

Mexico City, January 14<sup>th</sup>, 2013

## **GENOMMA LAB ANNOUNCES ITS 2013 EARNINGS GUIDANCE**

Genomma Lab Internacional S.A.B. de C.V. (BMV: LAB) ("Genomma Lab" or "the Company"), today announces its 2013 earnings guidance.

The Company expects Net Sales growth of at least 16%, and an EBITDA margin of more than 26.5% for the full year results of 2013.

This year's growth will be mainly driven by the international expansion, as well as by the main initiatives of the Company. The percentage of Net Sales that the international operations represent is expected to increase by the end of 2013, which will strengthen the Company's presence in countries outside of Mexico. This international expansion will mainly come from the launch of brands from Genomma Lab's portfolio in other markets, launches of brands that were acquired and licensed during 2012 in Argentina and Brazil, an increase in the number of points of sale, and the expansion to other countries.

It is worth mentioning that the Company has important initiatives in the United States. However, it is currently premature to measure the total effect of these initiatives; therefore, the Company has decided to give its 2013 earnings guidance excluding the results that could derive from them. As these initiatives advance, the Company will be giving additional information to the market.

We are confident that the base business as well as the new initiatives will have a strong and sustained growth, bringing positive results to our investors.

## **Company Description**

Genomma Lab Internacional, S.A.B. de C.V. is one of the fastest growing pharmaceutical and personal care products companies in Latin America. 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. The Company has a sound business model through a unique combination of a new product development process, consumer oriented marketing, a broad retail distribution network and a low-cost, highly flexible supply chain operating model. Genomma Lab shares are traded in the Mexican Stock Exchange under the symbol "LAB.B" (Bloomberg: labb.mx).

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## **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.