

Genomma Lab Delivers Strong Top Line Growth of 26.1% and a Consolidated Net Income Growth of 48.5% in 1Q 2009

GENOMMA LAB INTERNACIONAL ANNOUNCES FIRST QUARTER 2009 RESULTS

Mexico City, Mexico – April 28, 2009

Genomma Lab Internacional, S.A.B. de C.V. (BMV: LAB) (“Genomma Lab” or “the Company”), announced today its results for the quarter ended March 31, 2009. All figures included herein were prepared in accordance with Mexican GAAP; figures are stated in nominal Mexican pesos. Also, the following consolidated figures show the Company’s Spanish operations reclassified as discontinued operations according to Mexican GAAP.

1Q09 Highlights (vs. 1Q08)

- Net Sales reached Ps. 649.1 million, an increase of 26.1%
- Gross Profit was Ps. 477.3 million, an increase of 23.2%.
- EBITDA¹ increased 10.2% to Ps. 92.7 million.
- Consolidated Net Income rose 48.5% to Ps. 74.9 million.
- Earnings Per Share² increased 31.3% to Ps. 1.02 during the first quarter.
- International Net Sales rose 259.4%, to Ps. 115.4 million.
- During the first quarter, Genomma Lab successfully launched seven products under six existing brands (Base Brands³ and Prior Year Launches⁴) as part of our line extension strategy.
- The Company also launched two products under two New Brands⁵, as part of its new product launch plan during the first quarter.
- As of March 31, 2009 the Company had a net cash position of Ps. 1,078.6 million.
- During the first quarter of 2009, the Company also acquired Medicinas y Medicamentos Nacionales, S.A.P.I. de C.V. (“MMN”), a company with a broad product portfolio.

¹ EBITDA is defined as earnings before interest, taxes, depreciation and amortization.

² Earnings per share are for the last 12 months and were calculated using the weighted average of shares outstanding for the period.

³ As defined below.

⁴ As defined below.

⁵ As defined below.



Comments from the Chairman and CEO

Mr. Rodrigo Herrera, Chairman and Chief Executive Officer, stated: “We are pleased to report our 2009 first quarter results, which again demonstrate strong growth and profitability. As I have mentioned on past communications we have been very cautious in measuring the effect of the current economic slowdown. However, we have been gratefully surprised to see that consumer demand for our products has remained strong during the first quarter. We will remain cautious until we are sure that the economic situation, and its effect on products demand, has ended.

We will continue to develop and launch innovative products under key brands, supported by our continuous advertising strategy to drive growth in revenues, earnings and cash generation. Additionally, we are very excited about a series of initiatives currently under way, particularly the acquisition of MMN, which we believe will be accretive to our business in the near future. We will keep the market informed, regarding our acquisition of MMN in the upcoming months.”

Consolidated Results of Operations for the First Quarter of 2009

The following table shows our condensed and consolidated results of operations, in millions of pesos (except share and per-share data), the margin for each concept, as a percentage of Net Sales, as well as the variation in terms of percentage for the quarter period ended March 31, 2009 compared to the same period in 2008:

For the quarter period ended March 31, 2009 and 2008
(In thousands of current Mexican pesos)

	1st Quarter		
	2009	2008	%Var
Net Sales	649.1	514.6	26.1
Gross Profit	477.3	387.3	23.2
Gross Margin	73.5%	75.3%	(1.7)
EBITDA	92.7	84.1	10.2
EBITDA Margin	14.3%	16.4%	(2.1)
Operating Income	84.5	80.4	5.1
Consolidated Net Income	74.9	50.5	48.5
Consolidated Net Income Margin	11.5%	9.8%	1.7
Weighted average number of shares outstanding	528,732,133	421,698,000	25.4
EPS (12 months)*	1.02	0.77	31.3

*EPS is earnings per share calculated by dividing the consolidated net income of the past 12 months by the weighted average of shares outstanding for the quarter. The stock split that occurred during the first quarter of 2008 was retroactively applied in the above average number of share calculation.

The total number of shares outstanding as of March 31, 2009 totaled 527,891,113.



Net Sales rose 26.1% to Ps. 649.1 million for the first quarter of 2009 from Ps. 514.6 million for the first quarter of 2008. This increase resulted in Mexico from i) a 1.0% decrease (Ps. -4.7 million) from **Base Brands** to Ps. 470.0 million, including line extensions on these brands, ii) a 529.8% increase (Ps. 41.1 million) due to the full year effect of **Prior Year Launches**, including recent line extensions on these brands launched during 2008 to reach Ps. 48.8 million, iii) Ps. 14.8 million in the first quarter of 2009 from **New Brands** due to the launch of two new products under two New Brands during the period, and iv) a 259.4% increase (Ps. 83.3 million) in **International** operations to Ps. 115.4 million.

We classify Net Sales by brands in the following manner:

- 1) **Base Brands** were launched at least two years prior to the last fiscal year (2007, 2006, 2005, etc),
- 2) **Prior Year Launches** were brands launched during the prior fiscal year (2008),
- 3) **New Brands** were launched in the fiscal year just ended (2009), and
- 4) **International** refers to Net Sales from our international operations.

The following table shows Net Sales for the period detailed by brand:

(In thousands of Ps.)

Brand	Net Sales 1Q	% of Total Net Sales	Net Sales	Var %
	09		1Q 08	
ASEPXIA	70,378	10.8%	37,146	89.5%
CICATRICURE	57,321	8.8%	40,836	40.4%
NIKZON	41,495	6.4%	35,344	17.4%
MA EVANS	33,627	5.2%	-	N.A.
BENGUE	31,327	4.8%	27,802	12.7%
GOICOECHEA	30,307	4.7%	39,478	-23.2%
METABOL TONICS	29,689	4.6%	16,041	85.1%
LINEA M	27,251	4.2%	47,645	-42.8%
X RAY	23,986	3.7%	41,904	-42.8%
DALAY	20,407	3.1%	23,081	-11.6%
SILKA MEDIC	19,420	3.0%	22,147	-12.3%
BIO ELECTRO	17,767	2.7%	13,607	30.6%
GENOPRAZOL	16,201	2.5%	30,558	-47.0%
NEXT	14,722	2.3%	8,906	65.3%
Other Brands (< 2%)	99,767	15.4%	97,940	1.9%
Total Domestic	533,666	82.2%	482,433	10.6%
Total International	115,426	17.8%	32,118	259.4%
Total	649,092	100%	514,551	26.1%



Gross Profit increased 23.2% to Ps. 477.3 million for the first quarter 2009 compared to Ps. 387.3 million for the first quarter of 2008. Gross Margin decreased 1.8 percentage points, as a percentage of Net Sales, to 73.5% in the first quarter of 2009 compared to 75.3% for the same period of 2008. This decrease was primarily attributable to a higher cost of goods sold, as a percentage of Net Sales, in our Base Brands products and our Prior Year Launches which was partially offset by a lower cost of goods sold, as a percentage of Net Sales, in our New Brand's product launches.

Selling, General and Administrative Expenses, as a percentage of Net Sales, increased 0.9 percentage points to 60.5% for the first quarter of 2009 from 59.6% for the first quarter of 2008. This increase was primarily due to higher payroll and administrative expenses, as a percentage of Net Sales, since during 2008 the Company hired several top-level executives to support future growth, additionally there was an increase in advertising production expenses and distribution expenses, as a percentage of Net Sales, mainly due to the new product launches during the quarter. The increase was partially offset a lower advertising expense.

EBITDA increased 10.2% to Ps. 92.7 million for the first quarter of 2009, compared to Ps. 84.1 million for the first quarter of 2008. The EBITDA margin decreased 2.1 percentage points, as a percentage of Net Sales, to 14.3% for the first quarter of 2009 from 16.4% for the first quarter of 2008. The EBITDA margin decrease was primarily due to a 0.3 percentage point increase, as a percentage of Net Sales, in Selling, General and Administrative Expenses (excluding depreciation and amortization, which together increased 0.6 percentage points, as a percentage of Net Sales) in addition to a 1.8 percentage point increase in the cost of goods sold, as a percentage of Net Sales, for the aforementioned reasons.

EBITDA Reconciliation

For the first quarter period ended March 31, 2009 and 2008
(In thousands of current Mexican pesos)

	1st Quarter	
	<u>2009</u>	<u>2008</u>
EBITDA		
Consolidated Net Income (loss)	74,950	50,455
Discontinued operations (income) loss	423	4,053
Income tax expense (benefit)	23,093	18,476
Comprehensive financing (income) cost	(11,385)	6,515
Other expense (income), Net	(2,602)	899
Depreciation and amortization	8,202	3,674
EBITDA	<u>92,682</u>	<u>84,072</u>
<i>EBITDA margin</i>	14.3%	16.4%



Operating Income increased 5.1% to Ps. 84.5 million for the first quarter of 2009 compared to Ps. 80.4 million for the first quarter of 2008. Operating margin decreased 2.7 percentage points, as a percentage of Net Sales, to 13.0%, compared to 15.7% for same period in 2008. This decline was primarily due to the aforementioned increases in the cost of goods sold and Selling, General and Administrative expenses, as a percentage of Net Sales, in addition to an increase in depreciation and amortization due to the acquisition of fixed assets during 2008 and during the first quarter of 2009, such as computer equipment, transportation equipment and leasehold improvements.

Comprehensive Financing Income was Ps. 11.4 million for the first quarter of 2009, which represented an increase of Ps. 17.9 million compared to the Ps. 6.5 million financing cost reported for the first quarter of 2008. The increase was primarily a result of higher interest income to Ps. 19.9 million for the first quarter of 2009, from Ps. 0.4 million in the same period of 2008; primarily due to higher average balances of cash and equivalents in 2009. This income increase was partially offset by an increase in the monetary position loss, to Ps. 2.5 million in the first quarter of 2009, from Ps. 0.9 million for the first quarter of 2008; and a foreign exchange loss of Ps. 3.6 million in the first quarter of 2009, from a Ps. 0.6 million gain during the same period of 2008, primarily due to a depreciated US dollar balance against the Mexican peso for the period. As of March 31 2009, the Company maintained a US dollar treasury position of US\$25.2 million.

As of March 31, 2009, Genomma Lab had a total cash position of Ps. 1,078.6 million.

Consolidated Net Income increased 48.5% to Ps. 74.9 million for the first quarter of 2009 as compared to Ps. 50.5 million for the first quarter of 2008.

Balance Sheet

As of March 31, 2009, December 31, 2008 and March 31, 2008

(In millions of current Mexican pesos for the amounts of March 2009 and December 2008,

	As of March 31, 2009	As of March 31, 2008	Var Mar 09 vs Mar 08	As of December 31, 2008	Var Mar 09 vs Dic 08
Balance Sheet Information:					
Cash and equivalents	1,078.6	103.1	975.5	1,291.0	(212.5)
Trade receivables	759.0	501.5	257.5	688.9	70.1
Inventories	455.6	234.0	221.6	407.7	47.9
Other current assets	311.1	107.8	203.3	206.6	104.5
Total Assets	2,881.3	1,096.6	1,784.7	2,839.9	41.4
Suppliers	307.9	131.9	176.1	377.2	(69.3)
Other current liabilities	173.7	425.4	(251.7)	134.1	39.5
Loans with financial institutions	-	233.5	(233.5)	-	-
Total Liabilities	497.9	820.5	(322.5)	527.8	(29.9)
Stockholders Equity	2,383.4	276.2	2,107.2	2,312.1	71.2
Working Capital ⁽¹⁾	2,122.7	389.1	1,733.6	2,083.0	39.7
Working Capital less cash	1,044.1	286.0	758.1	792.0	252.1
Trade Receivables days	99	89	10	94	5
Inventories days	232	158	74	222	10
Suppliers days	157	89	68	205	(48)

⁽¹⁾ Working capital consists of current assets minus current liabilities.

Trade Receivables increased 51.3% (Ps. 257.5 million) to Ps. 759.0 million on March 31, 2009 from Ps. 501.5 million on March 31, 2008. Days of Trade Receivables increased 10 days, to 99 on March 31, 2009 from 89 on March 31, 2008. The collection cycle during the first quarter performed as expected under the terms agreed with our clients.

Inventories increased 94.7% (Ps. 221.6 million) to Ps. 455.6 million on March 31, 2009 from Ps. 234.0 million on March 31, 2008. Days of Inventories increased 74 days, to 232 on March 31, 2009 from 158 on March 31, 2008. The increase was primarily due to a rolling effect of the Inventories not sold during year-end 2008 (which already had replenishment compromises); an increase in Inventories of our products with a high rotation, anticipating a growing demand; and an Inventory buildup in our international operations in order to fulfill the expected demand in our most recent market incursions. We expect that Inventories should normalize during the following quarters of the year.



Suppliers increased 133.5% (Ps. 176.1 million) to Ps. 307.9 million on March 31, 2009, from Ps. 131.9 million on March 31, 2008. Days of Suppliers increased 68 days, to 157 on March 31, 2009 from 89 on March 31, 2008. This increase was due to improved credit conditions with Suppliers, achieved by leveraging our negotiations using a reverse factoring program (“*Cadenas Productivas*”), together with stricter management of payments in advance.

Other Current Assets increased 188.7% (Ps. 203.3 million) to Ps. 311.1 million on March 31, 2009 from Ps. 107.8 million on March 31, 2008. This change was attributable to an increase in receivable taxes and the acquisition of 100% of the shares of MMN on March 31, 2009, which has been temporarily registered as an investment in subsidiaries and will be consolidated in our operations during the second quarter of the year.

Other Current Liabilities decreased 59.2% (Ps. 251.7 million) to Ps. 173.7 million on March 31, 2009 from Ps. 425.4 million on March 31, 2008. This change was attributable to decreases in payable accumulated expenses, payable taxes and payable advertising.

During the first quarter of 2009, cash flow from our operations and cash on hand was sufficient to meet our liquidity requirements.

Operations Summary

Net Sales for the First Quarter

For the first quarter of 2009, Net Sales of our OTC pharmaceutical products increased 0.2%⁶ compared to the first quarter of 2008. During the first quarter of 2009, the Company launched three new OTC products.

Net sales of our personal care products increased 28.2%⁷ for the first quarter of 2009 compared to the first quarter of 2008. During the first quarter of 2009 the Company launched six new personal care products.

⁶ Includes growth of OTC pharmaceutical products in Mexico only.

⁷ Includes growth of personal care products in Mexico only.



Net sales of our international operations increased 259.4% to Ps. 115.4 million for the first quarter of 2009 compared to Ps. 32.1 million for the same period in 2008. This growth was a result of obtaining product registrations in our existing Latin American and Argentinean Operations.

New Products Launches and Line Extensions

During the first quarter of 2009, we launched seven line extensions of **Base Brands** and two new products under two **New Brands**; among these were:

QG5 is a new brand which is comprised of one OTC product. QG5 is made of a revolutionary formula made from guava leaf which has proved to be effective in the treatment of colitis;

Ma Evans Hair Color, a line extension of the *Ma Evans* shampoo brand for men, which was launched during 2008 to compete in the anti-hair loss category. *Ma Evans Hair Color* launch includes three skus which include the most common colors that our target male consumers dye their hair;

Asepxia Liquid Makeup, a line extension of our anti-acne brand, *Asepxia*, which builds as a complementary line our very successful launch during 2008 of *Aspepxia Makeup*.

Other Events

- During the first quarter of 2009, the Company acquired MMN, a company with a broad product portfolio within the categories of analgesics, cold remedies, anti-fungal, anti-inflammatory, expectorants and multivitamins, among others. Genomma Lab purchase amount for a 100% of the shares of MMN was Ps. 115 million, which represents an annualized adjusted Net Sales multiple of 0.77x. As done in earlier acquisitions, Genomma Lab expects to launch a number of products that come from the acquisition of MMN during the year. MMN is recently created company which owns the rights and brands of the aforementioned products, thereby, Genomma Lab will not consolidate historic sales. For strategic reasons, more detail on these launches will be provided in the upcoming months.
- During the first quarter of 2009, the Company's stock repurchase program initiated operations.
- Additionally during the period, the Company hired the market making services from IXE Casa de Bolsa in order to provide higher liquidity to our shareholders.



Company Description

Genomma Lab Internacional, S.A.B. de C.V. is one of the fastest growing over-the-counter pharmaceutical and personal care products companies in Mexico. Genomma Lab develops, sells and markets a broad range of premium branded products, many of which are leaders in the categories in which they compete in terms of sales and market share. Through a combination of a successful new products development process, consumer-oriented marketing, a broad retail distribution network and a low-cost, highly flexible operating model.

The Company had net sales of Ps. 2,629.4 million and EBITDA of Ps. 691.1 million in 2008. Genomma Lab's shares are listed on the Mexican Stock Exchange under the ticker symbol "LAB.B" (Bloomberg: labb.mx).

Note on Forward-Looking Statements

This report may contain certain forward-looking statements and information relating to the Company that reflect the current views and/or expectations of the Company and its management with respect to its performance, business and future events. Forward looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain words like "believe," "anticipate," "expect," "envisages," "will likely result," or any other words or phrases of similar meaning. Such statements are subject to a number of risks, uncertainties and assumptions. We caution you that a number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in this presentation and in oral statements made by authorized officers of the Company. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates. The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Income Statement

Genomma Lab Internacional S.A.B. de C.V. and subsidiaries

Consolidated statements of operations
2009 and 2008
(In thousands of current Mexican pesos)

	First Quarter		
	<u>2009</u>	<u>2008</u>	<u>% Var</u>
Net sales	\$ 649,092	514,551	26%
Costs and expenses:			
Cost of sales	171,825	127,249	35%
Selling, general and administrative expenses	<u>392,788</u>	<u>306,904</u>	28%
Total costs and expenses	564,613	434,153	30%
Income from operations	84,479	80,398	5%
Other (expense)- Net	<u>2,602</u>	<u>(899)</u>	-389%
Comprehensive financing income (cost)			
Interest (expense)	(1,433)	(6,119)	-77%
Interest income	19,880	404	4821%
Exchange gain (loss)	(3,579)	600	-696%
Monetary position (loss)	(2,465)	(943)	0%
Effects of exchange rate changes on foreign operations	<u>(1,019)</u>	<u>(456)</u>	0%
	<u>11,385</u>	<u>(6,515)</u>	-275%
Income before income taxes	98,466	72,985	35%
Income tax expense (benefit)	23,093	18,476	25%
Discontinued operations (loss)	(423)	(4,053)	-90%
Consolidated net income (loss)	\$ <u>74,950</u>	<u>50,455</u>	49%
Consolidated net income (loss)	\$ 74,950	50,455	49%
Net loss (income) of minority stockholders	\$ (669)	848	0%
Net income of majority stockholders	\$ <u>74,281</u>	<u>51,303</u>	45%

Balance Sheet

Genomma Lab Internacional S.A.B. de C.V. and subsidiaries

Consolidated balance sheets
As of March 31, 2009 and 2008.
(In thousands of current Mexican Pesos)

	Mar-09	Mar-08	\$ Var	% Var
Assets				
Current assets:				
Cash and equivalents	1,078,584	103,051	975,533	947%
Share buy back fund	9,923	-	9,923	n.a.
Employee Share buy back fund	23,185	-	23,185	n.a.
Accounts receivable-Net	873,986	530,947	343,039	65%
Inventory - Net	455,576	233,998	221,578	95%
Prepaid expenses and other current assets	30,940	41,199	(10,259)	-25%
Due from related parties	17,047	37,124	(20,077)	-54%
Discontinued operations	22,728	22,393	334	1%
Total current assets	2,511,969	968,712	1,543,257	159%
Equipment- net	107,949	50,184	57,765	115%
Trademarks	80,638	65,565	15,073	23%
Investments in subsidiaries	115,050	-	115,050	n.a.
Deferred income tax	16,621	4,230	12,391	293%
Other assets- Net	48,677	4,494	44,183	983%
Discontinued operations	415	3,453	(3,037)	-88%
	261,401	77,741	183,660	236%
Total Assets	2,881,319	1,096,637	1,784,682	163%
Current Liabilities:				
Loans with financial institutions	-	233,499	(233,499)	-100%
Trade accounts payable	307,930	131,871	176,059	134%
Due to related parties	303	-	303	n.a.
Accrued expenses and taxes other than income taxes	145,230	291,104	(145,874)	-50%
Deferred Income	-	46,824	(46,824)	-100%
Income tax payable	28,150	86,438	(58,288)	-67%
Statutory employee profit sharing	3,923	708	3,214	454%
Discontinued operations	6,753	22,365	(15,613)	-70%
Employee retirement obligations	5,644	7,666	(2,022)	-26%
			-	
Total Liabilities	497,932	820,475	(322,542)	-39%
Capital stock	274,924	266,316	8,607	3%
Additional paid in capital	1,553,938	-	1,553,938	n.a.
Retained earnings	519,413	(40,604)	560,017	-1379%
Net income	74,281	50,456	23,825	47%
Cumulative translation effects of foreign subsidiaries	3,473	(5)	3,478	-63772%
Share buyback fund	(42,641)	-	(42,641)	n.a.
Total stockholders equity	2,383,387	276,162	2,107,224	763%



Cash Flow Statement

Genomma Lab Internacional S.A.B. de C.V. and subsidiaries

Consolidated cash flow statement

For the three months ended March 31st, 2009

	2009
Operating activities:	
Income for continued operations	\$98,043
Items that did not require resources:	
Depreciation and amortization	8,202
Not realized foreign exchange gains or losses	(809)
Gain on fixed assets sale	(12)
Income tax	1,169
Employee termination obligations, net	879
Employee profit sharing	2,085
Other financing activities	<u>16</u>
	109,573
(Increase) Decrease in accounts receivable	(130,286)
(Increase) Decrease in inventories	(47,914)
Increase (Decrease) in accounts payable	(69,158)
Increase (Decrease) in payable tax	(32,322)
Other, Net	104,021
Shared based payments	9,855
Discontinued operations	(3,351)
Net Cash flow generated (used) in operating activities after discontinued operations	<u>(59,582)</u>
Investing activities:	
Investments (acquisition)	(2,501)
Other capital expenditures (acquisition)	(127,627)
Discontinued operations	10
Net cash flow generated (used) in investing activities	<u>(130,118)</u>
Net cash flow from Investing	<u>(189,700)</u>
Financing activities:	
Stock repurchases	(11,342)
Payable interest from prior periods	(16)
Gain on stock repurchases	(220)
Minority interest	(514)
Net cash flow provided from financing activities	<u>(12,092)</u>
Net increase in cash and equivalentes before foreign exchange adjustments coming from International operations and inflationary effects.	(201,792)
Foreign exchange and inflationary effects from International operations	<u>(1,648)</u>
Net increase (decrease) in cash	(203,440)
Cash and equivalentes beginning of period	<u>1,315,132</u>
Cash and equivalente end period balance.	<u>1,111,692</u>