Quarterly Report 4Q11

Genomma Lab achieves a 26.5% EBITDA Margin and a 28.9% Top Line Growth in 2011

GENOMMA LAB INTERNACIONAL ANNOUNCES ITS FOURTH QUARTER AND FULL YEAR 2011 RESULTS

Mexico City, Mexico – February 23rd, 2012

Genomma Lab Internacional, S.A.B. de C.V. (BMV: LAB) ("Genomma Lab" or "the Company"), announces its results for the quarter and full year periods ended December 31, 2011. All figures included herein were prepared in accordance with Mexican GAAP and are stated in nominal Mexican pesos.

4Q 2011 Highlights (vs. 4Q 2010)

- Net Sales for the quarter reached Ps. 2.74 billion, increasing 28.0%, compared to the same period of 2010.
- EBITDA[1] rose 23.4% in the quarter to Ps. 932.7 million, representing a 34.0% margin.
- Consolidated Net Income increased 29.0% to Ps. 607.7 million in the fourth quarter, compared to the previous year quarter. Earnings per Share[2] increased 30.3% to Ps. 1.33 during the fourth quarter.
- During the fourth quarter, Genomma Lab successfully launched 31 products under 14 existing brands and 34 products under 8 New Brands[3].
- During the fourth quarter, Genomma Lab concluded the acquisition of the Alert[MR] and Nórdiko[MR] brands from Colgate-Palmolive and signed a supply agreement with this company for the acquired brands' products.

[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.

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Full Year 2011 Highlights (vs. Full Year 2010)

- Net Sales for 2011 reached Ps. 8.07 billion, increasing 28.9%, compared to 2010.
- EBITDA[4] during the year rose 26.3% to Ps. 2.14 billion, representing a 26.5% margin.
- Consolidated Net Income for 2011 increased 29.6% to Ps. 1.4 billion, compared to the previous year. Earnings per Share[5] increased 30.2% to Ps. 1.33.
- During the year Genomma Lab successfully launched 88 products under existing brands and 51 products under 14 New Brands[6].

Comments from the Chairman and CEO

Mr. Rodrigo Herrera, Chairman and Chief Executive Officer, stated: “We are glad to announce our fourth quarter and full year 2011 results.

We closed the year with good results for the fourth quarter, mainly driven by higher growth rates achieved in our international operations, which increased 50.9% during the period, derived from the launch of several new products in these markets, as we were able to recover from some of the delays in launches we had in the previous quarter.

Sales in Mexico remained strong despite a slight slowdown registered in our December sales as consumption patterns changed, derived from the launch of a new promotion called “El Buen Fin” (Mexican Black Friday) in November. The strong discounts contributed to higher sales during this weekend, especially in the electro-domestics category, but left consumers with less purchasing power for December, which is usually our strongest month of the year.

2011 was no different than prior years, as we continued implementing our acquisition strategy, buying Alert, Nordiko and Wildroot from Colgate-Palmolive, brands with a high level of recognition. With this acquisition we strengthened our personal care portfolio and made Colgate-Palmolive part of our suppliers´ chain. We remain open to additional attractive acquisitions that could be presented to the Company.

For 2012, we look forward to continue delivering solid growth; our guidance estimate for the full year in terms of Net Sales is to grow between 23% and 26% with an EBITDA margin of at least 26%, mainly driven by our international operations and supported by our strong presence in the Mexican market.”

[4] EBITDA is calculated by adding depreciation and amortization to the Operating Income.
[5] Earnings per Share are for the last 12 months and were calculated using the weighted average of shares outstanding for the period.
[6] As defined below.

Consolidated Results of Operations for the Fourth Quarter and Full Year 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 and full year period ended December 31, 2011 are compared to the same periods in 2010:

For the quarter and full year period ended December 31, 2011 and 2010
(In millions of current Mexican Pesos)

	4rd Quarter			January to December		
	2011	2010	%Var	2011	2010	%Var
Net Sales	2,744.3	2,143.3	28.0	8,074.8	6,263.6	28.9
Gross Profit	1,907.8	1,504.6	26.8	5,612.4	4,449.1	26.1
Gross Margin	69.5%	70.2%	(0.7)	69.5%	71.0%	(1.5)
EBITDA[1]	932.7	755.5	23.4	2,139.2	1,693.5	26.3
EBITDA Margin	34.0%	35.3%	(1.3)	26.5%	27.0%	(0.5)
Operating Income	913.4	729.9	25.1	2,057.2	1,614.8	27.4
Operating Income Margin	33.3%	34.1%	(0.8)	25.5%	25.8%	(0.3)
Net Income of Majority Shareholders	601.5	461.7	30.3	1,396.8	1,072.6	30.2
Net Income of Majority Shareholders Margin	21.9%	21.5%	0.4	17.3%	17.1%	0.2
Weighted average number of shares outstanding	1052254,426	1052608,556	(0.0)	1052529,900	1052666,686	(0.0)
EPS (12 months)[2]	1.33	1.02	30.3	1.33	1.02	30.2

[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 December 31, 2011 totaled 1,052,749,426.

Net Sales rose 28.0% to Ps. 2.74 billion for the fourth quarter of 2011, from Ps. 2.14 billion in the fourth quarter of 2010. This increase resulted from the combination of the following: i) an 8.3% increase (Ps. 129.5 million) from **Base Brands** in Mexico, amounting to Ps. 1.68 billion, including line extensions on these brands; ii) a 10.2% increase (Ps. 19.7 million) due to the full year effect of **Prior Year Launches** in Mexico, including the recent line extensions on these brands launched during 2010, totaling Ps. 213.2 million; iii) an income of Ps. 249.8 million in the fourth quarter of 2011 from **New Brands** in Mexico, mainly due to the launch of 34 new products under 8 New Brands during this period; and, iv) a 50.9% increase (Ps. 202.0 million) resulting from **International** operations, totaling Ps. 598.6 million.

Net Sales for the Full Year rose 28.9% to Ps. 8.07 billion, compared to Ps. 6.26 billion in the same period of 2010. This increase resulted from the combination of the following: i) a 13.4% increase (Ps. 601.3 million) from **Base Brands** in Mexico, amounting to Ps. 5.09 billion, including line extensions on these brands; ii) a 67.6% increase (Ps. 221.1 million) due to the effect of **Prior Year Launches** in Mexico, including the recent line extensions on these brands launched during 2010, totaling Ps. 548.1 million; iii) an income of Ps. 561.4 million from **New Brands** in Mexico related to the launch of 51 new products under 14 New Brands during 2011; and, iv) a 29.4% increase (Ps. 427.4 million) resulting from **International** operations, totaling Ps. 1.88 billion.

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**[7] 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
4) **International** refers to Net Sales of our international operations.

The following table shows Net Sales for the full year of 2011 and 2010, detailed by brand:

(In millions of current Mexican Pesos)

BRAND	NET SALES 2011	*% OF TOTAL NET SALES*	NET SALES 2010	*VAR %*
ASEPXIA	484.2	*6.0%*	443.6	*9.1%*
PRIMER NIVEL	344.7	*4.3%*	330.0	*4.5%*
GOICOECHEA	305.6	*3.8%*	206.2	*48.2%*
TIO NACHO	295.1	*3.7%*	191.3	*54.3%*
MA EVANS	291.9	*3.6%*	97.4	*199.8%*
VANART	290.3	*3.6%*	0.0	*NA*
CICATRICURE	280.1	*3.5%*	156.9	*78.5%*
NEXT	274.7	*3.4%*	327.0	*-16.0%*
LINEA M	251.3	*3.1%*	210.7	*19.3%*
X RAY	215.0	*2.7%*	155.2	*38.5%*
NIKZON	206.9	*2.6%*	248.9	*-16.9%*
SHOT B	195.5	*2.4%*	189.1	*3.4%*
UNESIA	190.5	*2.4%*	261.9	*-27.3%*
GENOPRAZOL	176.5	*2.2%*	152.2	*16.0%*
MEDICASP	164.2	*2.0%*	104.9	*56.4%*
SUBTOTAL	3,966.7	*49.1%*	3,075.2	*29.0%*
OTHER BRANDS (<2%)	2,229.1	*27.6%*	1,736.7	*28.4%*
TOTAL MEXICO	6,195.8	*76.7%*	4,812.0	*28.8%*
INTERNATIONAL	1,879.0	*23.3%*	1,451.6	*29.4%*
TOTAL	**8,074.8**	***100.0%***	**6,263.6**	***28.9%***

[7] 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.

Gross Profit increased 26.8% to Ps. 1.91 billion in the fourth quarter of 2011, compared to Ps. 1.50 billion during the fourth quarter of 2010. Gross Margin decreased 0.7 percentage points, as a percentage of Net Sales, to 69.5% in the fourth quarter of 2011, compared to 70.2% in the same period of 2010. This decrease in margin was mainly due to an increase in sales of our personal care products, as a percentage of Net Sales, derived mainly from our recent brand acquisitions. These products have a higher cost of goods sold as a percentage of Net Sales.

Gross Profit for the Full Year increased 26.1% to Ps. 5.61 billion, compared to Ps. 4.45 billion during 2010. Gross Margin decreased 1.5 percentage points, as a percentage of Net Sales, to 69.5% in 2011, compared to 71.0% in 2010.

Selling, General and Administrative Expenses, as a percentage of Net Sales, increased 0.1 percentage points to 36.2% for the fourth quarter of 2011, from 36.1% in the fourth quarter of 2010. SG&A expenses during this quarter were in line with the same period of last year.

Selling, General and Administrative Expenses for the Full Year, as a percentage of Net Sales, decreased 1.3 percentage points to 44.0%, from 45.3% in 2010.

EBITDA increased 23.4% to Ps. 932.7 million in the fourth quarter of 2011, compared to Ps. 755.5 million in the fourth quarter of 2010. The EBITDA margin decreased 1.3 percentage points, as a percentage of Net Sales, to 34.0% for the fourth quarter of 2011, from 35.3% for the fourth quarter of 2010. The EBITDA margin decrease was primarily due a 0.6 percentage point increase in the Selling, General and Administrative Expenses (excluding Depreciation and Amortization), as a percentage of Net Sales, in addition to a 0.7 percentage point increase in the cost of goods sold, as a percentage of Net Sales.

EBITDA for the Full Year increased 26.3% to Ps. 2.14 billion, compared to Ps. 1.69 billion in 2010. The EBITDA margin decreased 0.5 percentage points, as a percentage of Net Sales, to 26.5% for 2011, from 27.0% for 2010.

EBITDA Reconciliation

For the fourth quarter and full year ended December 31, 2011 and 2010
(In millions of current Mexican pesos)

	Fourth Quarter		Full Year	
	2011	2010	2011	2010
Consolidated net income (loss)	607.7	471.1	1,416.0	1,093.0
Income tax expense (benefit)	261.9	217.0	616.8	482.4
Not consolidated subsidiaries (income)	0.2	4.9	(0.3)	19.1
Comprehensive financing (income) cost	5.4	31.8	(17.0)	27.3
Other expense (income), net	38.2	5.1	41.7	(6.9)
Operation income	**913.4**	**729.9**	**2,057.2**	**1,614.8**
Depreciation and amortization	19.3	25.6	81.9	78.7
EBITDA	**932.7**	**755.5**	**2,139.2**	**1,693.5**
EBITDA margin	*34.0%*	*35.3%*	*26.5%*	*27.0%*

Operating Income increased 25.1% to Ps. 913.4 million in the fourth quarter of 2011, compared to Ps. 729.9 million in the fourth quarter of 2010. Operating Margin decreased 0.8 percentage points, as a percentage of Net Sales, to 33.3%, compared to 34.1% for the same period in 2010. This increase is a result of the aforementioned reasons.

Operating Income for the Full Year increased 27.4% to Ps. 2.06 billion, compared to Ps. 1.61 billion in 2010. Operating Margin decreased 0.3 percentage points, as a percentage of Net Sales, to 25.5%, compared to 25.8% for 2010.

Comprehensive Financing Result resulted in a Ps. 5.43 million loss in the fourth quarter of 2011, which represented a decrease in the loss by Ps. 26.3 million, compared to a Ps. 31.8 million loss recorded in the fourth quarter of 2010. This decrease in loss was primarily a result of: i) a Foreign Exchange Gain amounting to Ps. 28.2 million during the fourth quarter of 2011, compared to a Ps. 4.2 million loss during the same period of 2010, resulting from a significant appreciation of the US Dollar exchange rate vs the Company's operating currencies; ii) a decrease in Financial Expenses of Ps. 0.9 million to Ps. 29.7 million during the fourth quarter of 2011, compared to Ps. 30.6 million during the same period of 2010; iii) a higher Interest Income of Ps. 12.0 million during the fourth quarter of 2011, compared to Ps. 4.5 million in the same period of 2010; iv) no Monetary Position loss during the fourth quarter of 2011, compared to a Ps. 2.5 million loss in the same period of 2010; and, v) an decrease of Ps. 17.0 million in the effect related to the Exchange Rates from Foreign Operations, which resulted in a Ps. 15.9 million loss in the fourth quarter of 2011, compared to a Ps. 1.1 million gain during the same period of 2010.

Comprehensive Financing Result for the full year resulted in a Ps. 17.0 million gain, which represented an increase of Ps. 44.3 million, compared to a Ps. 27.3 million loss recorded in 2010.

Consolidated Net Income increased 29.0% to Ps. 607.7 million in the fourth quarter of 2011, representing a margin of 22.1% over Net Sales, compared to Ps. 471.1 million in the fourth quarter of 2010, which represented a margin of 22.0%.

Consolidated Net Income for the Full Year increased 29.6% to Ps. 1.42 billion, representing a margin of 17.5% over Net Sales, compared to Ps. 1.09 billion in 2010, which represented a margin of 17.5%.

Balance Sheet

As of December 31, 2011, December 31, 2010 and September 30, 2011
(In millions of current Mexican pesos for the amounts of December 2011, December 2010 and September 2011)

	December 31, 2011	December 31, 2010	Var Dec '11 vs Dec '10	% Var Dec '11 vs Dec'10	September 30, 2011	Var Dec'11 vs Sep '11	% Var Dec'11 vs Sep '11
Balance Sheet Information:							
Cash and Equivalents	**1,538.5**	1,454.2	84.4	5.8%	1,775.8	(237.3)	-13.4%
Clients	**3,482.6**	1,937.4	1,545.2	79.8%	2,474.3	1,008.3	40.8%
Inventories	**1,101.0**	946.7	154.3	16.3%	1,153.3	(52.4)	-4.5%
Other current Assets	**506.4**	345.8	160.6	46.4%	254.5	251.9	99.0%
Total Assets	**9,194.0**	5,830.9	3,363.1	57.7%	8,123.0	1,071.0	13.2%
Suppliers	**1,262.3**	969.1	293.2	30.3%	833.3	429.0	51.5%
Other current Liabilities	**923.2**	578.6	344.5	59.5%	2,084.5	(1,161.3)	-55.7%
Long-term Loans with financial institutions	**970.0**	-	970.0	100.0%	970.0	-	0.0%
Total Liabilities	**3,621.1**	1,719.3	1,901.8	110.6%	3,177.8	443.3	13.9%
Stockholders Equity	**5,572.9**	4,111.6	1,461.3	35.5%	4,945.2	627.7	12.7%
Working Capital [1]	**4,443.0**	3,136.3	1,306.7	41.7%	2,740.2	1,702.8	62.1%
Working Capital less cash	**2,904.5**	1,682.1	1,222.3	72.7%	964.3	1,940.2	201.2%
Accounts Receivable days	**155**	111	44	39.4%	119	36	30.5%
Inventories days	**161**	188	(27)	-14.3%	183	(22)	-12.0%
Suppliers days	**185**	192	(7)	-4.0%	132	53	39.8%
Cash Conversion Cycle	**132**	107	25	23.2%	170	(38)	-22.5%

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

Cash and Equivalents increased 5.8% (Ps. 84.4 million) to Ps. 1.54 billion as of December 31, 2011, compared to Ps. 1.45 billion as of December 31, 2010. This increase was mainly due to cash generation from our operations during the last twelve months, which was offset by several brand acquisition payments in the past twelve months, amounting to Ps. 902.4 million.

Clients amounted to Ps. 3.48 billion as of December 31, 2011, compared to Ps. 1.94 billion as of December 31, 2010. Days of Accounts Receivable increased 44 days to 155 days as of December 31, 2011, from 111 days as of December 31, 2010. This increase is derived from a higher number of launches during the second half of the year, both in our Mexican and international markets.

Inventories amounted to Ps. 1.10 billion as of December 31, 2011, compared to Ps. 946.7 million as of December 31, 2010. Days of Inventories decreased 27 days to 161 days as of

December 31, 2011, compared to 188 days as of December 31, 2010. This decrease is mainly due to a strong increase in the sales of our international operations, mainly driven by the launches achieved during the fourth quarter, in addition to a high comparable base from the same period of 2010, when high inventories were supporting the strong growth in our international operations, especially Brazil and the US.

Suppliers amounted to Ps. 1.26 billion as of December 31, 2011, compared to Ps. 969.1 million as of December 31, 2010. Days of Suppliers decreased 7 days to 185 as of December 31, 2011, from 192 days as of December 31, 2010. This slight decrease is the remaining effect of our previous defensive strategy of building up inventories during the first half of 2011 to prevent price increases from suppliers. The large inventory built up in previous quarters allowed the Company to reduce product acquisitions in this fourth quarter.

Other Current Assets amounted to Ps. 506.4 million as of December 31, 2011, from Ps. 345.8 million as of December 31, 2010. This increase was primarily due to payments made in advance, as well as to support the strong growth of the Company.

Other Current Liabilities amounted to Ps. 923.2 million as of December 31, 2011, from Ps. 578.6 million as of December 31, 2010. This increase was mainly due to the short-term portion of payments derived from acquisitions, in addition to payable advertising and an increase in interests related to debt with financial institutions.

Long-Term Loans with Financial Institutions amounted to Ps. 970.0 million as of December 31, 2011, which represents no change when compared to the previous quarter, reaching a Debt to EBITDA (last twelve months) ratio of 0.45.

Cash Conversion Cycle reached 132 days at the end of the fourth quarter of 2011, compared to 107 days at the end of the same period of 2010. This represents an improvement of 25 days compared to the third quarter of 2011. This number is in line with Company's commitment of achieving 130 days by the end of 2011.

Operations Summary

Net Sales Segmentation for the Fourth Quarter

During the fourth quarter of 2011, OTC pharmaceutical products represented 43.2%[8] of our Mexican sales, personal care products represented 53.1%[9] and generic pharmaceutical products represented 3.7%[10].

Net Sales of our OTC pharmaceutical products in Mexico decreased 9.3%[8] during the fourth quarter of 2011, compared to the fourth quarter of 2010. During this quarter of 2011 the Company launched 9 new OTC products.

Net Sales of our personal care products in Mexico increased 62.1%[9] in the fourth quarter of 2011, compared to the fourth quarter of 2010. During the fourth quarter of 2011 the Company launched 57 new personal care products.

Net Sales of generic pharmaceutical products in Mexico were Ps. 80.0[10] million for the fourth quarter of 2011, which represented a 265.4% increase when compared to the same period of 2010.

(In millions of current Mexican Pesos)

	4th Quarter					
	OTC	**PC**	**BG***	**Total 4Q11**	**Total 4Q10**	**%Var**
Mexico	927.0	1,138.7	80.0	2,145.7	1,746.7	22.8
International	55.8	542.8	-	598.6	396.6	50.9
TOTAL	**982.8**	**1,681.5**	**80.0**	**2,744.3**	**2,143.3**	**28.0**

*BG: Branded Generics

[8] Includes only OTC pharmaceutical products in Mexico.
[9] Includes only personal care products in Mexico.
[10] Includes only generic pharmaceutical products in Mexico.

New Products Launches and Line Extensions

During 2011, we launched 88 line extensions from our **Base Brands** and **Prior Year Launches** as well as 51 new products under 14 **New Brands**, among which are:

English Lady is a new brand of deodorants and anti-perspirants with pheromones that come in roll-on and spray presentations. It is formulated to go with the modern lifestyle of women, providing maximum protection against odor and perspiration with three times more perfume and exclusive microcapsules that release prolonged fragrance and offer a 48-hour coolness sensation, maintaining the skin dry and moisture free.

Pomada de la Campana Tepezcohuite is a line extension of the brand *Pomada de la Campana*, acquired on 2011. This new product has an innovative fragrance and vitamins A and E. It protects irritated skin or skin with minor burns, as it stimulates its regeneration process.

Zaat Tabletas de Cafeína, is a product developed by the Company from our new brand *Zaat.* It is the first caffeine based drug to help to maintain a state of alertness and when experiencing fatigue and exhaustion, stimulating the body's fatigue resistance and removing drowsiness.

Other Corporate Events

- On December 21st, 2011, the Company closed the acquisition of the Alert^MR and Nórdiko^MR brands with Colgate-Palmolive. The acquired brands have a very strong recognition in the Mexican consumer's mind. As part of the agreement, Colgate-Palmolive has become part of Genomma Lab's suppliers' network and has guaranteed the long-term supply of the acquired brands' products.

- During the fourth quarter, changes in the organizational structure were put in place in order to optimize the operations of the Company:
    - Mrs. Patricia Faci Villalobos was named Executive Vice-President,
    - Mrs. Renata Herrera Aspra was named Chief Operating Officer,
    - Mr. José Mariano de la Peña Tschudi was named Chief of International Operations, a new position in the Company which will reinforce our international operations and support the strong expected growth during the following years.

- Genomma Lab was awarded "Proveedor del Año 2011" (Supplier of the Year 2011) by Walmart Mexico, as a result of the synergies and joint work between the two enterprises.

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).

Income Statement

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

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

	FOURTH QUARTER		VARIATION	FULL YEAR		VARIATION
	2011	2010	%	2011	2010	%
Net sales	2,744,279	2,143,337	28.0%	8,074,788	6,263,621	28.9%
Costs and expenses:						
Cost of sales	836,464	638,771	30.9%	2,462,392	1,814,478	35.7%
Selling, general and administrative expenses	994,425	774,642	28.4%	3,555,181	2,834,352	25.4%
Total costs and expenses	1,830,889	1,413,413	29.5%	6,017,573	4,648,830	29.4%
Income from operations	**913,390**	**729,924**	**25.1%**	**2,057,215**	**1,614,791**	**27.4%**
Other (expenses), net	(38,178)	(5,089)	650.2%	(41,745)	6,932	-702.2%
Comprehensive financing income (cost)						
Interest (expense)	(29,688)	(30,619)	-3.0%	(73,706)	(41,692)	76.8%
Interest income	11,973	4,485	167.0%	31,280	26,787	16.8%
Exchange gain (loss), net	13,608	(4,215)	-422.8%	59,386	(14,244)	-516.9%
Monetary position (loss)	-	(2,527)	-100.0%	-	(10,653)	-100.0%
Effects of exchange rate changes on foreing operations	(1,323)	1,111	-219.1%	-	12,514	-100.0%
	(5,430)	(31,765)	-82.9%	16,960	(27,288)	-162.2%
(Loss) of not consolidated subsidiaries	(214)	(4,891)	-95.6%	342	(19,112)	-101.8%
Income before income taxes	**869,568**	**688,179**	**26.4%**	**2,032,772**	**1,575,323**	**29.0%**
Income tax expense	261,892	217,045	20.7%	616,818	482,365	27.9%
Income before discontinued operations	**607,676**	**471,134**	**29.0%**	**1,415,954**	**1,092,958**	**29.6%**
Discontinued operations, net	-	-				
Consolidated net income	**607,676**	**471,134**	**29.0%**	**1,415,954**	**1,092,958**	**29.6%**
Net income of minority stockholders	6,179	9,404	-34.3%	19,188	20,393	-5.9%
Net income of majority stockholders	**601,497**	**461,730**	**30.3%**	**1,396,766**	**1,072,565**	**30.2%**

Balance Sheet

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

As of December31, 2011,December31, 2010 and September31, 2010

(In thousands of current Mexican Pesos)

ASSETS	DECEMBER 2011	DECEMBER 2010	VARIATION Amount	VARIATION %	SEPTEMBER 2010	VARIATION Amount	VARIATION %
Current assets							
Cash and equivalents	1,538,520	1,454,168	84,352	6%	1,775,555	(237,035)	-13%
Share buy back fund	-	268	(268)	-100%	13,322	(13,037)	-100%
Accounts receivable - net	3,602,915	2,164,884	1,438,031	66%	2,509,219	1,093,696	44%
Inventory - net	1,100,954	903,679	197,275	22%	1,153,336	(52,382)	-5%
Prepaid expenses and other current assets	333,885	113,268	220,617	195%	157,359	176,526	112%
Due from related parties	52,245	47,775	4,470	9%	45,794	6,451	14%
Discontinued operations	-	-	-		3,372	(3,372)	-100%
Total current assets	**6,628,519**	**4,684,042**	**1,944,477**	**42%**	**5,657,957**	**970,562**	**17%**
Equipment - net	**427,763**	**424,996**	**2,767**	**1%**	**436,958**	**(9,195)**	**-2%**
Trademarks	1,980,498	563,979	1,416,519	251%	1,755,141	225,357	13%
Investments in subsidiaries	6,207	5,189	1,018	20%	6,246	(39)	-1%
Deferred income tax	7,103	7,024	79	1%	133,872	(126,769)	-95%
Other assets - net	143,882	145,679	(1,797)	-1%	132,840	11,042	8%
	2,137,690	**721,871**	**1,415,819**	**196%**	**2,028,099**	**109,591**	**5%**
Total Assets	**9,193,972**	**5,830,909**	**3,363,063**	**58%**	**8,123,014**	**1,070,958**	**13%**

LIABILITIES AND STOCKHOLDERS EQUITY	DECEMBER 2011	DECEMBER 2010	VARIATION Amount	VARIATION %	SEPTEMBER 2010	VARIATION Amount	VARIATION %
Current Liabilities							
Accounts payable to suppliers	1,262,328	969,099	293,229	30%	833,303	429,025	51%
Other current liabilities	845,032	433,162	411,870	95%	864,249	(19,217)	-2%
Current portion of long term loan w/ financial institutions	-	-	-		-	-	
Income tax payable	57,575	133,745	(76,170)	-57%	223,382	(165,807)	-74%
Statutory employee profit sharing	20,585	11,738	8,847	75%	10,120	10,465	103%
Discontinued operations	-	-	-		4,557	(4,557)	-100%
Total current liabilities	**2,185,520**	**1,547,744**	**637,776**	**41%**	**1,947,808**	**237,712**	**12%**
Long-term liabilities							
Deferred income tax	179,934	67,226	112,708	168%	-	179,934	100%
Employee retirement obligations	17,269	10,003	7,266	73%	13,810	3,459	25%
Trade accounts payable LT	268,346	94,295	174,051	185%	246,183	22,163	9%
Long term loans with financial institutions	970,000		970,000	100%	970,000	-	
Total liabilities	**3,621,069**	**1,719,268**	**1,901,801**	**111%**	**3,177,801**	**443,268**	**14%**
Capital stock	1,931,222	1,931,222	-	-	1,931,222	-	
Retained earnings	2,214,250	2,214,250	-	-	2,214,255	(5)	-0%
Net Income	1,396,766		1,396,766	100%	33,882	1,362,884	94%
Cumulative translation effects of foreing subsidiaries	65,635	(6,635)	72,270	-1089%	795,269	(729,634)	76%
Minority interest	(96,476)	(73,898)	(22,578)	31%	33,918	(130,394)	24%
Share buy back fund	19,612	19,612	-		(82,945)	102,557	-7%
Net premium in stock placement	-	-	-		19,612	(19,612)	
Total stockholders' equity	**5,572,903**	**4,111,641**	**1,461,262**	**36%**	**4,945,213**	**647,302**	**13%**
Total	**9,193,972**	**5,830,909**	**3,363,063**	**58%**	**8,123,014**	**1,070,958**	**13%**

Cash Flow

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

For the quarter and year ended December 31, 2011
(In thousands of current Mexican pesos)

	2011	
	ACCUMULATED	4Q
Cash and cash equivalents beginning of period	1,454,436	1,788,877
Consolidated Net Income	1,415,954	607,676
Depreciation and amortization	81,944	19,289
Unearned foreign exchange fluctuations	(1,805)	(1,098)
Income tax	616,818	261,892
Equity in loss of associated companies	(342)	214
Gain on fixed assets sale	7,662	2,586
Other financing activites	49,181	20,671
	2,169,412	911,230
Changes in Working Capital		
Receivables	(1,759,267)	(1,235,644)
Inventories	(197,275)	9,398
Other assets	(134,754)	(50,006)
Suppliers	293,702	429,770
Other liabilities	(282,605)	(166,381)
	(2,080,199)	(1,012,863)
Net cash generated (used) in operating activities	89,213	(101,633)
Investing activities:		
Investment in fixed assets	(66,199)	(13,812)
Brand Acquisitions	(902,430)	(154,641)
Other assets	(6,084)	11,095
Net cash generated (used) in investing activities	(974,713)	(157,358)
Financing activities:		
Borrowings with financial institutions	970,000	-
Interest paid	(28,761)	(11,827)
Repurchase of Stock	(41,579)	(15,124)
Minority Interest	(4,384)	1,795
Net cash used in financing activities	895,276	(25,156)
Net increase in cash and cash equivalents before foreign exchange adjustments coming from International operations	9,776	(284,147)
Foreign exchange and inflationary effects from International operations	74,308	33,790
Cash and cash equivalents end period balance	1,538,520	1,538,520
less- shares buyback fund	-	-
less- employees' shares fund	-	-
Cash and cash equivalents at end period balance for operation	1,538,520	1,538,520