Genomma Lab achieves a 34.2% EBITDA Margin and a 24.0% Top Line Growth in Fourth Quarter of 2012

GENOMMA LAB INTERNACIONAL ANNOUNCES ITS FOURTH QUARTER REPORT AND FULL YEAR 2012 AUDITED RESULTS

Mexico City, Mexico –February 27th, 2013

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 December 31, 2012. All figures included herein are stated in nominal Mexican pesos and were prepared in accordance with International Financial Reporting Standards (IFRS), all full year figures have been audited and are subject to approval of the Annual Shareholder's Meeting. As of January 1st of 2012, the Company adopted IFRS (retrospective application) as the accounting framework for its financial statements to comply with the provisions established by the Mexican National Banking and Securities Commission (CNBV). The data provided herein is the fourth quarterly financial report by Genomma Lab under IFRS. Also, due to the adoption of IFRS, 2011 figures were adjusted in order to have a comparable base, which resulted in variations against originally reported figures.

4Q 2012 Highlights (vs. 4Q 2011)

- Net Sales for the quarter reached Ps. 3.39 billion, increasing 24.0%, compared to the same period of 2011.
- EBITDA increased 30.7% in the fourth quarter to Ps. 1.16 billion, representing a 34.2% margin.
- Consolidated Net Income increased 26.2% to Ps. 769.8 million in the fourth quarter, compared to the same quarter of 2011. Earnings per Share[1] increased 13.2% to Ps. 1.49, compared to the same period of 2011.
- During the fourth quarter, Genomma Lab successfully launched 12 products under 5 existing brands and 6 products under 2 new brands.

[1] Earnings per Share are for the last 12 months and were calculated using the weighted average of shares outstanding for the period.

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Full Year 2012 Audited Highlights (vs. 2011)

- Net Sales for 2012 reached Ps. 9.80 billion, increasing 21.6%, compared to 2011.
- Adjusted EBITDA[2] increased 25.2% in 2012 to Ps. 2.61 billion, representing a 26.6% margin.
- Consolidated Net Income for 2012 increased 14.2% to Ps. 1.61 billion, compared to 2011. Earnings per Share[3] increased 13.3% to Ps. 1.49 compared to 2011.
- During the year, Genomma Lab successfully launched 67 products under 19 existing brands and 15 products under 5 new brands.

Comments from the Chairman and CEO

Mr. Rodrigo Herrera, Chairman and Chief Executive Officer, mentioned: "We are very pleased to announce our full-year results for 2012, which exceed our revised guidance. We were able to finish the year with a strong fourth quarter and very positive results both in our Mexican and international operations.

Mexican operations reported a solid growth of 16% year over year. Our OTC and personal care products continued showing strong growth rates that were above the market. We continue to be the number one OTC pharmaceutical company in Mexico and one of the strongest players in the personal care market.

Our international operations also registered strong results, posting a 40% growth in 2012 compared to 2011, mainly supported by Brazil, Argentina, and the United States. We have launched very important initiatives in these markets, especially in the US with two of our main clients, Walgreens and Wal-Mart. We are confident these initiatives will bring positive results in the coming years.

2012 was a year of relevant strategic changes, which have led us to become a more solid company while making our operations more efficient. Among these strategic transformations are: deciding to outsource manufacturing outside of Mexico for some of our products; strengthening our presence in our international operations by relocating key collaborators from Mexico to other countries; and, implementing the new Enterprise Resource Planning (ERP) and Warehouse Management System (WMS). These strategic transformations contributed to the solid results and strong growth recorded this year, and will strengthen the basis to continue supporting future growth.

During 2012 we acquired the following brands in Mexico: Fermodyl, ZanZusi, Altiva, Amara, Bioskin, Larizá and XL-3; additionally, for the first time, we acquired brands outside of Mexico: Babysan and Piecidex in Argentina and we signed a licensing agreement for Dermaglós in Brazil. Some of these brands have already been relaunched and the rest will be renovated and relaunched to the market with Genomma's typical brand and product relaunch strategy.

For 2013, we look forward to continue delivering solid growth. Our guidance estimate for the full year in terms of Net Sales is a 16% growth, excluding our initiatives in the US, with an EBITDA margin of at least 26.5%. These results will be mainly driven by our international operations and supported by our strong presence in the Mexican market."

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[2] For January to December 2012, EBITDA was adjusted by adding Ps. 49.1 million pesos of non-recurring expenses related to the Prestige Brands process.
[3] Earnings per Share are for the last 12 months and were calculated using the weighted average of shares outstanding for the period.

Consolidated Results of Operations for the Fourth Quarter of 2012

The following table shows consolidated results of operations, in millions of pesos (except share and per-share data); the margin for each result, 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, 2012 are compared to the same periods in 2011:

For the quarter and full year period ended December 31, 2012 and 2011
(In millions of current Mexican Pesos)

	4th Quarter			Full Year		
	2012	2011	%Var	2012	2011	%Var
Net Sales	3,389.1	2,732.3	24.0	9,799.7	8,056.3	21.6
Gross Profit	2,340.7	1,895.6	23.5	6,737.6	5,590.2	20.5
Gross Margin	69.1%	69.4%	(0.3)	68.8%	69.4%	(0.6)
EBITDA[1]	1,157.9	885.8	30.7	2,607.6	2,082.6	25.2
EBITDA Margin	34.2%	32.4%	1.8	26.6%	25.8%	0.8
Operating Income	1,140.3	866.4	31.6	2,492.1	2,000.6	24.6
Operating Income Margin	33.6%	31.7%	1.9	25.4%	24.8%	0.6
Net Income of Majority Shareholders	752.3	603.8	24.6	1,564.9	1,387.2	12.8
Net Income of Majority Shareholders Margin	22.2%	22.1%	0.1	16.0%	17.2%	(1.2)
Weighted average number of shares outstanding	1,048,733,370	1,052,608,556	(0.4)	1,048,415,780	1,052,529,900	(0.4)
EPS (12 months)[2]	1.49	1.32	13.2	1.49	1.32	13.3

[1] EBITDA is calculated by adding depreciation and amortization to the Operating Income. For January to December 2012, EBITDA was adjusted by adding Ps. 49.1 million pesos of non-recurring expenses related to the Prestige Brands process.
[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, 2012 totaled 1,048,733,370. EPS for the fourth quarter of 2011 were calculated with the last twelve months Consolidated Net Income under Mexican GAAP (NIF), and does not reflect the reclassification to IFRS.

Net Sales rose 24.0% to Ps. 3.39 billion in the fourth quarter of 2012, from Ps. 2.73 billion in the fourth quarter of 2011. For the full year, Net Sales rose 21.6% to Ps. 9.80 billion, compared to Ps. 8.06 billion in 2011.

Net Sales by brands are classified as follows:

1) **Base Brands** represent brands launched at least two years prior to the last fiscal year (2010, 2009, 2008 and earlier) in Mexico;
2) **Prior Year Launches** are brands launched during the prior fiscal year (2011) in Mexico;
3) **New Brands** are brands launched during the current fiscal year (2012) 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 14.4% increase (Ps. 270.6 million) from **Base Brands** in Mexico during the fourth quarter, amounting to Ps. 2.16 billion, including line extensions on these; during full year 2012, **Base Brands** in Mexico increased 9.2% (Ps. 518.5 million), amounting to Ps. 6.14 billion;

ii) a 42.7% decrease (Ps. 106.0 million) of **Prior Year Launches** in Mexico during the fourth quarter due to the full year effect, including the recent line extensions on these brands, resulting in Ps. 142.4 million; during full year 2012, **Prior Year Launches** in Mexico increased 24.3% (Ps. 136.0 million), resulting in Ps. 695.5 million;

iii) Ps. 196.6 million in the fourth quarter of 2012 from **New Brands** in Mexico; for the full year, **New Brands** in Mexico had an income of Ps. 337.5 million; and,

iv) a 49.4% increase (Ps. 295.6 million) from **international** operations, totaling Ps. 894.2 million in the fourth quarter of 2012; for the full year, **International** operations increased 40.0% (Ps. 751.4 million), totaling Ps. 2.63 billion.

Gross Profit increased 23.5% to Ps. 2.34 billion in the fourth quarter of 2012, compared to Ps. 1.90 billion during the fourth quarter of 2011. Gross Margin deceased 0.3 percentage points, as a percentage of Net Sales, to 69.1% in the fourth quarter of 2012, compared to 69.4% in the same period of 2011. This decrease in margin was primarily due to a change in our product mix, since sales of our personal care products and branded generics, as a percentage of Net Sales, increased compared to the same period of 2011. These products have higher cost of goods sold as a percentage of Net Sales.

Gross Profit for the Full Year increased 20.5% to Ps. 6.74 billion, compared to Ps. 5.59 billion during 2011. Gross Margin decreased 0.6 percentage points, as a percentage of Net Sales, to 68.8% in 2012, compared to 69.4% in 2011.

Selling, General and Administrative Expenses, as a percentage of Net Sales, decreased 2.3 percentage points to 35.4% in the fourth quarter of 2012, from 37.7% in the fourth quarter of 2011. This decrease was primarily due to the economies of scale derived from a more efficient management of our SG&A expenses in Mexico and in our international operations.

Selling, General and Administrative Expenses for the Full Year, as a percentage of Net Sales, decreased 1.3 percentage points to 43.3%, from 44.6% in 2011.

EBITDA increased 30.7% to Ps. 1.16 billion in the fourth quarter of 2012, compared to Ps. 885.8 million in the fourth quarter of 2011. The EBITDA margin increased 1.8 percentage points, as a percentage of Net Sales, to 34.2% in the fourth quarter of 2012, from 32.4% in the fourth quarter of 2011.The EBITDA margin increase was primarily due to a decrease in the Selling, General and Administrative Expenses (excluding Depreciation and Amortization), as a percentage of Net Sales, which was offset by an increase in the cost of goods sold, as a percentage of Net Sales.

Adjusted EBITDA for the Full Year increased 25.2% to Ps. 2.61 billion, compared to Ps. 2.08 billion in 2011. The Adjusted EBITDA margin increased 0.8 percentage points, as a percentage of Net Sales, to 26.6% 2012, from 25.8% in 2011.

EBITDA Reconciliation

For the fourth quarter and full year ended December 31, 2012 and 2011
(In millions of current Mexican pesos)

	Fourth Quarter		Full Year	
	2012	2011	2012	2011
Consolidated net income (loss)	769.8	610.0	1,606.0	1,406.4
Income tax expense (benefit)	332.1	262.9	716.7	612.7
Not consolidated subsidiaries (income)	(5.7)	0.2	1.3	(0.3)
Comprehensive financing (income) cost	44.0	(6.6)	168.1	(18.2)
Operation income	**1,140.3**	**866.4**	**2,492.1**	**2,000.6**
Depreciation and amortization	17.6	19.4	66.3	81.9
EBITDA	**1,157.9**	**885.8**	**2,558.5**	**2,082.6**
Non-recurring expenses[1]	-	-	49.1	-
Adjusted EBITDA	**1,157.9**	**885.8**	**2,607.6**	**2,082.6**
Adjusted EBITDA margin	34.2%	32.4%	26.6%	25.8%

[1] The non-recurring expenses are related to the unsolicited offer that Genomma Lab made to acquire Prestige Brands Holdings, Inc.

Operating Income increased 31.6% to Ps. 1.14 billion in the fourth quarter of 2012, compared to Ps. 866.4 million in the fourth quarter of 2011. Operating Margin, as a percentage of Net Sales, increased 1.9 percentage points, reaching 33.6% in the fourth quarter of 2012, from 31.7% in the same period of 2011.

Operating Income for the Full Year increased 24.6% to Ps. 2.49 billion, compared to Ps. 2.00 billion in 2011. Operating Margin, as a percentage of Net Sales, increased 0.6 percentage points to 25.4% in 2012 from 24.8% in 2011.

Comprehensive Financing Result represented a loss of Ps. 44.0 million in the fourth quarter of 2012, which represented a decrease of Ps. 50.6 million, compared to a gain of Ps. 6.6 million recorded in the fourth quarter of 2011. This change was a result of: i) a Foreign Exchange gain amounting to Ps. 1.7 million during the fourth quarter of 2012, compared to a Ps. 28.2 million gain during the same period of 2011, resulting primarily from a depreciation of the US Dollar exchange rate vs. the Company's operating currencies, which was reflected on the Company's cash position in US Dollars; ii) an increase in Financial Expenses of Ps. 44.5 million to Ps. 62.2 million during the fourth quarter of 2012, compared to Ps. 17.7 million during the same period of 2011; iii) a higher Interest Income of Ps. 18.6 million during the fourth quarter of 2012, compared to Ps. 12.0 million in the same period of 2011; and, iv) a Ps. 13.9 million increase related to the Exchange Rate conversions from foreign operations, resulting in an Ps. 2.1 million loss in the fourth quarter of 2012, compared to a Ps. 15.9 million loss in the same period of 2011.

Comprehensive Financing Result for the Full Year amounted to a loss of Ps. 168.1 million, which represented a decrease of Ps. 186.3 million, compared to a gain of Ps. 18.2 million recorded in 2011.

Consolidated Net Income increased 26.2% to Ps. 769.8 million in the fourth quarter of 2012, representing a margin of 22.7% over Net Sales, compared to Ps. 610.0 million in the fourth quarter of 2011, which represented a margin of 22.3%.

Consolidated Net Income for the Full Year increased 14.2% to Ps. 1.61 billion, representing a margin of 16.4% over Net Sales, compared to Ps. 1.41 billion in 2011, which represented a margin of 17.5%.

Balance Sheet

As of December 31, 2012, December 31, 2011 and September 30, 2012
(In millions of current Mexican pesos)

	December 31, 2012	December 31, 2011	Var Dec '12 vs Dec '11	% Var Dec '12 vs Dec'11	September 30, 2012	Var Dec '12 vs Sept '12	% Var Dec'12 vs Sept '12
Balance Sheet Information:							
Cash and Equivalents	**884.4**	1,538.5	(654.1)	-42.5%	422.0	462.4	109.6%
Clients	**4,795.6**	3,482.6	1,312.9	37.7%	4,181.7	613.9	14.7%
Inventories	**1,032.4**	1,101.0	(68.6)	-6.2%	977.8	54.6	5.6%
Other current Assets	**1,470.5**	506.3	964.2	190.4%	809.5	661.0	81.6%
Total Assets	**12,992.6**	9,132.2	3,860.4	42.3%	11,716.6	1,276.0	10.9%
Suppliers	**1,218.7**	1,262.3	(43.7)	-3.5%	1,064.7	154.0	14.5%
Other current Liabilities	**1,004.4**	923.2	81.2	8.8%	985.0	19.5	2.0%
Current portion of long term debt	**406.6**	-	406.6		-	406.6	
Long-term Loans with financial institutions	**3,052.3**	970.0	2,082.3	214.7%	3,300.0	(247.7)	-7.5%
Total Liabilities	**5,973.8**	3,587.9	2,385.9	66.5%	5,440.0	533.8	9.8%
Stockholders Equity	**7,018.8**	5,544.3	1,474.5	26.6%	6,276.6	742.2	11.8%
Working Capital [(1)]	**5,959.8**	4,442.9	1,516.9	34.1%	4,341.4	1,618.5	37.3%
Working Capital less cash	**5,075.4**	2,904.4	2,171.0	74.8%	3,919.3	1,156.1	29.5%
Accounts Receivable days	**176**	156	20	13.2%	164	12	7.4%
Inventories days	**121**	161	(40)	-24.5%	123	(2)	-1.3%
Suppliers days	**143**	184	(41)	-22.2%	134	9	6.9%
Cash Conversion Cycle	**154**	133	21	16.0%	153	1	0.8%

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

Cash and Equivalents decreased 42.5% (Ps. 654.1 million) to Ps. 884.4 million as of December 31, 2012, compared to Ps. 1.54 billion as of December 31, 2011. In the last twelve months, there were several payments for brand acquisitions and initiatives, which were financed with an increase in loans with financial institutions. In addition, there were advertising payments made in advance and working capital requirements to support the Company's growth, which were partially offset by cash generated from our operations during the last twelve months.

Clients amounted to Ps. 4.80 billion as of December 31, 2012, compared to Ps. 3.48 billion as of December 31, 2011. Days of Accounts Receivable increased 20 days to 176 days as of December 31, 2012, from 156 days as of December 31, 2011. Derived from the strong growth of our operations during the fourth quarter of 2012, primarily in the United States and Brazil, the Company gave additional terms to its clients.

Inventories amounted to Ps. 1.03 billion as of December 31, 2012, compared to Ps. 1.10 billion as of December 31, 2011. Days of Inventories decreased 40 days to 121 days as of December 31, 2012, compared to 161 days as of December 31, 2011. This decrease was mainly due to a more efficient inventory management derived from our new Warehouse Management System as well as from the recent implementation of outsourced manufacturing of some of our products in countries outside of Mexico, such as Argentina, Colombia and the United States.

Suppliers amounted to Ps. 1.22 billion as of December 31, 2012, compared to Ps. 1.26 billion as of December 31, 2011. Days of Suppliers decreased 41 days to 143 as of December 31, 2012, from 184 days as of December 31, 2011. This decrease is in line with the efficiencies in the inventory management. In addition, starting outsourced manufacturing outside of Mexico implied shorter payment terms to our suppliers, which will normalize as volume and scale increase.

Other Current Assets amounted to Ps. 1.47 billion as of December 31, 2012, from Ps. 506.3 million as of December 31, 2011. This increase was mainly derived from advertisement paid in advance, as well as from payments made in advance to suppliers, in particular, to new suppliers in our international operations, especially in the United States.

Other Current Liabilities amounted to Ps. 1.00 billion as of December 31, 2012, from Ps. 923.2 million as of December 31, 2011. This slight increase was primarily due to liabilities derived from our recently acquired brands.

Long-Term Loans with Financial Institutions amounted to Ps. 3.05 billion as of December 31, 2012, compared to Ps. 970.0 million as of December 31, 2011. The current portion of long term debt amounted Ps. 406.6 million as of December 31, 2012. The Net Debt to EBITDA ratio is 1.01 times as of December 31, 2012. Currently, the Company has four banking facilities in Mexico with different relationship banks: a) a Ps. 1.30 billion amortizing long-term loan; b) a Ps. 700.0 million medium-term revolving line; and, c) two long-term bullet payment loans, one for Ps. 700.0 million, and another one for Ps. 600.0 million. Also, the Company has a medium-term simple loan in Argentina amounting to $60.0 million Argentinean pesos.

Cash Conversion Cycle reached 154 days at the end of the fourth quarter of 2012, compared to 133 days at the end of the same period of 2011. We are aware that the Company is above its cash conversion cycle target, therefore, we are taking actions to improve this going forward in order to return to normalized levels.

Operations Summary

Net Sales Segmentation for the Fourth Quarter of 2012

During the fourth quarter of 2012, OTC pharmaceutical products represented 40.8%[3] of our Mexican sales, personal care products represented 54.5%[4], and generic pharmaceutical products represented 4.7%[5].

Net Sales of our OTC pharmaceutical products in Mexico increased 10.4%[3] during the fourth quarter of 2012, compared to the fourth quarter of 2011. During the fourth quarter of 2012, the Company launched 4 new OTC products in Mexico.

Net Sales of our personal care products in Mexico increased 20.2%[4] in the fourth quarter of 2012, compared to the fourth quarter of 2011. During the fourth quarter of 2012, the Company launched 14 new personal care products in Mexico.

Net Sales of our generic pharmaceutical products increased 46.9%[5] in the fourth quarter of 2012 compared to the fourth quarter of 2011.

Net Sales from our International Operations increased 49.4% to Ps. 894.2 million for the fourth quarter of 2012, compared to Ps. 598.6 million for the same period in 2011.

[3] Includes only OTC products in Mexico.
[4] Includes only personal care products in Mexico.
[5] This initiative is only for Mexico.

(In millions of current Mexican Pesos)

	4Q12				4Q11				
	OTC	PC	BG*	Total 4Q12	OTC	PC	BG*	Total 4Q11	%Var
Mexico	1,017.5	1,360.6	116.8	**2,494.9**	921.8	1,132.4	79.5	**2,133.7**	16.9%
International	77.5	816.6	-	**894.2**	55.8	542.8	-	**598.6**	49.4%
TOTAL	**1,095.1**	**2,177.2**	**116.8**	**3,389.1**	**977.6**	**1,675.1**	**79.5**	**2,732.3**	**24.0%**

	Full Year 2012				Full Year 2011				
	OTC	PC	BG*	Total 2012	OTC	PC	BG*	Total 2011	%Var
Mexico	3,109.7	3,855.2	204.5	7,169.3	2,869.6	2,963.8	343.9	6,177.3	16.1%
International	286.6	2,343.7	-	2,630.4	204.1	1,674.9	-	1,879.0	40.0%
TOTAL	**3,396.3**	**6,198.9**	**204.5**	**9,799.7**	**3,073.7**	**4,638.7**	**343.9**	**8,056.3**	**21.6%**

*BG: Branded Generics

New Product Launches and Line Extensions

During 2012, the Company launched 67 line extensions from our **Base Brands** and **Prior Year Launches,** and 15 new products under **New Brands.** Some of the products recently launched are:

XL-3 and XL-3 VR, the relaunched products from our recently acquired brand *XL-3. XL-3* is an anti-flu treatment indicated for the relief of some of the discomforts caused by the flu such as body aches, congestion and runny nose. *XL-3 VR* is an anti-flu treatment with anti-viral that eases the flu by alleviating some of its symptoms.

Cicatricure Color Inteligente FPS 110, a line extension of our *Cicatricure* brand, is an adjustable facial liquid make-up; it adapts to each skin tone, hiding wrinkles and line expressions. It gives maximum protection against UVA and UVB rays that cause early aging.

Galaflex Shampoo Profesional, a line extension of our *Galaflex* brand, acquired in 2010, is a shampoo with fruit extracts rich in vitamins, proteins and minerals, with added macadamia nut oil that restores, revitalizes and nourishes hair.

Other Corporate Events

- At the beginning of 2013, the Mexican Stock Exchanged announced that Genomma Lab is one of the companies that will form part of the IPC Sustainability Index, which will be effective from February 1st, 2013 until January 31st, 2014. The Company was chosen because it surpassed the national average joint rating for environmental, social responsibility, and corporate governance practices.

- In January of 2013, Genomma Lab, through its subsidiary *Genomma Laboratories Argentina S.A.*, has exercised the call option to acquire **Tafirol**, a medicine brand with a high recognition in the consumer's mind that has been in the Argentinean market for more than 14 years and is the number one brand in the analgesics category in Argentina, in units, according to IMS Health. The transaction amounted for $133.7 million Argentinean pesos, which represent a 3.0 times sales multiple of the last twelve months sales as of August 31st, 2012. The contract includes medical merchandise services from the seller and a production agreement, which allows the Company to strengthen local supply in this country. With this acquisition, Genomma Lab strengthens its position as leader in the pharmaceutical over the counter ("OTC") market in this country.

Analyst Coverage

Actinver Casa de Bolsa S.A. de C.V.; Banco Itaú BBA, S.A.; 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; HSBC Securities (USA) Inc.; Intercam Casa de Bolsa, S.A. de C.V.; Invex Grupo Financiero S.A. de C.V.; IXE Casa de Bolsa S.A. de C.V. Grupo Financiero Banorte; 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 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

For the three and twelve month period ended on December 31, 2012 and December 31, 2011

(In thousands of current Mexican pesos)

	FOURTH QUARTER		VAR	FULL YEAR		VAR
	2012	2011	%	2012	2011	%
Net Sales	3,389,088	2,732,256	24.0%	9,799,690	8,056,318	21.6%
Costs and Expenses	1,048,392	836,612	25.3%	3,062,130	2,466,135	24.2%
Gross Income	**2,340,696**	**1,895,644**	**23.5%**	**6,737,560**	**5,590,183**	**20.5%**
Selling, general and administrative expenses	1,178,267	984,601	19.7%	4,178,691	3,487,887	19.8%
Other expenses	5,143	18,520	(72.2%)	6,123	23,763	(74.2%)
Other income	(601)	6,716	NA	(5,721)	(4,021)	42.3%
EBITDA	**1,157,887**	**885,807**	**30.7%**	**2,558,467**	**2,082,554**	**22.9%**
Depreciation and amortization	17,602	19,358	(9.1%)	66,346	81,944	(19.0%)
Income from Operations	**1,140,285**	**866,449**	**31.6%**	**2,492,121**	**2,000,610**	**24.6%**
Interest expense	(62,058)	(17,668)	251.2%	(167,521)	(72,452)	131.2%
Interest income	18,453	11,977	54.1%	41,651	31,281	33.2%
Exchange income (expense)	(383)	12,284	NA	(42,250)	59,386	NA
Comprehensive financing income (cost)	**(43,988)**	**6,593**	**NA**	**(168,120)**	**18,215**	**NA**
Income (loss) of not consolidated subsidiaries	5,657	(211)	NA	(1,310)	342	NA
Income before income taxes	**1,101,954**	**872,831**	**26.3%**	**2,322,691**	**2,019,167**	**15.0%**
Income tax expense	332,109	262,865	26.3%	716,723	612,730	17.0%
Consolidated Net Income	**769,845**	**609,966**	**26.2%**	**1,605,968**	**1,406,437**	**14.2%**
Net income of minority stockholders	17,589	6,179	184.7%	41,032	19,188	113.8%
Net (loss) of majority stockholders	**752,256**	**603,787**	**24.6%**	**1,564,936**	**1,387,249**	**12.8%**
Conversion result from foreign currencies	7,750	31,693	(75.5%)	(60,932)	74,094	NA
Comprehensive Income	**760,006**	**635,480**	**19.6%**	**1,504,004**	**1,461,343**	**2.9%**

Balance Sheet

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

As of December 31, 2012, December 31, 2011 and September 30, 2012
(In thousands of current Mexican pesos)

	DECEMBER		SEPTEMBER	VARIATION			
ASSETS	2012	2011	2012	DEC-11	%	SEP -12	%
Current assets							
Cash and equivalents	884,416	1,538,520	959,208	(654,104)	(43%)	(74,792)	(8%)
Restricted Fund	32,750	-	31,288	32,750	100%	1,462	5%
Accounts Receivable-Net	5,071,213	3,686,815	4,419,410	1,384,398	38%	651,803	15%
Due from related parties	195,624	52,245	160,951	143,379	274%	34,673	22%
Inventory - net	1,032,400	1,100,953	977,762	(68,553)	(6%)	54,638	6%
Prepaid expenses	999,261	249,985	451,653	749,276	300%	547,608	121%
Total current assets	**8,215,664**	**6,628,518**	**7,000,272**	**1,587,146**	**24%**	**1,215,392**	**17%**
Non-current assets							
Trademarks	3,382,239	1,980,498	3,381,372	1,401,741	71%	867	0%
Investments in subsidiaries	5,680	6,207	-	(527)	(8%)	5,680	NA
Building, properties and equipment – Net	403,588	370,927	439,041	32,661	9%	(35,453)	(8%)
Deferred income tax	14,092	2,208	85,246	11,884	538%	(71,154)	(83%)
Other assets - net	971,327	143,881	810,640	827,446	575%	160,687	20%
Total non-current assets	**4,776,926**	**2,503,721**	**4,716,299**	**2,273,205**	**91%**	**60,627**	**1%**
Total assets	**12,992,590**	**9,132,239**	**11,716,571**	**3,860,351**	**42%**	**1,276,019**	**11%**

LIABILITIES AND STOCKHOLDERS' EQUITY							
Current Liabilities							
Current portion of long term loan w/ financial institutions	406,621	-	-	406,621	NA	406,621	NA
Trade accounts payable	1,218,663	1,262,328	1,064,676	(43,665)	(3%)	153,987	14%
Due to related parties	9,480	-	9,797	9,480	100%	(317)	(3%)
Other current liabilities	909,060	845,032	703,072	64,028	8%	205,988	29%
Income tax payable	82,966	57,575	292,123	25,391	44%	(209,157)	(72%)
Statutory employee profit sharing	3,110	20,585	1,050	(17,475)	(85%)	2,060	196%
Total current liabilities	**2,629,900**	**2,185,520**	**2,070,718**	**444,380**	**20%**	**559,182**	**27%**
Non-current liabilities							
Long-term loans with financial institutions	3,052,275	970,000	3,300,000	2,082,275	215%	(247,725)	(8%)
Trade accounts payable LT	60,562	268,346	67,456	(207,784)	(77%)	(6,894)	(10%)
Deferred income tax	229,370	162,866	361	66,504	41%	229,009	63437%
Employee retirement obligations	1,659	1,172	1,443	487	42%	216	15%
Total liabilities	**5,973,766**	**3,587,904**	**5,439,978**	**2,385,862**	**66%**	**533,788**	**10%**
Stockholders' equity							
Capital stock	1,921,660	1,921,660	1,921,660	-	-	-	-
Retained earnings	3,592,019	2,204,770	3,631,837	1,387,249	63%	(39,818)	(1%)
Net income	1,564,936	1,387,249	812,680	177,687	13%	752,256	93%
Cumulative translation effects of foreing subsidiaries	4,695	65,627	(3,054)	(60,932)	(93%)	7,749	NA
Share buy back fund	(159,952)	(96,477)	(163,932)	(63,475)	66%	3,980	(2%)
Net premium in placement of repurchased shares	39,749	19,612	39,749	20,137	103%	-	-
Minority interest	55,717	41,894	37,653	13,823	33%	18,064	48%
Total stockholders' equity	**7,018,824**	**5,544,335**	**6,276,593**	**1,474,489**	**27%**	**742,231**	**12%**
Total equity and liabilities	**12,992,590**	**9,132,239**	**11,716,571**	**3,860,351**	**42%**	**1,276,019**	**11%**

Cash Flow

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

For the three and twelve month period ended on December 31, 2012 and December 31, 2011
(In thousands of current Mexican pesos)

	DECEMBER 2012	
	ACCUMULATED	FOURTH QUARTER
Cash and cash equivalents beginning of period	**1,538,520**	**990,496**
Consolidated Net Income	**1,605,968**	**769,845**
Charges to results with no cash flow	941,289	404,130
	2,547,257	**1,173,975**
Changes in Working Capital:		
Receivables	(1,835,890)	(843,110)
Inventories	68,553	(54,638)
Other assets	(883,174)	(582,805)
Suppliers	(43,677)	153,486
Other liabilities	39,845	212,875
	(2,654,343)	**(1,114,193)**
Net cash generated (used) in operating activities	**(107,086)**	**59,782**
Investing activities:		
Investment in fixed assets	(71,723)	(35,673)
Sales of equipment	1,179	88
Brand Acquisitions	(1,761,817)	(10,769)
Other assets	(855,346)	(163,925)
Net cash generated (used) in investing activities	**(2,687,707)**	**(210,279)**
Financing activities:		
Payments of borrowings with financial institutions	(180,000)	-
Loans with financial institutions	2,668,896	158,896
Interest paid	(162,242)	(89,714)
Stock Repurchase	(219,440)	(291)
Stock sale	153,239	-
Minority Interest	(27,209)	478
Net cash used in financing activities	**2,233,244**	**69,369**
Net increase in cash and cash equivalents before foreign exchange adjustments coming from International operations and inflationary effects.	**(561,549)**	**(81,128)**
Foreign exchange and inflationary effects from International operations	(59,805)	7,797
Accumulated cash flow at the end of the period	**917,166**	**917,166**
Less- restricted fund	32,750	32,750
Cash and cash equivalents at end of period balance for operation	**884,416**	**884,416**