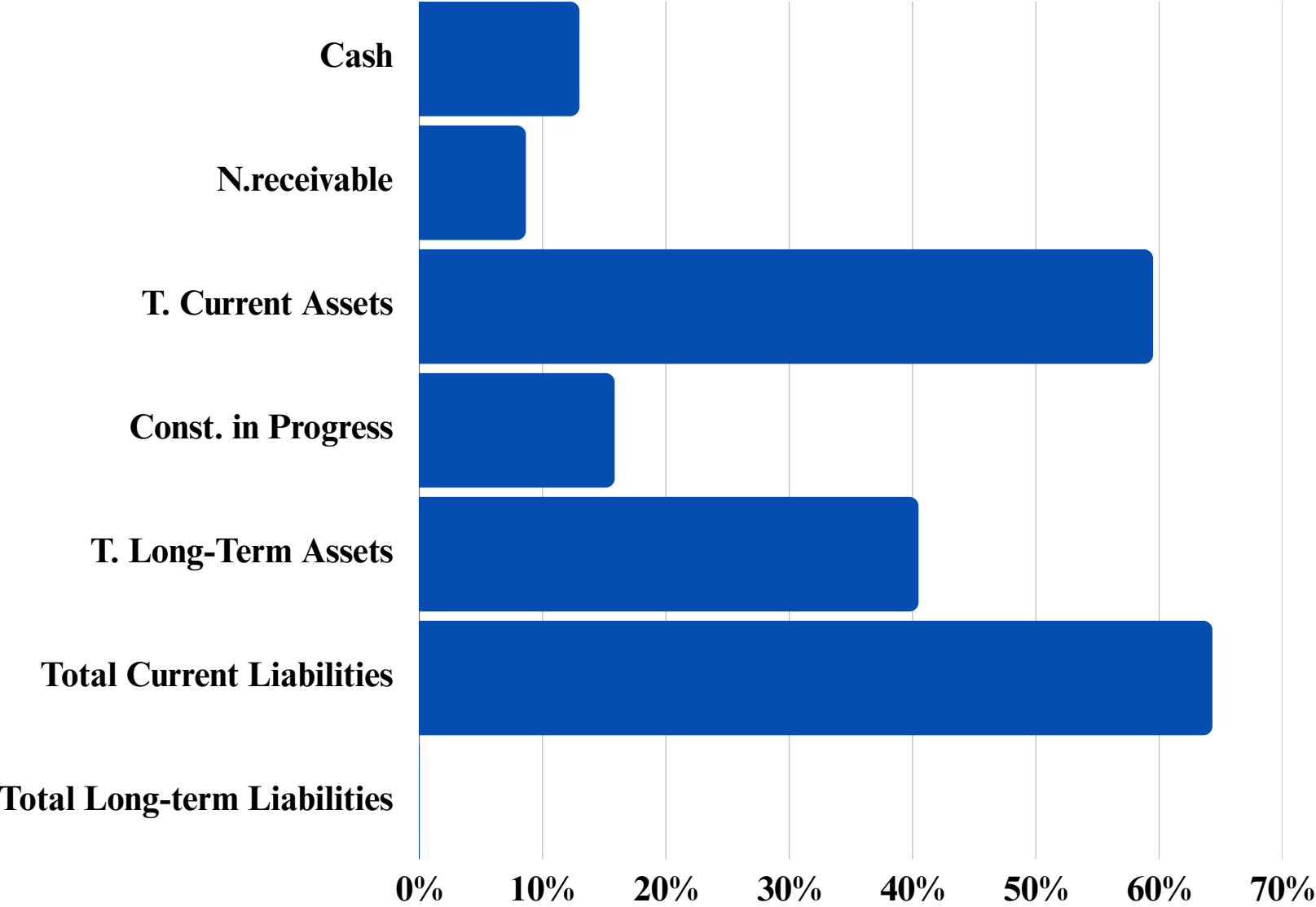
Vertical Analysis



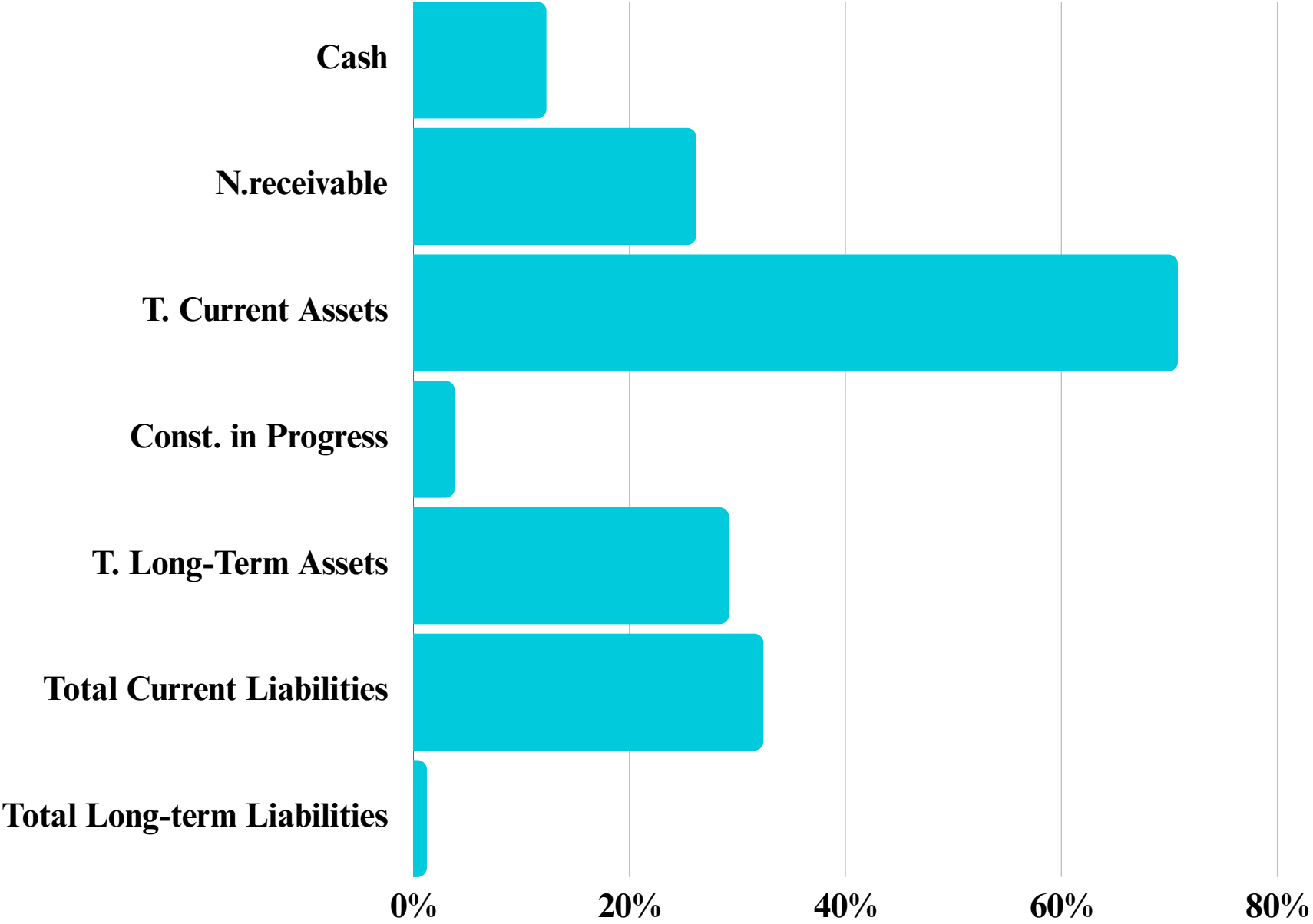
2019

Balance Sheet

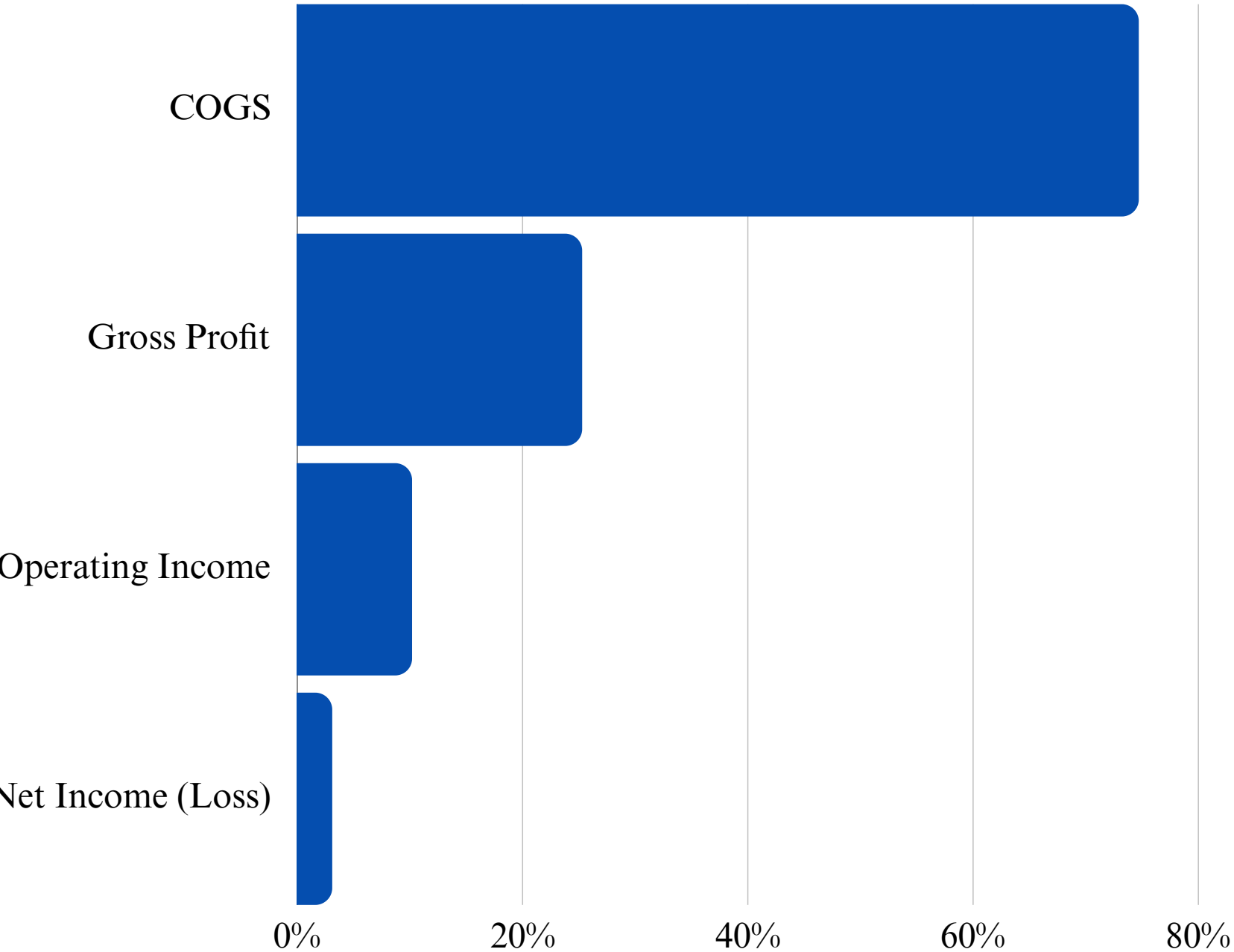
MINA PHARM



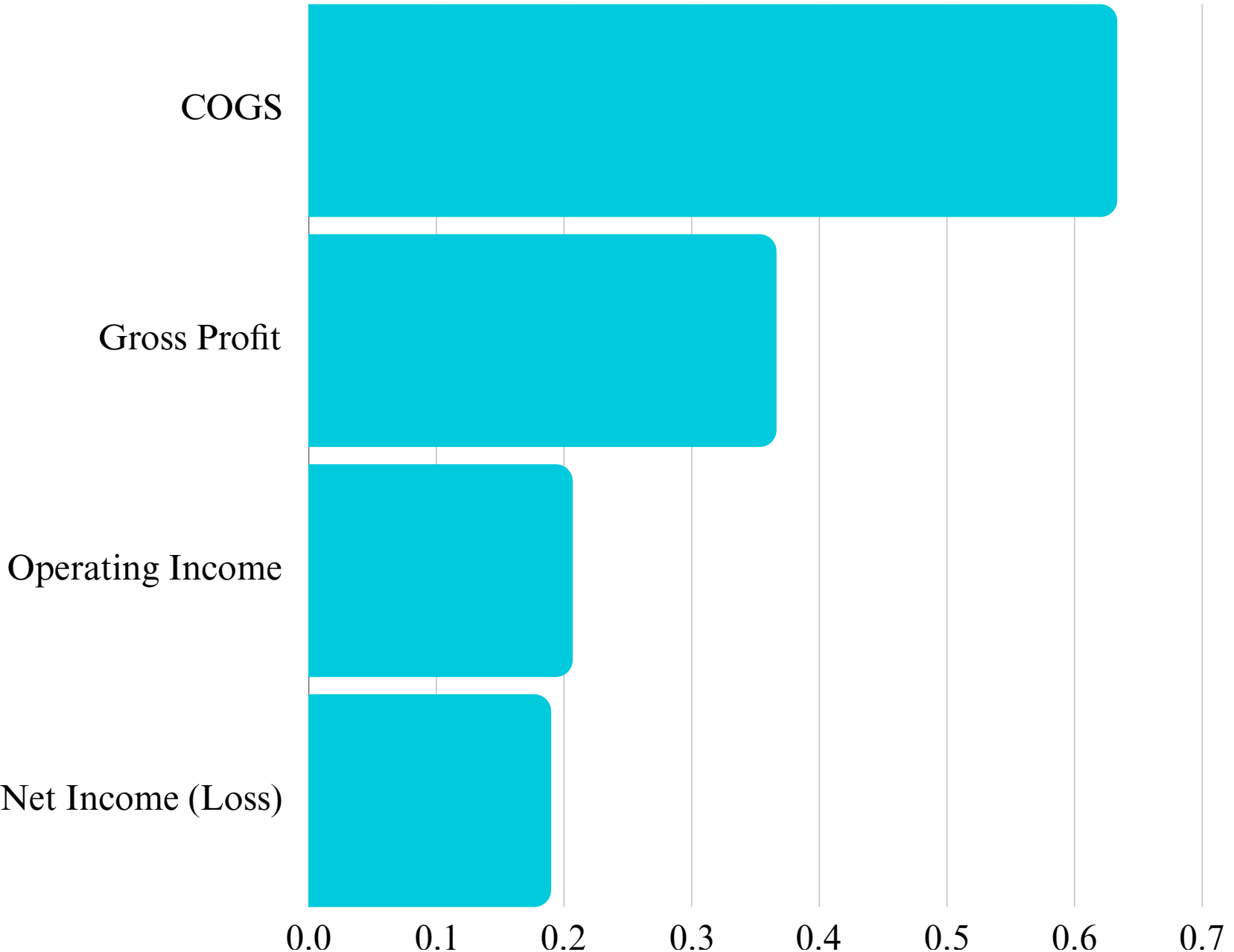
EIPICO



2019 Income Statement



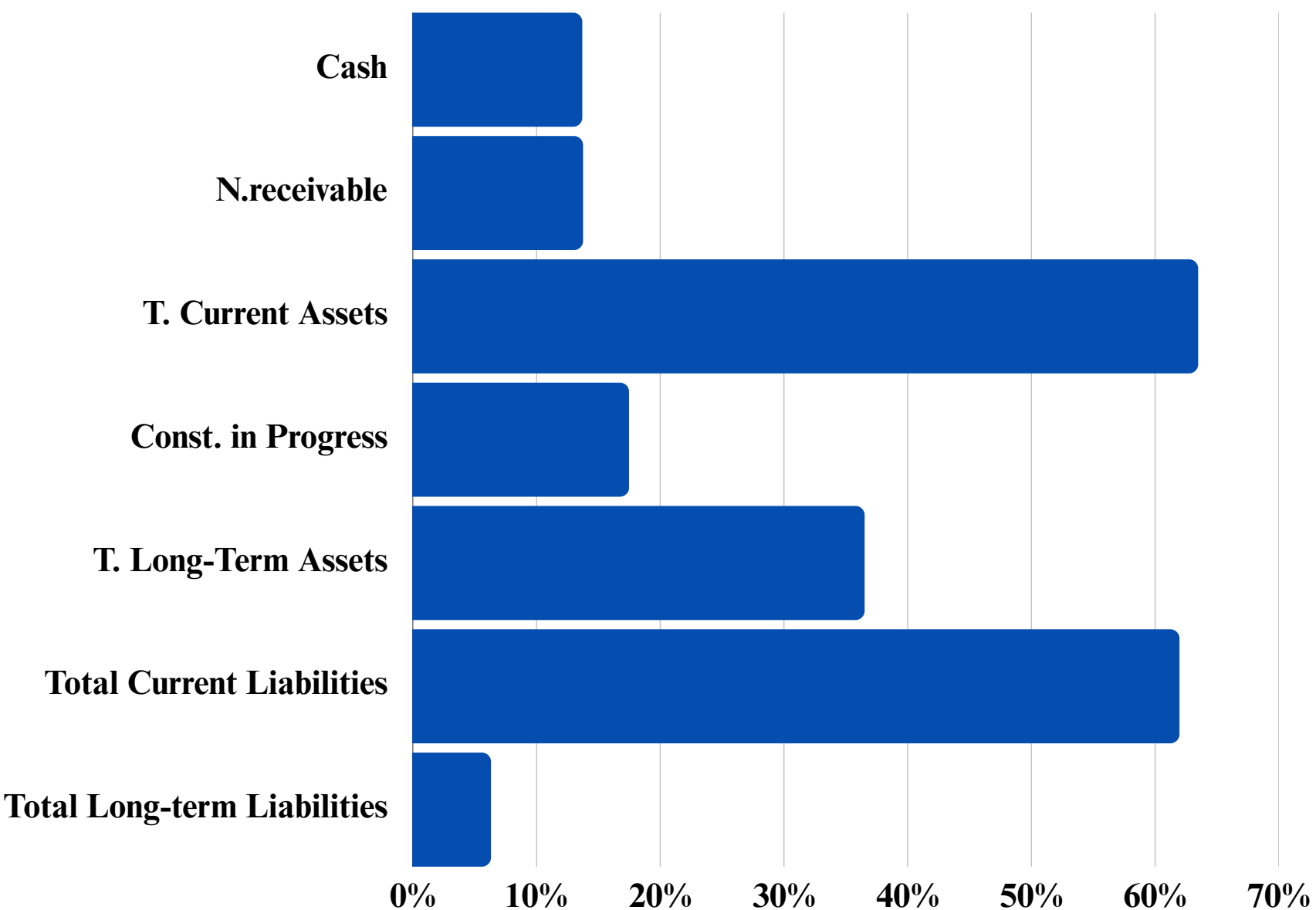
MINA PHARM



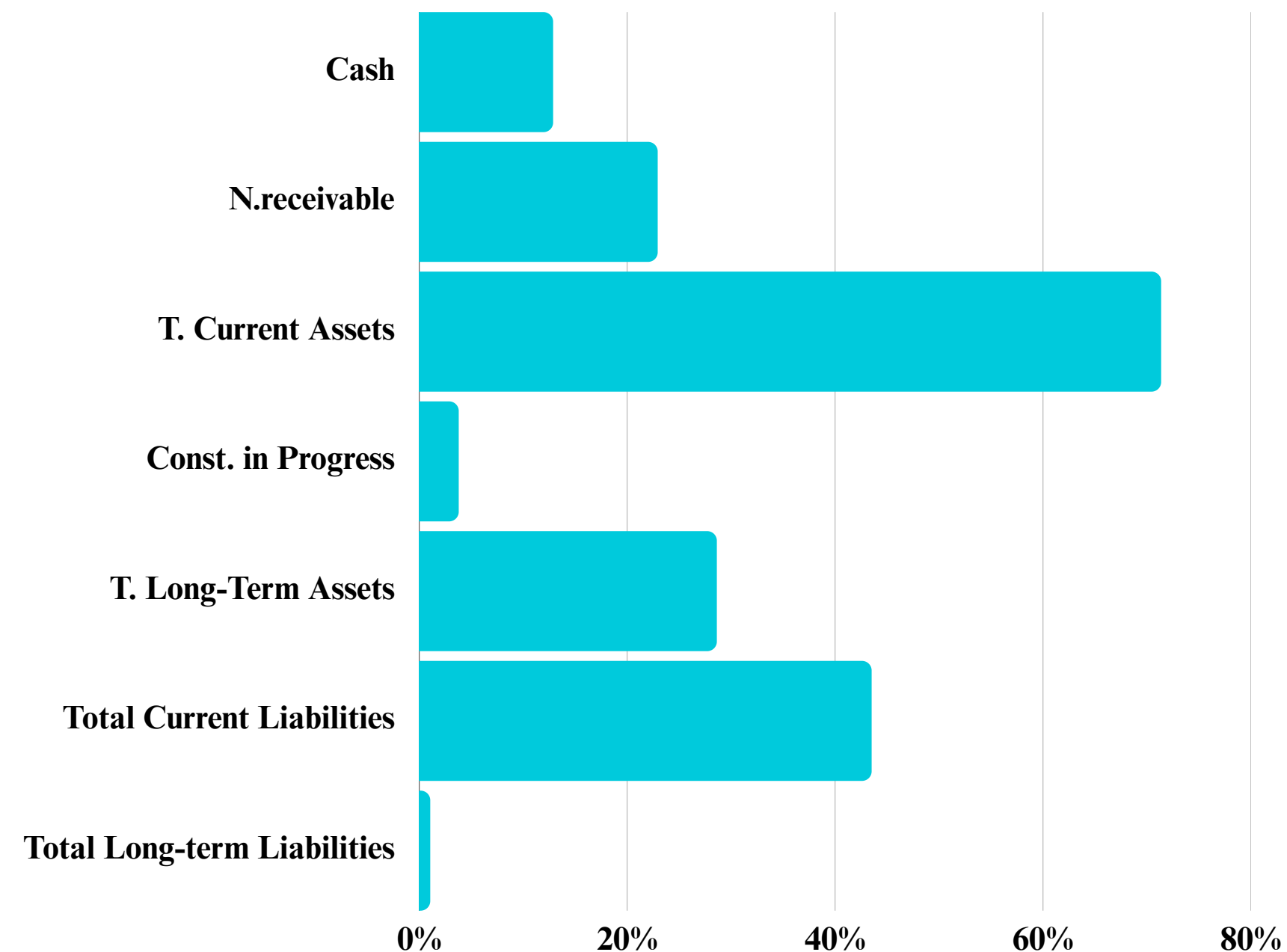
EIPICO

2020

Balance Sheet

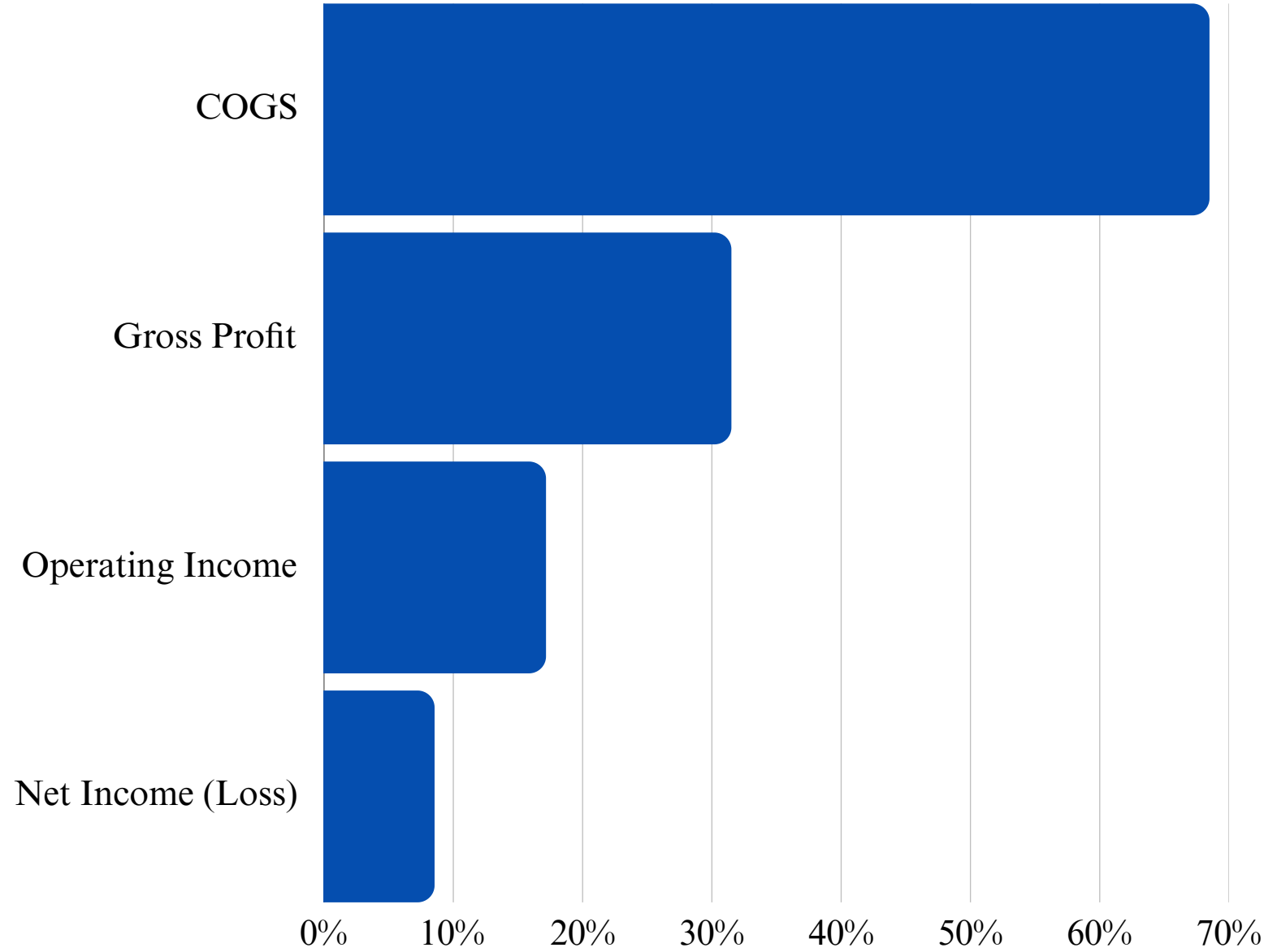


MINA PHARM

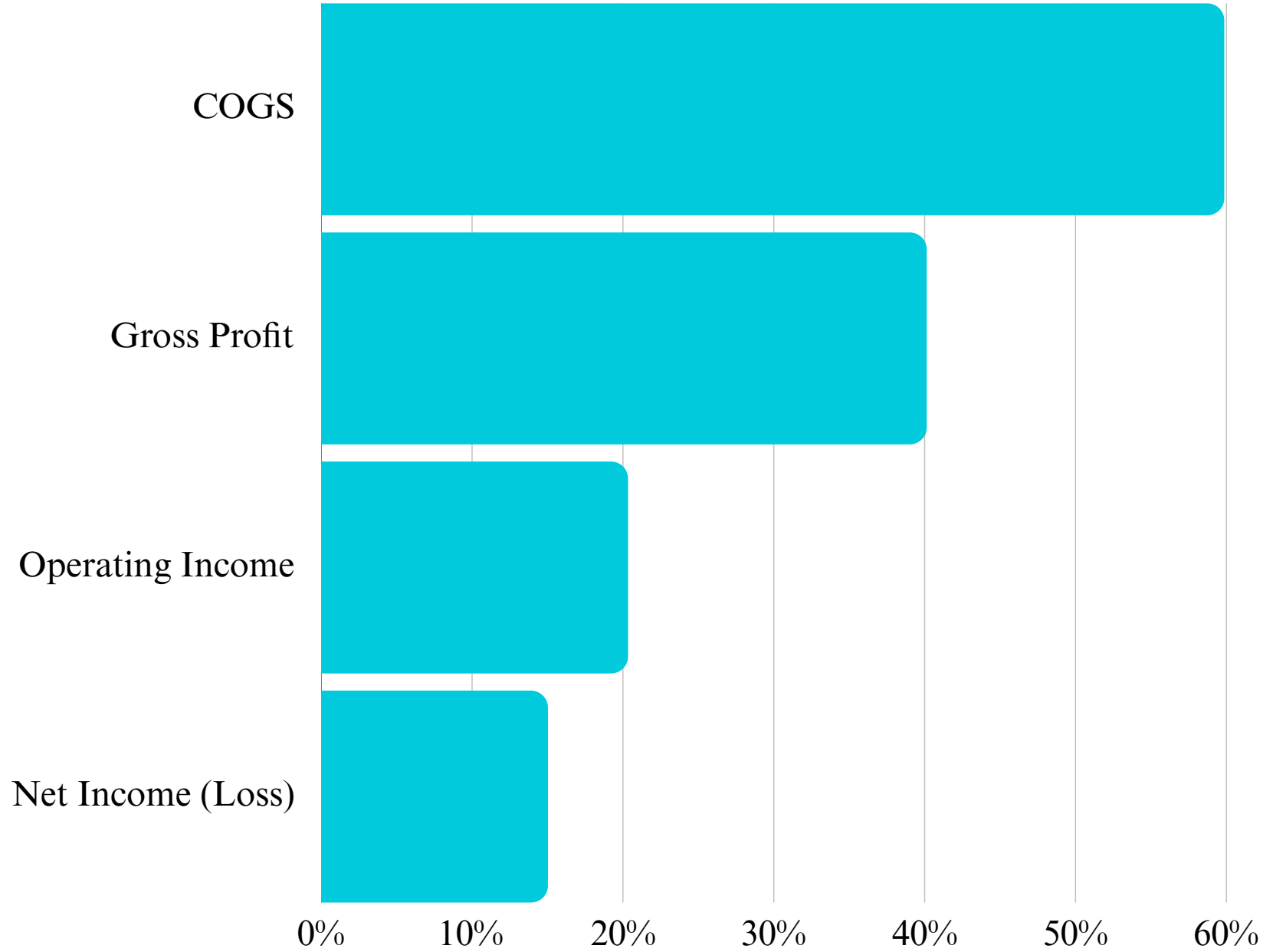


EIPICO

2020 Income Statement



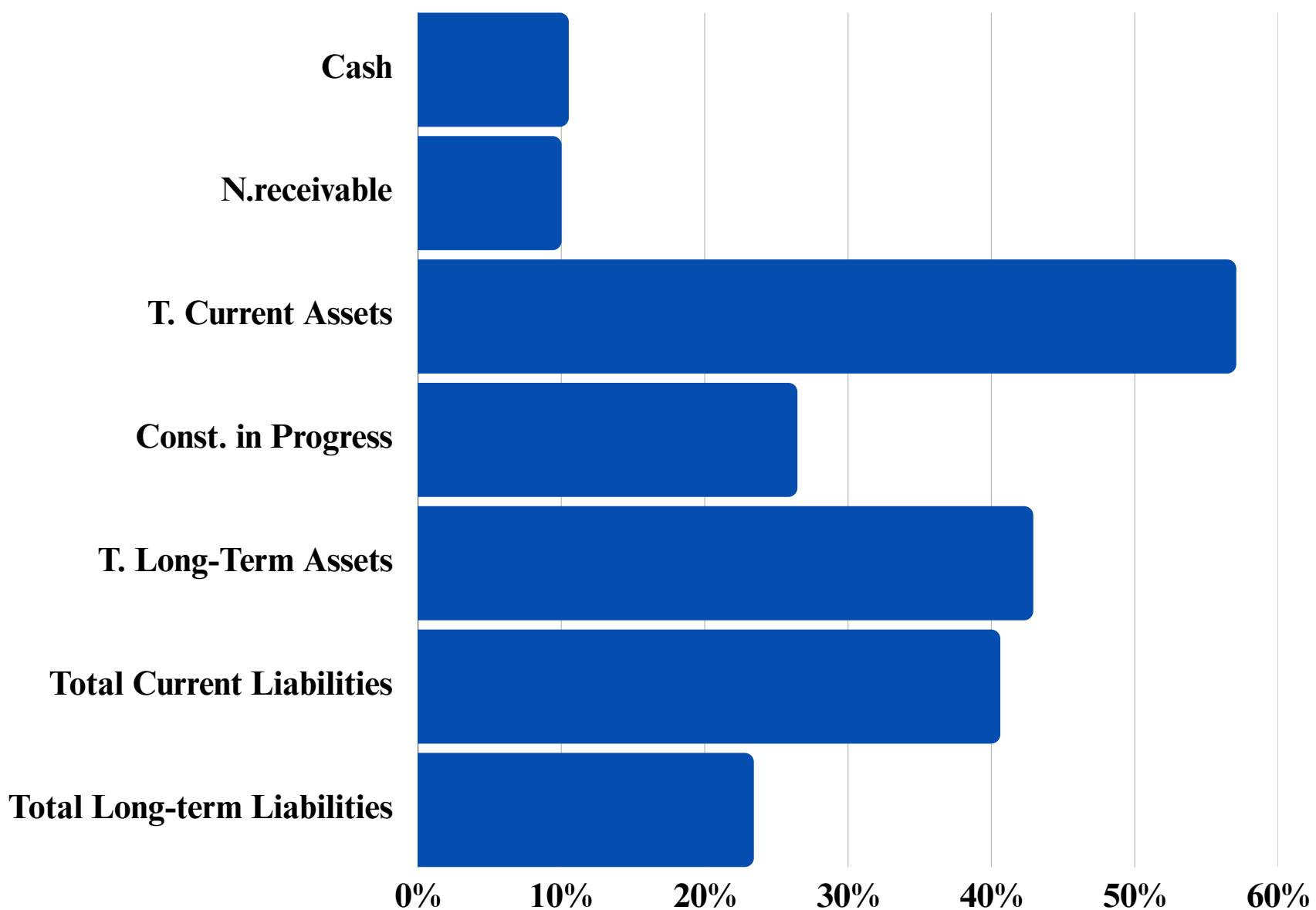
MINA PHARM



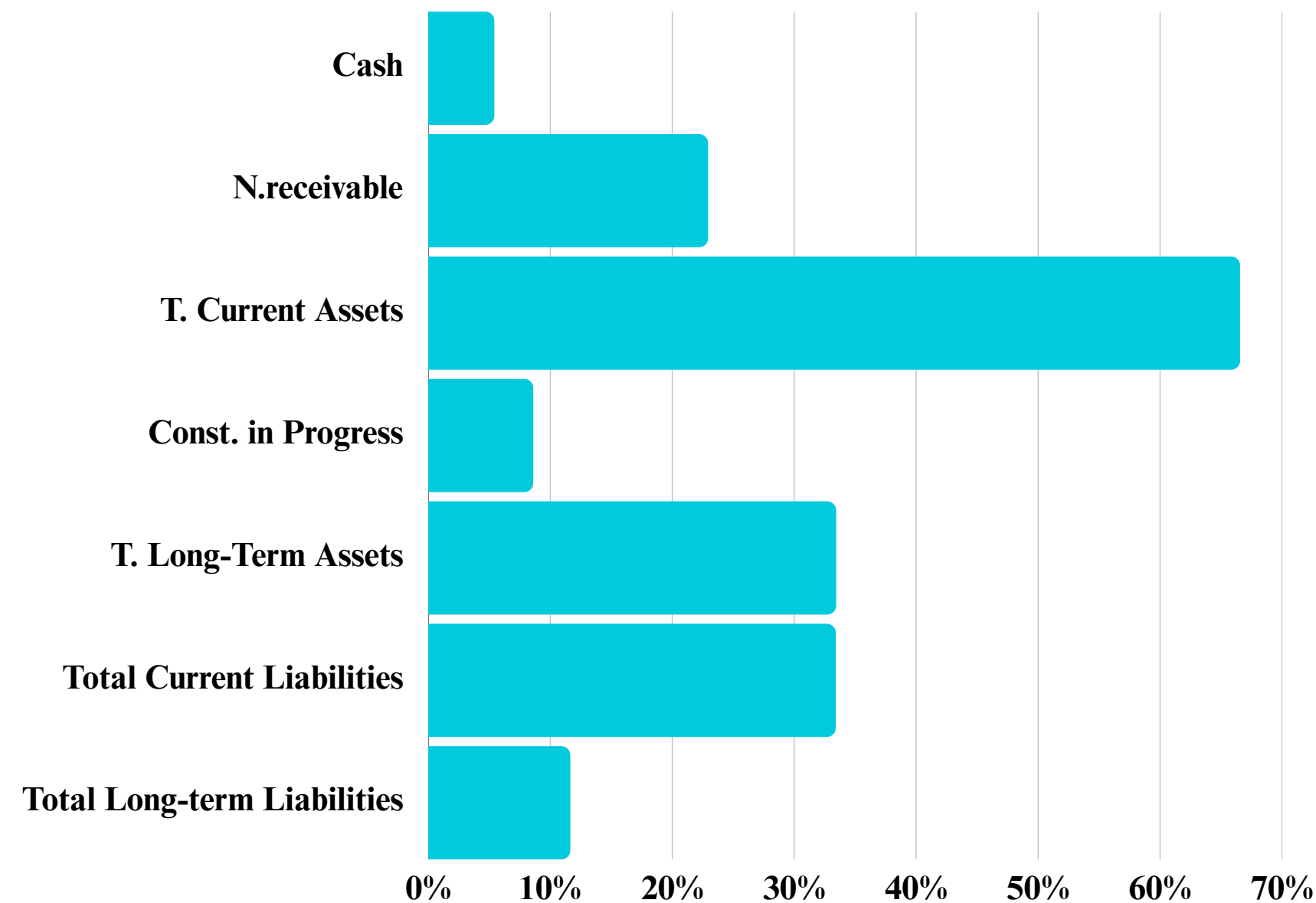
EIPICO

2021

Balance Sheet

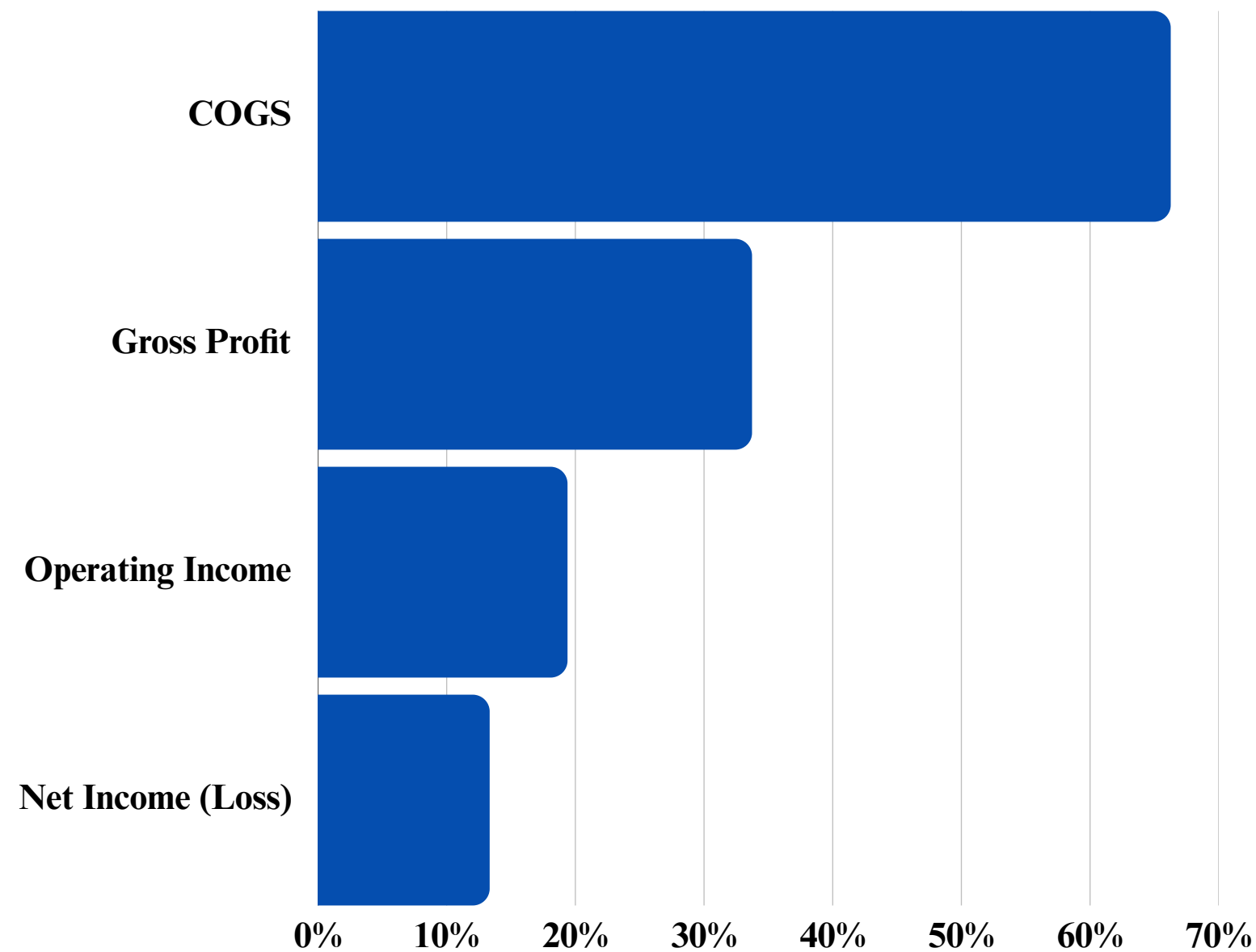


MINA PHARM

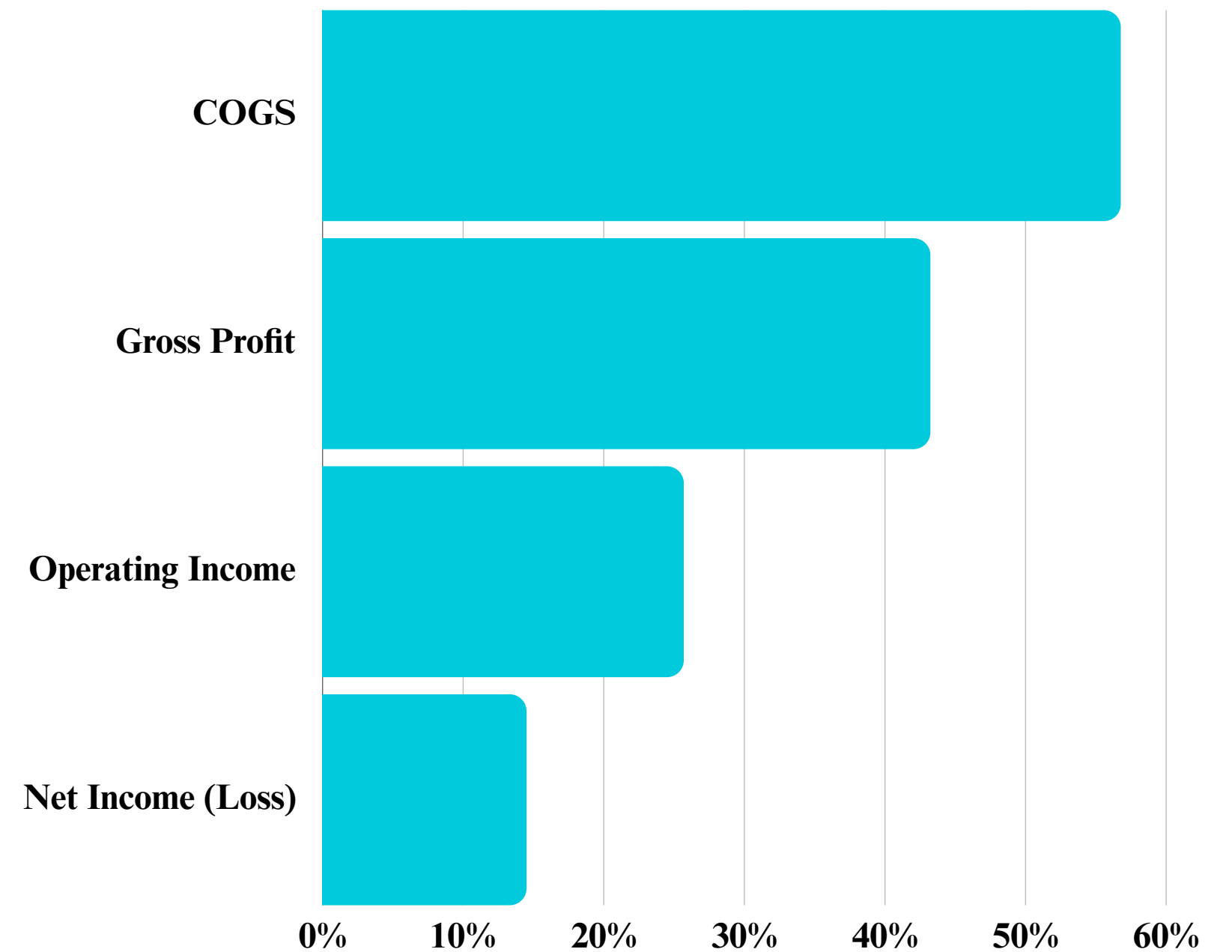


EIPICO

2021 Income Statement



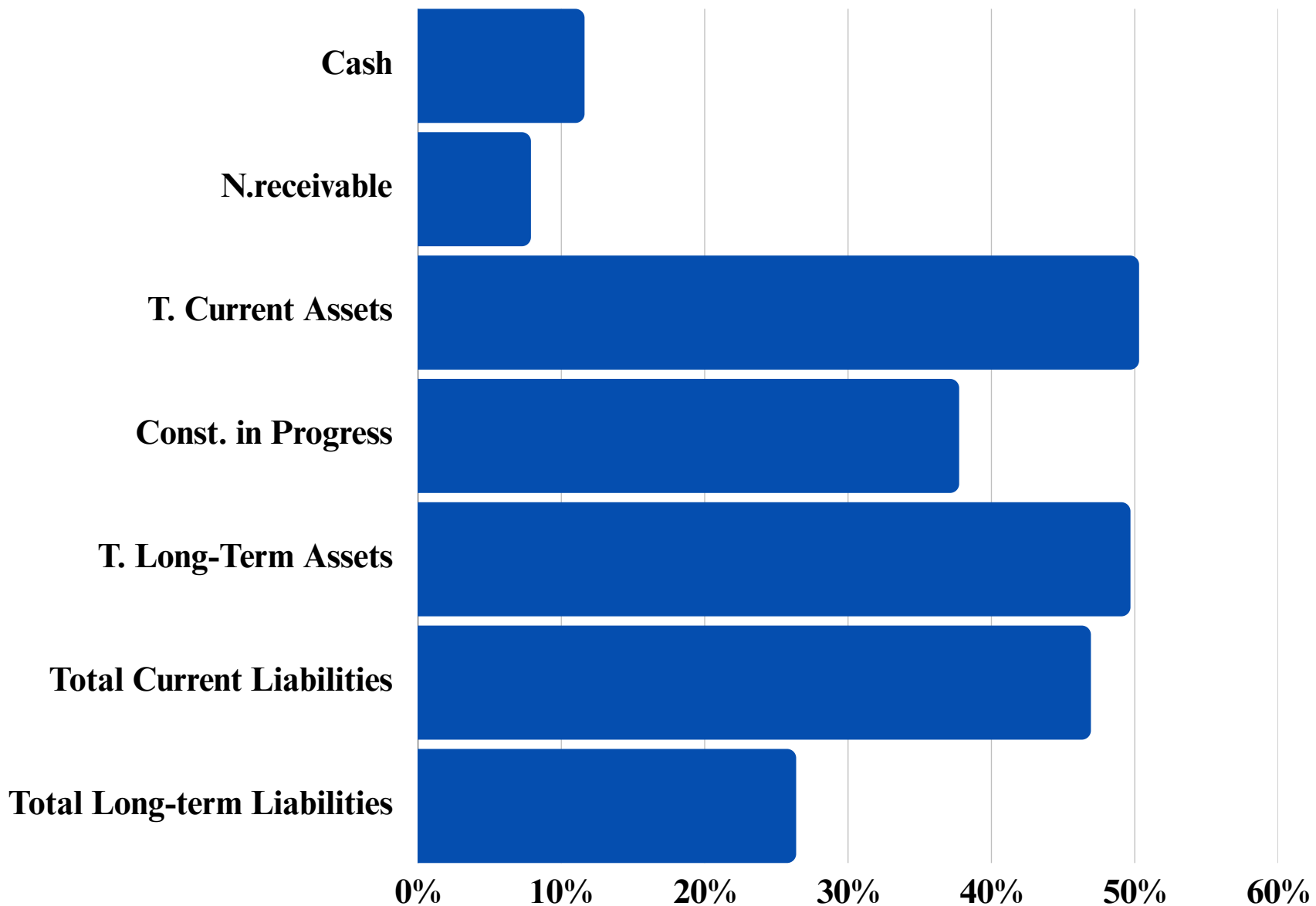
MINA PHARM



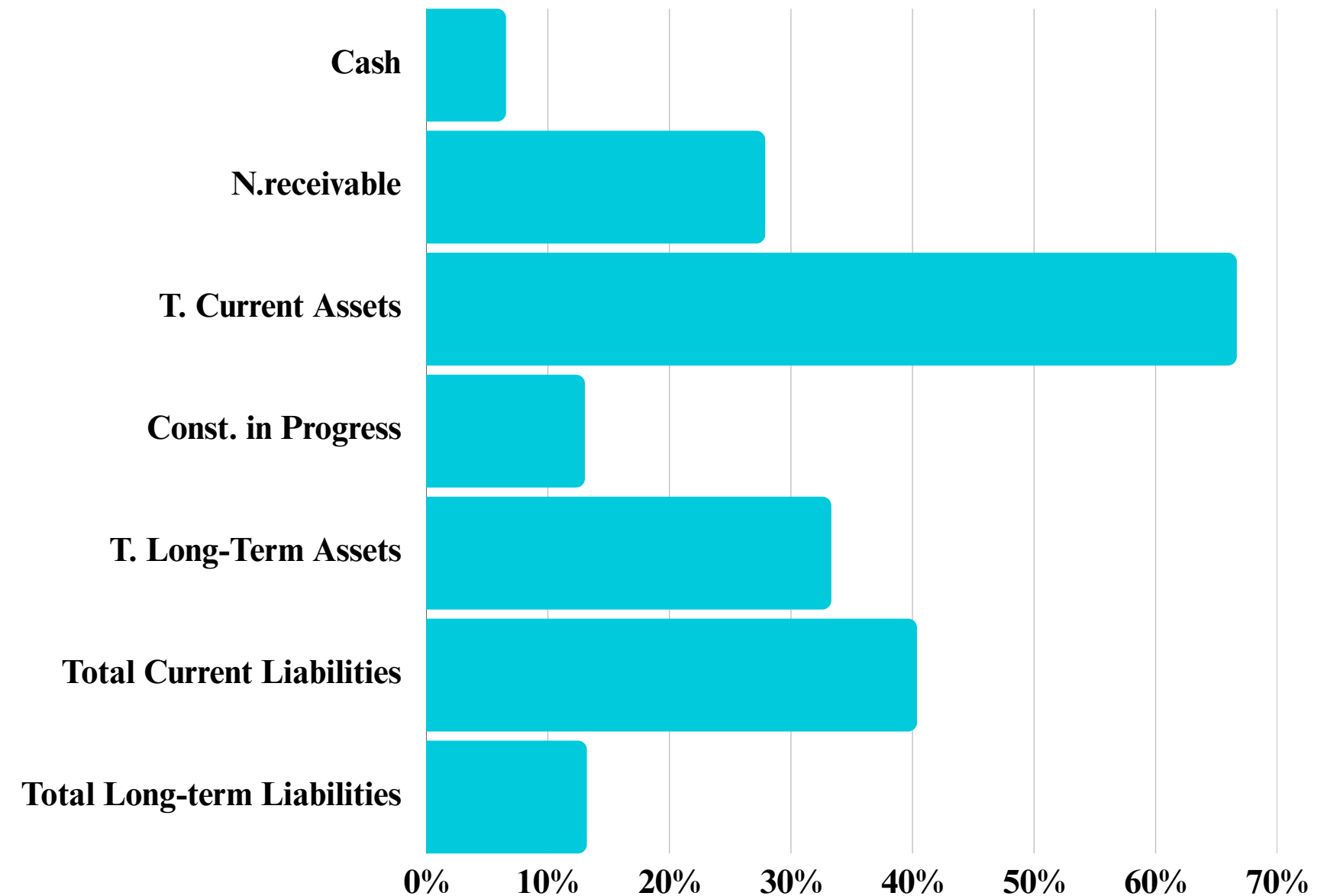
EIPICO

2022

Balance Sheet

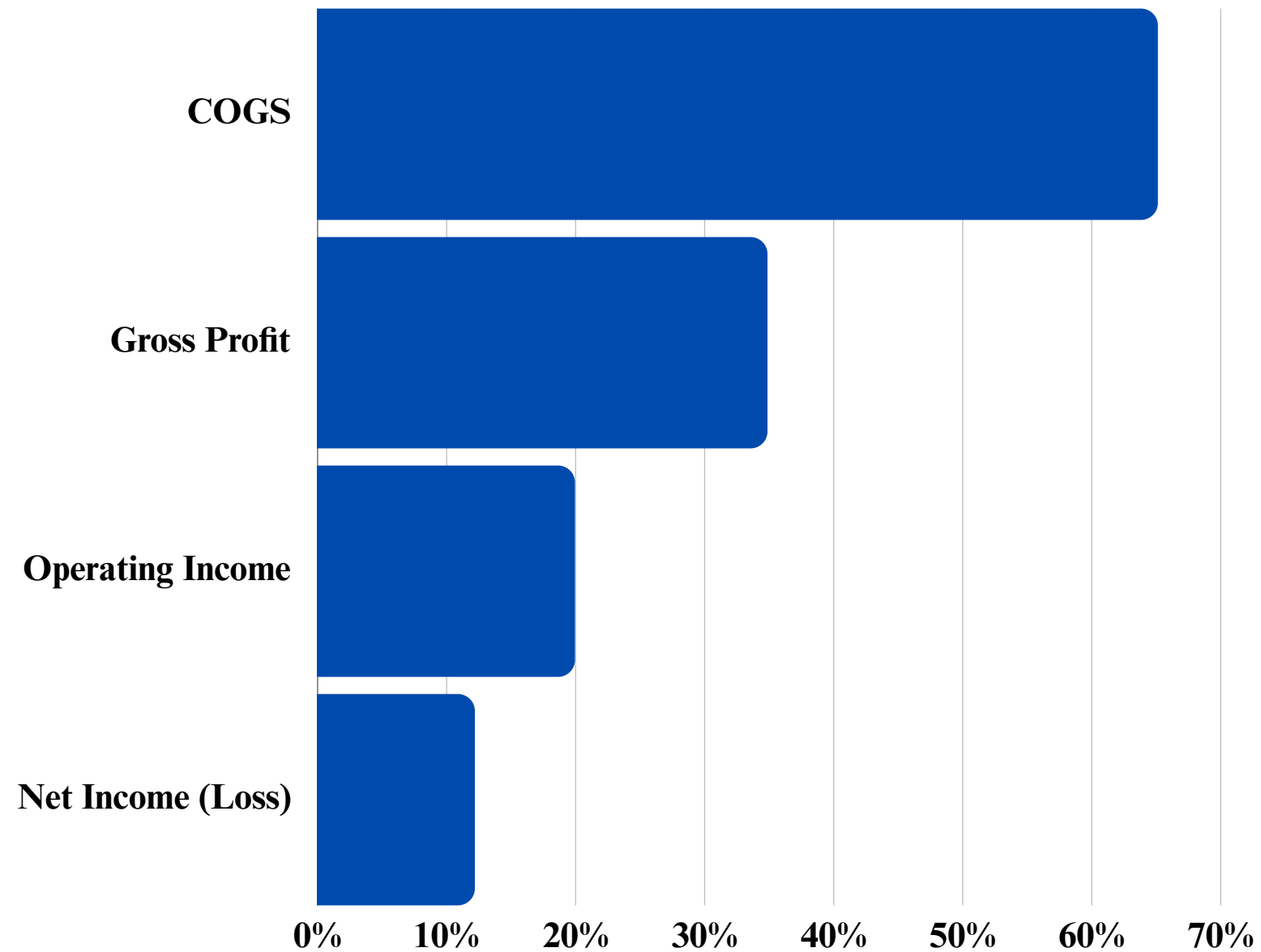


MINA PHARM

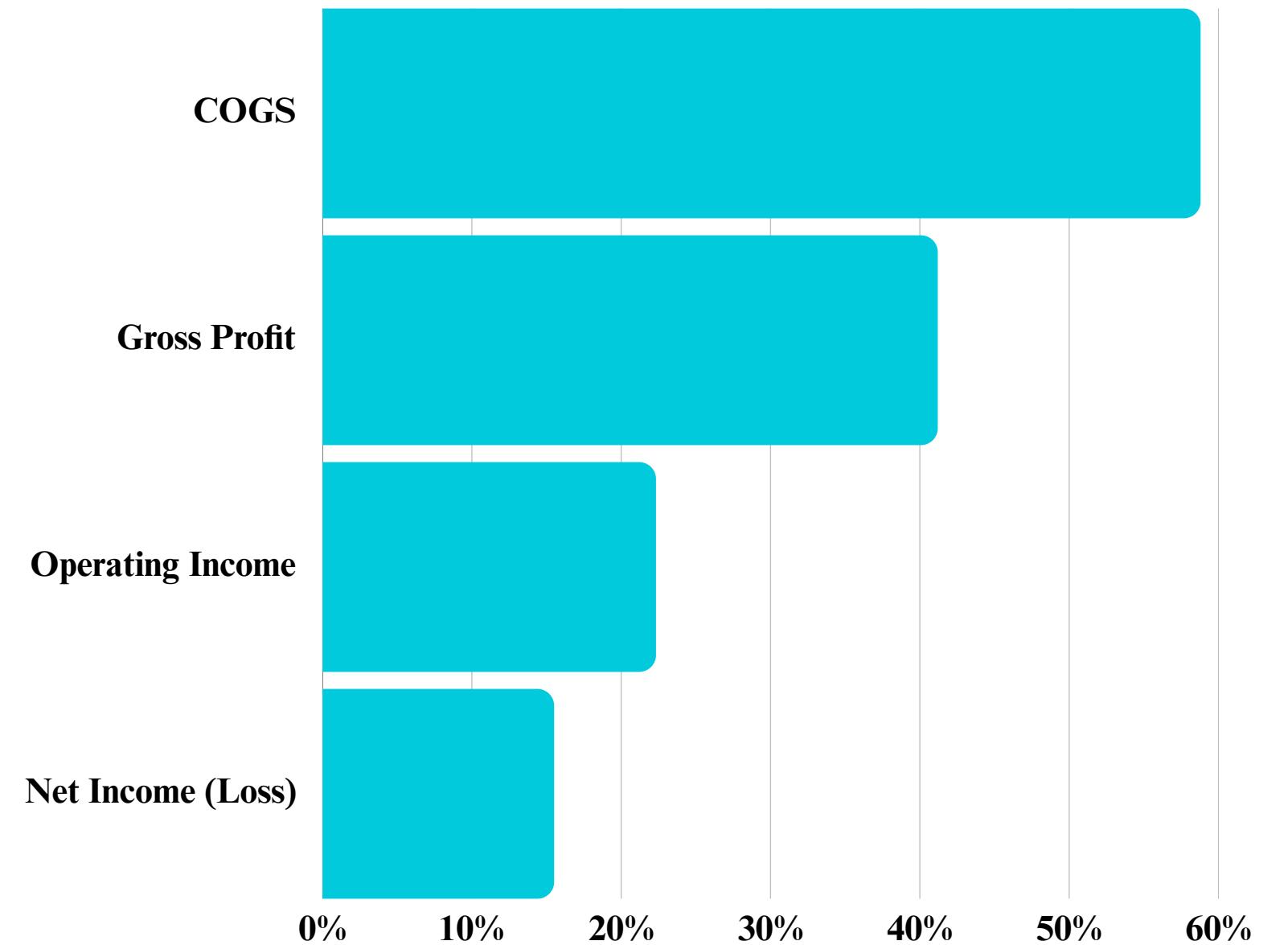


EIPICO

2022 Income Statement



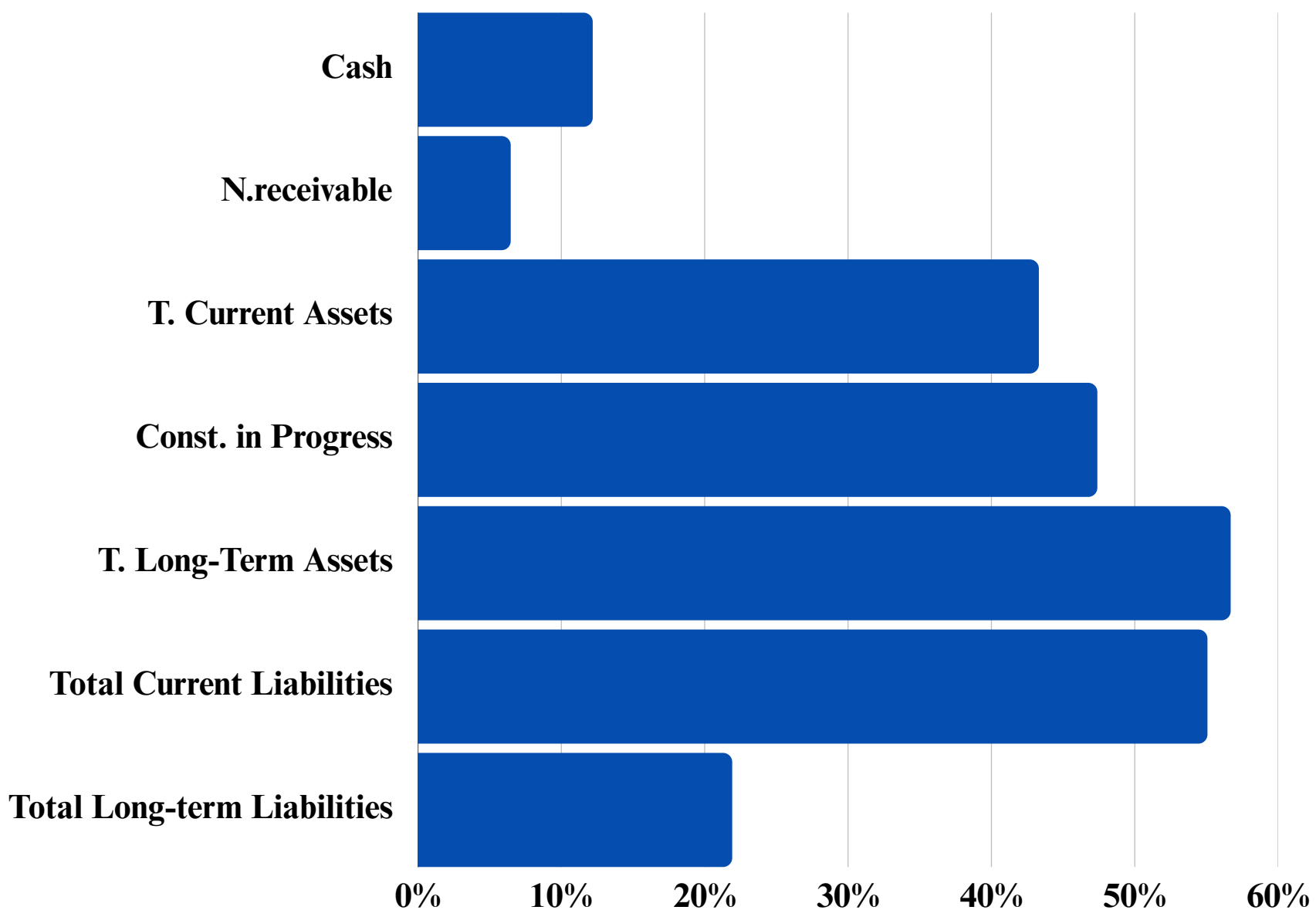
MINA PHARM



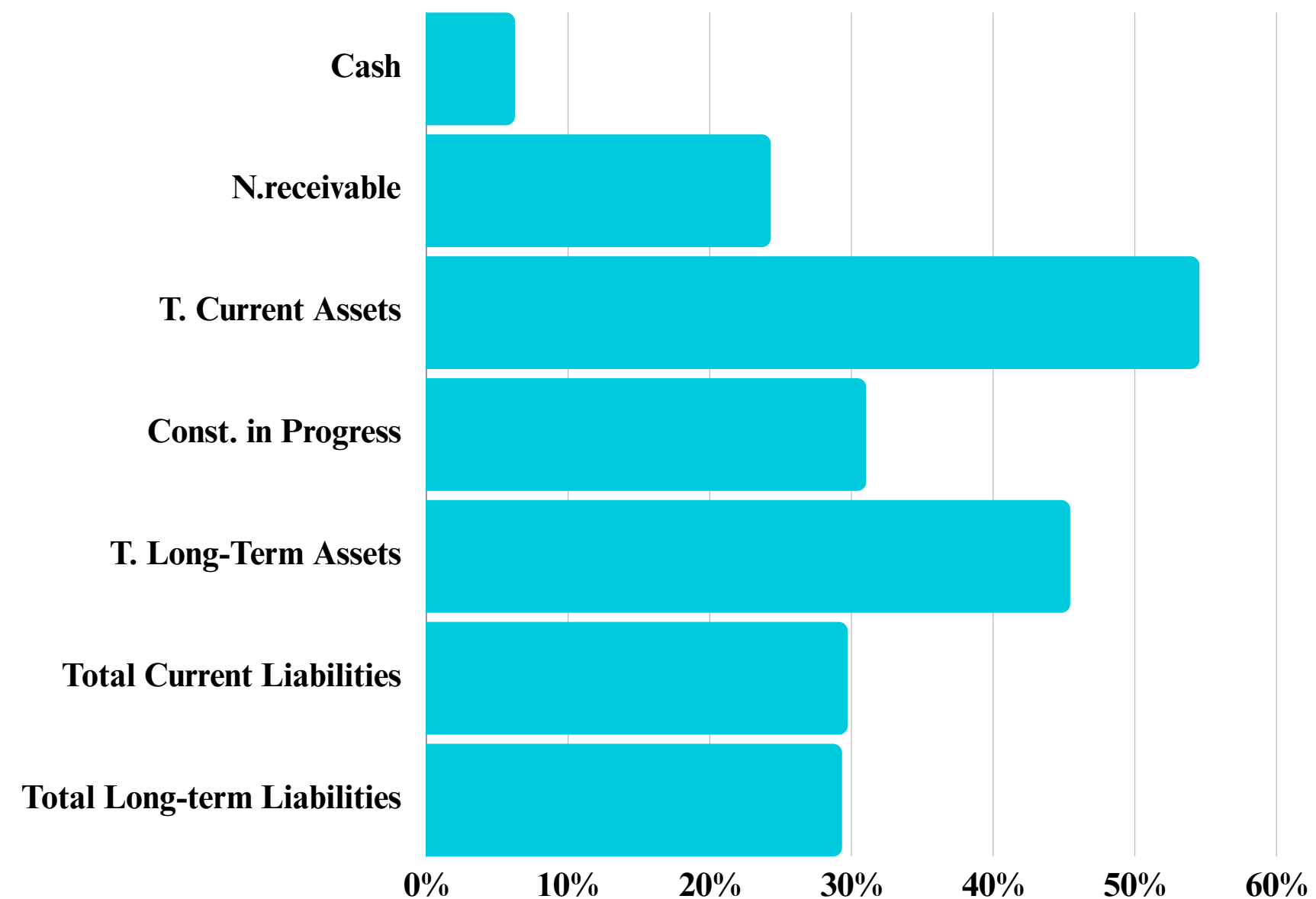
EIPICO

2023

Balance Sheet

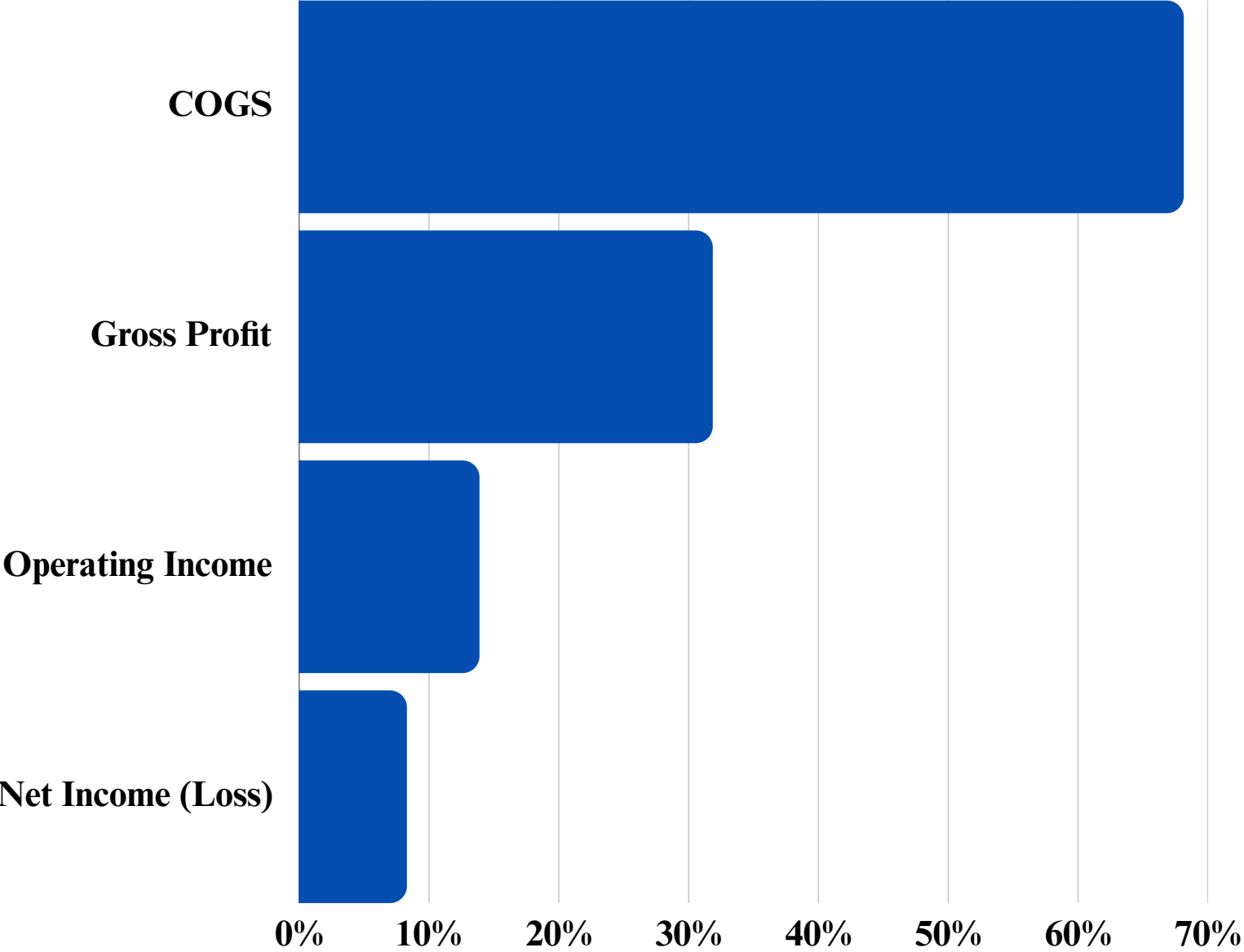


MINA PHARM

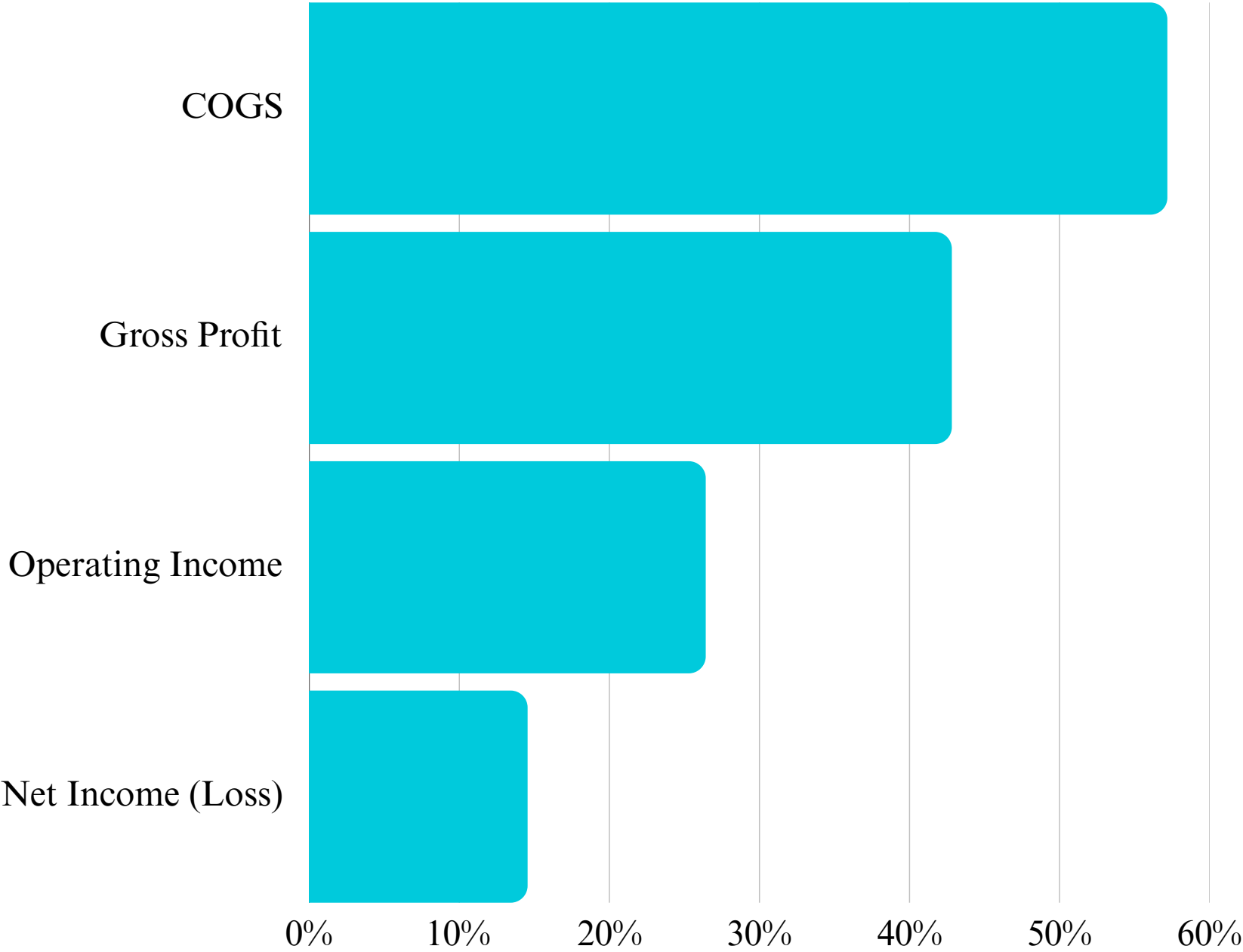


EIPICO

2023 Income Statement



MINA PHARM

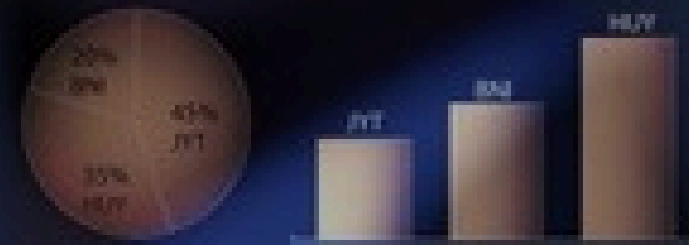


EIPICO

Ratios Analysis

TYU division
FRT division

Distribution marketing participation in the securities market.



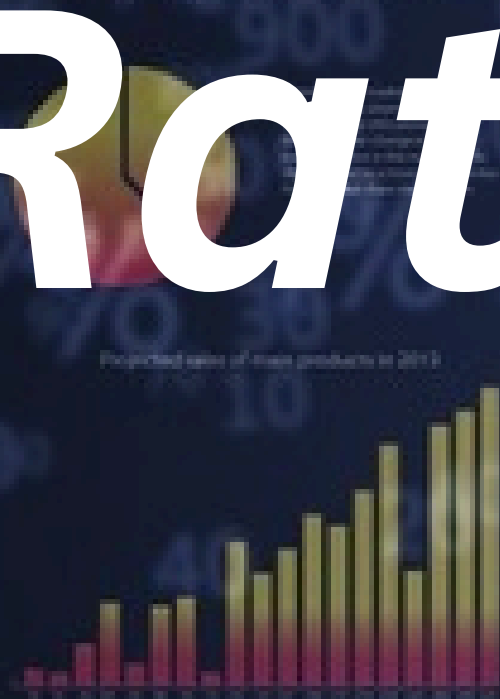
Distribution of the securities market key players



Projected sales of main products in 2013



Distribution of market share among the major industry players



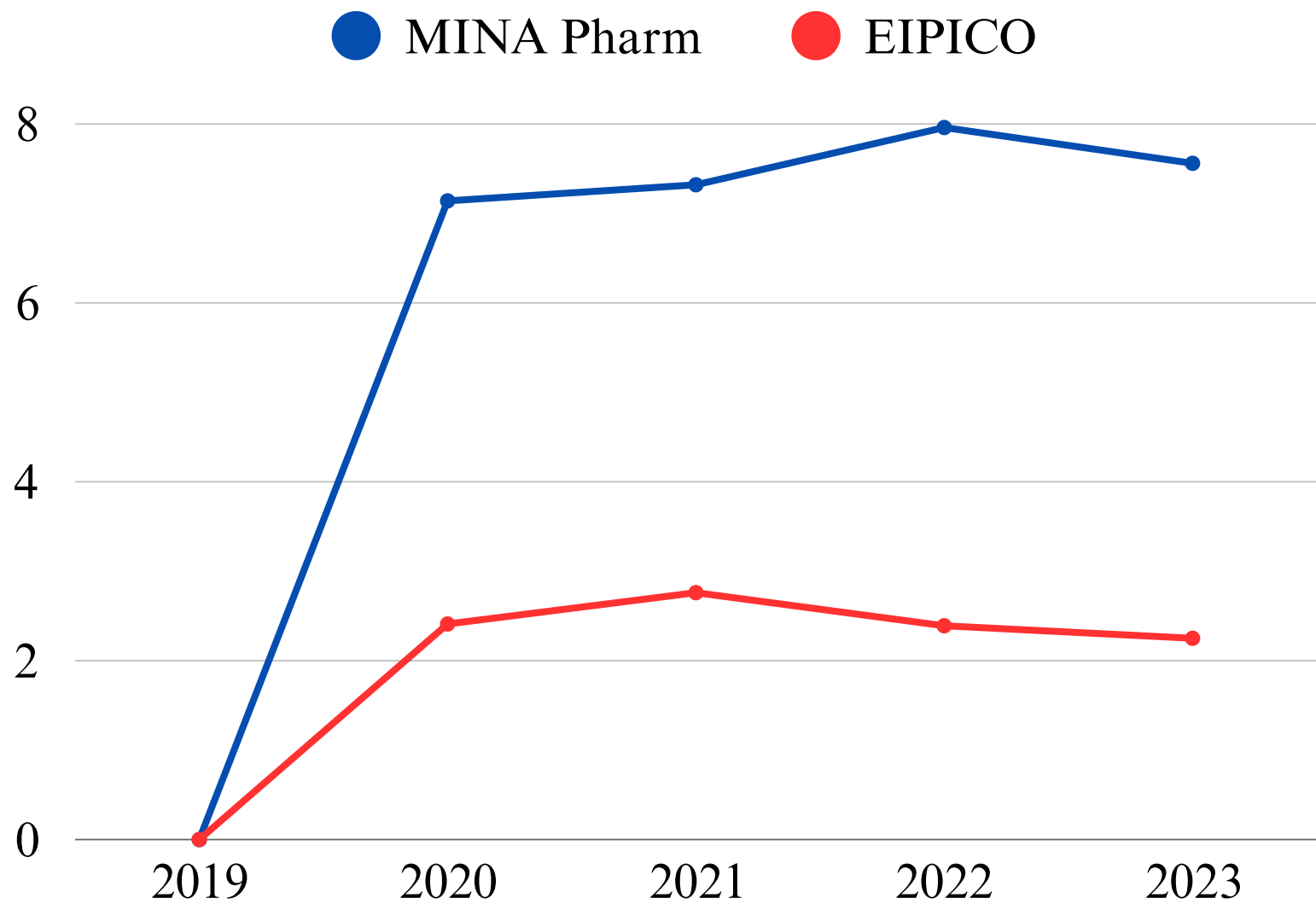
Projected sales of main products in 2013

Foreign market share

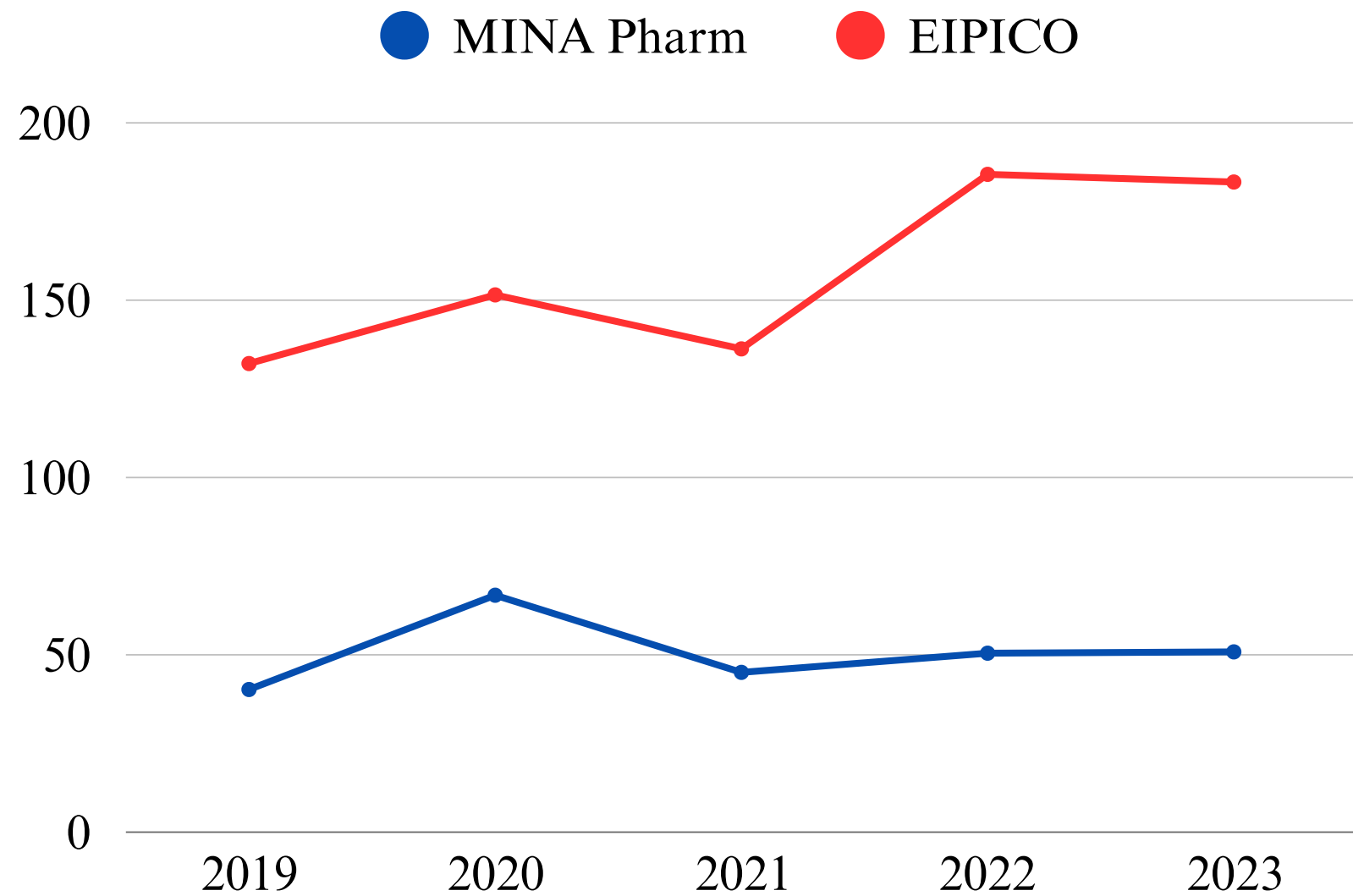


	TYU division		FRT division	
GHT	254	550	254	154
ROW	144	144	144	174
ITG	144	144	144	144
WLP	144	144	144	144
451	654	41	41	41

Accounts Receivable Turnover

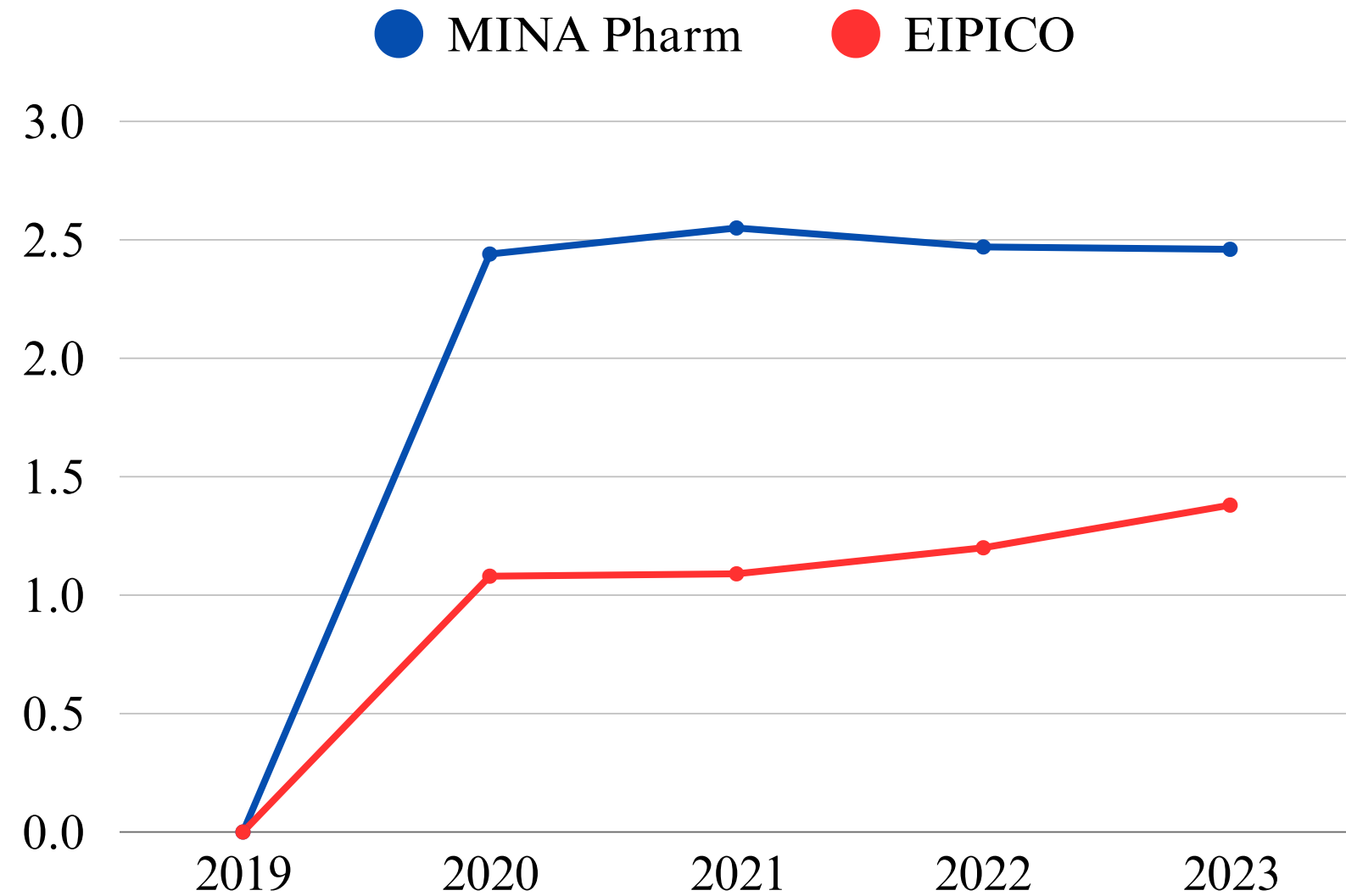


Days' Sales in Receivables

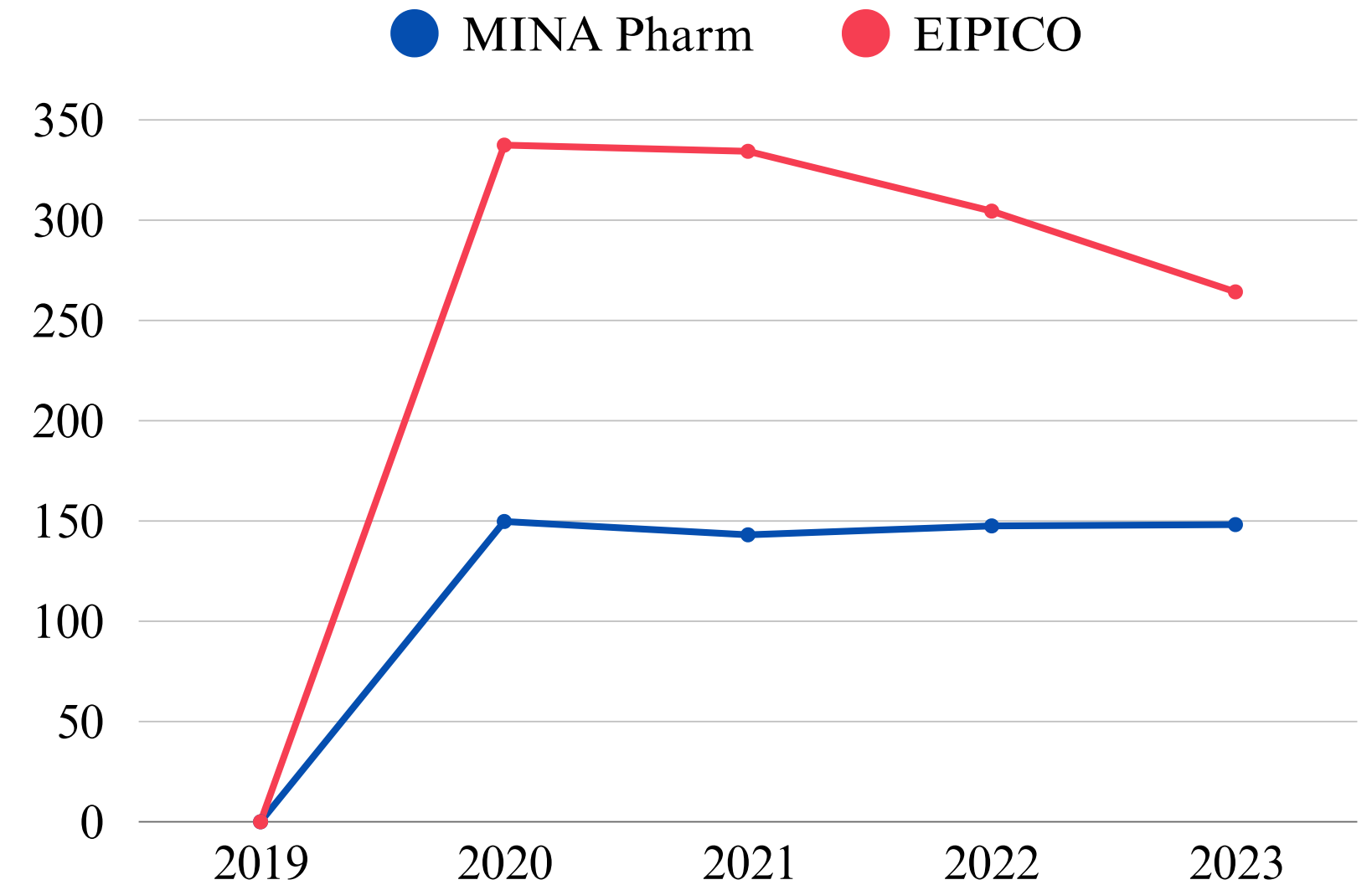


MINA Pharm collects its credit sales 2x faster than EIPICO!

Inventory Turnover

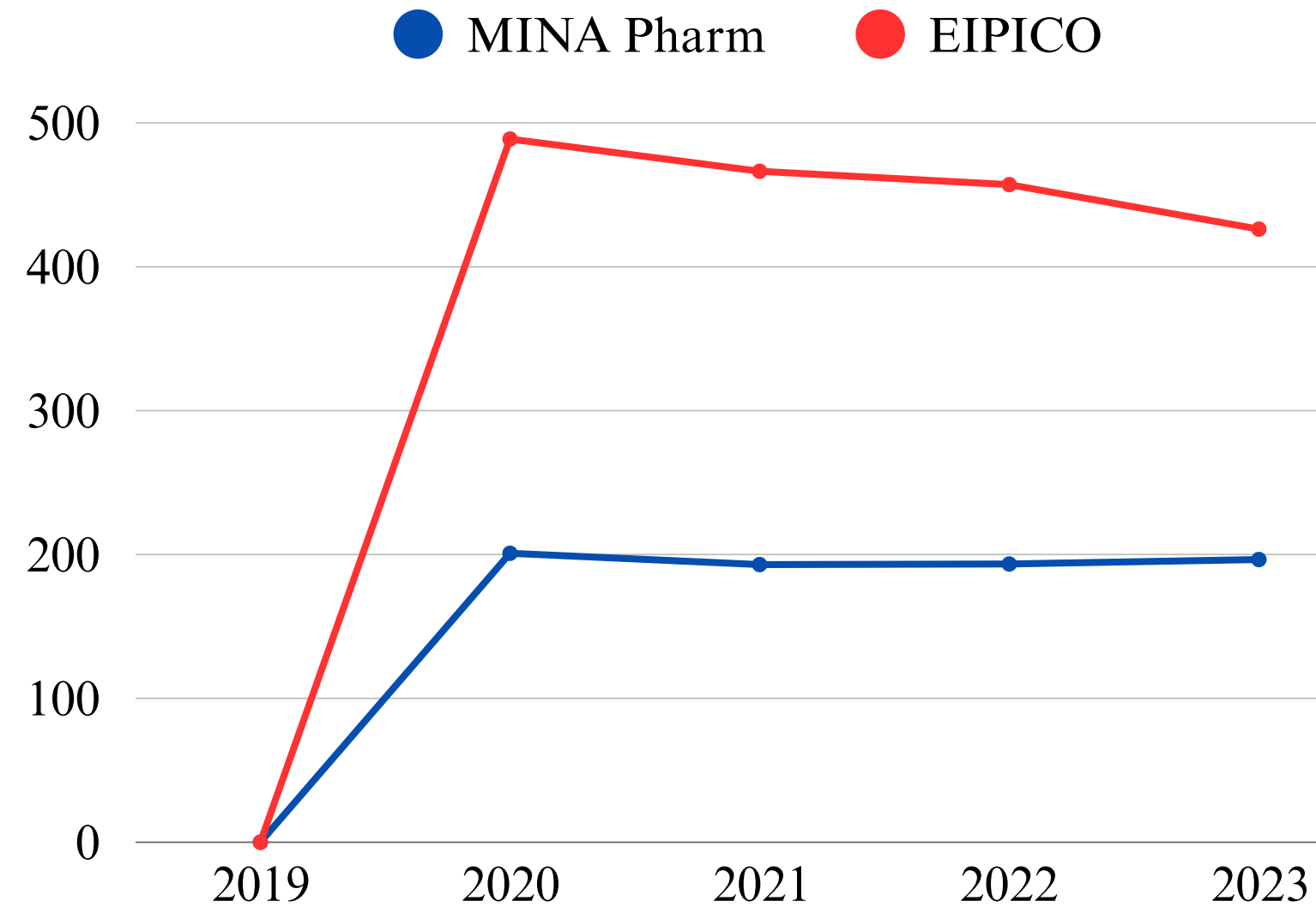


Inventory Turnover in Days



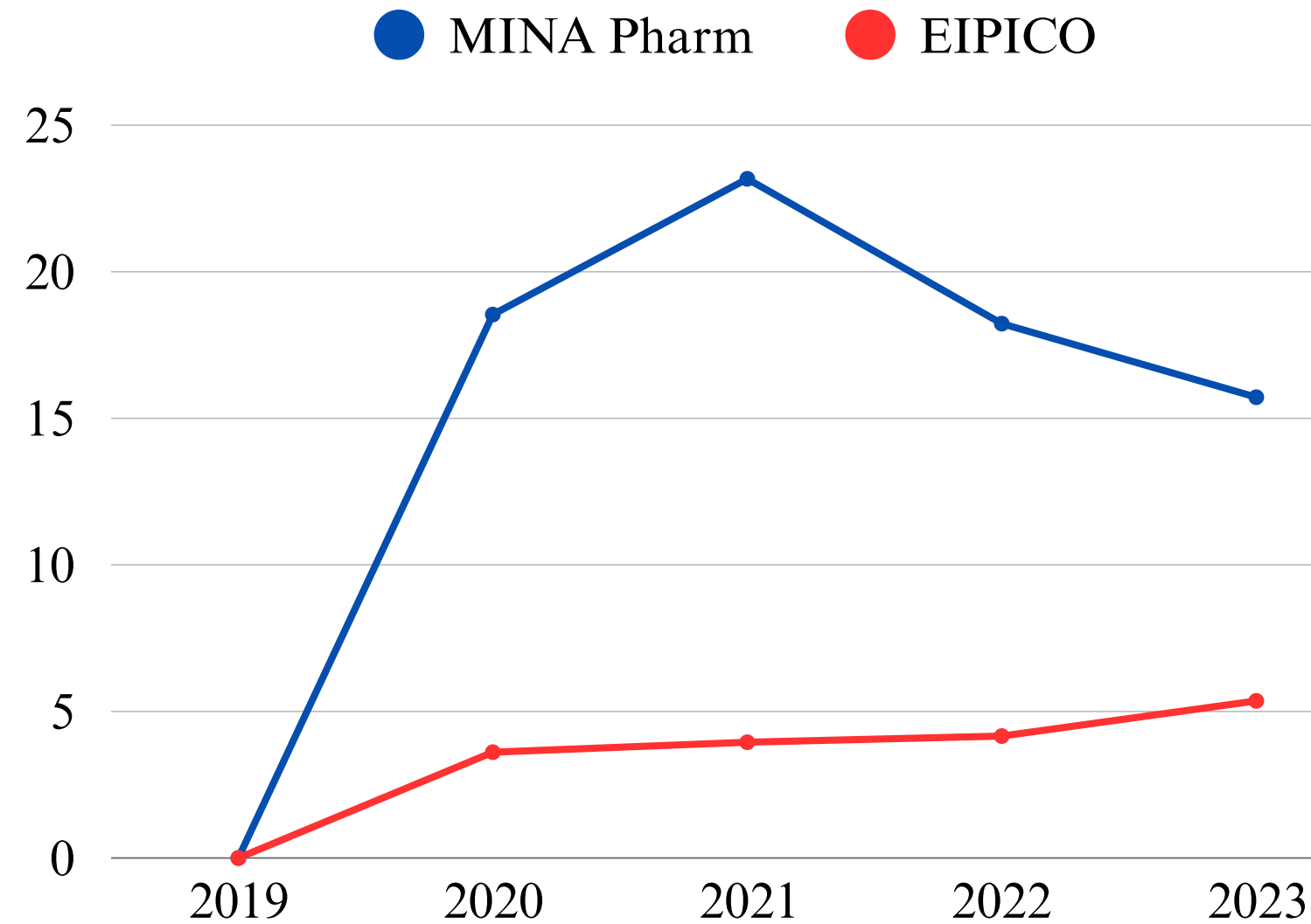
MINA Pharm can sell their inventory 2x faster than EIPICO!

Operating Cycle



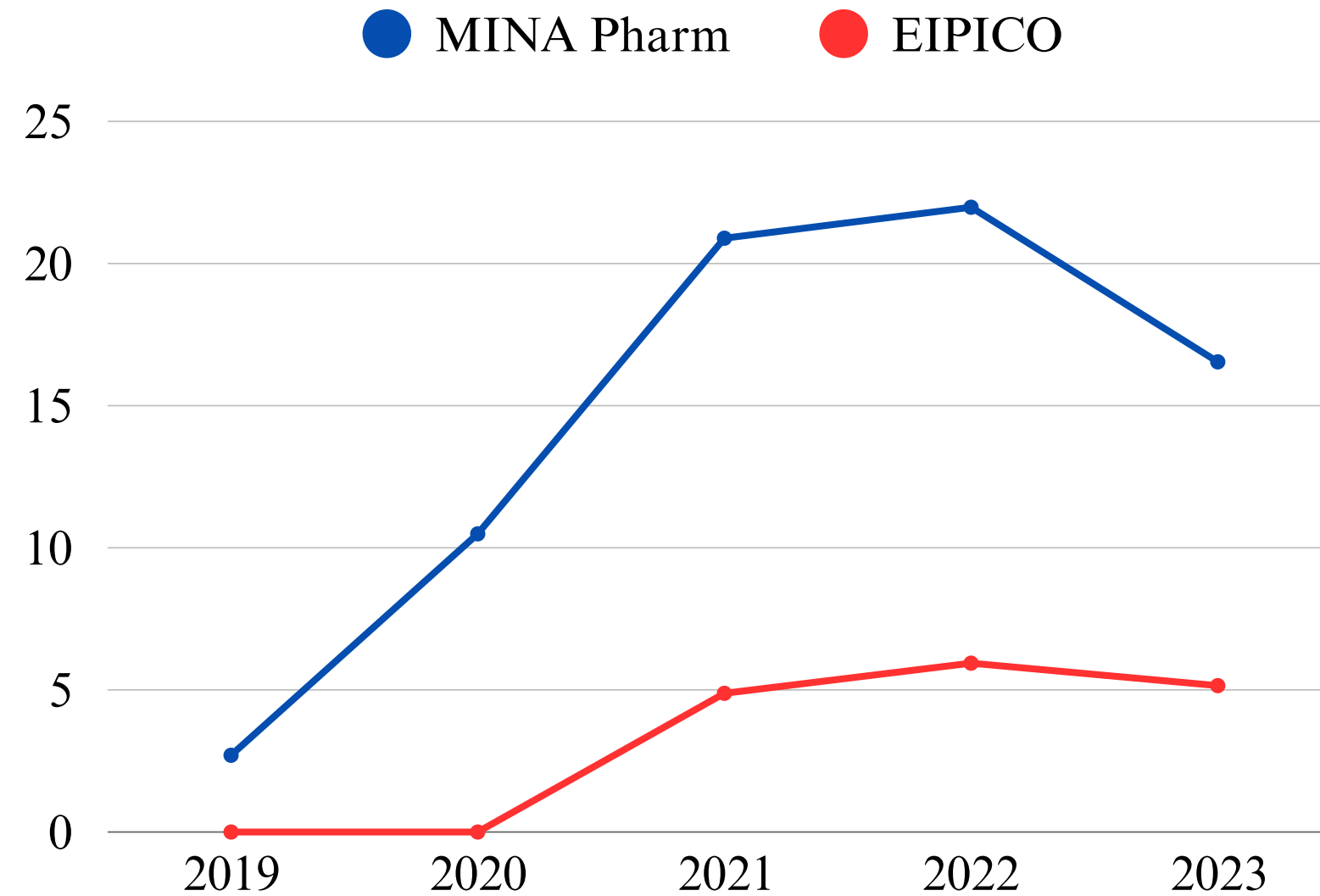
MINA Pharm generates cash from their operations more efficiently than EIPICO

Sales to Fixed Assets



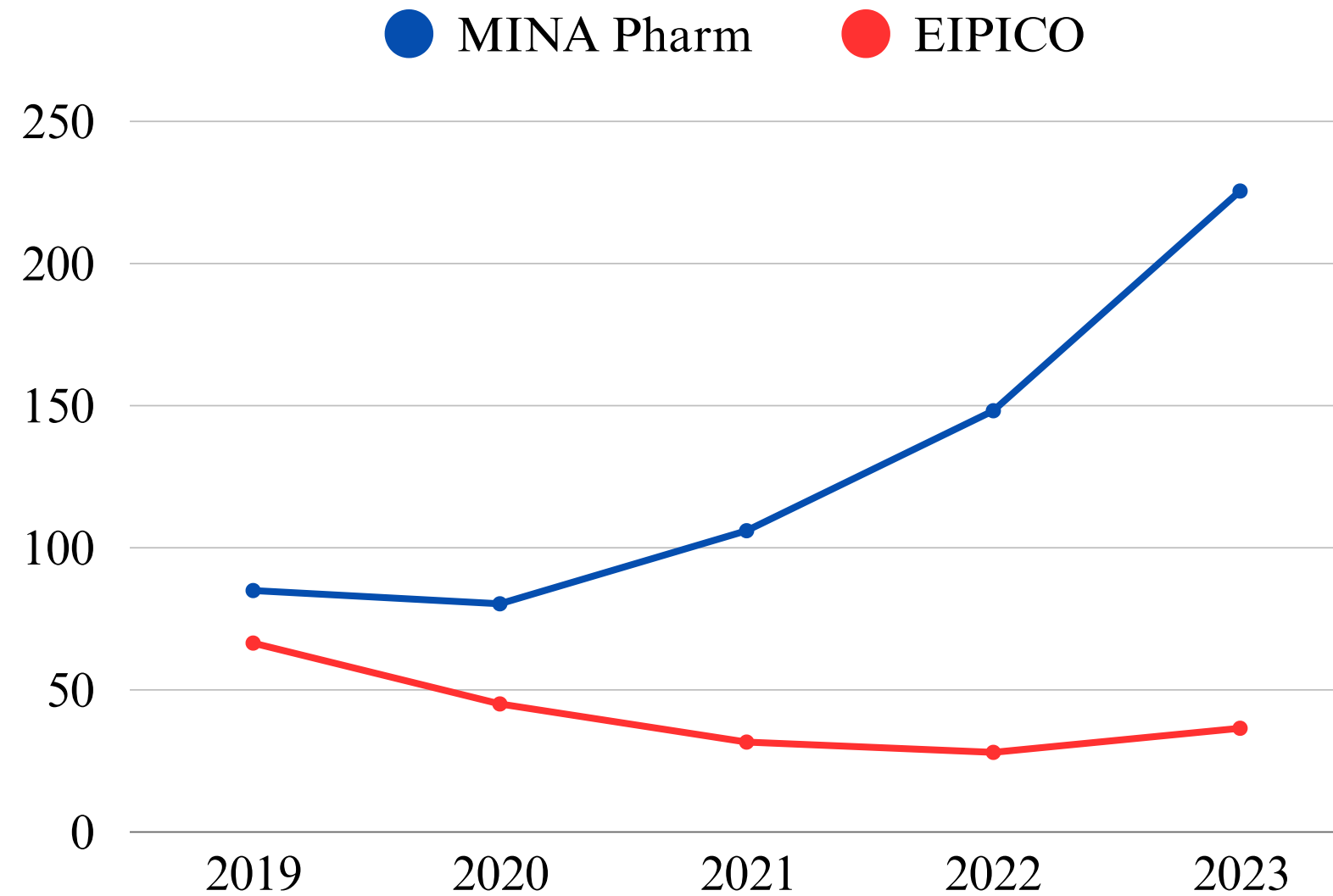
MINA Pharm generates more sales using their limited fixed assets than EIPICO

Earning Per Share



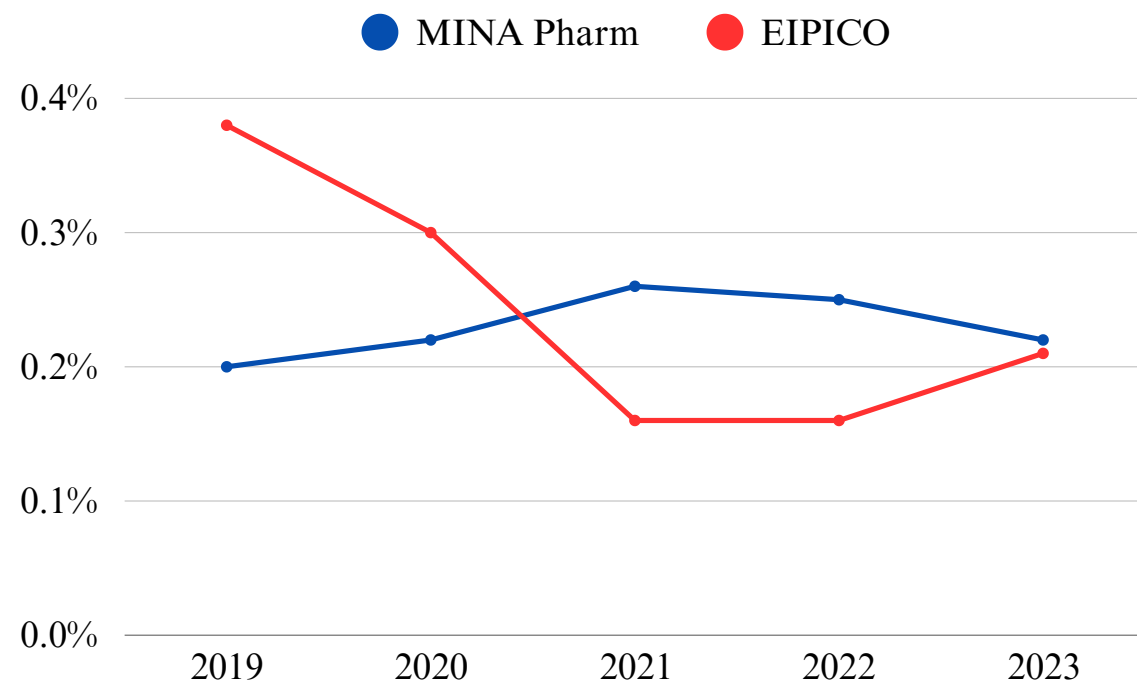
For the past 5 year, MINA Pharm's EPS was always higher and still increasing than EIPICO

Year-End Market Price

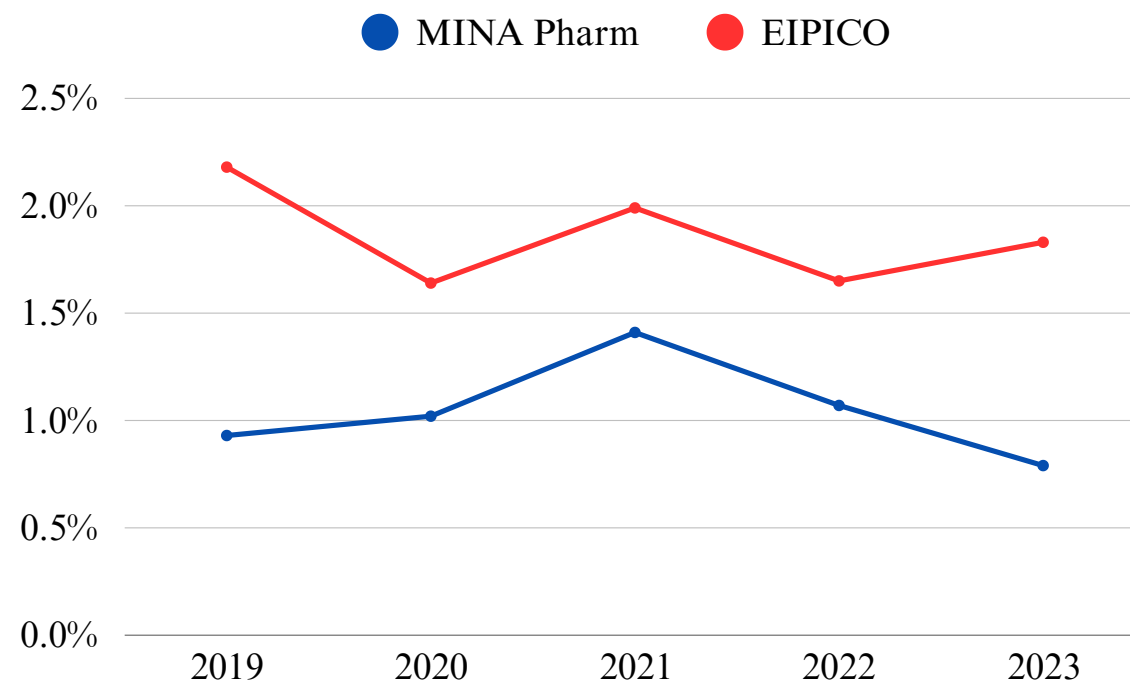


Higher demand on MINA Pharm's stock. Lower demand on EIPICO's stock

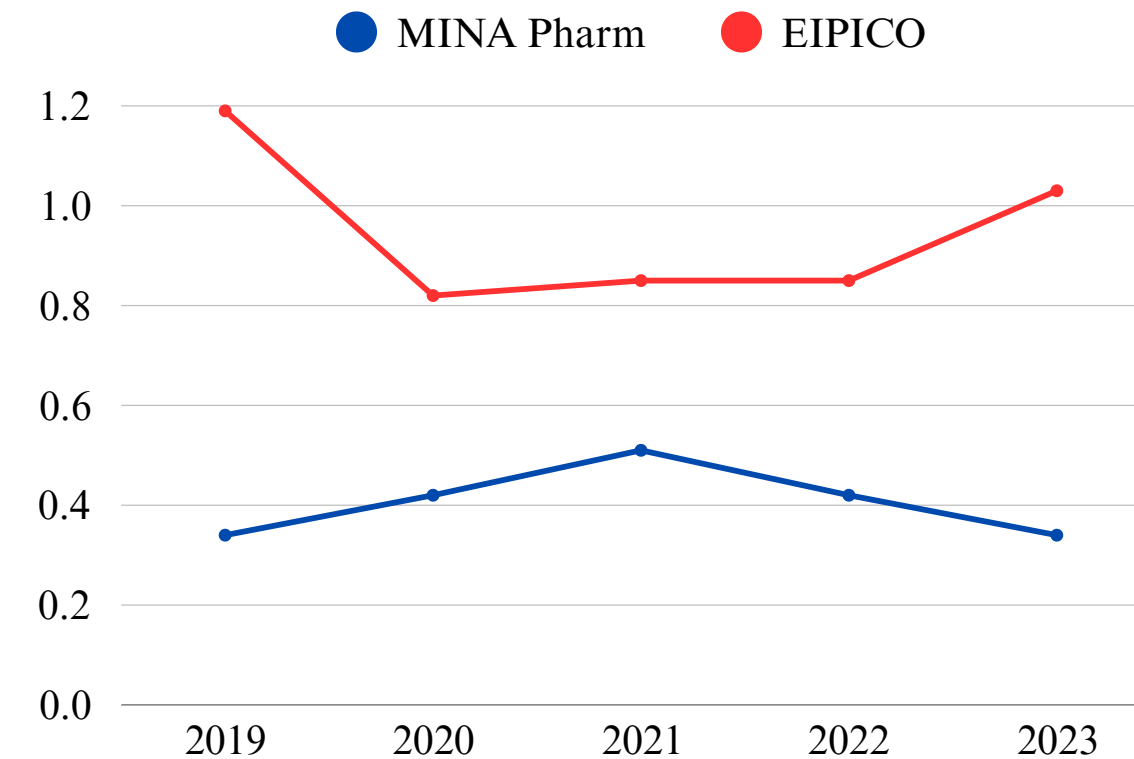
Cash Ratio



Current Ratio

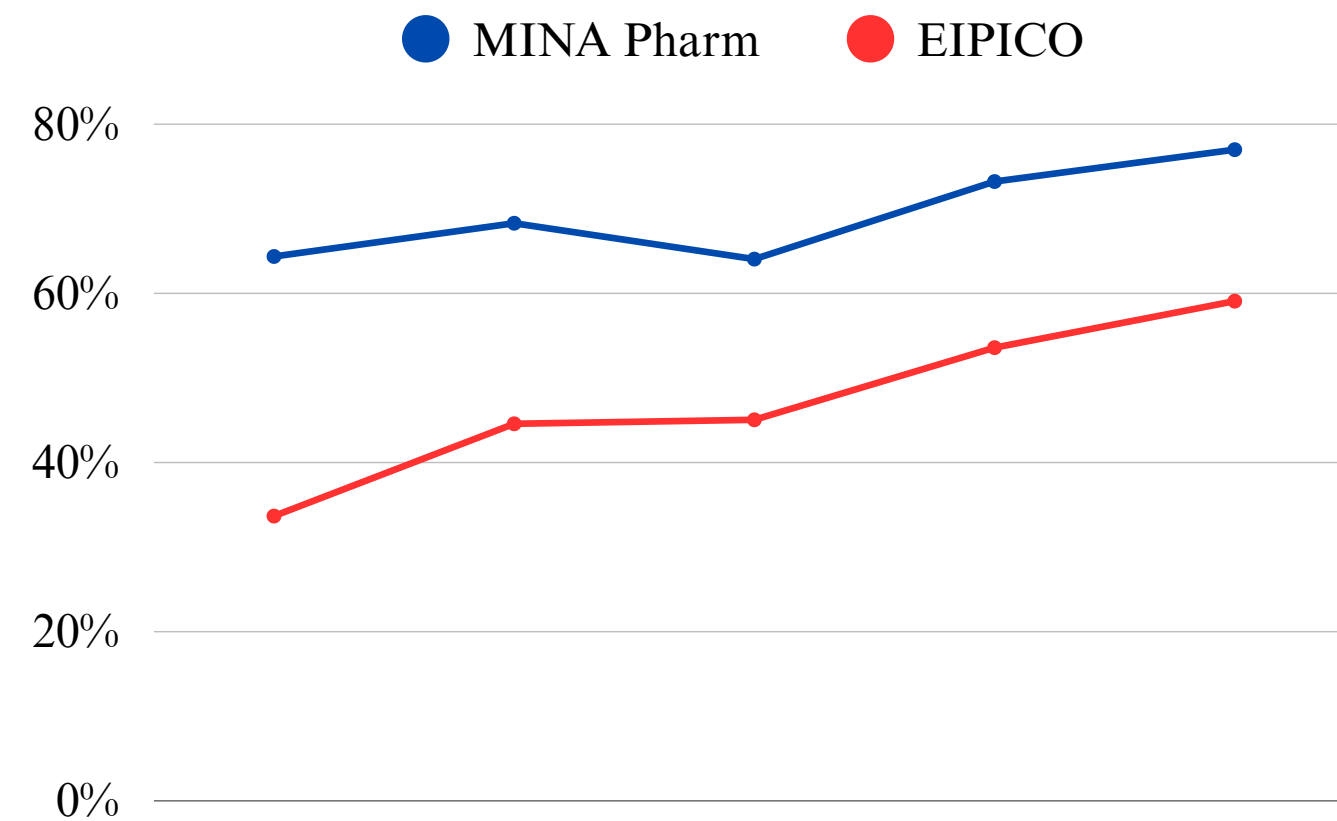


Acid Test

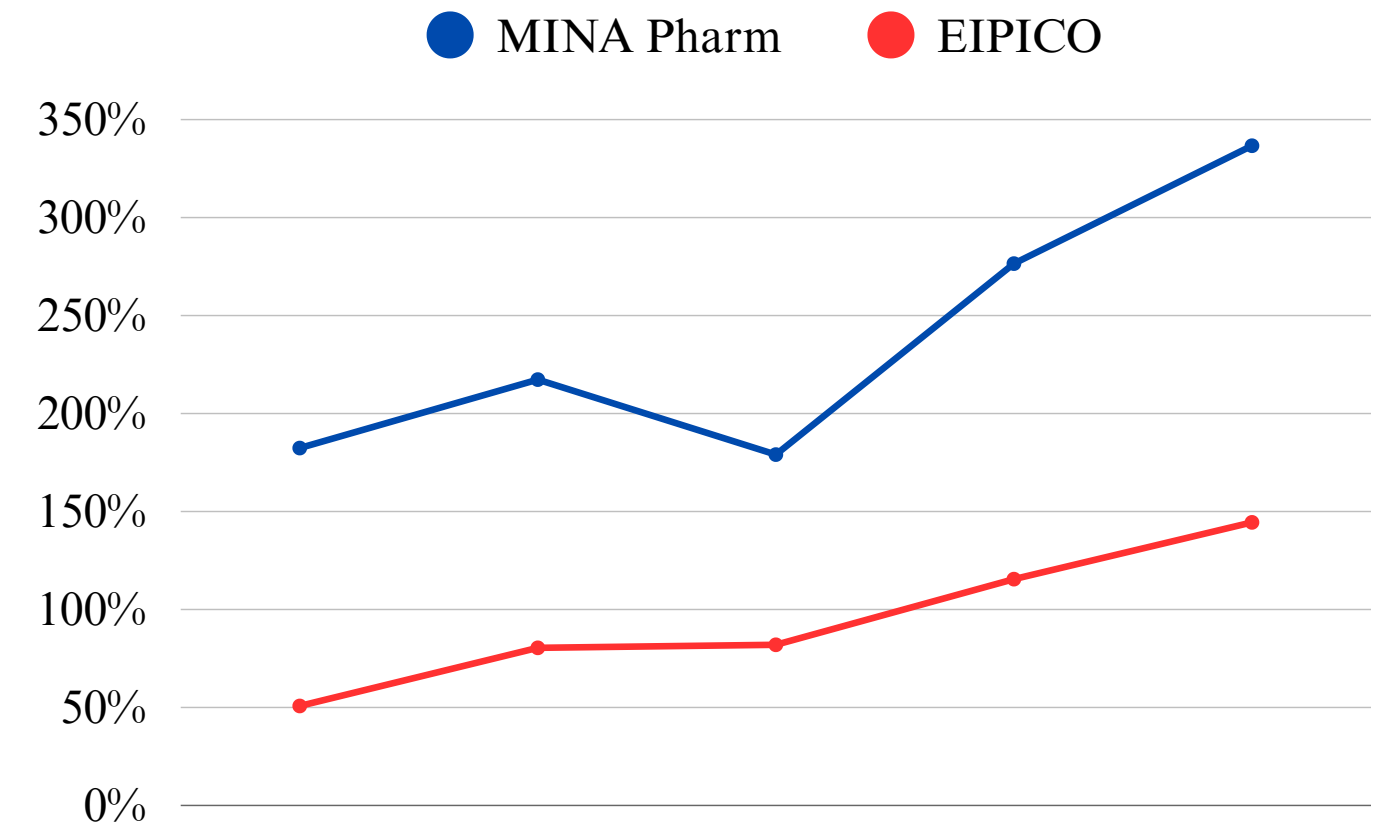


MINA Can't meet short term obligations.
MINA Pharm has quick ratio is 0.3 – 0.5, while EIPICO is 2x

Debt Ratio



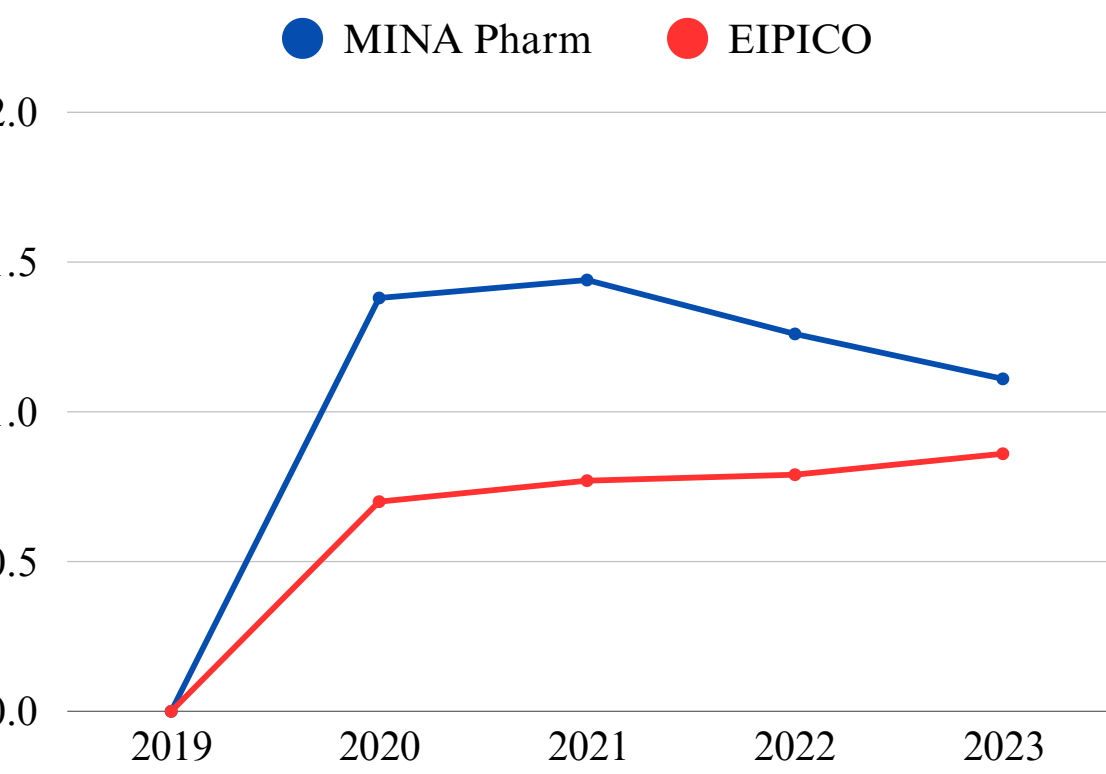
Debt to Tangible Net Worth



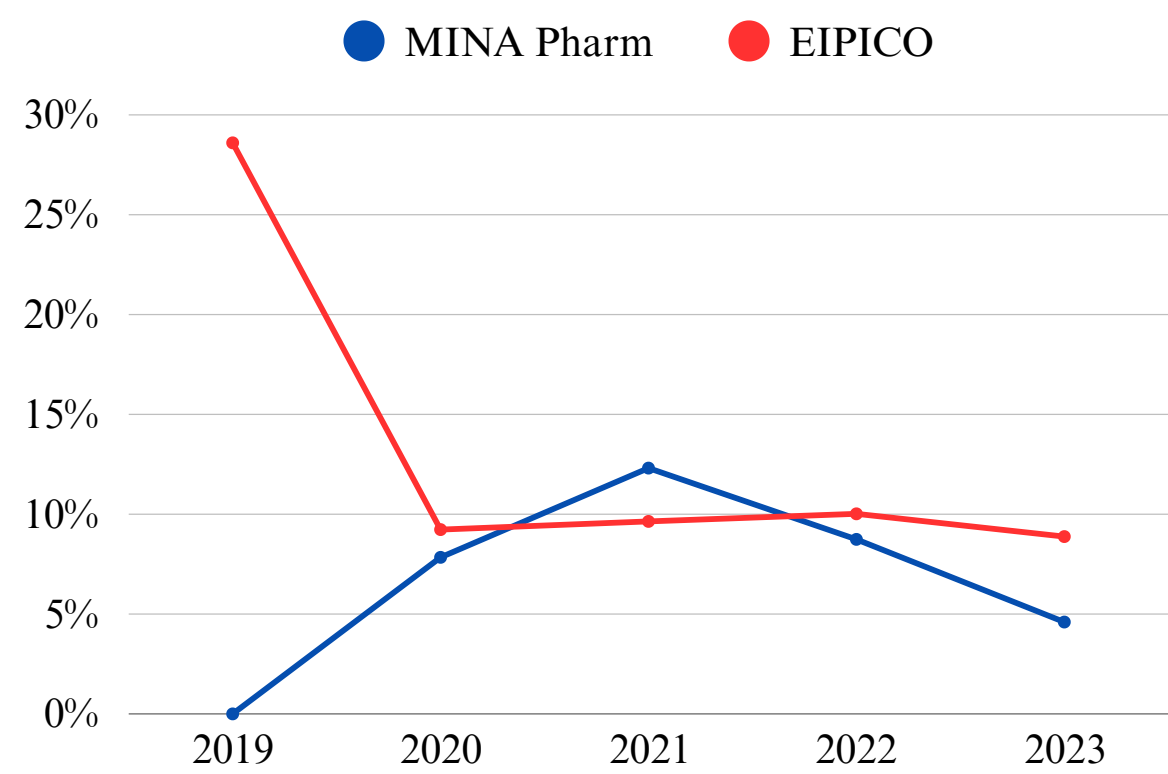
General Increase in debt financing in pharmaceuticals industry last 5 years

But MINA Pharm has more debt financing which increase leverage, but expose more risk

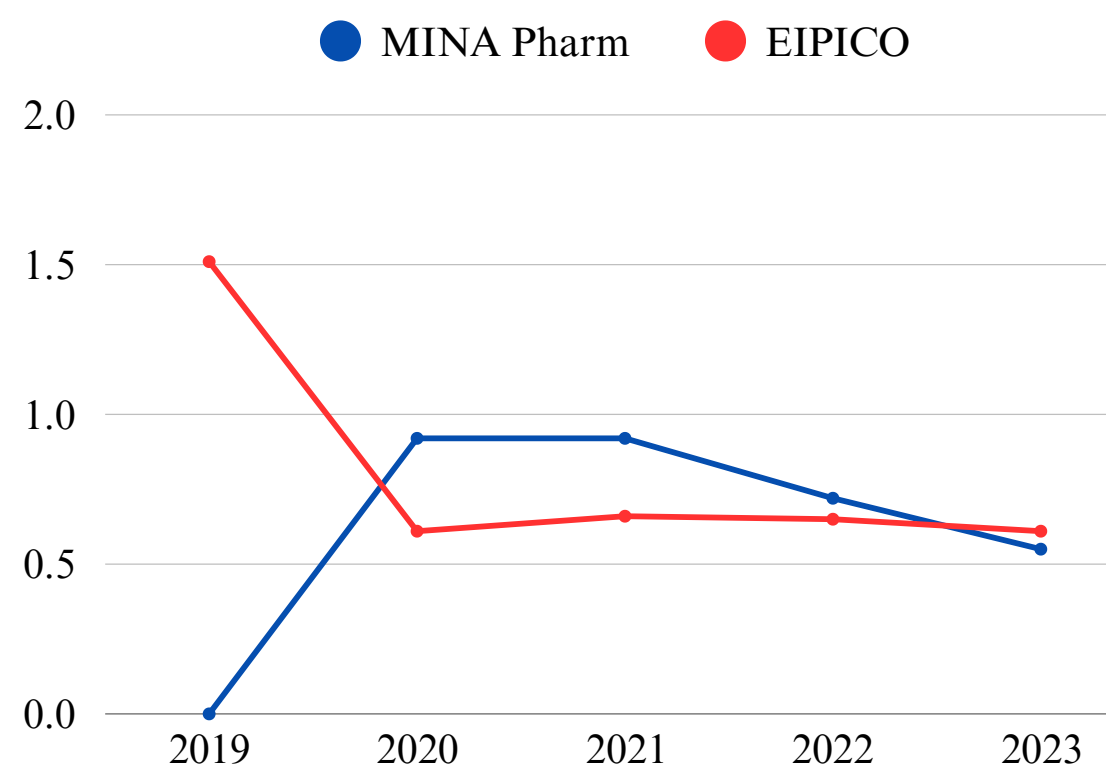
Operating Asset Turnover



Return on Assets

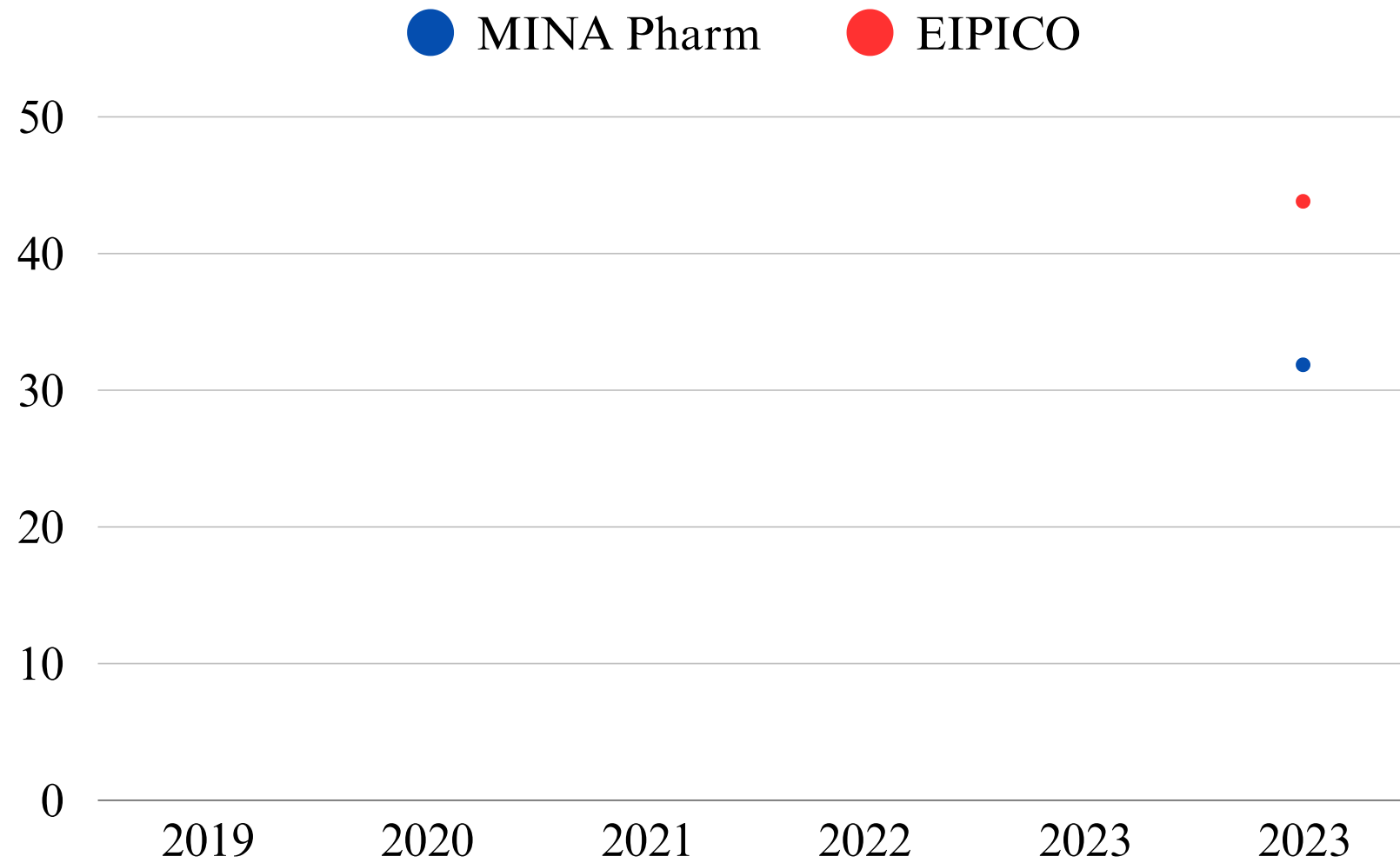


Total Asset Turnover

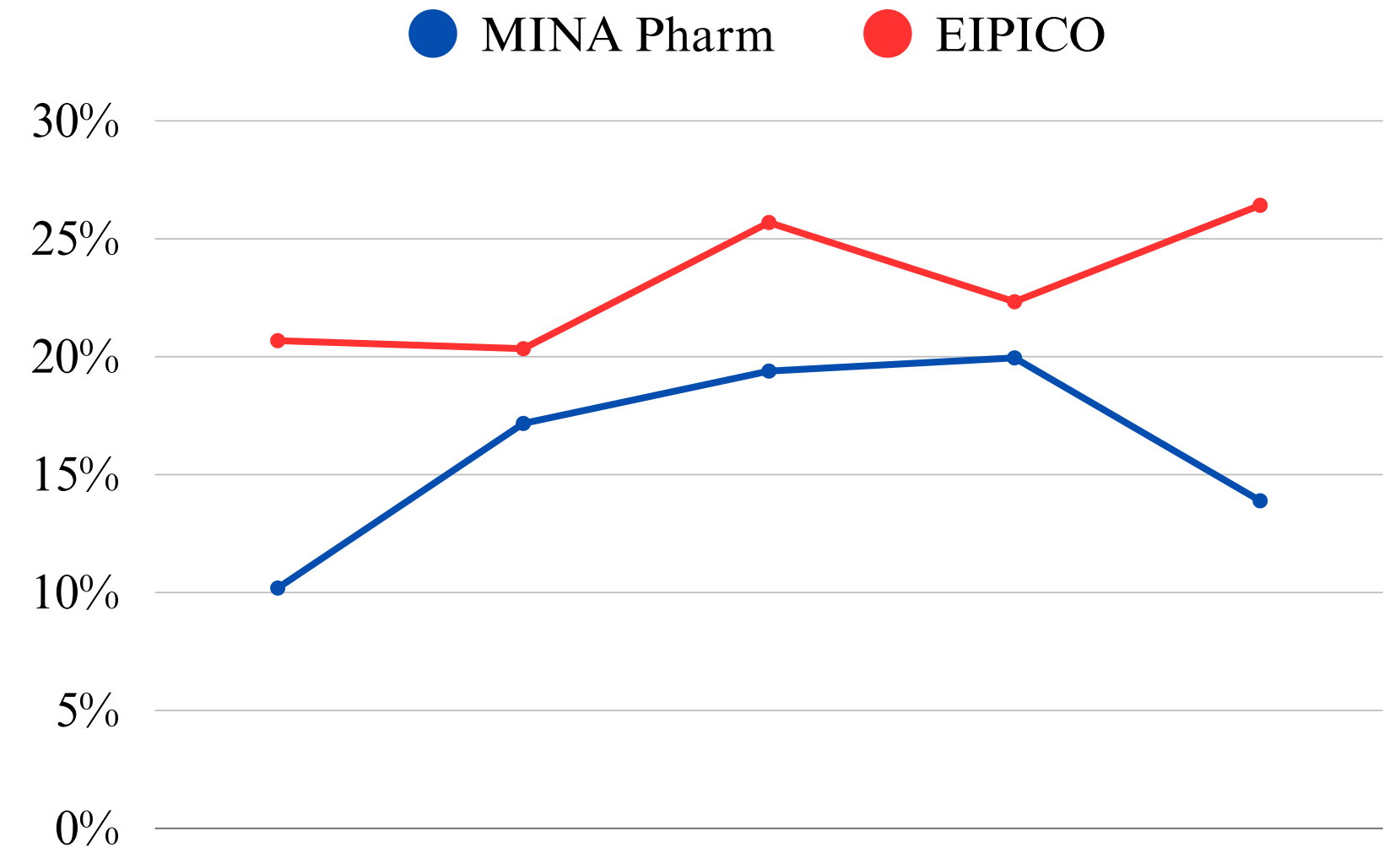


In 2020, 2021 MINA Pharm managed their assets to generate sales better than EIPICO
Unfortunately, it decreased significantly in 2022, 2023

Gross Profit Margin



Operating Income Margin



MINA Pharm achieved increase growth, but still lower than EIPICO

conclusion

01

Operating Expenses were high in 2019 due to R&D expenses. In 2023, it was high due to increasing salaries, inflation, minimum wage

02

**Operating Income was high in 2020 to 2022 due to increased healthcare awareness
In 2023, it decreased because of lower demand for pharmaceuticals because of high prices**

03

**Construction in progress is increasing over years
Meaning MINA Pharm has high future potential**

04

Foreign Currency problem was a fatal blow to MINA Pharm, with 65 million losses reported in 2023

05

Short-term liabilities were high for MINA Pharm because of Wars & COVID-19

Recommendation

1

Improve management
over Cost of Sales

2

Improve their Crisis
Management through
hiring Risk professionals

3

Improve management
over short-term
obligations

4

Reduce debt financing
to avoid appearing
risky to investors

THANK YOU!