

**We have identified a 17M EGP opportunity loss  
in our annual purchasing.**

# 17M EGP

This represents the value gap between our actual savings and what is achievable through optimized procurement.



Total Public Price:  
266.5M EGP



Total Amount Paid:  
202.4M EGP



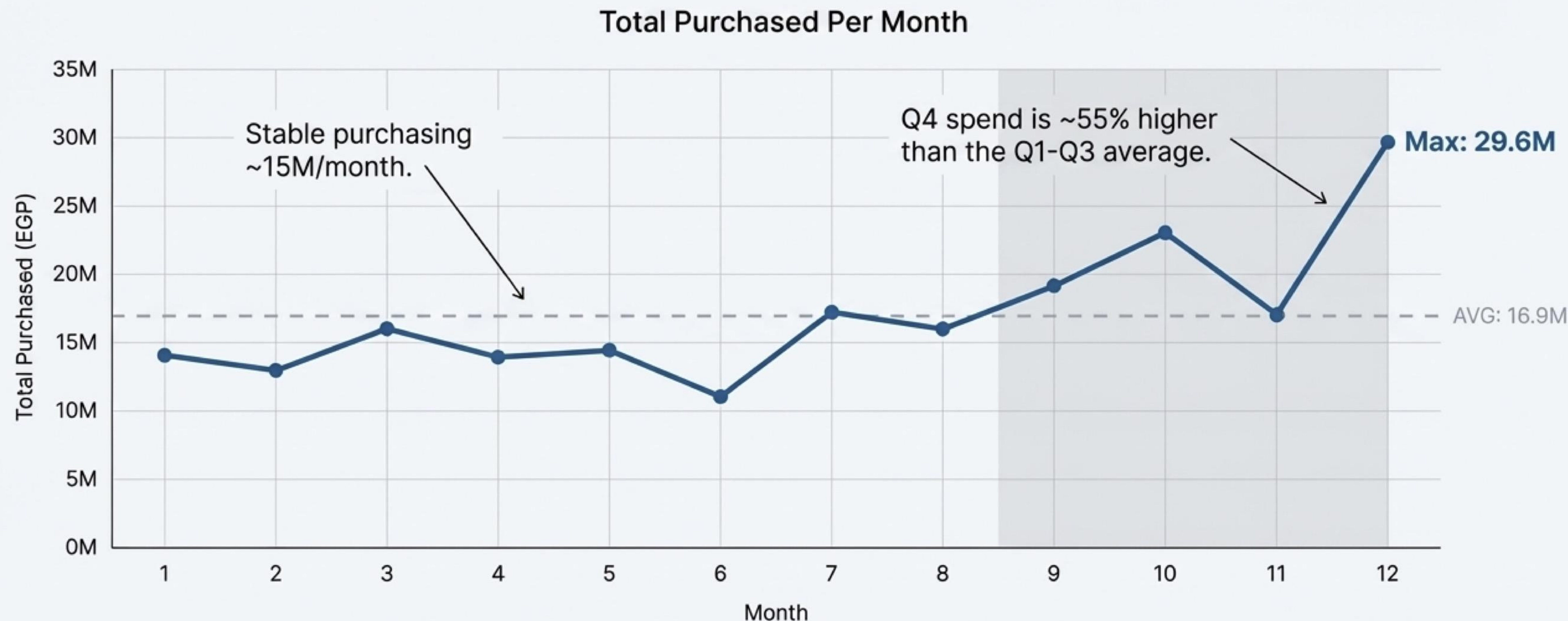
Actual Savings  
(24% Discount):  
64M EGP



Potential Savings  
(30.5% Discount):  
81.1M EGP



Our purchasing volume is substantial and growing, with a significant acceleration in the final quarter.



Our total annual spend of 202.4M is on an upward trajectory. The Q4 surge, driven by increased bills and supplier activity, puts significant pressure on our procurement process and cost management.

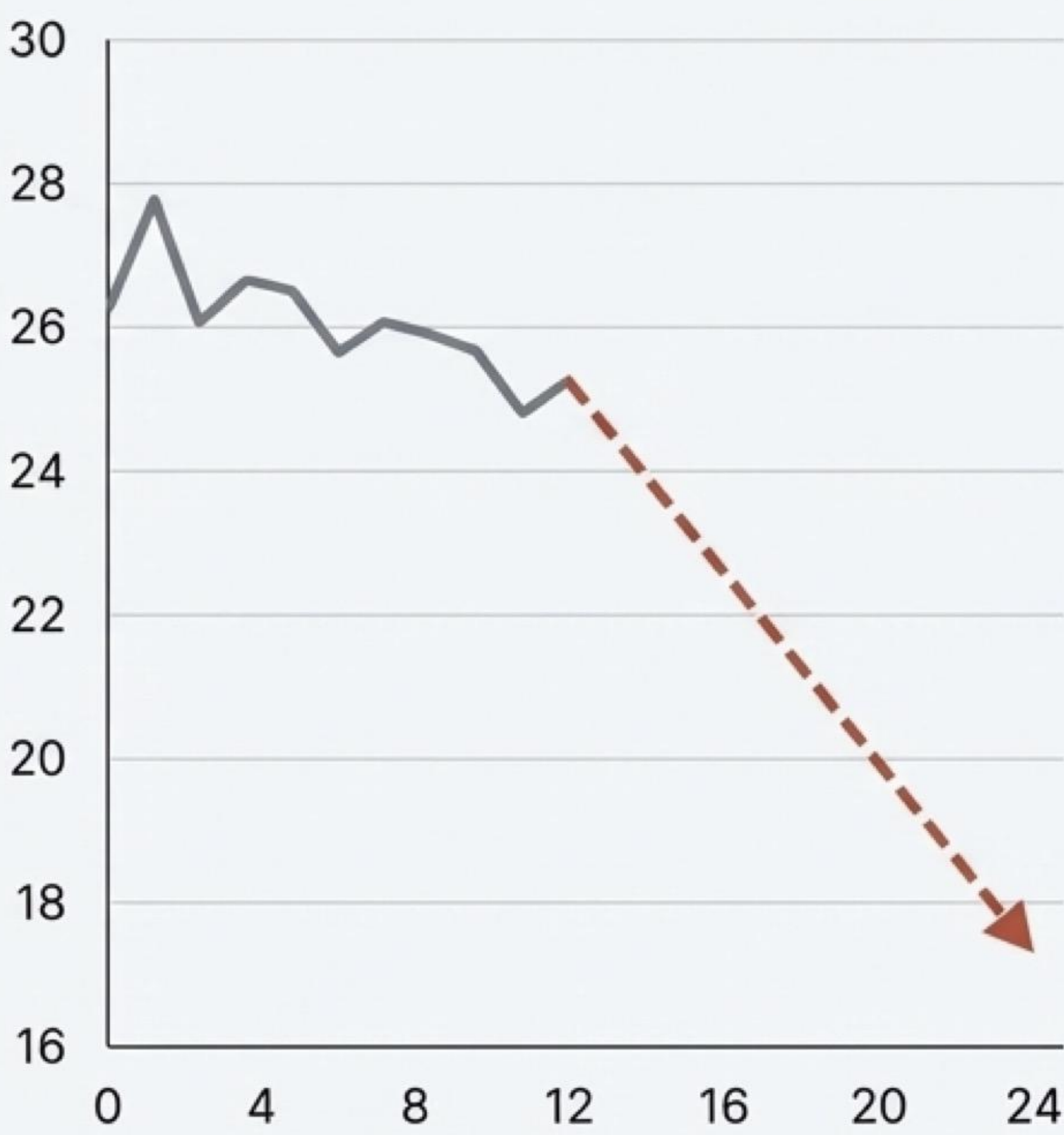


# Our achieved discount rate is volatile, and forecasts predict a concerning decline.

Discount % Per Month



Discount % Forecast



## The Problem & The Threat

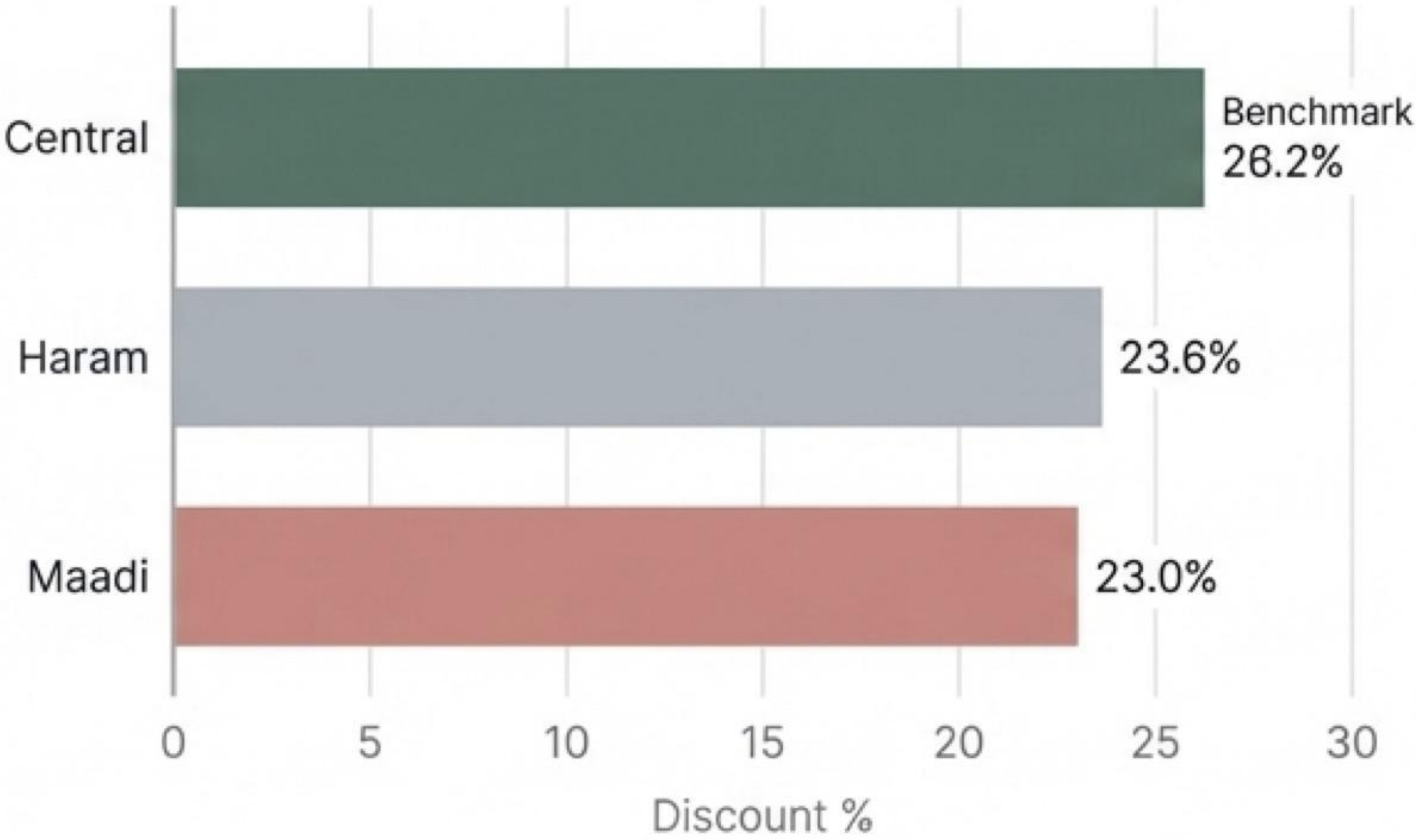
A **2.4 percentage point swing** in monthly discounts creates budget unpredictability.

If the current trend continues, our opportunity loss will grow, and **margins will erode further.**



# Discount inconsistencies are widespread, with significant performance gaps between stores and product types.

Average Discount by Store



The **3.2% gap** between our best and worst performing store locations represents a major savings opportunity.

Average Discount by Product Type

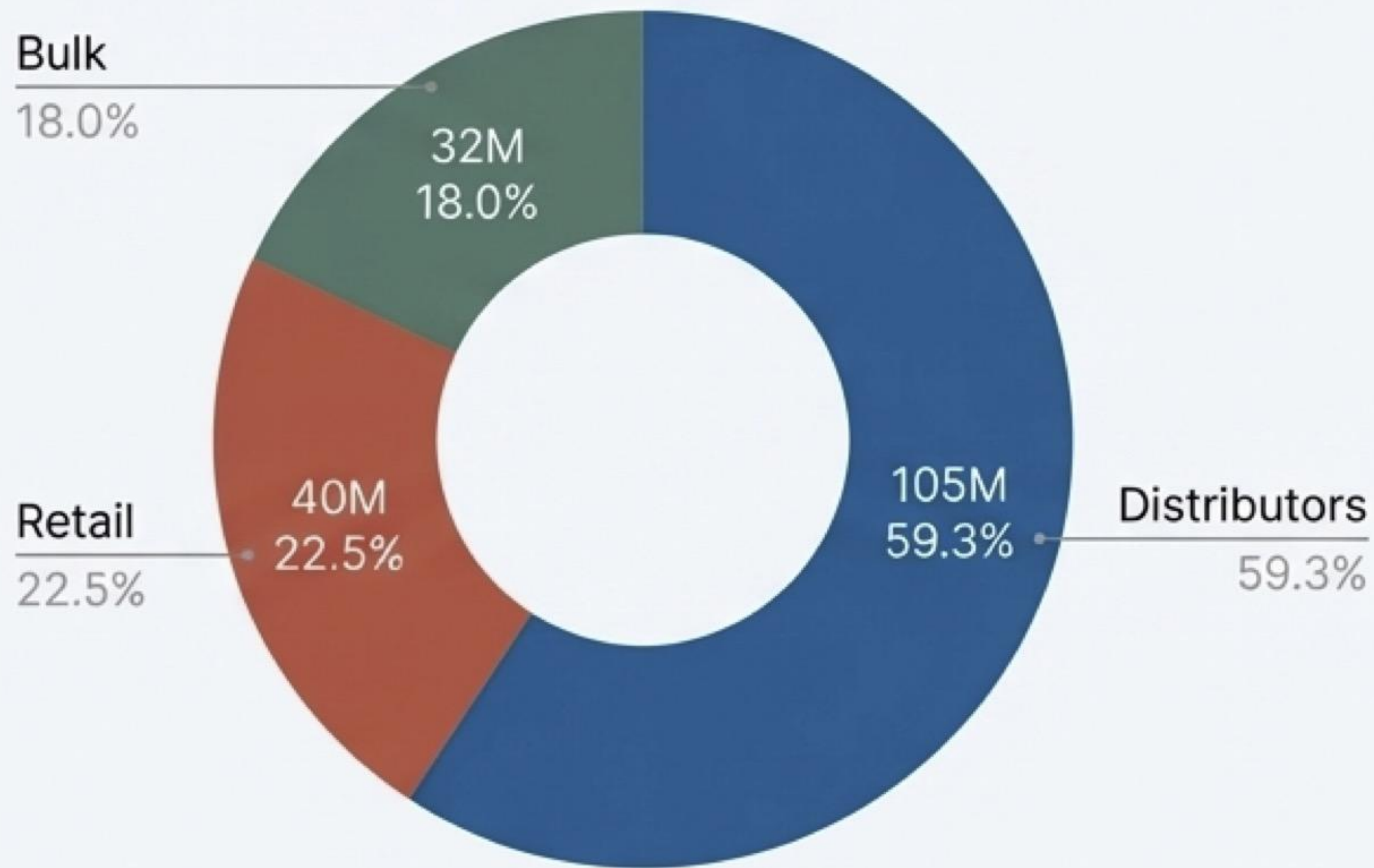


Imported goods are sourced at a **significantly lower discount**, indicating a potential area for strategic renegotiation.

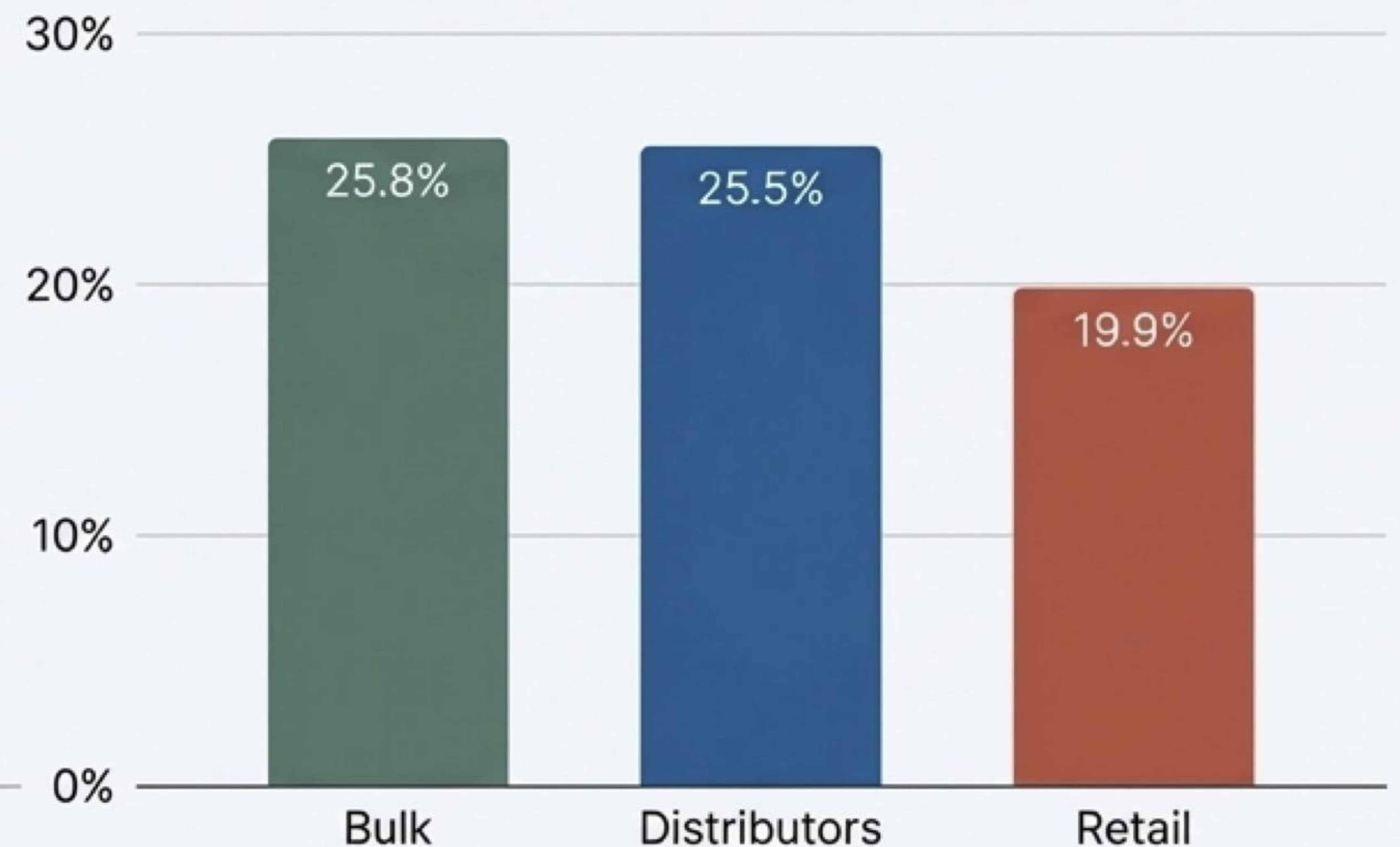


# While we rely heavily on Distributors for nearly 60% of our spend, they do not provide the best discounts.

Total Spend by Vendor Type



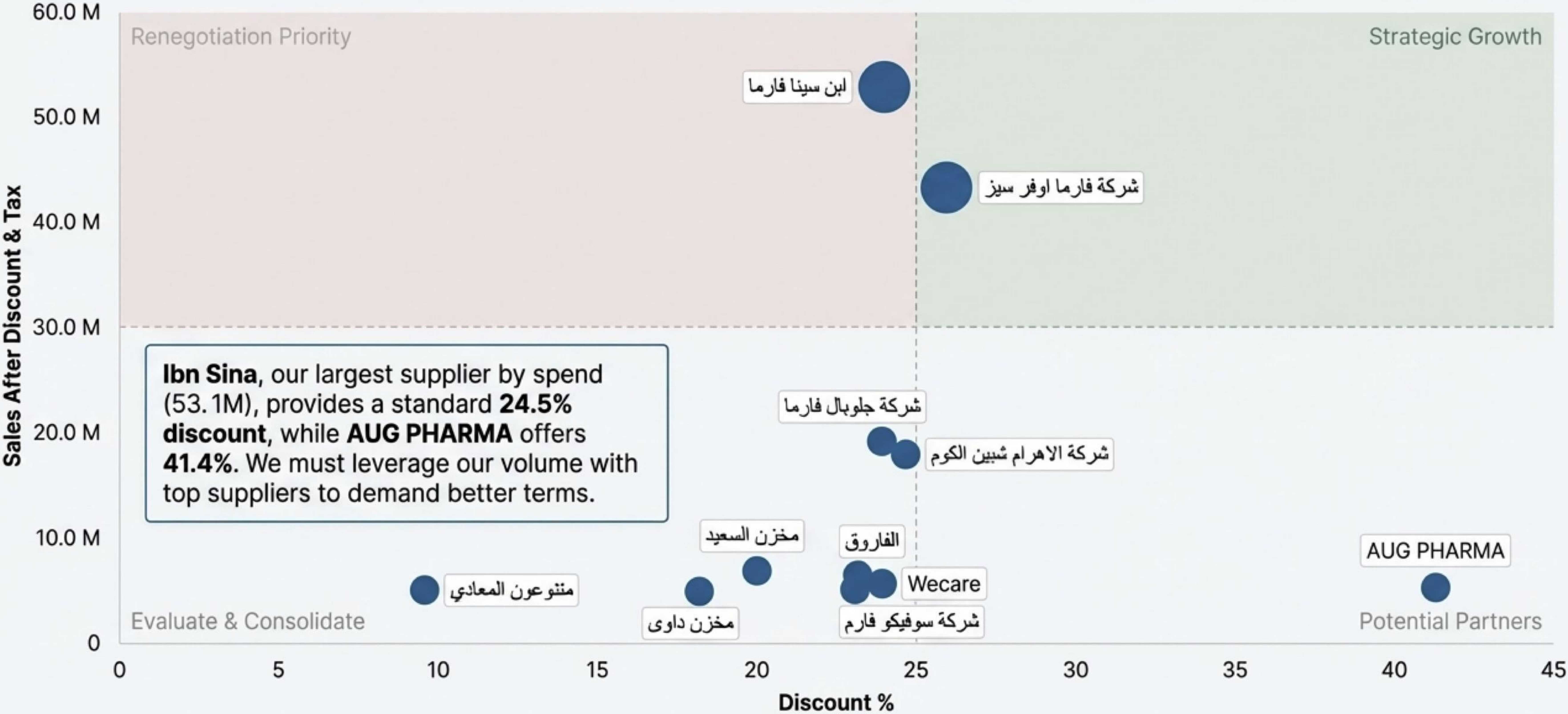
Average Discount by Vendor Type



We spend **40M annually with Retail vendors**, the lowest-performing category, securing **nearly 6% less in discounts** compared to Bulk suppliers. This misalignment costs us millions.

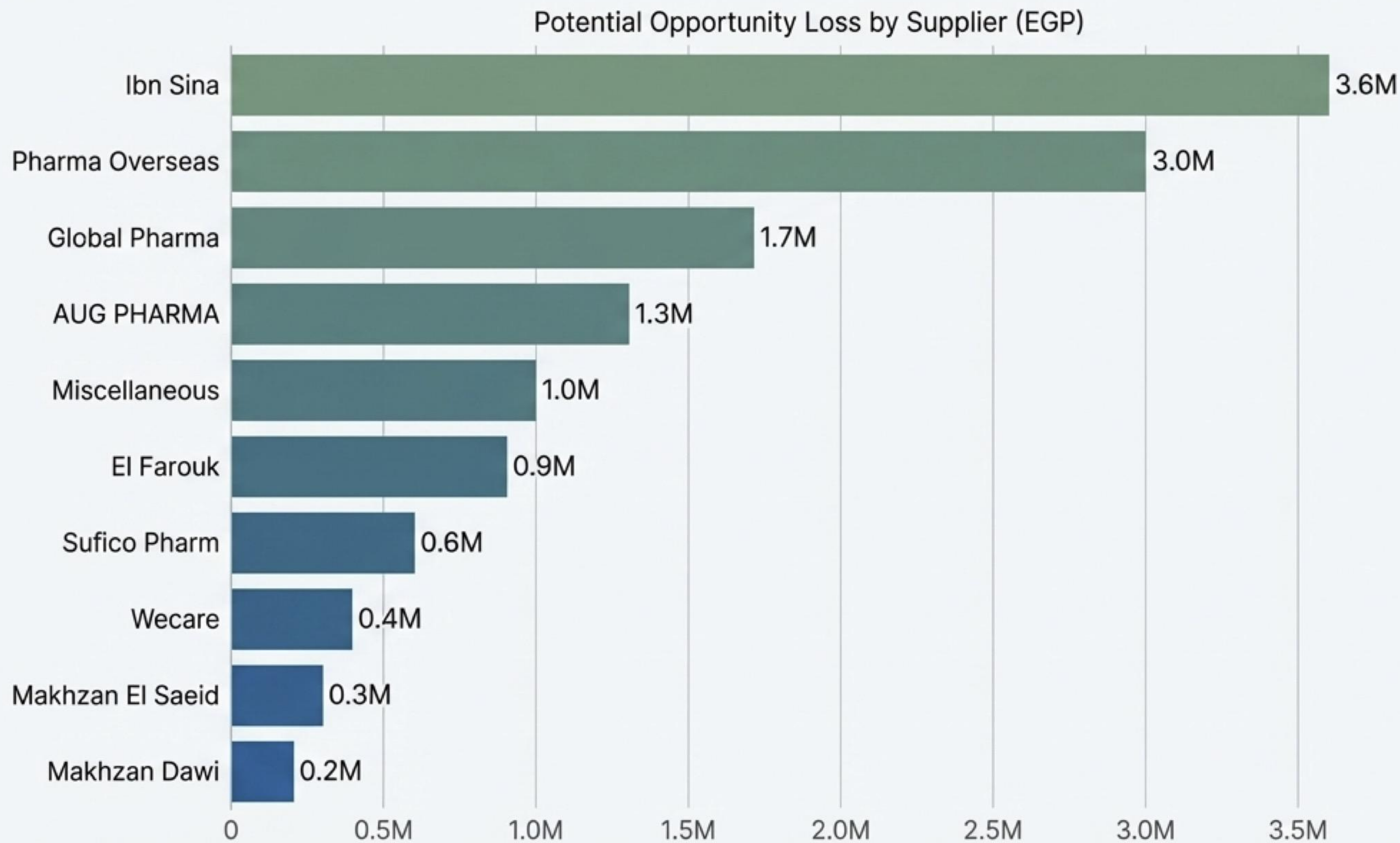


# Our top 11 suppliers account for 83% of spend, but their discount performance varies dramatically.





# 13M of our 17M total opportunity loss is concentrated within our top suppliers.

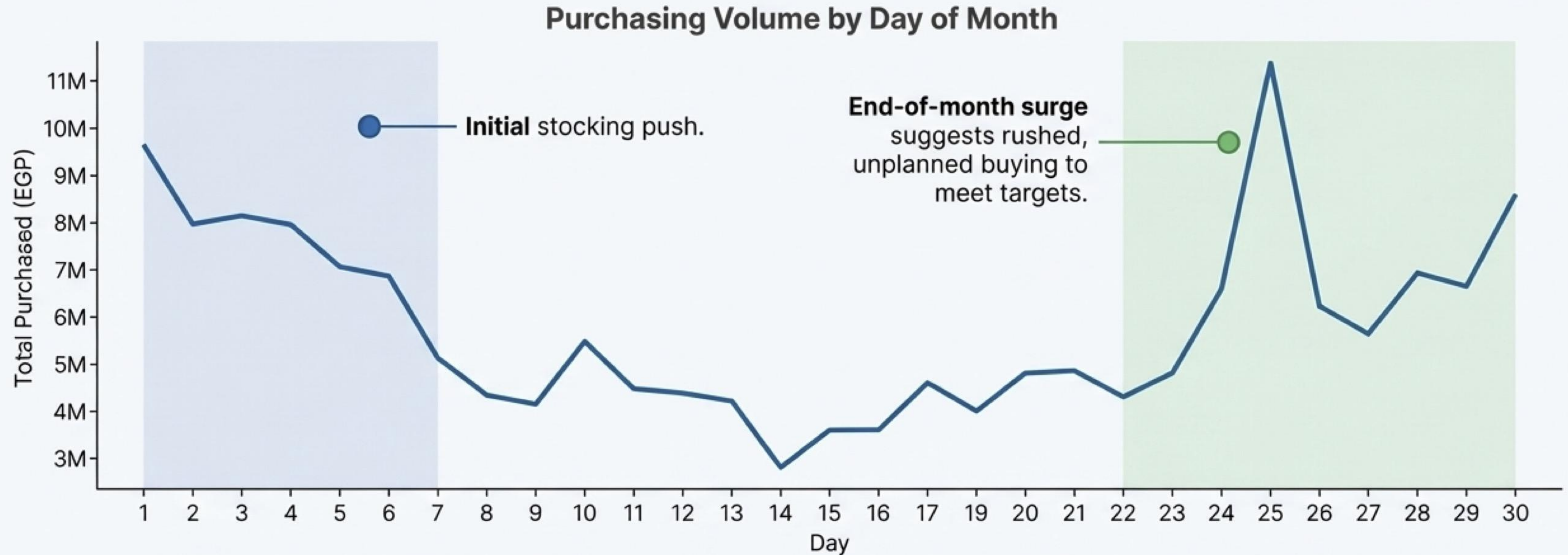


Just three suppliers—Ibn Sina, Pharma Overseas, and Global Pharma—account for over 8.3M, or nearly half of our total opportunity loss.

Focusing our negotiation efforts here will yield the highest return.



# Our purchasing patterns reveal a reactive, end-of-month rush, limiting our ability to secure optimal terms.



This predictable, last-minute spike signals urgency to our suppliers, weakening our negotiation leverage. A more evenly distributed purchasing cycle would allow for better planning and stronger price negotiation.



# A high volume of small, low-discount transactions is eroding our savings.



6,273

The number of individual bills  
under 25,000 EGP



16.2 M EGP

The total spend across these  
small bills



16%

The average discount  
achieved—significantly below  
our 24% company average

We are processing over 6,000 small-value bills with minimal oversight, resulting in a collective spend of **16.2M EGP** at a **sub-par 16% discount**. Consolidating these purchases could immediately unlock significant savings and reduce administrative overhead.



# The problem is escalating: our opportunity loss percentage has increased quarter over quarter.



The gap between our actual and potential savings grew by **1.5 percentage points** over the course of the year. Inaction will lead to an even larger opportunity loss next year as our purchasing volume continues to grow. **This trend must be reversed.**



# Capturing the 17M EGP opportunity requires a strategic focus on three key areas.



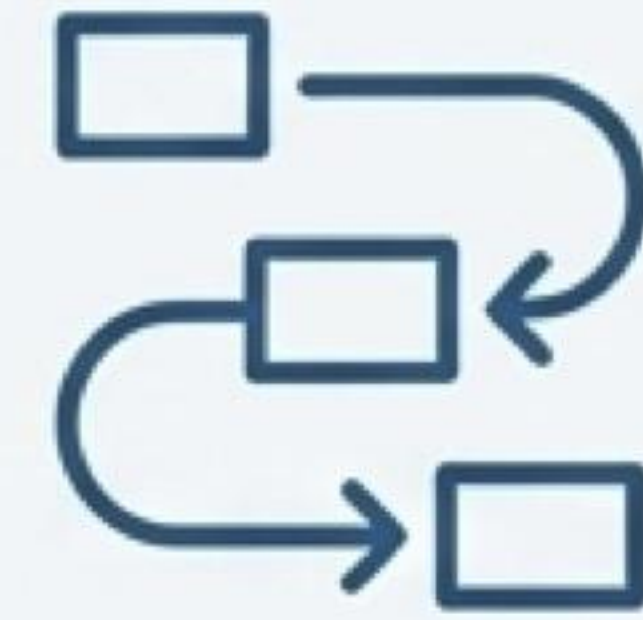
## Standardize Discounts

How do we **establish and enforce consistent discount targets** across all stores and product categories, using our best performers as the benchmark?



## Optimize Vendor Mix

How do we **segment our suppliers, renegotiate with high-volume underperformers, and strategically shift spend to partners** who offer **better value**?



## Streamline Processes

How can we move from **reactive**, end-of-month purchasing to a **planned, proactive procurement cycle** that strengthens our negotiating position and eliminates low-value transactions?