# Genomma Lab Internacional Announces its Second Quarter 2011 Results 

Mexico City, Mexico - July $27^{\text {th }}, 2011$

Genomma Lab Internacional, S.A.B. de C.V. (BMV: LAB) ("Genomma Lab" or "the Company"), announced today its results for the quarter ended June 30, 2011. All figures included herein were prepared in accordance with Mexican GAAP and are stated in nominal Mexican pesos.

2Q 2011 Highlights (vs. 2Q 2010)
> Net Sales for the quarter reached Ps. 1.72 billion, increasing $27.7 \%$, while Net Sales for the first half of the year increased $30.0 \%$ to Ps. 3.20 billion.
> EBITDA ${ }^{1}$ rose in the quarter $19.5 \%$ to Ps. 413.9 million, achieving a $24.1 \%$ margin. For the first half of the year EBITDA rose $27.6 \%$ to Ps. 647.5 million, reaching a $20.3 \%$ margin.
> Consolidated Net Income increased $19.1 \%$ to Ps. 272.5 million in the second quarter, and $26.4 \%$ during the first half of the year to Ps. 416.4 million. Earnings per Share ${ }^{2}$ increased $30.0 \%$ to Ps. 1.09 during the second quarter.
> International Net Sales rose $55.3 \%$ to Ps. 439.5 million during the quarter, amounting to Ps. 833.3 million during the first half of the year, which represents a $39.5 \%$ growth.
> During the second quarter Genomma Lab successfully launched 22 products under 8 existing brands and 7 products under 3 New Brands ${ }^{3}$.

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## Quarterly Report 2Q11



## Comments from the Chairman and CEO

Mr. Rodrigo Herrera, Chairman and Chief Executive Officer, stated: "We are announcing our second quarter of 2011 results, which are in line with our 2011 guidance. The recently acquired brands are starting to show positive results and we expect them to account for a larger part of our sales as we continue with our re-launching strategy during the rest of the year. We also expect our international operations to keep increasing their overall sales share, and to be one of the main drivers of the Company's growth.
"Our International Sales continued to show strong signs of growth, mainly driven by launches of new products and higher penetration within the markets in which we participate. We are especially optimistic about Brazil, which continues to deliver strong growth, and the US, where we see a very important opportunity since sales are showing increasingly positive results and we expect them to continue improving in the coming months. The sales in our international operations were lead by Brazil, Colombia, and Argentina. These results are in line to achieve our 5 -year goal to become the number one OTC pharmaceutical company in Latin America.
"Additionally, during the second quarter we made a reconfiguration of our Primer Nivel Por Tu Salud strategy, which consists of more efficient and controlled ways to get to the points of sale, creating a more specialized and efficient distribution force, and a pricing strategy that will lead us to increase our sales in this segment, as we have already done this second quarter.
"We remain optimistic about the second half of the year since we will be re-launching our acquired brands as well as line extensions under our existing brands, which will translate in sustained growth for the Company."

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## Consolidated Results of Operations for the Second Quarter of 2011

The following table shows 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 ended June 30, 2011 are compared to the same period of 2010:

For the quarter and six month period ended June 30, 2011 and 2010
(In millions of current Mexican Pesos)

|  | 2nd Quarter |  |  |
| :---: | :---: | :---: | :---: |
|  | 2011 | 2010 | \%Var |
| Net Sales | 1,716.9 | 1,344.4 | 27.7 |
| Gross Profit | 1,216.8 | 982.9 | 23.8 |
| Gross Margin | 70.9\% | 73.1\% | (2.2) |
| EBITDA ${ }^{1}$ | 413.9 | 346.5 | 19.5 |
| EBITDA Margin | 24.1\% | 25.8\% | (1.7) |
| Operating Income | 392.4 | 325.1 | 20.7 |
| Operating Income Margin | 22.9\% | 24.2\% | (1.3) |
| Net Income of Majority Shareholders | 267.3 | 227.3 | 17.6 |
| Net Income of Majority Shareholders Margin | 15.6\% | 16.9\% | (1.3) |
| Weighted average number of shares outstanding | 1,052,749,426 | 1,052,675,580 | 0.0 |
| EPS (12 months) ${ }^{2}$ | 1.09 | 0.84 | 30.0 |


| January to June |  |  |
| ---: | ---: | ---: |
| $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 0}$ | \%Var |
| $3,195.0$ | $2,456.8$ | 30.0 |
| $2,251.8$ | $1,750.5$ | 28.6 |
| $70.5 \%$ | $71.2 \%$ | $(0.7)$ |
| 647.5 | 507.5 | 27.6 |
| $20.3 \%$ | $20.7 \%$ | $(0.4)$ |
| 606.2 | 471.4 | 28.6 |
| $19.0 \%$ | $19.2 \%$ | $(0.2)$ |
| 404.9 |  |  |
| $12.7 \%$ | 324.8 | 24.7 |
|  | $13.2 \%$ |  |
|  |  | $(0.5)$ |
| $1,052,749,426$ | $1,052,735,503$ |  |
| 1.09 | 0.84 | 0.0 |
|  |  | 30.0 |

${ }^{1}$ EBITDA is calculated by adding Depreciation and Amortization to the Operating Income.
${ }^{2}$ Earnings per share are for the last 12 months and were calculated using the weighted average of shares outstanding for the period. The total number of shares outstanding as of June 30, 2011 totaled 1,052,749,426.

Net Sales rose $27.7 \%$ to Ps. 1.72 billion for the second quarter of 2011, from Ps. 1.34 billion for the second quarter of 2010. This increase resulted from the combination of the following: i) a $1.8 \%$ increase (Ps. 18.4 million) from Base Brands in Mexico, amounting to Ps. 1.04 billion, including line extensions on these brands; ii) a $210.9 \%$ increase (Ps. 80.3 million) due to the full year effect of Prior Year Launches in Mexico, including the recent line extensions on these brands launched during 2010, to reach Ps. 118.4 million; iii) Ps. 117.3 million in the second quarter of 2011 from New Brands in Mexico related to the launch of 7 new products under 3 New Brands; and, iv) a $55.3 \%$ increase (Ps. 156.5 million) coming from International operations, totaling Ps. 439.5 million.

On an accumulated basis, as of June $30^{\text {th }}$ 2011, Base Brands in Mexico grew 11.2\%; Prior Year Launches in Mexico grew 240.8\%; sales from New Brands in Mexico amounted to Ps. 157.4 million; and International sales increased $39.5 \%$.

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Net Sales by brands are classified as follows:

1) Base Brands represent brands launched at least two years prior to the last fiscal year (2009, 2008, 2007 and earlier) in Mexico,
2) Prior Year Launches ${ }^{4}$ are brands launched during the prior fiscal year (2010) in Mexico,
3) New Brands are brands launched during the current fiscal year (2011) in Mexico, and
4) International refers to Net Sales of brands from our international operations.

The following table shows Net Sales for the first half of 2011 and 2010, detailed by brand:
(In millions of current Mexican Pesos)

| BRAND | NET SALES <br> 1H11 | \% OF TOTAL <br> NET SALES | NET SALES <br> 1H10 | VAR \% |
| :--- | :---: | :---: | :---: | :---: |
| PRIMER NIVEL | 180.7 | $5.7 \%$ | 222.0 | $-18.6 \%$ |
| ASEPXIA | 164.6 | $5.2 \%$ | 167.3 | $-1.6 \%$ |
| GOICOECHEA | 135.1 | $4.2 \%$ | 99.5 | $35.8 \%$ |
| CICATRICURE | 131.7 | $4.1 \%$ | 68.2 | $93.2 \%$ |
| TIO NACHO | 115.3 | $3.6 \%$ | 45.5 | $153.6 \%$ |
| MA EVANS | 112.6 | $3.5 \%$ | 41.3 | $172.9 \%$ |
| VANART | 111.3 | $3.5 \%$ | 0.0 | NA |
| LINEA M | 96.2 | $3.0 \%$ | 59.0 | $63.0 \%$ |
| UNESIA | 86.2 | $2.7 \%$ | 117.6 | $-26.7 \%$ |
| SHOT B | 75.5 | $2.4 \%$ | 80.4 | $-6.1 \%$ |
| NEXT | 72.2 | $2.3 \%$ | 73.0 | $-1.1 \%$ |
| SILKA MEDIC | 71.6 | $2.2 \%$ | 69.7 | $2.7 \%$ |
| NIKZON | 70.2 | $2.2 \%$ | 104.8 | $-33.1 \%$ |
| X RAY | 68.7 | $2.2 \%$ | 65.2 | $5.5 \%$ |
| SUEROX | 67.5 | $2.1 \%$ | 48.7 | $38.6 \%$ |
| GENOPRAZOL | 62.4 | $2.0 \%$ | 58.7 | $6.4 \%$ |
| SUBTOTAL | $1,621.8$ | $50.8 \%$ | $1,320.9$ | $22.8 \%$ |
|  |  |  |  |  |
| OTHER BRANDS (<2\%) | 739.8 | $23.2 \%$ | 538.7 | $37.3 \%$ |
| TOTAL MEXICO | $2,361.7$ | $73.9 \%$ | $1,859.6$ | $27.0 \%$ |
| INTERNATIONAL |  |  |  |  |
| TOTAL | 833.3 | $26.1 \%$ | 597.2 | $39.5 \%$ |

[^1]
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Gross Profit increased $23.8 \%$ to Ps. 1.22 billion for the second quarter of 2011, compared to Ps. 982.9 million during the second quarter of 2010. Gross Margin decreased 2.2 percentage points, as a percentage of Net Sales, to $70.9 \%$ in the second quarter of 2011, compared to $73.1 \%$ in the same period of 2010. This decrease in margin was primarily due to a substantially higher weight in overall sales during the second quarter of 2011 compared to the second quarter of 2010 from our Primer Nivel por tu Salud brand, which has a higher cost of goods sold as a percentage of Net Sales, as well as to a change in our product mix, as we had more PC products sales during this quarter, following our recent brand acquisitions, such products have also higher cost of goods sold as a percentage of Net Sales.

Selling, General and Administrative Expenses, as a percentage of Net Sales, decreased 0.9 percentage points to $48.0 \%$ for the second quarter of 2011, from $48.9 \%$ for the second quarter of 2010. This decrease was mainly driven by corporate leverage achieved in most of the SG\&A expenses as a result of the increase in Net Sales during the second quarter of 2011, compared to the same period of 2010.

EBITDA increased $19.5 \%$ to Ps. 413.9 million in the second quarter of 2011, compared to Ps. 346.5 million in the second quarter of 2010 . The EBITDA margin decreased 1.7 percentage points, as a percentage of Net Sales, to $24.1 \%$ for the second quarter of 2011, from $25.8 \%$ for the second quarter of 2010. The EBITDA margin decrease was primarily due to a 2.2 percentage point increase in the cost of goods sold as a percentage of Net Sales, which was partially offset by a 0.5 percentage points decrease in the Selling, General and Administrative Expenses (excluding Depreciation and Amortization) as a percentage of Net Sales.

## EBITDA Reconciliation

For the quarters ended June 30, 2011 and 2010
(In millions of current Mexican pesos)

|  | Secod Quarter |  |
| :--- | :---: | :---: |
|  | $\mathbf{2 0 1 1}$ | $\underline{\mathbf{2 0 1 0}}$ |
| Consolidated net income (loss) | 272.5 | 228.8 |
| Discontinued operations | - | - |
| Income tax expense (benefit) | 117.5 | 98.9 |
| Not consolidated subsidiaries (income) | $(1.3)$ | 6.7 |
| Comprehensive financing (income) cost | 3.2 | $(7.4)$ |
| Other expense (income), net | 0.5 | $(1.8)$ |
| Operation income | $\mathbf{3 9 2 . 4}$ | $\mathbf{3 2 5 . 1}$ |
|  |  | 21.5 |
| Depreciation and amortization |  | 21.4 |
|  |  | $\mathbf{4 1 3 . 9}$ |
| EBITDA | $24.1 \%$ | $\mathbf{3 4 6 . 5}$ |
| EBITDA margin |  | $25.8 \%$ |

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Operating Income increased $20.7 \%$ to Ps. 392.4 million for the second quarter of 2011, compared to Ps. 325.1 million for the second quarter of 2010. Operating Margin decreased 1.3 percentage points, as a percentage of Net Sales, to $22.9 \%$, compared to $24.2 \%$ for the same period in 2010. This increase is a result of the aforementioned reasons along with a decrease in Depreciation and Amortization, as a percentage of Net Sales.

Comprehensive Financing Result resulted in a Ps. 3.2 million loss for the second quarter of 2011, which represented a decrease of Ps. 10.6 million, compared to a Ps. 7.4 million gain in the second quarter of 2010. This decrease was primarily a result of: i) a Foreign Exchange Loss that reached Ps. 1.8 million during the second quarter of 2011 , compared to Ps. 3.1 million gain during the same period of 2010; ii) an increase in Financial Expenses of Ps. 13.8 million to Ps. 16.0 million during the second quarter of 2011 , compared to Ps. 2.2 million during the same period of 2010, this increase was mainly due to the recently acquired debt; iii) a lower Interest Income of Ps. 6.3 million during the second quarter of 2011 , from Ps. 7.3 million in the same period of 2010; iv) no Monetary Position loss during the second quarter of 2011, compared to a Ps. 1.9 million loss in the same period of 2010; and v) a decrease of Ps. 7.2 million in the effects of the Exchange Rate from Foreign Operations to an Ps. 8.4 million loss in the second quarter of 2011, from a Ps. 1.2 million loss during the same period of 2010. As of June 30, 2011, the Company had a total cash position of Ps. 885.2 million.

Consolidated Net Income increased $19.1 \%$ to Ps. 272.5 million for the second quarter of 2011, compared to Ps. 228.8 million for the second quarter of 2010.

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## Balance Sheet

As of June 30, 2011, June 30, 2010 and December 31, 2010
(In millions of current Mexican pesos for the amounts of June 2011 and June 2010)
Balance Sheet Information:
Cash and Equivalents
Clients
Inventories
Other current Assets
Total Assets
Suppliers
Other current Liabilities
Long-term Loans with financial institutions
Total Liabilities
Stockholders Equity
Working Capital ${ }^{(1)}$
Working Capital less cash
Accounts Receivable days
Inventories days
Suppliers days
Cash Conversion Cycle

| June 30,2011 |
| ---: |
|  |
| 885.2 |
| $2,803.9$ |
| $1,143.1$ |
| 350.1 |
| $7,338.8$ |
| 823.8 |
| 758.6 |
| 850.0 |
| $2,854.8$ |
| $4,484.0$ |
|  |
| $3,599.8$ |
| $2,714.6$ |
| 144 |
| 201 |
| 145 |
| 200 |


|  | Var <br> June 30, 2010 | \% Var '11 vs <br> Jun '10 |
| ---: | ---: | ---: |
|  |  | Jun '11 vs <br> Jun'10 |
| 736.6 | 148.6 | $20.2 \%$ |
| $1,781.9$ | $1,022.0$ | $57.4 \%$ |
| 743.5 | 399.7 | $53.8 \%$ |
| 264.9 | 85.2 | $32.2 \%$ |
| $4,594.6$ | $2,744.3$ | $59.7 \%$ |
| 606.3 | 217.5 | $35.9 \%$ |
| 467.2 | 291.4 | $62.4 \%$ |
| - | 850.0 |  |
| $1,206.7$ | $1,648.1$ | $136.6 \%$ |
| $3,387.9$ | $1,096.2$ | $32.4 \%$ |
|  |  |  |
| $2,453.2$ | $1,146.6$ | $46.7 \%$ |
| $1,716.7$ | 997.9 | $58.1 \%$ |
|  |  |  |
| 122 | 22 | $17.9 \%$ |
| 177 | 24 | $13.3 \%$ |
| 144 | 1 | $0.1 \%$ |
| 155 | 45 | $29.2 \%$ |


| December 31, <br> 2010 | Var <br> Jun'11 vs <br> Dec '10 | \% Var <br> Jun'11 vs <br> Dec '10 |
| ---: | ---: | ---: |
|  |  |  |
| $1,454.2$ | $(569.0)$ | $-39.1 \%$ |
| $1,937.4$ | 866.4 | $44.7 \%$ |
| 946.7 | 196.5 | $20.8 \%$ |
| 345.8 | 4.3 | $1.2 \%$ |
| $5,830.9$ | $1,507.9$ | $25.9 \%$ |
| 969.1 | $(145.3)$ | $-15.0 \%$ |
| 578.6 | 180.0 | $31.1 \%$ |
| - | 850.0 |  |
| $1,719.3$ | $1,135.5$ | $66.0 \%$ |
| $4,111.6$ | 372.4 | $9.1 \%$ |
|  |  |  |
| $3,136.3$ | 463.5 | $14.8 \%$ |
| $1,682.1$ | $1,032.5$ | $61.4 \%$ |
|  |  |  |
| 111 | 33 | $29.5 \%$ |
| 188 | 13 | $6.8 \%$ |
| 192 | $(47)$ | $-24.8 \%$ |
| 107 | 93 | $87.3 \%$ |

Cash and Equivalents increased 20.2\% (Ps. 148.6 million) to Ps. 885.2 million as of June 30 , 2011, compared to Ps. 736.6 million as of June 30, 2010. This increase was mainly due to higher cash generation from our operations during the last twelve months and was partially offset by working capital requirements to fund the Company's growth as well as investments in our new distribution center. In addition, there were payments of brand acquisitions during the last twelve months for Ps. 646.9 million, which were refinanced with recently acquired debt.

Clients amounted to Ps. 2.80 billion as of June 30, 2011, compared to Ps. 1.78 billion as of June 30, 2010. Days of Accounts Receivable increased 22 days to 144 days as of June 30, 2011, from 122 days as of June 30, 2010. This increase was due to extensions of terms given to clients derived from launches of several new initiatives and the re-launch of Primer Nivel por tu Salud, which involves opening new distribution channels.

Inventories amounted to Ps. 1.14 billion as of June 30,2011 , compared to Ps. 743.5 million as of June 30, 2010. Days of Inventories increased 24 days to 201 days as of June 30, 2011, compared to 177 days as of June 30,2010 . This change was mainly due to our strategy of building up inventories for our international operations in order to be prepared for the several launches planned for the second half of the year, as well as a result of a defensive strategy to prevent price increases from suppliers that could come from higher raw material prices.

Suppliers amounted to Ps. 823.8 million as of June 30 , 2011, compared to Ps. 606.3 million as of June 30, 2010. Days of Suppliers increased 1 day to 145 as of June 30, 2011, from 144 days as of June 30, 2010. These results are in line with the second quarter of 2010.

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Other Current Assets amounted to Ps. 350.1 million as of June 30, 2011, from Ps. 264.9 million as of June 30, 2010. This increase was mainly due to an increase in advertising paid in advance.

Other Current Liabilities amounted to Ps. 758.6 million as of June 30, 2011, from Ps. 467.2 million as of June 30,2010 . This increase was mainly due to liabilities derived from longterm payments of acquisitions, as well as financial expenses due to recently acquired debt.

Long-Term Loans with Financial Institutions amounted to Ps. 850.0 million as of June 30, 2011, from our medium and long-term lines of credit, representing a Debt to EBITDA (last twelve months) ratio of 0.46 . The use of these resources was mainly to re-finance brand acquisitions.

Cash Conversion Cycle reached 200 days at the end of the second quarter of 2011, compared to 155 days at the end of the same period of 2010.

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## Operations Summary

## Net Sales Segmentation for the Second Quarter

During the second quarter of 2011 the mix of our products changed. OTC pharmaceutical products represented $38.3 \%$ of our Mexican sales, personal care products represented $49.5 \%$ and generic pharmaceutical products represented $12.2 \%$ for this quarter.
Net Sales of our personal care products in Mexico increased $82.3 \%^{5}$ in the second quarter of 2011, compared to the second quarter of 2010. During the second quarter of 2011 the Company launched 27 new personal care products.

Net Sales of our OTC pharmaceutical products in Mexico decreased $25.4 \%^{6}$, compared to the second quarter of 2010. During the second quarter of 2011 the Company launched 2 new OTC products.

Net Sales of generic pharmaceutical products were Ps. $155.8^{7}$ million for the second quarter of 2011, which represents a $165.9 \%$ increase when compared to the same period of 2010.

Net Sales from our international operations increased $55.3 \%$ to Ps. 439.5 million for the second quarter of 2011, compared to Ps. 283.0 million for the same period in 2010. This increase was mainly driven by sales from our operations in Brazil, Colombia, and Argentina.
(In millions of current Mexican Pesos)

|  | 2nd Quarter |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | OTC | PC | BG* | Total 2Q11 | Total 2Q10 | \%Var |  |
| Mexico | 489.8 | 631.7 | 155.8 | $1,277.4$ | $1,061.4$ | 20.3 |  |
| International | 48.1 | 391.4 | - | 439.5 | 283.0 | 55.3 |  |
| TOTAL | 537.9 | $1,023.1$ | 155.8 | $1,716.9$ | $1,344.4$ | $\mathbf{2 7 . 7}$ |  |

*BG: Branded Generics

[^2]
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## New Products Launches and Line Extensions

During the first half of 2011, we launched 42 line extensions from our Base Brands and Prior Year Launches as well as 11 new products under 6 New Brands, among which are:

Ma Evans Intervención Capilar is a line extension of our Ma Evans brand, which was purchased in 2007 for its high top of mind recognition in the shampoo category. Ma Evans Intervención Capilar is an OTC pharmaceutical product that fights typical baldness (androgenic alopecia). It contains Minoxidil, the only tested active ingredient that makes hair grow back.

Incentiv Solución is the first OTC pharmaceutical product in Mexico that helps relieve symptoms of cystitis in only three days. It helps from the first dose, changing the urine's PH.

Next Primaria Solución is a line extension of our Next brand, which is one of the leader brands in the anti-flu category. Next Primaria Solución is an anti-flu syrup for children in school age.

## Other Corporate Events

> This past June $30^{\text {th }}$, we hosted our "Genomma Day" in New York City, during which we discussed the main achievements of the Company three years after the IPO, as well as our strategic vision for the next five years, in which we expect to achieve the following goals:

- Become the \#1 OTC pharmaceutical company in Latin America
- Achieve a $75 \%$ share of international operations in total sales of the Company
- Take in average $40 \%$ of our brands to each of the countries where we operate
- Further expand our geographic footprint


## Quarterly Report 2Q11

## Company Description

Genomma Lab Internacional, S.A.B. de C.V. is one of the fastest growing pharmaceutical and personal care products companies in Mexico with an increasing international presence. 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. Genomma Lab relies on the combination of a successful new product development process, a consumer-oriented marketing, a broad retail distribution network and a low-cost, highly flexible operating model.

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

## As of June 30, 2011 and June 30, 2010

(In thousands of current Mexican pesos)

|  | Second Quarter |  |  | First Semester |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 | 2010 | \% Var | $\underline{2011}$ | $\underline{2010}$ | \% Var |
| Net sales | 1,716,908 | 1,344,395 | 27.7\% | 3,194,980 | 2,456,822 | 30.0\% |
| Costs and expenses: |  |  |  |  |  |  |
| Cost of sales | 500,136 | 361,455 | 38.4\% | 943,199 | 706,366 | 33.5\% |
| Selling, general and administrative expenses | 824,341 | 657,863 | 25.3\% | 1,645,556 | 1,279,095 | 28.6\% |
| Total costs and expenses | 1,324,477 | 1,019,318 | 29.9\% | 4,648,831 | 3,333,956 | 39.4\% |
| Income from operations | 392,431 | 325,076 | 20.7\% | 606,225 | 471,361 | 28.6\% |
| Other (expense)- Net | (535) | 1,825 | NA | $(1,203)$ | 13,945 | NA |
| Comprehensive financing income (cost) |  |  |  |  |  |  |
| Interest (expense) | 15,994 | 2,186 | 631.5\% | 19,573 | 5,705 | 243.1\% |
| Interest income | 6,261 | 7,281 | -14.0\% | 13,154 | 16,512 | -20.3\% |
| Exchange gain (loss) | $(1,816)$ | 3,054 | NA | $(9,097)$ | $(13,176)$ | NA |
| Monetary position (loss) | - | $(1,888)$ | NA | - | $(5,686)$ | NA |
| Effects of exchange rate changes on foreign operations | $(8,376)$ | $(1,183)$ | NA | $(15,232)$ | $(7,313)$ | NA |
|  | $(3,173)$ | 7,444 | NA | (284) | (742) | NA |
| Income of not consolidated subsidiaries | 1,273 | $(6,670)$ | NA | 356 | $(10,462)$ | NA |
| Income before income taxes | 389,996 | 327,676 | 19.0\% | 605,094 | 474,101 | 27.6\% |
| Income tax expense (benefit) | 117,458 | 98,872 | 18.8\% | 188,657 | 144,629 | 30.4\% |
| Discontinued operations (loss) | - | - | NA | - | - | NA |
| Consolidated net income (loss) | 272,538 | 228,804 | 19.1\% | 416,437 | 329,473 | 26.4\% |
| Consolidated net income (loss) | 272,538 | 228,804 | 19.1\% | 416,437 | 329,473 | 26.4\% |
| Net loss (income) of minority stockholders | $(5,279)$ | $(1,519)$ | NA | $(11,501)$ | $(4,688)$ | NA |
| Net income of majority stockholders | 267,259 | 227,285 | 17.6\% | 404,936 | 324,785 | 24.7\% |
| EBITDA | 413,896 | 346,461 | 19.5\% | 647,457 | 507,520 | 27.6\% |
| EBITDA margin | 24.1\% | 25.8\% |  | 20.3\% | 20.7\% |  |

## Balance Sheet

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

As of June 30, 2011, June 30, 2010 and December 31, 2010
(In thousands of current Mexican Pesos)

|  | Jun' 11 | Jun' 10 | Var \$ | Var \% | Dic' 10 | Var \$ | Var \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |  |
| Current assets: |  |  |  |  |  |  |  |
| Cash and equivalents | 885,212 | 736,587 | 148,625 | 20.2\% | 1,454,168 | $(568,956)$ | -39.1\% |
| Share buy back fund | 280 | 8,083 | $(7,803)$ | -96.5\% | 269 | 12 | 4.3\% |
| Accounts receivable-Net | 2,943,802 | 1,972,439 | 971,362 | 49.2\% | 2,161,860 | 781,941 | 36.2\% |
| Inventory - Net | 1,143,149 | 743,452 | 399,698 | 53.8\% | 946,663 | 196,486 | 20.8\% |
| Prepaid expenses and other current assets | 173,602 | 27,113 | 146,489 | 540.3\% | 70,284 | 103,318 | 147.0\% |
| Due from related parties | 33,116 | 36,225 | $(3,109)$ | -8.6\% | 47,775 | $(14,658)$ | -30.7\% |
| Discontinued operations | 3,123 | 2,888 | 234 | 8.1\% | 3,024 | 99 | 3.3\% |
| Total current assets | 5,182,284 | 3,526,788 | 1,655,496 | 46.9\% | 4,684,043 | 498,241 | 10.6\% |
| Equipment- net | 429,143 | 385,176 | 43,967 | 11.4\% | 424,996 | 4,147 | 1.0\% |
| Trademarks | 1,575,051 | 525,318 | 1,049,733 | 199.8\% | 563,979 | 1,011,072 | 179.3\% |
| Investments in subsidiaries | 5,271 | 14,185 | $(8,914)$ | -62.8\% | 5,189 | 83 | 1.6\% |
| Deferred income tax | 13,218 | 728 | 12,490 | 1716.4\% | 7,024 | 6,193 | 88.2\% |
| Other assets- Net | 133,844 | 142,362 | $(8,518)$ | -6.0\% | 145,679 | $(11,835)$ | -8.1\% |
|  | 1,727,384 | 682,594 | 1,044,790 | 153.1\% | 721,871 | 1,005,513 | 139.3\% |
| Total Assets | 7,338,810 | 4,594,558 | 2,744,253 | 59.7\% | 5,830,909 | 1,507,901 | 25.9\% |
| Current Liabilities: |  |  |  |  |  |  |  |
| Trade accounts payable | 823,824 | 606,339 | 217,485 | 35.9\% | 969,099 | $(145,276)$ | -15.0\% |
| Other current liabilities | 585,819 | 349,492 | 236,327 | 67.6\% | 384,019 | 201,799 | 52.5\% |
| Current portion of long term loan w/ financial institutions | - | - | - | NA | - | - | NA |
| Payable interests and commisions from bank loans | 14,407 | - | 14,407 | NA | - | 14,407 | NA |
| Payable tax | 147,946 | 111,096 | 36,850 | 33.2\% | 178,799 | $(30,853)$ | -17.3\% |
| Statutory employee profit sharing | 6,247 | 2,710 | 3,537 | 130.5\% | 11,738 | $(5,490)$ | -46.8\% |
| Discontinued operations | 4,220 | 3,904 | 316 | 8.1\% | 4,087 | 133 | 3.3\% |
| Deferred income tax | 21,328 | 17,900 | 3,429 | 19.2\% | 67,223 | $(45,894)$ | -68.3\% |
| Employee retirement obligations | 12,541 | 9,463 | 3,078 | 32.5\% | 10,003 | 2,538 | 25.4\% |
| Trade accounts payable LT | 388,461 | 105,795 | 282,666 | 267.2\% | 94,295 | 294,166 | 312.0\% |
| Long Term loans with financial institutions | 850,000 | - | 850,000 | NA | - | 850,000 | NA |
| Total Liabilities | 2,854,793 | 1,206,697 | 1,648,096 | 136.6\% | 1,719,263 | 1,135,530 | 66.0\% |
| Capital Stock | 1,931,222 | 1,931,222 | 0 | 0.0\% | 1,931,222 | - | 0.0\% |
| Additional paid in Capital | - | - | - | NA | - | - | NA |
| Retained Earnings | 2,214,255 | 1,143,598 | 1,070,657 | 93.6\% | 1,141,685 | 1,072,569 | 93.9\% |
| Excess/Insufficiency | - | - | - | NA | - | - | NA |
| Cumulative translation effects of foreign subsidiaries | $(35,340)$ | 2,976 | $(38,316)$ | NA | $(6,636)$ | $(28,705)$ | NA |
| Net Income | 404,936 | 324,784 | 80,152 | 24.7\% | 1,072,569 | $(667,633)$ | -62.2\% |
| Minority Interest | 28,295 | 11,567 | 16,728 | 144.6\% | 27,090 | 1,204 | 4.4\% |
| Net premium in stock placement | - | - | - | NA | - | - | NA |
| Share buyback fund | $(59,351)$ | $(26,288)$ | $(33,063)$ | NA | $(54,285)$ | $(5,065)$ | NA |
| Total Stockholders Equity | 4,484,017 | 3,387,860 | 1,096,157 | 32.4\% | 4,111,647 | 372,371 | 9.1\% |

## Cash Flow

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

For the quarter and six month period ended June 30, 2011
(In thousands of current Mexican pesos)

|  | $\underline{20}$ | Accumulated |
| :---: | :---: | :---: |
|  | $\underline{2011}$ | $\underline{2011}$ |
| Operating activities: |  |  |
| Consolidated Net Income | 272,538 | 416,436 |
| Items related to non investing activities: |  |  |
| Depreciation and amortization | 21,465 | 41,232 |
| Unearned foreign exchange fluctuations | (506) | 109 |
| Gain on fixed assets sale | 1,586 | 1,586 |
| Incometax | 123,226 | 188,655 |
| Equity in loss of associated companies | $(1,272)$ | (355) |
| Other financing activites | 14,407 | 14,407 |
| Cash flow from operations | 431,444 | 662,070 |
| ( Increase) Decrease in accounts receivable | $(727,598)$ | $(901,443)$ |
| ( Increase) Decrease in inventories | $(84,469)$ | $(196,486)$ |
| Increase ( Decrease) in accounts payable | $(554,842)$ | $(20,529)$ |
| Increase ( Decrease) in payable income tax | $(101,687)$ | $(202,084)$ |
| Other, Net | 78,774 | $(90,008)$ |
| Stock-based compensations cost | $(1,090)$ | 8,598 |
| Discontinued operations | 8 | 34 |
| Changes in Working Capital | $(1,390,904)$ | $(1,401,918)$ |
| Net cash generated (used) in operating activities | $(959,459)$ | $(739,848)$ |
| Investing activities: |  |  |
| Divestments (investments) in fixed assets | $(18,676)$ | $(29,008)$ |
| Asset sales (other capital expenditures) | 13,007 | $(597,428)$ |
| Discontinued operations | - | - |
| Net cash generated (used) in investing activities | $(5,670)$ | $(626,436)$ |
| Excess cash for (cash obtained from) financing activities | $(965,129)$ | $(1,366,284)$ |
| Financing activities: |  |  |
| Borrowings with financial institutions | 850,000 | 850,000 |
| Equity increase / Paid in capital | - | - |
| Sale (Repurchase) of stocks | $(9,682)$ | $(13,663)$ |
| Paid borrowings with financial institutions | - | - |
| Minority interest | $(8,918)$ | $(10,294)$ |
| Net cash used in financing activities | 831,400 | 826,043 |
| Net decrease in cash and cash equivalents before foreign exchange adjustments coming from International operations and inflationary effects. | $(133,728)$ | $(540,241)$ |
| Foreign exchange and inflationary effects from International operations | $(4,839)$ | $(28,704)$ |
| Net increase (decrease) in cash | $(138,568)$ | $(568,945)$ |
| Cash and cash equivalents beginning of period | 1,024,060 | 1,454,437 |
| Cash and cash equivalents end period balance | 885,492 | 885,492 |
| less-shares buyback fund | - | - |
| less-Employees' shares fund | 280 | 280 |
| Cash and cash equivalents at end period balance for operation | 885,212 | 885,212 |


[^0]:    ${ }^{1}$ EBITDA is calculated by adding depreciation and amortization to the Operating Income.
    ${ }^{2}$ 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.

[^1]:    ${ }^{4}$ Jockey Club, Agua de Colonia Sanborns and Teatrical were first classified as 2009 brands, and are being reclassified as 2010 since the main launch of the products under said brands was done in 2010 and the full year effect of their sales will be seen this year.

[^2]:    ${ }^{5}$ Includes only personal care products in Mexico.
    ${ }^{6}$ Includes only OTC pharmaceutical products in Mexico.
    ${ }^{7}$ Includes only generic pharmaceutical products in Mexico.

