

KEY DATA

Net Sales reached
Ps. 8.67 billion,
for the first nine months
ended September 30, 2018

EBITDA margin
for the nine months of 2018
closed at **20.7%**

SGM&A⁽¹⁾ for the first nine
months ended September
30, 2018 closed at **46.0%**,
a **130 bps** year-on-year
decrease

Free Cash Flow of
Ps. 322.6 million
by September 30, 2018

Capex Investments for the
first nine months of 2018
reached **Ps. 839.4 million**
allocated to:
- New Plant
- Brand acquisitions

Ps. 121.1 million
invested in
Share Buy-backs
year-to-date.

(1) Selling, General, Marketing and
Administrative Expenses.

Genomma Lab Internacional Reports Third Quarter 2018 Results

Mexico City, May 1, 2019 – Genomma Lab Internacional, S.A.B. de C.V. (BMV: LAB B) (“Genomma Lab” or “the Company”), today announced its results for the third quarter ended September 30, 2018. All figures included herein are stated in nominal Mexican pesos and have been prepared in accordance with International Financial Reporting Standards (IFRS). These figures include the effects of the adoption of hyperinflation accounting (IAS 29 & IAS 21).

The following table provides an abridged Income Statement, in millions of Mexican pesos. The margin for each figure represents its ratio to net sales and the percentage change in the third quarter 2018 as compared with the same period in 2017:

	Q3-2017 As Reported	% Sales	Q3-2018 As Reported	IAS 21 & 29	Q3-2018 ⁽²⁾ Re-stated	% Sales
Net Sales	3,079.5	100.0%	3,020.6	(285.8)	2,734.8	100.0%
Gross Profit	2,088.3	67.8%	2,020.9	(201.0)	1,819.9	66.5%
Operating Income	687.5	22.3%	603.9	(79.8)	524.1	19.2%
EBITDA⁽³⁾	703.3	22.8%	621.0	(81.1)	539.9	19.7%
Net Income ⁽⁴⁾	230.5	7.5%	213.1	(10.6)	223.7	8.2%

(2) 2018 Restated Results by the application of IAS-29 & IAS-21 under IFRS standards as if adopted on January 1st. 2018.

(3) EBITDA is defined as operating income before depreciation and amortization.

(4) Net Income of Majority Shareholders for Q3-2017.

Comments from the CEO

Mr. Jorge Brake, Chief Executive Officer, commented: *“I am very pleased to take the helm at Genomma Lab, a company with leading OTC and Personal Care brands present in millions of homes throughout Mexico, Latin America and increasingly in the U.S. Over the last 45 days I have visited most of our markets and met with experienced, agile and engaged leaders who are well-positioned to work together to launch our Company into its next phase of growth. Important steps have been taken over the last few years to initiate the Company’s transformational process. Based on what I have seen so far, it is clear to me that today we have a strong platform in place to fully capitalize on our Company’s potential: a very strong team, a highly effective GTM model, a product innovation pipeline which will expand our presence in key consumer segments, a right-sized and efficient operating structure, an improved financial model and structure, and a strong plan to fully optimize our supply chain to now drive profitable near-term growth.”*

Mr. Brake continued: *“During my first 100 days leading Genomma, I have committed to developing a five-year strategic plan focusing primarily on accelerating our top-line growth. So far, I have seen clear opportunities to leverage and expand our presence in the current categories we manage in those countries in which we operate, while adding new adjacent categories with considerable growth potential. Importantly, innovation will be a key component of this strategy. We will also review our pricing strategy and assess opportunities to expand our footprint within our markets via the right portfolio of products. I am encouraged*

KEY DATA Q3

% Sales by Segment:



by the success achieved with the turnaround process to date, which focused primarily on cost efficiency. We now will fine-tune Genomma's business model to establish a solid performance for the years to come. Genomma Lab is well positioned for the future, driven by our Company's ability to capitalize on our many strengths and competitive advantages. I am looking forward to optimizing shareholder value building from our solid foundation, through the achievement of our long term top-line growth plan."

Business Review

During the third quarter 2018, the Company's topline faced major foreign exchange and macroeconomic headwinds that impacted growth as expressed in Mexican pesos. The 11.2% year on year contraction in net sales that affected third quarter results was mainly due to hyperinflation and exchange rate depreciation in Argentina and by the adoption of new IFRS accounting standards. To a lesser extent, Genomma's Brazil operations were also affected by FX and political volatility, impacting consumer demand across different segments. These negative effects were partially offset by innovation and execution initiatives at the point of sale in the U.S., Colombia and Central America.

The 3.1 percentage point decrease in EBITDA margin for the quarter is primarily attributed to the above-mentioned impacts on Genomma's Argentina operations, and to a lesser extent by a short-term product mix effect, as well as pre-production and pre-operating expenses associated with the new manufacturing plant.

As part of Genomma's transformation process, the Board of Directors appointed Jorge Luis Brake as Genomma Lab Internacional's new Chief Executive Officer, effective September 10, 2018. Mr. Brake will focus on top-line growth, and will continue executing those strategic initiatives previously outlined by Max Juda, including Genomma Lab's Mexico manufacturing plant.

Mexico

During the quarter, the top-line for Genomma's Mexican operations increased by 2.0%, year on year. Net Sales were primarily driven by the execution of innovation initiatives at the point of sale, with a positive sell-out trend in brands such as: *Suerox*® hydration beverage, *Asepxia*® Carbón facial cleanser and *Cicatricure*® cream, which helped offset high year on year comparables due to aggressive promotional activities during the third quarter 2017 winter season.

EBITDA margin for Genomma's Mexico operations contracted by 1.3 percentage points, year on year, due to pre-operating and pre-production expenses associated with the Company's new manufacturing plant. EBITDA margin improved by 220 basis points on a sequential basis, as the Company recovers from the short-term effect of high margin SKU supply shortages on the sales mix.

In the third quarter 2018, the Company reached more than 30,000 additional points of sale within the Mom & Pop channel, engaging 6 new direct *Distribution Business Partners*, and attained direct distribution to more than 98,000 POS in this channel.



Restatement of Q3-2018 Results

IAS-29 & IAS-21 Argentina Adoption



3Q-2018 innovation
for US Market



3Q-2018 brand introduction
#1 skincare brand in Argentina



Successful brand execution across **all** regions

During the quarter, the Company invested Ps. 344.4 million in the new manufacturing project and incurred pre-operating and pre-production expenses in the amount of Ps. 24.5 million.

The Company is in the process of obtaining the required permits to begin manufacturing its Over-the-Counter (OTC) product line in the first quarter of 2019, and for its Personal Care plant during the second quarter of 2019. To accelerate the learning curve ahead of full production, the Company initiated trial production runs of a limited number of SKU's at its Mexico City pilot plant.

U.S.

During the third quarter of 2018, Genomma's U.S. operations continued its successful transformation process to drive top line growth. Net sales increased by a solid 10.5% in local currency, and by 17.7% in Mexican pesos. During the quarter, sales growth accelerated in brands including Genomma's *Cicatricure*® and *Teatrical*® facial creams in the Personal Care segment, and *Lagicam*® antifungal cream, *Dragón*® pain relief cream and *Nikzon*® hemorrhoidal cream in the OTC segment, supported by enhanced TV & Digital advertising as well as by ongoing efforts to increase distribution and visibility at the point of sale.

The Company's continued focus on cost and expense reduction throughout the organization resulted in an 830 basis point EBITDA margin expansion, closing with 16.8% margin.

Latin America

Genomma's Central and South America sales in local currency were primarily driven by pricing strategies as well as by outstanding performance by Genomma's *Teatrical*® facial cream in Argentina and *Cicatricure*® facial cream and *Asepxia*® *Carbón* cleanser throughout Latin America. When expressed in Mexican Pesos, top-line for the Latin America region contracted by 27.3% year on year, primarily due to the adoption of new IFRS accounting standards, and hyperinflation (IAS-29 & IAS-21) and foreign exchange headwinds in Argentina and Brazil.

The Company launched a very successful *Cicatricure*® TV and advertising campaign across the region, which allowed the brand to achieve a double-digit growth year on year in sell-out.

Genomma's Colombia, Chile, Peru and Central America operations achieved double-digit year on year increases, enabling the Company to partially offset the negative top-line impact due to foreign exchange impacts in Argentina.

Genomma's continuous efforts to increase penetration through new customers, allowed us to sign a new agreement with *Copidrogas*, one of the largest pharma distributors in Colombia, to reach more than 8,000 independent pharmacies, which contributed to the double-digit growth in that country.

From a margin and profitability perspective, the Company's pricing strategies, innovation initiatives and cost and expense controls played an important role across the region.

New Manufacturing Facility

KEY POINTS

- Significant construction progress at Genomma's **new manufacturing facility**

- Genomma
- **installed two production lines** at its Mexico facility during the third quarter 2018

- The **warehouse for finished goods** at the manufacturing site has a capacity to hold up to **50,000 storage locations**.



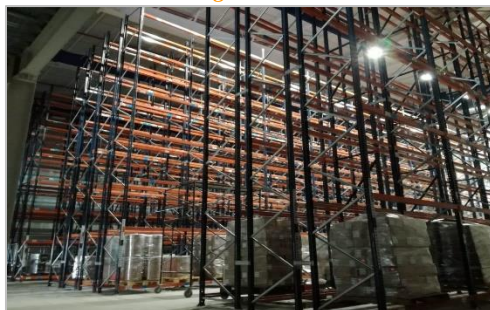
Inside the OTC Plant, October 2018



*OTC Raw Materials Warehouse
Docking Gate*



*Progress on the Finished Product
Warehouse (over 31,000 SQM)*



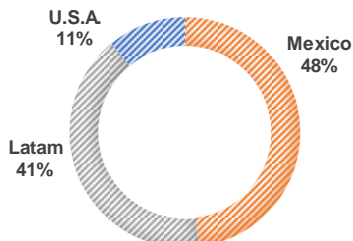
Equipment installed at OTC Plant

Restatement of Q3-2018 Results

IAS-29 & IAS-21 Argentina Adoption

Sales by Region*

3Q-2018



3Q-2018 Net Sales of
Ps. 2.73 billion

MEXICO

Sales: Ps. 1.31 billion

EBITDA Margin: 16.0%

U.S.

Sales: Ps. 313.0 million

EBITDA Margin: 16.8%

Sales by Category & Region

(Figures in million Mexican Pesos)

	Over-the-Counter (OTC)			Personal Care (PC)			Total		
	Q3-2017	Q3-2018	%Var	Q3-2017	Q3-2018	%Var	Q3-2017	Q3-2018	%Var
Mexico	686.6	808.6	17.8%	597.8	501.7	(16.1)%	1,284.4	1,310.3	2.0%
Latam	531.8	364.3	(31.5)%	997.3	747.2	(25.1)%	1,529.1	1,111.5	(27.3)%
U.S.	107.4	182.5	70.0%	158.6	130.5	(17.7)%	266.0	313.0	17.7%
Total	1,325.8	1,355.4	2.2%	1,753.7	1,379.4	(21.3)%	3,079.5	2,734.8	(11.2)%

Consolidated Results for 3Q-2018

Third Quarter 2018 Net Sales reached Ps. 2.73 billion; an 11.2% year on year decrease. This decrease is primarily due to the negative foreign exchange impact from Argentina (IAS-29 & IAS-21) and by the adoption of new IFRS accounting standards, this was partially offset by innovation and execution initiatives at the point of sale throughout the different regions in which Genomma has a presence.

Third Quarter 2018 EBITDA closed at Ps. 539.9 million, as compared to 703.3 million for the same period of 2017. Third quarter 2018 EBITDA margin reached 19.7%; a 310 year on year bps contraction. The EBITDA margin decrease was due to the previously mentioned impacts from Argentina macro headwinds, as well as by short-term product mix effect and Ps. 24.5 million in pre-operating expenses associated with the new manufacturing plant.

Results by Region

Mexico

Net Sales for the third quarter 2018 reached Ps. 1.31 billion; a 2.0% year on year increase. The Ps. 25.9 million increase is primarily due by “*perfect store*” visibility-focused initiatives at the point of sale and by an enhanced emphasis on innovation. The increase in sales was partially offset by the aforementioned effect as discussed in the business review section.

EBITDA for the quarter reached Ps. 209.1 million; a 16.0% margin reflecting a 1.3 percentage point year on year contraction and a 2.2 percentage point sequential increase. Third quarter 2018 EBITDA was impacted by Ps. 24.5 million in expenses associated with pre-production and pre-operating processes related to Genomma’s new manufacturing facility.

U.S.

Third quarter 2018 Net Sales for Genomma’s U.S. operations increased by 17.7%, to Ps. 313.0 million; a Ps. 47.0 million year on year increase. Expressed in U.S. dollars, top-line growth increased by 10.5%, year on year.

*Percentage of Consolidated Net Sales by Region as of Q3-2018.

Restatement of Q3-2018 Results

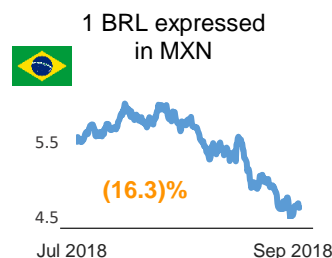
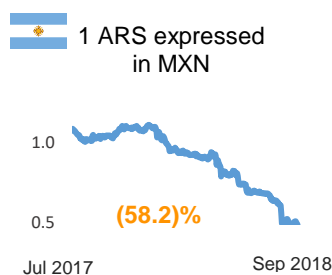
IAS-29 & IAS-21 Argentina Adoption

LATIN AMERICA

Sales: Ps. 1.11 billion

EBITDA Margin: 25.0%

FX headwinds



Third quarter 2018 EBITDA amounted to Ps. 52.7 million; a Ps. 30.1 million year on year increase. Third quarter 2018 EBITDA margin closed at 16.8%. The 8.3 percentage point variation in margin as compared to the 8.5% EBITDA margin of the third quarter 2017 is a reflection of the Company's ongoing focus on cost and expense containment throughout Genomma's U.S. operations over the last twelve months.

Latin America

Third quarter 2018 Net Sales decreased by 27.3% year on year considering IAS-29 & IAS-21, to Ps. 1.11 billion. Sales were impacted by currency depreciation and consumer capacity contraction in Argentina and by the adoption of new IFRS accounting standards. Sales decline was offset by pricing strategies, product innovation and by initiatives at the point of sale implemented throughout the region.

EBITDA for the third quarter of 2018 reached Ps. 278.2 million, as compared to Ps. 458.3 million for the same period in 2017. The EBITDA margin for the quarter closed at 25.0%; a 5.0 percentage point decrease as compared to the 30.0% EBITDA margin in the third quarter of 2017. The EBITDA margin contraction is mainly attributable to impacts from the adoption of hyperinflationary accounting in Argentina as well as the negative effects from macro headwinds and political uncertainty in Argentina and Brazil.

Other Income Statement Results

Gross Profit declined by 12.9% to Ps. 1.82 billion in the third quarter of 2018, compared to Ps. 2.09 billion during the third quarter of 2017. Third quarter 2018 Gross Margin decreased by 130 bps, to close at 67.8%. Gross margin contraction for the quarter was primarily driven by a short-term product mix effect, as certain higher-cost SKU's made a more significant contribution to the Company's top-line results in the quarter, and, to a lesser extent, to increased input costs associated with foreign exchange impact when consolidating the various currencies which depreciated during the quarter.

Selling, General, Marketing and Administrative Expenses, increased by 1.5 percentage points as a percentage of net sales, to 47.0%, compared to an SGM&A of 45.5% for the same quarter of 2017. The increased margin reported in the quarter is due to the pre-operating expenses associated with the investments made related to Genomma's new manufacturing facility.

Comprehensive Financing Result represented a Ps. 221.1 million cost in the third quarter of 2018, compared to a Ps. 174.3 million cost in the third quarter of 2017. The Ps. 46.8 million negative variation was a result of: i) a Ps. 79.2 million Foreign Exchange loss during Q3 2018, compared to a Ps. 46.3 million loss during Q3 2017; ii) a Ps. 10.6 million increase in Financial Expenses to Ps. 149.0 million during Q3 2018, compared to Ps. 138.4 million during Q3 2017; iii) lower interest income

Restatement of Q3-2018 Results

IAS-29 & IAS-21 Argentina Adoption

amounting to Ps. 5.2 million during Q3 2018, compared to Ps. 10.4 million in Q3 2017; and to iv) a non-cash Ps. 1.8 million monetary loss resulting from applying hyperinflation accounting (IFRS IAS-29) in Argentina.

Income Tax Expense for the third quarter 2018 reached Ps. 97.3 million as compared to the Ps. 257.7 million of Income Tax Expense during the third quarter of 2017. The Ps. 160.4 million variation is due to a lower amount of dividends repatriated from international operations.

Net Income amounted to Ps. 223.7 million in the third quarter of 2018, compared to a Ps. 230.5 million net income of majority shareholders in the third quarter of 2017. The Ps. 6.8 million decrease in Net Income is due to the lower income before income taxes resulting from the decline in Operating Income. These negative impacts in Net Income were offset by eliminating minority stockholders in any of the Company's subsidiaries, which last year earned Ps. 27.8 million during the third quarter of 2017.

Financial Position

Working Capital was optimized during the quarter and cash conversion cycle was reduced from 91 days at the end September 2017 to 74 days at the end of September 2018:

- **Accounts Receivable** amounted to Ps. 2.77 billion as of September 30, 2018. The days of consolidated accounts receivable amounted to 86; a one-day increase as compared to September 30, 2017.
- **Inventories** closed at Ps. 1.40 billion as of September 30, 2018. Days of Inventories amounted to 126; a 4-day increase compared to September 30, 2017.
- **Trade Payables** amounted to Ps. 1.54 billion as of September 30, 2018. As of the third quarter 2018, Days Payable Outstanding (DPO) increased to 138 days, from 116 days as of September 30, 2017.

Fixed Assets. The Company invested Ps. 344.4 million in the three months ended September 30, 2018, primarily related to the construction of the Company's new manufacturing facility located in the State of Mexico.

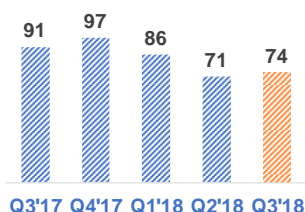
Recoverable Taxes. The position is comprised of claims against the tax authorities relating mostly to VAT (IVA) and income taxes. The position increased by Ps. 186.1 million year-to-date.

Net Financial Debt increased slightly during the quarter due to the significant investments made into the new plant and the resumption of the Company's share buyback program:

Days of Accounts Receivable (DSO)

	Q3'17	Q4'17	Q3'18
Mexico	83	107	99
LatAm	94	81	82
U.S.	57	74	56
Consolidated	85	90	86

Cash Conversion Cycle (Days)



*2018 Restated Results as if IAS-29 & IAS21 IFRS Accounting Standards were adopted on January 1st. 2018.

- **Cash and Equivalents** amounted to Ps. 1.13 billion as of September 30, 2018, representing a 10.1% year on year increase; primarily due to an improved collection process.
- **Gross Financial Debt** amounted to Ps. 5.30 billion as of September 30, 2018, compared to Ps. 4.91 billion as of September 2017; a Ps. 389.2 million increase derived from the proceeds partially obtained from a long-term loan with the IDB Invest and IFC associated with the investments in the new manufacturing facility.
- **Net Financial Debt** amounted to Ps. 4.17 billion; a Ps. 286.0 million increase as compared to September 30, 2017. The Company's long-term debt represented 98.4% of gross financial debt at the end of the third quarter 2018.

7,916,900 shares re-purchased
in the first nine months of 2018,
for a total investment of
Ps. 121.1 million

Share Buyback Program. During the three months ended on September 30, 2018, the Company operated its share buyback program, repurchasing 7,226,900 shares representing a total investment of Ps. 109.6 million.

Free Cash Flow from Operations. Genomma generated Ps. 322.6 million during the first nine months of 2018. Excluding investments made in the Company's new manufacturing facility and brands acquisition, free cash flow would have reached Ps. 1.16 billion for the third quarter of 2018.

Key Financial Metrics

	Q3-2018
EBITDA / Interest Paid	4.49x
Net Debt / EBITDA	1.73x
Shares Outstanding (as of September 30, 2018)	1,048,000,000

CONFERENCE CALL Q3-2018

Thursday, October 25 2018
at 12:00 p.m. ET /
11:00 a.m. CST

Led by:

Jorge Luis Brake
CEO

Antonio Zamora
CFO

Enrique González
IRO

Webcast:

[Genomma Lab Q3 '18 Results
Call](#)

To participate, please
dial-in:

United States:
+1 877-407-8031

International:
+1 201-689-8031

Q3-2018 Other Relevant Corporate Events

- [Genomma Lab Announces Management Changes](#) – Mr. Jorge Luis Brake Valderrama has been appointed as Chief Executive Officer, in line with the Company's ongoing long-term strategic and succession planning, effective September 10, 2018. In addition, Mr. Marco Sparvieri has been named Executive Vice President of Operations

Sell-side Analyst Coverage

As of the end of September, 2018 LAB B is covered by 13 sell-side analysts at the following brokerages: Casa de Bolsa Credit Suisse; Banco Itaú BBA; Santander Investment Securities; BBVA Bancomer.; UBS Casa de Bolsa; Vector Casa de Bolsa; Barclays Bank; BTG Pactual US Capital; GBM Grupo Bursátil Mexicano.; Grupo Financiero Banorte; HSBC Securities (USA); Bradesco BBI and JP Morgan Securities.

About Genomma

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 "**LAB B**" (Bloomberg: **LABB:MM**).



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.

Contact Information:

Enrique González, Head of IR
Tel: +52 (55) 5081-0000
inversion@genommalab.com

Barbara Cano, InspIR Group
Tel: +1 (646) 452-2334
barbara@inspirgroup.com

Restatement of Q3-2018 Results

IAS-29 & IAS-21 Argentina Adoption



GENOMMA LAB INTERNACIONAL, S.A.B. DE C.V. AND SUBSIDIARIES

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the three and nine months ended September 30, 2018 and 2017

Thousands of Mexican pesos

	THIRD QUARTER					ACCUMULATED				
	2018	%Sales	2017	%Sales	Var %	2018	%Sales	2017	%Sales	Var %
Net Sales	2,734,826	100.0%	3,079,518	100.0%	(11.2)%	8,670,353	100.0%	9,193,233	100.0%	(5.7)%
Cost of goods sold	914,882	33.5%	991,197	32.2%	(7.7)%	2,912,910	33.6%	2,869,952	31.2%	1.5%
Gross Profit	1,819,944	66.5%	2,088,321	67.8%	(12.9)%	5,757,443	66.4%	6,323,281	68.8%	(8.9)%
Selling, general and administrative expenses	1,285,947	47.0%	1,399,845	45.5%	(8.1)%	3,990,979	46.0%	4,346,792	47.3%	(8.2)%
Other (income) expense	(5,881)	(0.2)%	(14,823)	(0.5)%	(60.3)%	(31,180)	(0.4)%	(10,612)	(0.1)%	193.8%
EBITDA	539,878	19.7%	703,299	22.8%	(23.2)%	1,797,644	20.7%	1,987,101	21.6%	(9.5)%
Depreciation and amortization	15,754	0.6%	15,772	0.5%	(0.1)%	48,539	0.6%	51,612	0.6%	(6.0)%
Income from operations	524,124	19.2%	687,527	22.3%	(23.8)%	1,749,105	20.2%	1,935,489	21.1%	(9.6)%
Interest expense	(148,994)	(5.4)%	(138,400)	(4.5)%	7.7%	(393,229)	(4.5)%	(339,458)	(3.7)%	15.8%
Interest income	5,248	0.2%	10,387	0.3%	(49.5)%	24,816	0.3%	28,371	0.3%	(12.5)%
Foreign exchange result	(79,211)	(2.9)%	(46,326)	(1.5)%	71.0%	(93,017)	(1.1)%	(90,774)	(1.0)%	2.5%
Inflationary result from monetary position	1,819	0.1%	-	0.0%		(34,368)	(0.4)%	-	0.0%	
Comprehensive financing income (cost)	(221,138)	(8.1)%	(174,339)	(5.7)%	26.8%	(495,798)	(5.7)%	(401,861)	(4.4)%	23.4%
Associated company	18,079	0.7%	2,925	0.1%	518.1%	34,174	0.4%	17,018	0.2%	100.8%
Income before income taxes	321,065	11.7%	516,113	16.8%	(37.8)%	1,287,481	14.8%	1,550,646	16.9%	(17.0)%
Income tax expense	97,343	3.6%	257,753	8.4%	(62.2)%	383,814	4.4%	530,321	5.8%	(27.6)%
Consolidated net income	223,722	8.2%	258,360	8.4%	(13.4)%	903,667	10.4%	1,020,325	11.1%	(11.4)%
Net income of minority stockholders	-	0.0%	27,843	0.9%	(100.0)%	-	0.0%	79,754	0.9%	(100.0)%
Net income of majority stockholders	223,722	8.2%	230,517	7.5%	(2.9)%	903,667	10.4%	940,571	10.2%	(3.9)%

GENOMMA LAB INTERNACIONAL, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Thousands of Mexican pesos	As of		As of
	September 30,	September 30,	December 31,
	2018	2017	2017
ASSETS			
CURRENT ASSETS			
Cash and equivalents and restricted fund	1,128,902	1,025,685	1,092,741
Clients - Net	2,765,642	2,824,795	2,745,173
Recoverable Taxes	1,502,147	1,315,999	1,385,360
Other accounts receivable*	997,597	1,018,147	875,085
Inventory - Net	1,398,609	1,360,307	1,264,211
Prepaid expenses	843,612	545,173	478,069
Total current assets	8,636,509	8,090,106	7,840,639
Non-current assets			
Trademarks	4,842,727	5,065,826	5,149,632
Investment in shares	1,525,846	1,437,498	1,472,805
Building, properties and equipment – Net	1,138,436	356,498	548,649
Deferred income tax, assets and others	711,798	917,384	873,981
Total non-current assets	8,218,807	7,777,206	8,045,067
TOTAL ASSETS	16,855,316	15,867,312	15,885,706
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current Liabilities			
Current portion of long-term debt	85,428	3,201,451	3,013,055
Suppliers	1,535,350	1,290,817	1,098,471
Other current liabilities	1,714,834	1,927,609	1,857,124
Income tax payable	262,948	300,202	336,373
Total current liabilities	3,598,560	6,720,079	6,305,023
Non-current liabilities			
Long-term debt securities	3,926,479	1,499,559	1,500,000
Long-term loans with financial institutions	1,287,395	209,060	190,054
Deferred income tax and other long term liabilities	158,785	39,199	41,962
Payable dividends to shareholders	800,000	800,000	800,000
Total liabilities	9,771,219	9,267,897	8,837,039
Stockholders' equity			
Contributed Capital	1,914,306	1,914,306	1,914,306
Retained earnings	6,280,648	5,654,692	5,993,327
Cumulative translation effects of foreign subsidiaries	196,623	200,958	332,609
Repurchased shares - Net	(1,307,480)	(1,390,442)	(1,393,476)
Minority interest	-	219,901	201,901
Total stockholders' equity	7,084,097	6,599,415	7,048,667
TOTAL EQUITY AND LIABILITIES	16,855,316	15,867,312	15,885,706

GENOMMA LAB INTERNACIONAL, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF CASH FLOWS
 For the three months ended September 30, 2018

Thousands of Mexican pesos	2018
Cash and cash equivalents beginning of period	1,186,892
Consolidated Net Income	223,723
Charges to results with no cash flow:	
Depreciation and amortization	17,134
Income tax	97,343
Accrued interest and others	125,402
	463,602
Changes in Working Capital:	
Clients - Net	(54,340)
Inventories	(260,854)
Suppliers	277,653
Other current assets	147,769
Paid income tax	(117,509)
Other current liabilities	(26,699)
	(135,503)
Net cash generated (used) in operating activities	328,099
Investing activities:	
Investment in fixed assets	(307,591)
Sales of equipment	566
Brand acquisitions and others	(17,867)
Net cash outflow on acquisitions subsidiary	(18,867)
Disposals of assets available for sale	84,963
Other asset acquisitions	(92,808)
Net cash generated (used) in investing activities	(351,604)
Financing activities:	
Payments of borrowings with financial institutions	(369,005)
Loans with financial and securities institutions	737,357
Interest paid	(124,242)
Stock repurchase	(110,266)
Net cash used in financing activities	133,844
Net increase in cash and cash equivalents before foreign exchange adjustments coming from international operations and inflationary affects cash	110,339
Foreign exchange and inflationary effects from international operations	(168,329)
Accumulated cash flow at the end of the period	1,128,902
Less - restricted fund	23,269
Cash and cash equivalents at end of period balance for operation	1,105,633