

# GENOMMA LAB INTERNACIONAL ANNOUNCES ITS SECOND QUARTER 2015 RESULTS



Mexico City, Mexico, July 23<sup>rd</sup>, 2015

*Genomma Lab Internacional, S.A.B. de C.V.* (BMV: LAB.B) (“Genomma Lab” or “the Company”), announced today its results for the quarter ended June 30, 2015. All figures included herein are stated in nominal Mexican pesos and were prepared in accordance with International Financial Reporting Standards (IFRS).

## 2Q 2015 Highlights (vs. 2Q 2014)

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- During the quarter we signed an agreement to sell a majority stake in Grupo Marzam at an Equity Value of Ps. 2.7 billion. The transaction is expected to close during 3Q15. Proceeds will be used mainly to reduce debt and buyback shares.
- Net Sales for the second quarter were Ps. 2.97 billion, an increase of 2.6%, and Ps. 5.74 billion for the six month period, an increase of 7.6%, led by strong sales in our International business.
- Sales from our international operations were Ps. 1.79 billion, an increase of 37.8%. Growth was led by the U.S., Chile and Colombia. Year-to-date international growth was 34.1%.
- In Mexico, sell-out of our products increased 3.9% during the first six months of 2015, compared to the same period of 2014 (*Company sell-out data: 4.0% growth for OTC products and 3.7% growth for personal care products*).
- In Mexico, we continue to reduce channel inventories. Our sales for 2Q15 were Ps. 1.18 billion, a decline of 26.0%. For the six month period, sales in Mexico were Ps. 2.17 billion, down 18.9%.
- Adjusted EBITDA fell 1.8% in the second quarter to Ps. 602.2 million, representing a 20.2% margin, compared to 21.2% in the same period of 2014.
- Net Income amounted to Ps. 388.0 million, representing a margin of 13.0%. Earnings per share amounted to Ps. 1.43, compared to Ps. 1.68 in the same quarter of 2014.
- Cash Conversion Cycle at the end of 2Q15 was 142 days compared to 145 days as of June 30, 2014. Our goal of reaching 135 days by year-end 2015 is unchanged.

## Comments from the CEO

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Mr. Rodrigo Herrera, Chief Executive Officer, said: “We are making progress on our 2015 key strategic initiatives including the sale of Marzam, announced on June 22. This transaction will significantly contribute to increasing our free cash flow generation and improving our capital structure. We are also moving ahead with our new commercial strategy in Mexico while successfully growing our International business.

On a year-to-date basis, our consolidated sales grew 7.6%, in line with our 2015 year-end growth target of 5.2%.

International sales continue to be strong especially in the USA, reporting 198.8% growth compared to the same quarter of 2014, demonstrating the success of our agreement with Walgreens and our increasing market share initially within the Hispanic market. Chile and Colombia followed with growth rates above 40.0%. Also, despite the general economic weakness seen in Brazil this year, our products remain strong and are gaining market share in their categories; sell-out in this country grew 26.7% (in local currency) during the quarter as a result of our advertising strategy and the high quality of our products.

Our strategy of reducing inventories in the channel in Mexico continued through the second quarter, resulting in a decline of 26.0% overall in our Mexico sales. Our business was also affected this quarter by the decision to focus on our core brands as we reduce sales of non-core brands, resulting in weakened top line growth. In addition, overall consumption in the OTC and Personal Care markets was weaker this quarter in Mexico, contributing to lower sell-out growth than in the first quarter of 2015. We expect that the third quarter of 2015 will continue to reflect these factors, but that in our traditionally strongest fourth quarter, will see a positive result as we annualize the initial decline in sell-in. In Mexico, over 60% of our annual business occurs in the second half of the year which gives us confidence that our full year targets will be achieved.

We continue to see 2015 as a transition year. Improving profitability, generating cash flow and reducing leverage remain our key areas of focus. In the quarter we continued to rationalize headcount in Mexico. Our expense ratio will reflect these cost reductions in the second half. Additionally, at 142 days, we are making progress toward our goal of a Cash Conversion Cycle of 135 days by year-end. I am satisfied that we are on the right track to deliver stronger results and profitability to our shareholders.

Last, I am pleased to announce the appointment of Maximo Juda as new CEO of Genomma Lab. Maximo has demonstrated over these years his ability to manage the business and his good knowledge of the Company's business model. I am convinced that with this change the Company will continue to grow and increase its profitability to become a leading global Company. Based in Mexico, I will continue to act as Chairman of the Board and President of the Operations Committee and this will give me the time to focus on the strategy of the business and the areas where I believe I can add more value to the Company, which are the two core pillars: product development and marketing."

## Consolidated Results of Operations for the Second quarter of 2015

The following table shows consolidated results of operations, in millions of pesos (except share and per-share data), and margins are shown as a percentage of Net Sales. All figures for 2015 are compared to the same period of the previous year:

For the second quarter and six month period ended June 30, 2015 and 2014  
(In millions of current Mexican Pesos)

	Second Quarter			January - June		
	2015	2014	%Var	2015	2014	%Var
Net Sales	2,974.7	2,900.0	2.6	5,743.2	5,338.1	7.6
Gross Profit	2,104.4	2,014.2	4.5	4,039.3	3,708.9	8.9
Gross Margin	70.7%	69.5%	1.2	70.3%	69.5%	0.8
EBITDA <sup>1</sup>	602.2	613.5	(1.8)	1,051.6	989.8	6.2
EBITDA Margin	20.2%	21.2%	(1.0)	18.3%	18.5%	(0.2)
Operating Income	567.7	589.4	(3.7)	979.2	946.9	3.4
Operating Income Margin	19.1%	20.3%	(1.2)	17.0%	17.7%	(0.7)
Net Income of Majority Shareholders	358.8	308.0	16.5	496.8	461.4	7.7
Net Income of Majority Shareholders Margin	12.1%	10.6%	1.5	8.7%	8.6%	0.1
Weighted average number of shares outstanding	1,035,380,284	1,048,733,370	(1.3)	1,038,057,667	1,048,733,370	(1.0)
EPS (12 months) <sup>2</sup>	1.43	1.68	(15.1)	1.43	1.68	(15.3)

<sup>1</sup> Adjusted EBITDA has been calculated by excluding non-recurring expenses. EBITDA is calculated by adding depreciation and amortization to the Operating Income.

<sup>2</sup> 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, 2015 is 1,033,604,570.

*Net Sales* rose 2.6% to Ps. 2.97 billion in the second quarter of 2015, from Ps. 2.90 billion in the second quarter of 2014.

Net Sales by brands are classified as follows:

- 1) **Base Brands** represent brands launched at least two years prior to the last fiscal year (2013, 2012, 2011 and earlier) in Mexico;
- 2) **Prior Year Launches** are brands launched during the prior fiscal year (2014) in Mexico;
- 3) **New Brands** are brands launched during the current fiscal year (2015) in Mexico; and
- 4) **International** refers to Net Sales of our international operations.

The increase in Net Sales resulted from the combination of the following factors:

- i) a 27.2% decrease (Ps. 433.7 million) in **Base Brands** in Mexico, amounting to Ps. 1.16 billion during the second quarter, including line extensions;
- ii) a 307.2% increase (Ps. 14.4 million) in **Prior Year Launches** in Mexico during the second quarter due to the full year effect, including the recent line extensions of these brands, resulting in sales of Ps. 19.1 million;
- iii) Ps. 2.9 million sales in **New Brands** in Mexico during the second quarter of 2015; and,
- iv) a 37.8% increase (Ps. 491.1 million) in **International** operations, totaling Ps. 1.79 billion in the second quarter of 2015. The weighted average sell-out growth for these operations during the quarter was 44.2%. The countries with the highest growth rates were the USA, Chile and Colombia.

*Gross Profit* increased 4.5% to Ps. 2.10 billion in the second quarter of 2015, compared to Ps. 2.01 billion during the second quarter of 2014. Gross Margin increased 1.2 percentage points, as a percentage of Net Sales, to 70.7% in the second quarter of 2015, compared to 69.5% in the same period of 2014. This margin increase was primarily due to adhering to stricter commercial policies with our clients in Mexico, which are in line with our new commercial strategy, as well as to lower sales of non-core brands which have higher cost of goods sold, as a percentage of Net Sales. In addition, the increase was related to a better products mix in our international operations, derived from a higher participation of our over-the-counter (OTC) products which have lower cost of goods sold, as a percentage of Net Sales.

*Selling, General and Administrative Expenses*, as a percentage of Net Sales, increased 2.8 percentage points to 51.9% in the second quarter of 2015, compared to 49.1% in the same period of 2014. This increase is mainly related to costs associated with strategies to strengthen our business model, offset by headcount rationalization and other cost reduction measures in our Mexican business. Additionally, advisory expenses were incurred in relation to the execution of such strategies as the sale of Marzam. These expenses, and the typical seasonality of the business, are reflected in our 2015 guidance.

*Adjusted EBITDA* decreased 1.8% to Ps. 602.2 million in the second quarter of 2015, compared to Ps. 613.5 million in the second quarter of 2014. The Adjusted EBITDA margin decreased 1.0 percentage point, as a percentage of Net Sales, to 20.2% in the second quarter of 2015, from 21.2% in the same period of 2014. The Adjusted EBITDA margin decrease was primarily due to higher Selling, General and Administrative Expenses (excluding Depreciation and Amortization), as a percentage of Net Sales, which was partially offset by lower cost of goods sold, as a percentage of Net Sales. EBITDA was adjusted by excluding non-recurring expenses and is in line with our year-end guidance.

## EBITDA Reconciliation

For the second quarter ended June 30, 2015 and 2014  
(In millions of current Mexican pesos)

	<b>Second Quarter</b>	
	<b>2015</b>	<b>2014</b>
<b>Consolidated net income</b>	388.0	326.6
Discontinued operations (income)	(36.4)	-
Income tax expense	167.7	149.3
Not consolidated subsidiaries (income)	1.4	0.7
Comprehensive financing cost (income)	47.0	112.7
<b>Operating income</b>	<b>567.7</b>	<b>589.4</b>
Depreciation and amortization	28.5	24.1
<b>EBITDA</b>	<b>596.2</b>	<b>613.5</b>
EBITDA margin	20.0%	21.2%
Non-recurring expenses <sup>1</sup>	6.0	-
<b>Adjusted EBITDA</b>	<b>602.2</b>	<b>613.5</b>
Adjusted EBITDA margin	20.2%	21.2%

<sup>1</sup>The non-recurring expenses are related to the downsizing of our headcount in Mexico (severance payments) incurred during 2Q15.

*Operating Income* decreased 3.7% to Ps. 567.7 million in the second quarter of 2015, compared to Ps. 589.4 million in the second quarter of 2014. Operating Margin, as a percentage of Net Sales, decreased 1.2 percentage points, reaching 19.1% in the second quarter of 2015, from 20.3% in the same period of 2014.

*Comprehensive Financing Result* represented a loss of Ps. 47.0 million in the second quarter of 2015, compared to the Ps. 112.7 million loss recorded in the second quarter of 2014. This variation was a result of: i) a Foreign Exchange loss amounting to Ps. 14.4 million during the second quarter of 2015, compared to a Ps. 7.0 million loss during the same period of 2014, the loss in this quarter was a result of the appreciation of the US Dollar exchange rate vs. the Company's operating currencies, which was reflected in the Company's cash position in local currencies; ii) an increase of Ps. 14.9 million in Financial Expenses to Ps. 103.9 million during the second quarter of 2015, compared to Ps. 89.0 million during the same period of 2014; iii) a higher Interest Income amounting to Ps. 7.6 million during the second quarter of 2015, compared to Ps. 2.4 million in the same period of 2014; and, iv) a Ps. 63.7 million gain in the second quarter of 2015 related to the Exchange Rate conversion from our foreign operations, compared to a Ps. 19.1 million loss in the same period of 2014.

*Consolidated Net Income* increased 18.8% to Ps. 388.0 million in the second quarter of 2015, representing a margin of 13.0% over Net Sales, compared to Ps. 326.6 million in the second quarter of 2014, which represented a margin of 11.3%. This increase was mainly due to the gain in the Exchange Rate conversion from our foreign operations.

## Balance Sheet

As of June 30, 2015, June 30, 2014 and December 31, 2014  
(In millions of current Mexican pesos)



	June 30, 2015	June 30, 2014	Var Jun '15 vs Jun '14	% Var Jun '15 vs Jun '14	December 31, 2014	Var Jun'15 VS Dec'14	% Var Jun'15 VS Dec'14
<b>Balance Sheet Information:</b>							
Cash and Equivalents	1,731.7	1,461.8	269.9	18.5%	1,182.3	549.4	46.5%
Clients	3,261.0	5,146.6	(1,885.5)	-36.6%	4,164.3	(903.3)	-21.7%
Inventories	1,472.6	1,361.9	110.8	8.1%	1,595.0	(122.4)	-7.7%
Other current Assets	10,011.8	2,079.0	7,932.8	381.6%	10,196.6	(184.8)	-1.8%
Total Assets	24,765.2	18,318.5	6,446.7	35.2%	25,428.3	(663.1)	-2.6%
Suppliers	1,037.8	1,441.3	(403.5)	-28.0%	1,554.7	(516.9)	-33.2%
Other current Liabilities	4,860.1	717.0	4,143.1	577.8%	5,640.6	(780.5)	-13.8%
Current portion of debt	272.9	298.2	(25.3)	-8.5%	400.6	(127.6)	-31.9%
Unsecured local bonds	5,484.3	3,984.3	1,500.0	37.6%	5,481.7	2.6	0.0%
Long-term Loans with financial institutions	1,331.0	1,785.7	(454.7)	-25.5%	1,023.6	307.4	30.0%
Total Liabilities	13,898.2	8,991.6	4,906.6	54.6%	14,925.2	(1,027.0)	-6.9%
Stockholders Equity	10,867.0	9,326.9	1,540.0	16.5%	10,503.1	363.9	3.5%
Working Capital <sup>(1)</sup>	10,306.3	7,592.6	2,713.7	35.7%	9,542.3	764.0	8.0%
Working Capital less cash	8,574.6	6,130.8	2,443.7	39.9%	8,360.0	214.5	2.6%
Clients days	98	153	(55)	-35.9%	130	(32)	-24.4%
Inventories days	147	137	10	7.4%	162	(15)	-9.4%
Suppliers days	103	145	(42)	-28.5%	158	(55)	-34.6%
Cash Conversion Cycle	142	145	(3)	-2.6%	134	8	5.7%

<sup>(1)</sup> Working Capital consists of current assets minus current liabilities.

**Cash and Equivalents** increased 18.5% (Ps. 269.9 million) to Ps. 1.73 billion as of June 30, 2015, compared to Ps. 1.46 billion as of June 30, 2014. This increase was mainly due to cash generated from our operations during the last twelve months, which was offset by payments for acquisitions amounting to Ps. 809.0 million, which were also financed with new loans from financial institutions.

**Clients** amounted to Ps. 3.26 billion as of June 30, 2015, compared to Ps. 5.15 billion as of June 30, 2014. Days of Clients decreased 55 days to 98 days as of June 30, 2015, from 153 days as of June 30, 2014. This decrease is the result of the continuous actions implemented to maintain healthy levels of Accounts Receivable with our clients both in Mexico and in our International operations.

**Inventories** amounted to Ps. 1.47 billion as of June 30, 2015, compared to Ps. 1.36 billion as of June 30, 2014. Days of Inventories increased 10 days to 147 days as of June 30, 2015, compared to 137 days as of June 30, 2014. This increase is related to a higher portion of our consolidated sales coming from the International operations, where we require higher inventory levels.

**Other Current Assets** amounted to Ps. 10.01 billion as of June 30, 2015, from Ps. 2.08 billion as of June 30, 2014. This increase is mainly derived from the integration of Marzam's assets in our balance as "Assets classified as held for sale". After closing the sale of a majority stake in Grupo Marzam, which we expect to happen during the third quarter of this year, these assets will no longer be integrated in our balance sheet. In addition, taxes in favor of the Company and advertising paid in advance, both in Mexico, increased when compared to the same period of 2014.

**Suppliers** amounted to Ps. 1.04 billion as of June 30, 2015, compared to Ps. 1.44 billion as of June 30, 2014. Days of Suppliers decreased 42 days to 103 as of June 30, 2015, from 145 days as of June 30, 2014. This decrease is mainly due to the fact that we have increased the number of local suppliers in our International operations, mainly in Argentina and Colombia, which have shorter payable terms. Working with local suppliers will allow us to improve in the future working capital requirements, specifically inventories.



*Other Current Liabilities* amounted to Ps. 4.86 billion as of June 30, 2015, from Ps. 717.0 million as of June 30, 2014. This increase is mainly derived from the integration of Marzam's liabilities in our balance sheet as "Liabilities classified as held for sale", which will no longer be incorporated in our balance sheet once the sale of a majority stake in Grupo Marzam is completed (expected 3Q15). In addition, taxes to be paid and advertising to be paid in our international operations increased compared to the same quarter of 2014.

*Financial Debt* amounted to Ps. 7.09 billion as of June 30, 2015, compared to 6.07 billion in the same period of 2014. This increase was mainly used to finance the second part of the acquisition of Grupo Marzam. The current portion of long term debt amounted to Ps. 272.9 million, which represents 3.9% of the total debt with financial institutions.

As of June 30, 2015 the Net Debt with cost of the Company amounted to Ps. 5.36 billion, which represents a Net Debt to EBITDA ratio of 2.07.

*Cash Conversion Cycle* reached 142 days at the end of the second quarter of 2015, which represents a decrease of 3 days compared to the 145 days at the end of the same period of 2014. This number is in line with our year-end guidance of 135 days.

## Operations Summary

### *Net Sales Segmentation for the second quarter of 2015*

During the second quarter of 2015, pharmaceutical products<sup>1</sup> represented 50.5% of our Mexican sales, while the personal care products<sup>2</sup> represented 49.5%.

Net Sales of our pharmaceutical products in Mexico<sup>1</sup> decreased 34.9% to Ps. 597.8 million during the second quarter of 2015, compared to the same period of 2014.

Net Sales of our personal care products in Mexico decreased 14.0% in the second quarter of 2015 to Ps. 586.3 million, compared to the same period of 2014.

Net Sales from our international operations increased 37.8% to Ps. 1.79 billion for the second quarter of 2015, compared to Ps. 1.30 billion for the same period in 2014. Growth in these operations was mainly driven by the USA, which grew 198.8%, compared to the same quarter of last year.

(In millions of current Mexican Pesos)

	2Q15			2Q14			%Var
	Pharma*	PC	Total 2Q15	Pharma*	PC	Total 2Q14	
Mexico	597.8	586.3	<b>1,184.2</b>	919.0	681.6	<b>1,600.6</b>	-26.0%
International	639.5	1,151.0	<b>1,790.5</b>	392.7	906.7	<b>1,299.4</b>	37.8%
<b>TOTAL</b>	<b>1,237.4</b>	<b>1,737.3</b>	<b>2,974.7</b>	<b>1,311.7</b>	<b>1,588.3</b>	<b>2,900.0</b>	<b>2.6%</b>

<sup>1</sup> Pharmaceutical products: includes OTC products and generics in Mexico.

<sup>2</sup> Personal care products: includes only personal care products in Mexico.

	1H15			1H14			%Var
	Pharma*	PC	Total 1H15	Pharma*	PC	Total 1H14	
Mexico	1,089.6	1,076.6	<b>2,166.2</b>	1,568.7	1,102.2	<b>2,670.9</b>	-18.9%
International	1,301.3	2,275.8	<b>3,577.0</b>	803.2	1,864.0	<b>2,667.2</b>	34.1%
<b>TOTAL</b>	<b>2,390.9</b>	<b>3,352.3</b>	<b>5,743.2</b>	<b>2,371.9</b>	<b>2,966.2</b>	<b>5,338.1</b>	<b>7.6%</b>

\* *Pharma* refers to OTC and generic pharmaceutical products in Mexico and OTC pharmaceutical products in the international operations.

Note: There has been a reclassification of some of our products in our Mexican operations, resulting in a variation to the numbers reported during 2014.

### *New Product Launches and Line Extensions*

During the second quarter of 2015, the Company launched four line extensions from our **Base Brands** and **Prior Year Launches**. Some of the products recently launched are:

*Tío Nacho Anti-aging Nut Oil Shampoo*, a line extension of our acquired brand *Tío Nacho*, which brings shine and silkiness to hair, while its formula with natural extracts helps counteract capillary aging.

*Henna Egipcia Shampoos and Conditioners*, a line of products under our acquired brand *Henna Egipcia*, contains ingredients of vegetable origin that help magnify the color of dyed or natural hair without damaging it, leaving it softer and with improved color. The added Kerative® helps retain color for dyed hair, offering thermal protection and emphasizing its shine.

*Gluck*, our recently launched brand, is a symptomatic treatment for minor depressive states.

### **Other Corporate Events**

- The Board of Directors has the following change to the Company's organizational structure:
  - Rodrigo Herrera Aspra will continue to act as Chairman of the Board of Directors and President of the Operations Committee, leaving the position of Chief Executive Officer (CEO) to Maximo Juda, who has more than 12 years of experience at Genomma Lab. Mr. Juda occupied the position of Executive Vice-President and Chief Operating Officer since December, 2014. Previous to that, he was the International Operations Vice-president and he led the expansion to Argentina, Brazil and the USA. Mr. Juda holds a bachelor degree in Business Administration from the San Andres University in Argentina. This change will take effect immediately.
  
- The Company is making progress towards its 2015 key strategic objectives disclosed in March 2015 as follows:
  - Cash flow generation of Ps. 1.50 billion.
    - As of 2Q15, year-to-date, free cash flow generation was Ps. 457.4 million. Cash flow from asset sales such as Marzam is not included in this target.
  - Cash conversion cycle below 135 days.
    - We have reached 142 days as of June 2015.
  - Eliminate acquisitions. Spend CAPEX on maintenance projects.



- We have not made acquisitions during the first half of the year. There are no plans for acquisitions in the second half of the year.
  - Our CAPEX year to date is Ps. 16.6 million versus Ps. 55.0 million last year.
- Better capital structure (less debt, less leverage). Achieve a Net Debt/EBITDA below 1.75x for the year.
    - Net Debt/EBITDA ratio stands at 2.07x as of June 2015. Post the closing of the Marzam transaction it will be approximately 1.75x (assuming debt as of June 2015).
  - Sale of Marzam between 2Q15 and 3Q15.
    - On June 22, 2015 Genomma Lab entered into a definitive agreement to sell a majority stake in its distribution company, Grupo Comercial e Industrial Marzam, S.A.P.I. de C.V., to Netherlands-based private equity firm Moench Coöperatief U.A. Grupo Marzam's equity was valued at Ps. 2.7 billion. Upon closing, Moench Coöperatief will pay Ps. 1.05 billion to Genomma Lab, which will be used to pay down debt. An additional cash payment of Ps. 300 million will be paid one year after. This is above the cash flow estimate of Ps. 928.0 million we expected from the Marzam's sale.
  - Focus on core brands to increase profitability. Improve margins.
    - We are currently in the process to find the most suitable partner to license our non-core brands. We will provide details during the third quarter of this year.
    - We expect to achieve operating leverage during the second half of the year as our actions to rationalize expenses start showing results and we experience a sales increase in the traditionally stronger second half.
    - Our goal remains an EBITDA margin of 23%-25% for 2015.
  - Turn Mexico into a business unit. Optimization of SG&A (headcount and related expenses).
    - Separating Mexico as a business unit has allowed us to be more efficient in terms of headcount (we have made a significant reduction) and recurring expenses in general.
    - Optimization of SG&A will be seen in the second half of 2015 as our new commercial strategy will allow us to reduce TV advertising expense.

## Analyst Coverage

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Actinver Casa de Bolsa S.A. de C.V.; Banco Itaú BBA, S.A.; Barclays Bank PLC; BBVA Bancomer, S.A. Institución de Banca Múltiple; BTG Pactual US Capital LLC; Casa de Bolsa Credit Suisse S.A.; GBM Grupo Bursátil Mexicano, S.A. de C.V. Casa de Bolsa; Grupo Financiero Monex; Grupo Financiero Banorte S.A.B de C.V.; Grupo Financiero Ve por Más; HSBC Securities (USA) Inc.; Intercam Casa de Bolsa, S.A. de C.V.; Invex Grupo Financiero S.A. de C.V.; JP Morgan Securities LLC; Santander Investment Securities Inc.; Signum Research; UBS Casa de Bolsa S.A., and Vector Casa de Bolsa.

## **Company Description**

*Genomma Lab Internacional, S.A.B. de C.V.* is one of the leading 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.

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## Income Statement



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

For the three and six month periods ended on June 30, 2015 and 2014

(In thousands of current Mexican pesos)

	SECOND QUARTER		VAR	ACCUMULATED		VAR
	2015	2014	%	2015	2014	%
Net Sales	2,974,661	2,899,958	2.6%	5,743,234	5,338,122	7.6%
Cost of goods sold	870,302	885,766	(1.7%)	1,703,901	1,629,220	4.6%
<b>Gross Profit</b>	<b>2,104,359</b>	<b>2,014,192</b>	<b>4.5%</b>	<b>4,039,333</b>	<b>3,708,902</b>	<b>8.9%</b>
Selling, general and administrative expenses	1,516,227	1,400,385	8.3%	3,004,255	2,719,429	10.5%
Other expenses	1,576	1,066	47.8%	8,492	1,642	417.2%
Other income	9,595	726	1221.6%	9,928	1,999	396.6%
<b>EBITDA</b>	<b>596,151</b>	<b>613,467</b>	<b>(2.8%)</b>	<b>1,036,514</b>	<b>989,830</b>	<b>4.7%</b>
Depreciation and amortization	28,464	24,116	18.0%	57,294	42,963	33.4%
<b>Operating Income</b>	<b>567,687</b>	<b>589,351</b>	<b>(3.7%)</b>	<b>979,220</b>	<b>946,867</b>	<b>3.4%</b>
Financial Expense	(103,858)	(89,048)	16.6%	(203,824)	(178,149)	14.4%
Financial Income	7,562	2,423	212.1%	10,422	5,827	78.9%
Exchange gain (loss)	49,297	(26,060)	(289.2%)	(23,667)	(30,211)	(21.7%)
<b>Comprehensive financing result</b>	<b>(46,999)</b>	<b>(112,685)</b>	<b>(58.3%)</b>	<b>(217,069)</b>	<b>(202,533)</b>	<b>7.2%</b>
Interest of associated company	(1,388)	(732)	89.6%	(2,175)	(1,067)	103.8%
<b>Income before income taxes</b>	<b>519,300</b>	<b>475,934</b>	<b>9.1%</b>	<b>759,976</b>	<b>743,267</b>	<b>2.2%</b>
Income tax expense	167,725	149,345	12.3%	282,659	237,554	19.0%
<b>Income from continuing operations</b>	<b>351,575</b>	<b>326,589</b>	<b>7.7%</b>	<b>477,317</b>	<b>505,713</b>	<b>(5.6%)</b>
Net income from discontinued operations	36,433	-	100.0%	57,116	-	100.0%
<b>Consolidated net income</b>	<b>388,008</b>	<b>326,589</b>	<b>18.8%</b>	<b>534,433</b>	<b>505,713</b>	<b>5.7%</b>
Non-controlling interest	29,253	18,584	57.4%	37,670	44,312	(15.0%)
Net income of majority stockholders	358,755	308,005	16.5%	496,763	461,401	7.7%

## Balance Sheet



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

As of June 30, 2015 and 2014 and December 31, 2014

(In thousands of current Mexican Pesos)

ASSETS	JUNE		VARIATION		DECEMBER	VARIATION	
	2015	2014	Amount	%		2014	Amount
<b>Current assets</b>							
Cash and equivalents	1,713,808	1,451,241	262,567	18%	1,164,454	549,354	47%
Restricted fund	17,914	10,544	7,370	70%	17,842	72	0%
Clients - Net	3,261,036	5,146,564	(1,885,528)	(37%)	4,164,311	(903,275)	(22%)
Others accounts receivable	1,422,630	860,134	562,496	65%	1,307,094	115,536	9%
Inventory - Net	1,472,632	1,361,851	110,781	8%	1,595,012	(122,380)	(8%)
Prepaid expenses	1,614,692	1,218,874	395,818	32%	1,098,990	515,702	47%
Assets classified as held for sale	6,974,459	-	6,974,459	100%	7,790,506	(816,047)	(10%)
<b>Total current assets</b>	<b>16,477,171</b>	<b>10,049,208</b>	<b>6,427,963</b>	<b>64%</b>	<b>17,138,209</b>	<b>(661,038)</b>	<b>(4%)</b>
<b>Non-current assets</b>							
Trademarks	6,986,218	6,392,217	594,001	9%	6,928,043	58,175	1%
Investment in shares	17,269	616,533	(599,264)	(97%)	18,360	(1,091)	(6%)
Building, properties and equipment – Net	407,078	431,622	(24,544)	(6%)	457,659	(50,581)	(11%)
Deferred income tax	66,066	53,787	12,279	23%	79,233	(13,167)	(17%)
Other assets - Net	811,363	775,120	36,243	5%	806,811	4,552	1%
<b>Total non-current assets</b>	<b>8,287,994</b>	<b>8,269,279</b>	<b>18,715</b>	<b>0%</b>	<b>8,290,106</b>	<b>(2,112)</b>	<b>(0%)</b>
<b>Total assets</b>	<b>24,765,165</b>	<b>18,318,487</b>	<b>6,446,678</b>	<b>35%</b>	<b>25,428,315</b>	<b>(663,150)</b>	<b>(3%)</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>							
<b>Current Liabilities</b>							
Current portion of long-term debt	272,943	298,250	(25,307)	(8%)	400,579	(127,636)	(32%)
Suppliers	1,037,835	1,441,339	(403,504)	(28%)	1,554,690	(516,855)	(33%)
Related parties	22,376	-	22,376	100%	-	22,376	100%
Other current liabilities	949,691	638,660	311,031	49%	1,012,915	(63,224)	(6%)
Income tax payable	190,081	73,042	117,039	160%	126,477	63,604	50%
Statutory employee profit sharing	11,679	5,317	6,362	120%	13,827	(2,148)	(16%)
Liabilities classified as held for sale	3,686,290	-	3,686,290	100%	4,487,400	(801,110)	(18%)
<b>Total current liabilities</b>	<b>6,170,895</b>	<b>2,456,608</b>	<b>3,714,287</b>	<b>151%</b>	<b>7,595,888</b>	<b>(1,424,993)</b>	<b>(19%)</b>
<b>Non-current liabilities</b>							
Long-term debt securities	5,484,314	3,984,271	1,500,043	38%	5,481,665	2,649	0%
Long-term loans with financial institutions	1,331,002	1,785,698	(454,696)	(25%)	1,023,613	307,389	30%
Other long term liabilities	63,010	74,840	(11,830)	(16%)	64,820	(1,810)	(3%)
Deferred income tax	846,280	687,861	158,419	23%	756,924	89,356	12%
Employee retirement obligations	2,685	2,279	406	18%	2,298	387	17%
<b>Total liabilities</b>	<b>13,898,186</b>	<b>8,991,557</b>	<b>4,906,629</b>	<b>55%</b>	<b>14,925,208</b>	<b>(1,027,022)</b>	<b>(7%)</b>
<b>Stockholders' equity</b>							
Capital stock	1,914,306	1,914,306	-	-	1,914,306	-	-
Retained earnings	8,263,564	6,819,006	1,444,558	21%	6,819,006	1,444,558	21%
Net income	496,763	461,401	35,362	8%	1,444,558	(947,795)	(66%)
Conversion effect of foreign subsidiaries	244,351	(3,943)	248,294	(6297%)	149,561	94,790	63%
Share buyback fund	(311,151)	(71,000)	(240,151)	338%	(74,394)	(236,757)	318%
Net premium in placement of repurchased shares	39,749	39,749	-	-	39,749	-	-
Non-controlling interest	219,397	167,411	51,986	31%	210,321	9,076	4%
<b>Total stockholders' equity</b>	<b>10,866,979</b>	<b>9,326,930</b>	<b>1,540,049</b>	<b>17%</b>	<b>10,503,107</b>	<b>363,872</b>	<b>3%</b>
<b>Total Stockholders' equity and liabilities</b>	<b>24,765,165</b>	<b>18,318,487</b>	<b>6,446,678</b>	<b>35%</b>	<b>25,428,315</b>	<b>(663,150)</b>	<b>(3%)</b>

## Cash Flow

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



For the three and six month periods ended on June 30, 2015

(In thousands of current Mexican pesos)

	JUNE 2015	
	2Q	ACCUMULATED
<b>Cash and cash equivalents at the beginning of the period</b>	1,799,477	1,182,296
<b>Consolidated Net Income</b>	388,008	534,433
<b>Charges to results with no cash flow:</b>		
Depreciation and amortization	28,466	57,295
Income tax	167,725	282,659
Accrued interest and others	55,243	132,037
	<b>639,442</b>	<b>1,006,424</b>
<b>Changes in Working Capital:</b>		
Clients - Net	(79,106)	903,274
Inventories	143,441	122,383
Suppliers	(122,734)	(517,197)
Other current assets	(190,120)	(612,955)
Paid income tax	(114,665)	(261,094)
Other current liabilities	(55,343)	76,892
Variation in assets available for sale	79,429	72,054
	<b>(339,098)</b>	<b>(216,643)</b>
<b>Net cash generated (used) in operating activities</b>	<b>300,344</b>	<b>789,781</b>
<b>Investing activities:</b>		
Acquisitions of plant, property and equipment	(9,306)	(16,620)
Sales of equipment	6,694	18,309
Brand acquisitions and others	(712)	(1,805)
Other asset acquisitions	(7,392)	(10,604)
<b>Net cash generated (used) in investing activities</b>	<b>(10,716)</b>	<b>(10,720)</b>
<b>Financing activities:</b>		
Payments of borrowings with financial institutions	(303,600)	(361,809)
Loans with financial and securities institutions	123,830	555,545
Interest paid	(87,038)	(172,286)
Repurchase of shares	(63,765)	(236,659)
Minority interest	(36,147)	(28,594)
<b>Net cash generated (used) in financing activities</b>	<b>(366,720)</b>	<b>(243,803)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(77,092)</b>	<b>535,258</b>
Adjustment to cash flow for exchange rate differences	9,337	14,168
<b>Accumulated cash flow at the end of the period</b>	<b>1,731,722</b>	<b>1,731,722</b>
Less - restricted fund	17,914	17,914
<b>Cash and cash equivalents at the end of the period</b>	<b>1,713,808</b>	<b>1,713,808</b>