



Mexico City, Mexico, February 21, 2018

Genomma Lab Internacional, S.A.B. de C.V. (BMV: LAB.B) (“Genomma Lab” or “the Company”), today announced its results for the fourth quarter and full year ended December 31, 2017. All figures included herein are stated in nominal Mexican pesos and have been prepared in accordance with International Financial Reporting Standards (IFRS).

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A. Q4 2017 Highlights (vs. Q4 2016)

- Net Revenues for the fourth quarter 2017 were Ps. 2.89 billion; a 6.7% year on year increase.
- Fourth quarter 2017 EBITDA amounted to Ps. 613.2 million, representing a 21.3% margin and a 23.1% increase compared to the fourth quarter 2016 adjusted EBITDA.
- Highlights by Region:
 - Net Revenues for Genomma’s U.S. operations were Ps. 281.8 million; a 18.7% decrease, year on year. EBITDA margin for Genomma’s US operations reached 15.3%, and as previously announced progressively returning to normal levels.
 - Net Revenues from Mexican operations were Ps. 1.17 billion; a 10.9% decrease year on year, lower than expectations for the quarter, as the Company’s Mexican operations implemented a blackout period to (1) adapt the ERP to new tax requirements (CFDI 3.3), (2) enable the incorporation of other subsidiaries into the SAP global template and (3) deploy redundant S4/Hana storage infrastructure. This was a non-recurring event. Fourth quarter EBITDA margin from Genomma’s Mexican operations was 18.7%.
 - Sales from Latin American operations increased 37.3%, to Ps. 1.43 billion, as compared to Ps. 1.04 billion during the fourth quarter of 2016. In local currency, Latin American operations increased 49.8% compared to the same period of 2016. Fourth quarter EBITDA margin for the Company’s Latin American operations was 24.5%.
- Net Debt was 3.61 billion; a Ps. 274.0 million decrease as compared to the third quarter 2017, despite a Ps. 164.1 million investment in the Company’s new



manufacturing facility during the quarter. Net debt at the end of the fourth quarter represents the lowest level since Q2 2013.

B. Full Year 2017 Highlights (vs. 2016)

- Net Revenues for the year reached Ps. 12.08 billion; a 6.7% year on year increase.
- EBITDA amounted to Ps. 2.60 billion, representing a 21.5% margin and a 17.9% increase as compared to 2016 adjusted EBITDA.
- Highlights by Region:
 - Net Revenues for Genomma’s U.S. operations were Ps. 1.28 billion; a 17.6% decrease year on year. EBITDA margin for the full year was 9.3%
 - Net Revenues from Mexican operations were Ps. 4.77 billion; a 1.7% increase year on year. Full Year 2017 EBITDA margin for Genomma’s Mexican operations was 18.5%
 - Sales from Latin American operations increased 18.8%, to Ps. 6.03 billion, as compared to Ps. 5.08 billion in 2016. Full Year 2017 EBITDA margin for Genomma’s Latin American operations was 26.5%.
- Free Cash Flow for 2017, excluding investments in the Company’s new manufacturing plant, reached Ps. 1.51 billion.

C. Comments from the CEO

Mr. Máximo Juda, Chief Executive Officer, commented: “I am proud of the significant progress our Company made throughout the year. In 2017, Genomma Lab successfully concluded the ambitious turn-around plan set in motion in 2016, which aimed to bring our Mexican operations back to operating profitability, right-size our organization, shore up company-wide policies and procedures, implement key IT systems and improve overall profitability for the Company. We have closed the year having achieved all of the above goals.

We spent the early part of the year reinforcing our supply chain in Mexico, to improve fulfillment levels in that country as well as throughout Latin America where improved consumer environments in some of our key countries drove increased demand for Genomma brands. Additionally, with better fill rates to our Latin American markets, we also benefited from the higher margins afforded in that region. Our full-year EBITDA margin of 21.5% not only demonstrates Genomma’s improved ability to meet strengthening demand in our markets, but also the achievement of operating leverage throughout the year, enhanced by realizing important cost efficiencies.

Consolidated revenues for 2017 reached Ps. 12.08 billion, a 6.7% year on year increase, and for the quarter we also saw consolidated sales increase by 6.7%. I’m pleased to comment that fill rates also continue to improve. Further, we are quickly moving to take more control of our fulfillment with the



development a new state-of-the-art production facility located near Mexico City, as we discussed in detail during our New York Investor Day in November.

Full year net revenues for the Mexican operations were Ps. 4.77 billion; a 1.7% increase for the year, while revenues for the fourth quarter were Ps. 1.17 billion, a 10.9% decrease year on year. While we stabilized the fulfillment levels in Mexico, revenues during the quarter dipped as we had to carry out a blackout period to implement two important IT projects. First, to extend the efficiency benefits of SAP, we continued to roll out our global template to other countries including Argentina, Costa Rica and Panama, adapting our Mexico databases and servers accordingly. Second, we modified our ERP to implement CFDI 3.3 by the January 1, 2018 deadline, in line with new Mexican electronic invoicing regulations. This temporary blackout period impacted sales in Mexico and is a non-recurring event.

Sales from our Latin American operations increased 18.8%, to Ps. 6.03 billion, on strong results in key markets such as Argentina, Brazil and Colombia. On a quarterly basis, sales increased 37.3%, to Ps. 1.43 billion. We achieved full year EBITDA margin of 26.5% and a fourth quarter EBITDA margin of 24.5%.

As I noted at the beginning of the year, we did not expect our U.S. operations to perform to potential for the balance of the year. Net Sales decreased 18.7% to Ps. 281.8 million in the fourth quarter 2017, while results for the full year were 17.6% below 2016 amounts in Mexican Pesos, or 19.4% below 2016 in US dollars. This result continues to be due to the Company's decision in the second quarter 2017 to conclude our limited exclusivity agreement with a U.S. large client in order to expand through new clients. However, it's important to note that Genomma's U.S. operations reported its second consecutive quarter with positive EBITDA and margin expansion, as a result of our streamlined cost structure, while we continue to work through our U.S. customer strategy.

We achieved strong operating progress this year, with 17.9% EBITDA growth on a like-for-like basis, exceeding our guidance of 14%, and Net sales growth of 6.7%, just short of 7% guidance.

As we look to 2018, we will continue working on delivering consistent results. I am confident we are on the right path and remain on track to deliver the guidance provided for this year. Our streamlined organization, led by the highly seasoned members of our senior executive team, will drive the new business strategy for the organization and allow us to capitalize on improved demand as our markets continue to strengthen."



D. Results for the Fourth Quarter 2017

NOTE: Genomma Lab strengthened its financial policies during the fourth quarter of 2015 and 2016, as well as implemented additional procedures and controls, resulting in adjustments reported within the corresponding Results Releases. We believe these policies reflect a **prudent**^a accounting approach based on the current circumstances. These policies, which were presented to and approved by the Company's Audit Committee and Board of Directors, enhance the relevance and reliability of information contained within the financial statements.

The following tables reflect the Company's consolidated results of operations on an as reported basis, in millions of pesos. Margins are shown as a percentage of Net Sales. Figures for the current quarter have been reported following those financial policies implemented by the Company.

Figures for year-end 2016 include the previously reported restructuring-based non-recurring charges and one-time charges. P&L figures for 2017 have been compared to the same period of the previous year.

For the fourth quarter and full year ended December 31, 2017 and 2016
(In million pesos)

	Q4		
	REPORTED		Variation vs Q4'16
	Q4 2016	Q4 2017	
Net Sales	2,704.8	2,885.2	6.7%
Gross Profit	1,569.4	1,798.0	14.6%
<i>Gross Margin</i>	58.0%	62.3%	
EBITDA¹	-269.6	613.2	NA
<i>EBITDA Margin</i>	-10.0%	21.3%	
Operating Income	-285.5	595.9	NA
<i>Operating Margin</i>	-10.6%	20.7%	
Net Income of Majority Shareholders	17.8	338.6	1797.9%
<i>Net margin</i>	0.7%	11.7%	

^a IASB considers that **prudence** (defined as the exercise of caution when making judgements under conditions of uncertainty) can help achieve neutrality in the application of accounting policies. Another way of looking at prudence is to only record a revenue transaction or an asset when it is certain, and record an expense transaction or liability when it is probable.



	FULL YEAR		REPORTED	
	2016	2017	2016	Variation vs 2016
Net Sales	11,316.3	12,078.4	12,078.4	6.7%
Gross Profit	7,681.0	8,121.3	8,121.3	5.7%
<i>Gross Margin</i>	67.9%	67.2%	67.2%	
EBITDA¹	-1,584.6	2,600.3	2,600.3	NA
<i>EBITDA Margin</i>	-14.0%	21.5%	21.5%	
Operating Income	-1,667.0	2,531.4	2,531.4	NA
<i>Operating Margin</i>	-14.7%	21.0%	21.0%	
Net Income of Majority Shareholders	-1,680.9	1,279.2	1,279.2	NA
<i>Net margin</i>	-14.9%	10.6%	10.6%	

¹ EBITDA is calculated by adding depreciation and amortization to the Operating Income.

The total number of shares as of December 31, 2017 totaled 1,048,733,370, and the Company held 97,471,118 shares in treasury.

E. MD&A for the Fourth Quarter and Full Year 2017 Consolidated Results

Net Sales reached Ps. 2.89 billion in the fourth quarter; a 6.7% increase compared to the same period of 2016. For the full year, Net Sales were Ps. 12.08 billion; a 6.7% year on year increase.

Results by region were:

Mexico

Net Sales amounted to Ps. 1.17 billion in the fourth quarter of 2017; a 10.9% decrease year on year, lower than expectations for the quarter, as the Company's Mexican operations experienced a blackout period due to a CFDI 3.3 and SAP implementation to include other countries in the S4/HANA global template. For the full year, Net Sales in Mexico amounted to Ps. 4.77 billion; a 1.7% year on year increase.

EBITDA amounted to Ps. 219.4 million in the fourth quarter of 2017, representing an 18.7% margin. For the Full Year, EBITDA amounted to Ps. 884.2 million, representing an 18.5% margin.

Latin America

Net Sales reached Ps. 1.43 billion in the fourth quarter of 2017; a 37.3% year on year increase. This result is better than expected, primarily driven by strong results in various countries in the region and favorable lapping in Brazil. Net Sales amounted to Ps. 6.03 billion for the full year 2017; an 18.8% year on year increase in Mexican pesos or 18.1% year-on-year increase in local currency.



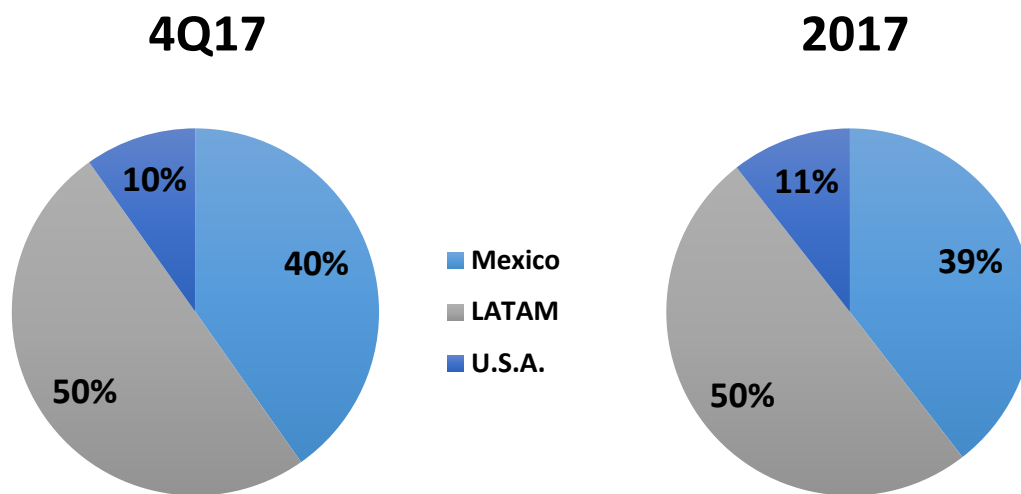
EBITDA amounted to Ps. 350.6 million in the fourth quarter of 2017, representing a margin of 24.5%. For the full year, EBITDA in Latin America amounted to Ps. 1.60 billion; a 26.5% margin.

U.S.A.

Net Sales decreased 18.7% to Ps. 281.8 million in the fourth quarter 2017. For the full year, results for the U.S. are 17.6% below the Company's 2016 figures in Mexican Pesos, and 19.4% below 2016 in U.S. dollars. This result continues to be due to the Company's decision in the second quarter 2017 to conclude its limited exclusivity agreement with a large client in the U.S. which enables Genomma to expand through new clients

EBITDA amounted to Ps. 43.2 million in the fourth quarter of 2017, representing a margin of 15.3%. This result is due to the Company's efforts during the quarter to continue streamlining expenses at Genomma's U.S. operations. For the full year, EBITDA in the U.S. amounted to Ps. 118.8 million; a 9.3% margin.

Net Sales Reported by Region and Segment



(In million pesos)

	OTC			PC			Total		
	4Q17	4Q16	%Var	4Q17	4Q16	%Var	4Q17	4Q16	%Var
Mexico	719.4	762.9	-5.7%	451.9	552.4	-18.2%	1,171.3	1,315.3	-10.9%
LATAM	485.8	405.0	20.0%	946.3	638.0	48.3%	1,432.1	1,043.0	37.3%
USA	146.5	191.1	-23.3%	135.3	155.4	-12.9%	281.8	346.5	-18.7%
TOTAL	1,351.8	1,359.0	-0.5%	1,533.4	1,345.8	13.9%	2,885.2	2,704.8	6.7%



	OTC			PC			Total		
	2017	2016	%Var	2017	2016	%Var	2017	2016	%Var
Mexico	2,593.5	2,751.2	-5.7%	2,176.9	1,937.7	12.3%	4,770.4	4,688.9	1.7%
LATAM	2,072.7	1,740.0	19.1%	3,959.3	3,339.2	18.6%	6,032.0	5,079.2	18.8%
USA	646.5	861.8	-25.0%	629.6	686.4	-8.3%	1,276.1	1,548.2	-17.6%
TOTAL	5,312.7	5,353.0	-0.8%	6,765.8	5,963.3	13.5%	12,078.5	11,316.3	6.7%

Gross Profit increased 14.6%, to Ps. 1.80 billion in the fourth quarter of 2017, compared to Ps. 1.57 billion during the fourth quarter of 2016. Gross Margin increased 4.3 percentage points, to 62.3% in the fourth quarter of 2017. Compared to the third quarter 2017, Gross Margin decreased 5.5 percentage points due to inventory reconciliation required in order to broaden the implementation of SAP S4/Hana to other countries.

Gross Profit for the full year increased 5.7% to Ps. 8.12 billion, compared to Ps. 7.68 billion during 2016. Gross Margin decreased 0.6 percentage points to 67.2% in 2017.

Selling, General, Marketing and Administrative Expenses, decreased 27.5 percentage points as a percentage of Net Sales, to 42.7%, compared to SGM&A expenses of 70.1% in the same quarter of 2016. Compared to the third quarter 2017, SGM&A decreased 3.3 percentage points due to the Company's continued successful expense reduction throughout the Company.

Selling, General, Marketing and Administrative Expenses (including Depreciation and Amortization) for the full year, as a percentage of Net Sales, amounted to 46.6%, compared to 66.2% in 2016.

EBITDA amounted to Ps. 613.2 million in the fourth quarter of 2017; a 23.1% increase, compared to an adjusted EBITDA of Ps. 498.1 million in the fourth quarter of 2016. The EBITDA margin was 21.3% in the fourth quarter of 2017 due to lower Selling, General, Marketing and Administrative Expenses (excluding Depreciation and Amortization).

EBITDA for the full year reached Ps. 2.60 billion; a 21.5% margin compared to negative Ps. 1.58 billion in 2016.

EBITDA Reconciliation

For the fourth quarter ended December 31, 2017 and 2016
(In million pesos)

	Fourth Quarter	
	2017	2016
Consolidated net income	386.2	(12.5)
Income tax expense	228.4	(378.5)
Not consolidated subsidiaries' income (cost)	35.3	38.0
Comprehensive financing income (loss)	(16.7)	(143.5)
Operating income	595.9	(285.5)
Depreciation and amortization	17.3	15.9
EBITDA	613.2	(269.6)
EBITDA margin	21.3%	-10.0%



Comprehensive Financing Result reflected a loss of Ps. 16.7 million in the fourth quarter of 2017, compared to a Ps. 143.5 million loss in the fourth quarter of 2016. This variation was a result of: i.) a Foreign Exchange gain amounting to Ps. 37.6 million during the fourth quarter of 2017, compared to a Ps. 65.1 million gain during the same period of 2016; ii.) a Ps. 51.3 million increase in Financial Expenses to Ps. 144.1 million during the fourth quarter of 2017, compared to Ps. 92.7 million during the same period of 2016; iii.) higher Interest Income amounting to Ps. 11.7 million during the fourth quarter of 2017, compared to Ps. 11.4 million in the same period of 2016; and, iv.) a Ps. 78.1 million gain in the fourth quarter of 2017 related to the Exchange Rate conversion from our foreign operations, compared to a Ps. 127.2 million loss in the same period of 2016.

Comprehensive Financing Result for the full year 2017 amounted to a loss of Ps. 418.5 million, compared to a Ps. 82.6 million gain in 2016.

Net Income amounted to Ps. 386.2 million in the fourth quarter of 2017; compared to negative Ps. 12.5 million in the fourth quarter of 2016.

Consolidated Net Income for the full year amounted to Ps. 1.41 billion, compared to a loss of Ps. 1.64 billion in 2016.

Cash flow for the Fourth Quarter 2017

For the fourth quarter ended December 31, 2017
(In million pesos)

	4Q17
Net Income	386.2
Charges to Results with no Cash Flow	350.6
Changes in Working Capital	(158.2)
Net Cash from Operating Activities	578.5
Purchase of Property, Plant & Equipment	(47.6)
Purchase of Businesses and Others	(133.0)
Net Cash from Investing	(180.7)
Proceeds (Repayment) of Borrowing	(207.8)
Financing Expenses/Income and Other	(202.3)
Net Cash from Financing	(410.1)
Effect of Exchange Rate Changes on Cash	79.3
Cash at Beginning of Period	1,025.7
Cash at End of Period	1,092.7

Cash Flow from Operations

Net resources from operating activities amounted to Ps. 578.5 million in the fourth quarter of 2017.

For the full year, net resources from operating activities amounted to Ps. 1.59 billion.



Cash Flow from Investing Activities

Net resources used by investing activities amounted to Ps. 180.7 million. For the full year, net resources used in investing activities amounted to Ps. 374.0 million.

Cash Flow from Financing Activities

In the fourth quarter of 2017, the Company paid a total net of Ps. 410.1 million, primarily comprised of: net debt payments to financial institutions in the amount of Ps. 207.8 million and interest paid in the amount of Ps. 133.8 million.

For the full year, net resources used in financing activities amounted to Ps. 1.75 billion.

Balance Sheet for the Fourth Quarter 2017

As of December 31, 2017, December 31, 2016 and September 30, 2017

	December 31, 2017	December 31, 2016	Var Dec '17 vs Dec '16	% Var Dec '17 vs Dec '16	September 30, 2017	Var Dec '17 vs Sep '17	% Var Dec '17 vs Sep '17
Balance Sheet Information:							
Cash and Equivalents	1,092.7	1,846.2	(753.5)	-40.8%	1,025.7	67.1	6.5%
Accounts Receivable	2,745.2	2,493.5	251.7	10.1%	2,824.8	(79.6)	-2.8%
Inventories	1,264.2	1,172.0	92.2	7.9%	1,360.3	(96.1)	-7.1%
Other current Assets	2,704.4	2,284.5	419.9	18.4%	2,879.3	(174.9)	-6.1%
Fixed, Intangible and other LT Assets	8,079.1	7,912.3	166.9	2.1%	7,777.2	301.9	3.9%
Total Assets	15,885.7	15,708.6	177.1	1.1%	15,867.3	18.4	0.1%
Trade Payables	1,098.5	1,033.5	64.9	6.3%	1,290.8	(192.3)	-14.9%
Other current Liabilities	2,193.5	1,993.0	200.5	10.1%	2,227.8	(34.3)	-1.5%
Current portion of debt	3,013.1	2,073.9	939.2	45.3%	3,201.5	(188.4)	-5.9%
Unsecured local bonds	1,500.0	3,494.4	(1,994.4)	-57.1%	1,499.6	.4	0.0%
Long-term loans with financial institutions	190.1	266.1	(76.0)	-28.6%	209.1	(19.0)	-9.1%
Total Liabilities	8,837.0	8,915.7	(78.7)	-0.9%	9,267.9	(430.9)	-4.6%
Stockholders Equity	7,048.7	6,792.9	255.8	3.8%	6,599.4	449.3	6.8%
Working Capital ⁽¹⁾	1,501.5	2,695.9	(1,194.4)	-44.3%	1,370.0	131.4	9.6%
Working Capital less cash	408.7	849.6	(440.9)	-51.9%	344.4	64.4	18.7%
Accounts Receivable days	82	79	3	3.6%	85	(3)	-3.7%
Inventories days	115	116	(1)	-0.9%	122	(7)	-5.7%
Trade Payables days	100	102	(2)	-2.4%	116	(16)	-13.9%
Cash Conversion Cycle	97	93	4	4.5%	91	6	6.5%

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

Cash and Equivalents amounted to Ps. 1.09 billion as of December 31, 2017, representing a 40.8% decrease compared to December 31, 2016, and a 6.5% increase compared to the third quarter of 2017. The Company repaid Ps. 207.8 million of financial debt with its own cash in the fourth quarter 2017 and Ps. 1.14 billion for the full year.



Accounts Receivable amounted to Ps. 2.75 billion as of December 31, 2017; a 10.1% increase since December 2016 and a 2.8% decrease compared to the third quarter of 2017. Days of Accounts Receivable amounted to 82. The Company continues to maintain healthy levels of Accounts Receivable at its Mexican and international operations.

DSO by region as of December 2017:

	Days Sales Outstanding	
	Q4'17	Q4'16
Mexico	96	81
Latam	81	89
USA	34	42

Inventories amounted to Ps. 1.26 billion as of December 31, 2017. Days of Inventories amounted to 115; a 1-day decrease compared to year-end 2016 and a 7-day decrease compared to the third quarter of 2017.

Other Current Assets amounted to Ps. 2.70 billion as of December 31, 2017. The vast majority of this account is recoverable VAT taxes.

Trade Payables amounted to Ps. 1.10 billion as of December 31, 2017. As of the fourth quarter of 2017, DPO decreased to 100 days from 102 days as of December 2016 and 116 days as of September 2017.

Other Current Liabilities amounted to Ps. 2.19 billion as of December 31, 2017; a Ps. 200.5 million increase compared to year-end 2016. The vast majority of this balance is deferred tax liabilities.

Financial Leverage Gross Debt amounted to Ps. 4.70 billion as of December 31, 2017, compared to Ps. 5.83 billion in December of 2016; a significant Ps. 1.13 billion reduction in repaid debt.

Net Debt amounted to Ps. 3.61 billion; a Ps. 377.8 million reduction compared to December 2016 and a Ps. 274.0 million reduction on a sequential basis. This decrease in Net Debt was primarily due to cash generated from operations.

The Company's CeBures (long-term bonds) reach maturity on the following dates: July 2018 and January 2020.

Cash Conversion Cycle reached 97 days at the end of the fourth quarter of 2017, compared to 93 days on December 2016 and 91 days on September 2017, primarily due to lower DPO's during the period.

F. Other Corporate Events

- The Company has received total payment of Ps. 211 million as of December 2017 out of the outstanding Ps. 300 million balance as of September 2016, as part of the initial purchase



price of Marzam. The remaining Ps. 89 million balance will be paid upon conclusion of the final mutually-agreed due diligence review.

Analyst Coverage

Genomma Lab is covered by 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; GBM Grupo Bursátil Mexicano; Grupo Financiero Banorte; Grupo Financiero Interacciones; HSBC Securities (USA); Invex Grupo Financiero, and JP Morgan Securities.

Company Description

Genomma Lab Internacional, S.A.B. de C.V. is one of the leading pharmaceutical and personal care products companies in Mexico with an increasing international presence. Genomma Lab develops, sells and markets a broad range of premium branded products, many of which are leaders in the categories in which they compete in terms of sales and market share. Genomma Lab relies on the combination of a successful new product development process, a consumer-oriented marketing, a broad retail distribution network and a low-cost, highly flexible operating model.

Genomma Lab's shares are listed on the Mexican Stock Exchange under the ticker symbol "LAB.B" (Bloomberg: labb.mx).

Note on Forward-Looking Statements

This report may contain certain forward-looking statements and information relating to the Company that reflect the current views and/or expectations of the Company and its management with respect to its performance, business and future events. Forward looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain words like "believe," "anticipate," "expect," "envisages," "will likely result," or any other words or phrases of similar meaning. Such statements are subject to a number of risks, uncertainties and assumptions. We caution you that a number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in this presentation and in oral statements made by authorized officers of the Company. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates. The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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Income Statement

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

	FOURTH QUARTER			ACCUMULATED		
	2017	2016	Var %	2017	2016	Var %
Net Sales	\$ 2,885,210	2,704,792	6.7%	\$ 12,078,442	11,316,310	6.7%
Cost of goods sold	1,087,176	1,135,422	-4.2%	3,957,129	3,635,327	8.9%
Gross Profit	1,798,034	1,569,370	14.6%	8,121,313	7,680,983	5.7%
Selling, general and administrative expenses	1,214,123	1,881,187	-35.5%	5,560,913	7,408,731	-24.9%
Other expenses	11,255	(24,616)	NA	57,365	1,906,489	-97.0%
Other income	40,498	17,650	129.5%	97,219	49,619	95.9%
EBITDA	613,154	(269,551)	NA	2,600,254	(1,584,618)	NA
Depreciation and amortization	17,272	15,905	8.6%	68,884	82,345	-16.3%
Income (loss) from operation	595,882	(285,456)	NA	2,531,370	(1,666,963)	NA
Interest expense	(144,062)	(92,722)	55.4%	(483,519)	(329,941)	46.5%
Interest income	11,715	11,388	2.9%	40,085	33,241	20.6%
Exchange Income	115,696	(62,148)	NA	24,922	379,349	-93.4%
Comprehensive financing income (cost)	(16,651)	(143,482)	-88.4%	(418,512)	82,649	-606.4%
Associated company	35,307	38,010	-7.1%	52,325	68,001	-23.1%
Income (loss) before income taxes	614,538	(390,928)	NA	2,165,183	(1,516,313)	NA
Income tax expense	228,375	(378,459)	NA	758,695	126,478	499.9%
Income (loss) from continuing operations	386,163	(12,469)	NA	1,406,488	(1,642,791)	NA
Net income from discontinued operations	-	-	-	-	-	-
Consolidated net income (loss)	386,163	(12,469)	NA	1,406,488	(1,642,791)	NA
Net income of minority stockholders	47,528	(30,312)	NA	127,282	38,133	233.8%
Net income (loss) of majority stockholders	\$ 338,635	17,843	1797.9%	\$ 1,279,206	(1,680,924)	NA



Balance Sheet

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

	DECEMBER		VARIATION		SEPTEMBER		VARIATION	
	2017	2016	Amount	Var %	2017	Amount	Var %	
ASSETS								
CURRENT ASSETS								
Cash and equivalents	\$ 1,069,535	1,823,024	(753,489)	-41%	952,188	117,347	12%	
Restricted fund	23,206	23,204	2	0%	73,497	(50,291)	-68%	
Clients - Net	2,745,173	2,493,546	251,627	10%	2,824,795	(79,622)	-3%	
Others accounts receivable	2,260,445	1,868,351	392,094	21%	2,334,147	(73,702)	-3%	
Inventory - Net	1,264,211	1,172,041	92,170	8%	1,360,307	(96,096)	-7%	
Prepaid expenses	443,990	416,200	27,790	7%	545,173	(101,183)	-19%	
Total current assets	7,806,560	7,796,366	10,194	0%	8,090,107	(283,547)	-4%	
Non-current assets								
Trademarks	5,149,632	5,149,099	533	0%	5,065,826	83,806	2%	
Investment in shares	1,472,805	1,420,480	52,325	4%	1,437,498	35,307	2%	
Building, properties and equipment - Net	391,899	368,627	23,272	6%	356,498	35,401	10%	
Deferred income tax	681,992	817,822	(135,830)	-17%	666,110	15,882	2%	
Other assets - Net	382,819	156,224	226,595	145%	251,273	131,546	52%	
Total non-current assets	8,079,147	7,912,252	166,895	2%	7,777,205	301,942	4%	
TOTAL ASSETS	\$ 15,885,707	15,708,618	177,089	1%	15,867,312	18,395	0%	
LIABILITIES AND STOCKHOLDERS' EQUITY								
Current Liabilities								
Current portion of long-term debt	\$ 3,013,055	2,073,908	939,147	45%	3,201,451	(188,396)	-6%	
Suppliers	1,098,471	1,033,545	64,926	6%	1,290,817	(192,346)	-15%	
Due to related parties	1,238	31,873	(30,635)	-96%	4,963	(3,725)	-75%	
Other current liabilities	1,852,869	1,829,043	23,826	1%	1,920,356	(67,487)	-4%	
Income tax payable	336,373	129,063	207,310		300,202	36,171		
Statutory employee profit sharing	3,017	2,972	45	2%	2,290	727	32%	
Total current liabilities	6,305,023	5,100,404	1,204,619	24%	6,720,079	(415,056)	-6%	
Non-current liabilities								
Long-term debt securities	1,500,000	3,494,376	(1,994,376)	-57%	1,499,559	441	0%	
Long-term loans with financial institutions	190,054	266,076	(76,022)	-29%	209,060	(19,006)	-9%	
Other long term liabilities	36,422	48,744	(12,322)	-25%	33,738	2,684	8%	
Deferred income tax	1,692	2,270	(578)	-25%	1,613	79	5%	
Employee retirement obligations	3,848	3,848	-	0%	3,848	-	0%	
Long-term due to related parties	800,000	-	800,000	-	800,000	-	0%	
Total liabilities	8,837,039	8,915,718	(78,679)	-1%	9,267,897	(430,858)	-5%	
Stockholders' equity								
Capital stock	1,914,306	1,914,306	-	0%	1,914,306	-	0%	
Retained earnings	4,714,122	7,195,046	(2,480,924)	-34%	4,714,121	1	0%	
Net income	1,279,206	(1,680,924)	2,960,130	NA	940,571	338,635	36%	
Cumulative translation effects of foreing subsidiaries	332,609	589,109	(256,500)	-44%	200,958	131,651	66%	
Share buy back fund	(1,657,060)	(1,656,086)	(974)	0%	(1,657,060)	-	0%	
Share-based payments	226,869	179,674	47,195	26%	226,869	-	0%	
Net premium in placement of repurchased shares	39,749	39,749	-	0%	39,749	-	0%	
Minority interest	198,867	212,026	(13,159)	-6%	219,901	(21,034)	-10%	
Total stockholders' equity	7,048,668	6,792,900	255,768	4%	6,599,415	449,253	7%	
TOTAL EQUITY AND LIABILITIES	\$ 15,885,707	15,708,618	177,089	1%	15,867,312	18,395	0%	



Cash Flow

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

	DECEMBER 2017	
	4th QUARTER	ACCUMULATED
Cash and cash equivalents beginning of period	1,025,683	1,846,229
Consolidated Net Income	386,163	1,406,487
Charges to results with no cash flow:		
Depreciation and amortization	17,274	68,885
Income tax	228,376	758,696
Accrued interest and others	104,926	516,607
	736,739	2,750,675
Changes in Working Capital:		
Clients - Net	79,622	(251,594)
Inventories	96,096	(92,171)
Suppliers	(192,346)	64,124
Other current assets	18,231	(718,823)
Paid income tax	(69,277)	(316,225)
Other current liabilities	(90,538)	150,981
	(158,212)	(1,163,708)
Net cash generated (used) in operating activities	578,527	1,586,967
Investing activities:		
Investment in fixed assets	(49,200)	(148,978)
Sales of equipment	1,570	8,641
Brand acquisitions and others	(38,163)	(40,268)
Others assets acquisitions	(94,869)	(193,351)
Net cash generated (used) in investing activities	(180,662)	(373,956)
Financing activities:		
Payments of borrowings with financial institutions	(207,757)	(2,264,773)
Loans with financial and securities institutions	-	1,128,751
Interest paid	(133,773)	(472,176)
Stock repurchase	-	(4,008)
Minority interest	(68,562)	(140,440)
Net cash used in financing activities	(410,092)	(1,752,646)
Net increase in cash and cash equivalents before foreign exchange adjustments coming from international operations and inflationary affects cash	(12,227)	(539,635)
Foreign exchange and inflationary effects from international operations	79,285	(213,853)
Accumulated cash flow at the end of the period	1,092,741	1,092,741
Less - restricted fund	23,206	23,206
Cash and cash equivalents at end of period balance for operation	1,069,535	1,069,535