



Genomma Lab.®
Internacional



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INVESTOR RELATIONS

CORPORATE PRESENTATION

This presentation 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. Risks and uncertainties include, but are not limited to: risks related to the impact of the COVID-19 global pandemic, such as the scope and duration of the outbreak, government actions and restrictive measures implemented in response, material delays, supply chain disruptions and other impacts to the business, or on the Company's ability to execute business continuity plans as a result of the COVID-19 pandemic, economic factors, such as interest rate and currency exchange rate fluctuations; competition, including technological advances, new products attained by competitors; challenges inherent in new product development; the ability of the Company to successfully execute strategic plans; the impact of business combinations and divestitures; manufacturing difficulties or delays, internally or within the supply chain; significant adverse litigation or government action, including related to product liability claims; changes to applicable laws and regulations, including tax laws; changes in behavior and spending patterns of purchasers of products and services; financial instability of international economies and legal systems and sovereign risk.

A further list and descriptions of these risks, uncertainties and other factors can be found within the Company's related filings with the Bolsa Mexicana de Valores. Any forward-looking statement made in this release speaks only as of the date of this release. 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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Who We Are: Our Footprint

2

4-year Profit & Growth Strategy

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Unleashing Shareholder Value

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Financial Review



Genomma Lab[®]
Internacional

*** New High-Growth Strategy**

- **Leading Pharmaceutical and Personal Care Company**

- Consistent base growth
- Best-in-Class Go-To-market
- Superior Brand Value (Methodology, Quality, Communications, Accesibility)



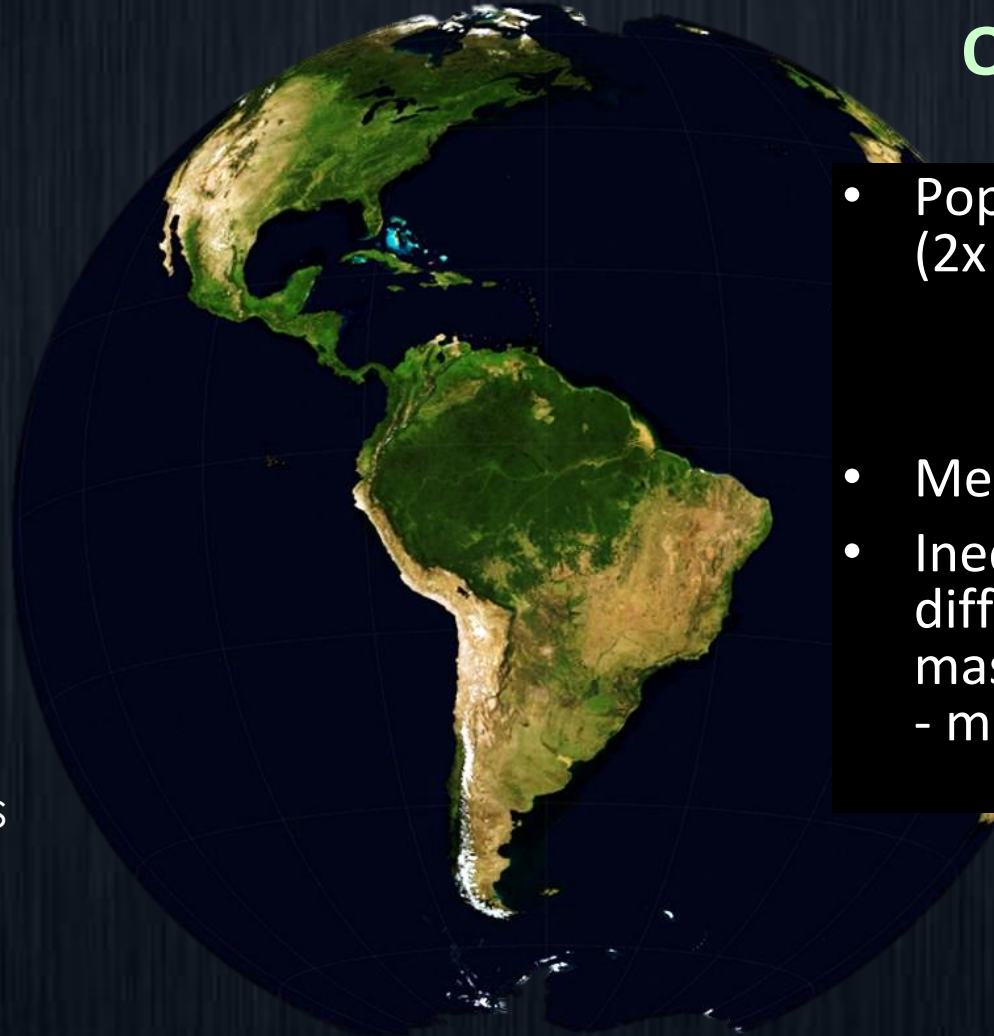
- **“The ideal Partner for Latin America and the U.S. Hispanic Market”**

- Europe : United Pharmaceuticals
- U.S. : Edgewell
- Japan : Rohto
- Israel : Oramed
- Assessing selected **high-ROIC** potential partnerships focused in
 - 1) Aging population
 - 2) Gen Y and Z markets
 - 3) Climate and sustainability positive impact
 - 4) Technology leveraging our capabilities

Footprint : Latin America

CHALLENGES

- General economy stagnation
- Political instability
- Employment & Livelihood crisis
- Increment in illicit economic activity
- Countries recessions



OPPORTUNITIES

- Population + **663** million (2x USA)
 - GDP per capita 0.2 x USA
 - Total GDP = 0.4x USA
- Median Age : **31** years
- Inequality translates into different **consumer categories** - mass market - masstige

Genomma's Solid Base Business

Double Digit Growth

50% of all Categories
despite macroeconomic
and supply chain
headwinds



Single Digit Growth

3 out of 14 categories

Infant Formula
impacted by Palm Oil
Contingency

Anti-acne, Cosmetics &
Skin Care categories
impacted by lockdowns

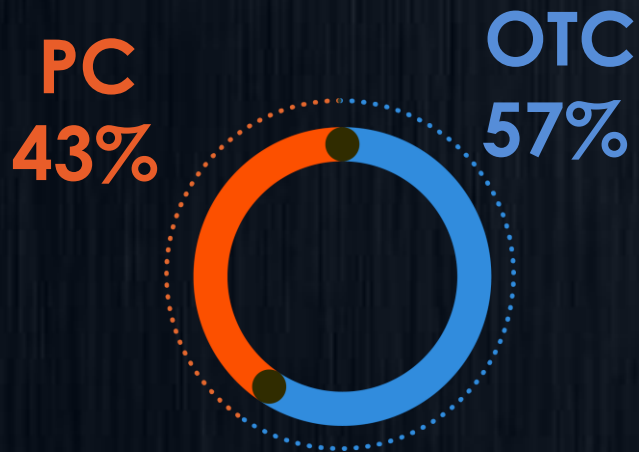
Net sales growth (Full Year 2022 vs Full Year 2021)

"Confidential"

Genomma Lab Internacional : Base Business

- Genomma develops, manufactures and markets a broad range of **premium branded products**, many of which are leaders in their categories

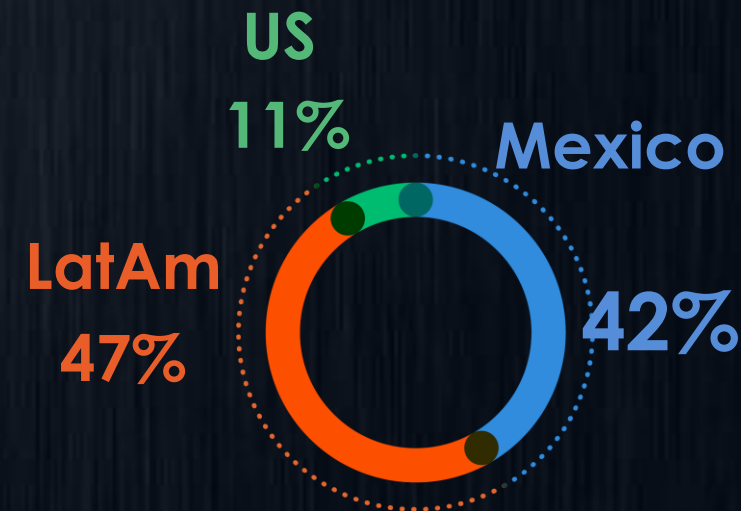
SEGMENT



MEGA-BRANDS



GEOGRAPHY



Over The Counter Products (OTC): 56.8% Of Total Sales*



Pain Relief



Cough & Cold



Gastro & Anti-Hemorrhoids



Anti-mycotics & Sexual Health



Isotonic beverages



Anti-Flu

Personal Care Products (PC): 43.2% Of Total Sales*



Specialized Hair Care



Skin Care



Beauty Care



Shampoo



Anti-Acne & Cosmetics



Antibacterial



Male Care & Grooming



Infant Nutrition

Proven International Business Model



INTERNATIONAL

MEXICO



US dollar:

11.4%

Other currencies:

47.1%

1. Brazilian Real
2. Colombian Peso
3. Chilean Peso
4. Peruvian Sol
5. Argentine Peso
6. Uruguayan Peso
7. Paraguayan Guarani

Mexican peso

Genomma Lab Internacional in Summary



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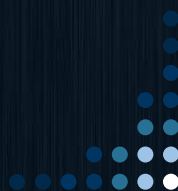
Unleashing Shareholder Value

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Financial Review

2

4-year Profit & Growth Strategy





PURPOSE:

Empower people to have
amazing health and wellness



VISION:

A leading company in the
categories in which
we compete

NET SALES

+1.0bn USD

EBITDA

25%

CCC

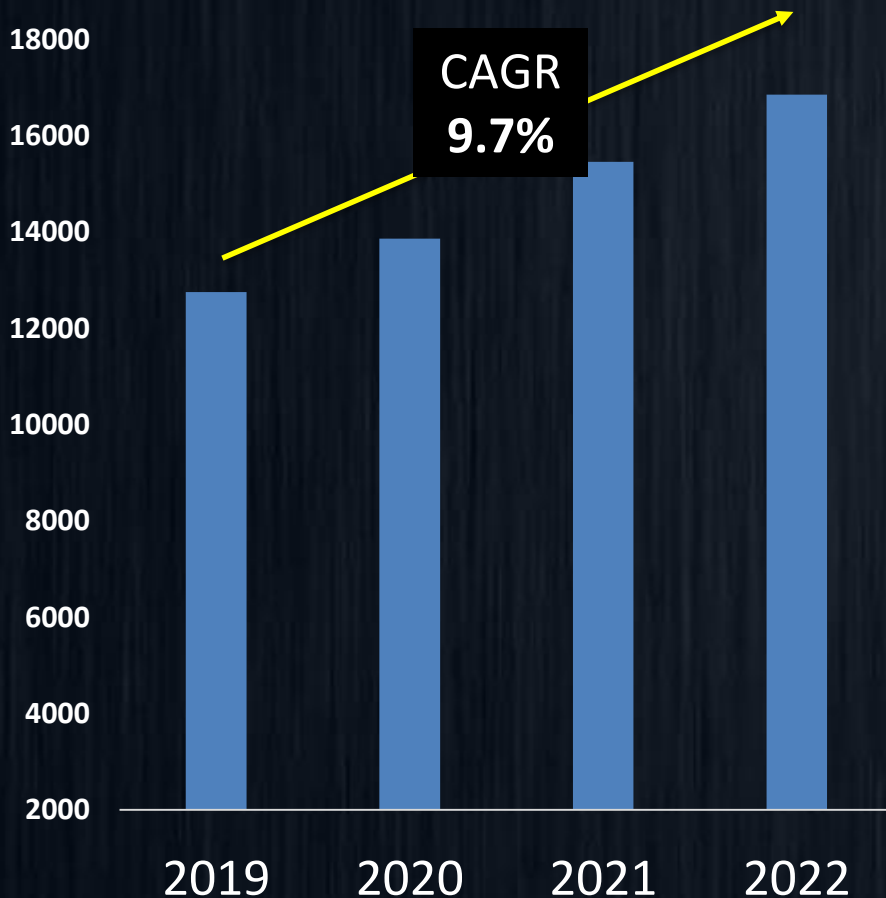
50 days

Evolution of Growth Strategy

4-year trend : consistent Sales and Profit growth

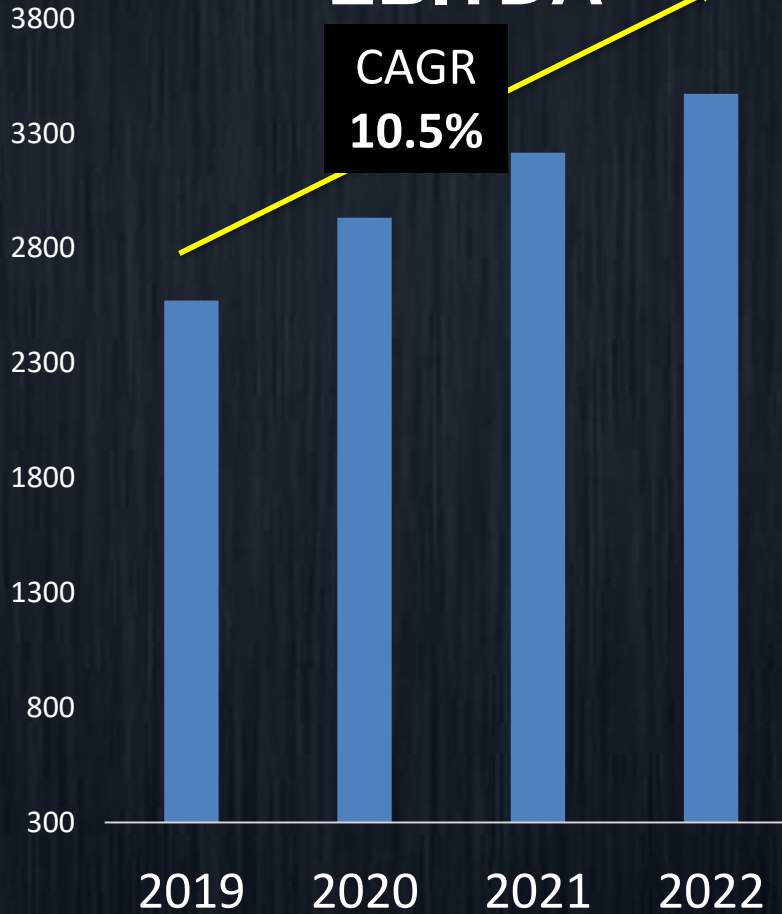
MM PS

Net Revenues



MM PS

EBITDA



INITIATIVES TO FURTHER IMPROVE PROFITABILITY

- Manufacturing Plant and Supply Chain synergies
- AI-based media investment optimization
- Cost optimization strategies
- Strategic Partnerships leveraging infrastructure and capabilities
- Sweeten Product Portfolio Mix

Growth Strategic Framework → 2025



Product Innovation



Royal Jelly Shampoo
Healthy Hair, Healthy Planet



Recycled ———

Eco-friendly ———

————— Recycled

Conscious
communication

100%
sustainable
packaging



100% recycled
and recyclable
PETE bottle

Recycling
meeting
points



High quality ingredients

Product Innovation

Cicatricure® GOLD LIFT

Masstige
Affordable
Luxury

Hi-quality
Performance



Genomma Lab.®
Internacional



New High (Inorganic) Growth Strategy

M&A

- Current environment : high valuations due to global appetite in OTC and PC brands, and low interest rates

PARTNERSHIPS

- Innovative products and services
- Extensive R&D capabilities
- Low capital investments
- Leverage existing manufacturing infrastructure



**High ROIC ->
Shareholder
value creation**

“The ideal Partner **for** Latin America **and the U.S. Hispanic Market**”



UP International



TESTIMONIO REAL.



New category with
growth potential for
Mexico & LatAm

Manufactured by
Edgewell PC
(Strategic Partnership)

Market Value
opportunity of
>100mm USD

Strategic Alliances



UP International



Manufactured by
UP International
(Strategic Partnership)

Exclusivity in Mexico
and Latin America
ex. Brazil

Market Value
opportunity of
>80mm USD

Exploring expansion to other territories

- Developing a **franchise business** to expand the presence of power brands in other territories, partnering with strong local players **overseas**
- Low cost manufacturing, sustainable products
- Full marketing/advertising and Point-of-Sale material



- Cicatricure, Suerox, Tio Nacho, Asepxia
- Eventually Pharma

Superior Brand Communication



Novamil®



Cicatricure®



GROOMEN



Asepxia®



SUEROX®



SOCIAL
RESPONSIBILITY

Click on images to watch the latest product communication

Proprietary Process to Win the Consumer Experience

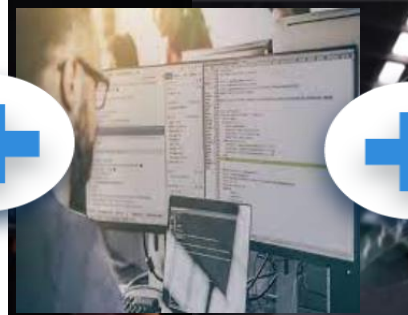
Always-on Analytics and Precision Marketing



Understanding
of Consumers
Choices



Online Market
Research with
Thousands of
Consumers



Design Experts
in
E-Commerce
& Digital



Effective
communication
vehicles



Across all
media
platforms

February 2022 |

The largest Content Studio (25 years) in the world of CPGs and Pharma Companies, now including Digital Content



TV, Digital, Multi-format capabilities

- 25 years developing the largest multi-media content in Latin America
- > 2.1 PetaBytes of media content
(Over 2,140,000,000 GB of photos, videos, animation & digital content produced in-house)
- Cost to produce content: 70-80% lower cost
- Use of AI to optimize media investments

From the Bottom-of-the-Pyramid to the top

Best in Class Go-to-Market

Traditional Channel

- **+308,000**
Points of Sale



Multi- Channel

- Modern Trade
- Pharma Wholesalers
- Pharma Chain
- E-Commerce (B2C)
- Amazon & other e-Retailers
- Direct Sales Distribution (DSD)
- Independent Pharmacies
- Mom & Pops (bodegas)

Superior POS visibility



Genomma Way



Breaking Down Barriers



Equal opportunity

How are we doing it?

- Upskilling
- Competitive Compensation
- Career Development
- Connected Organization



[Click here to read our 2025 Sustainability Strategy](#)



OUR SUSTAINABILITY 2025

A commitment to the future



Member of

Dow Jones Sustainability Indices

Powered by the S&P Global CSA

**+10 Years Being Recognized
As One Of The Leading
Companies In ESG Practices.**

Capital Allocation, Ratings & Long-term Financing

- CASH DIVIDEND
- SHARE BUY-BUCKS
- OPTIMIZE FINANCIAL LEVERAGE
- STRATEGIC PARTNERSHIPS / M&A

FitchRatings

Short-Term:
F1+(mex)

Long-Term:
AA+(mex)

Outlook:
Positive

Short-Term:
HR+1

Long-Term:
HR AA+

Outlook:
Stable



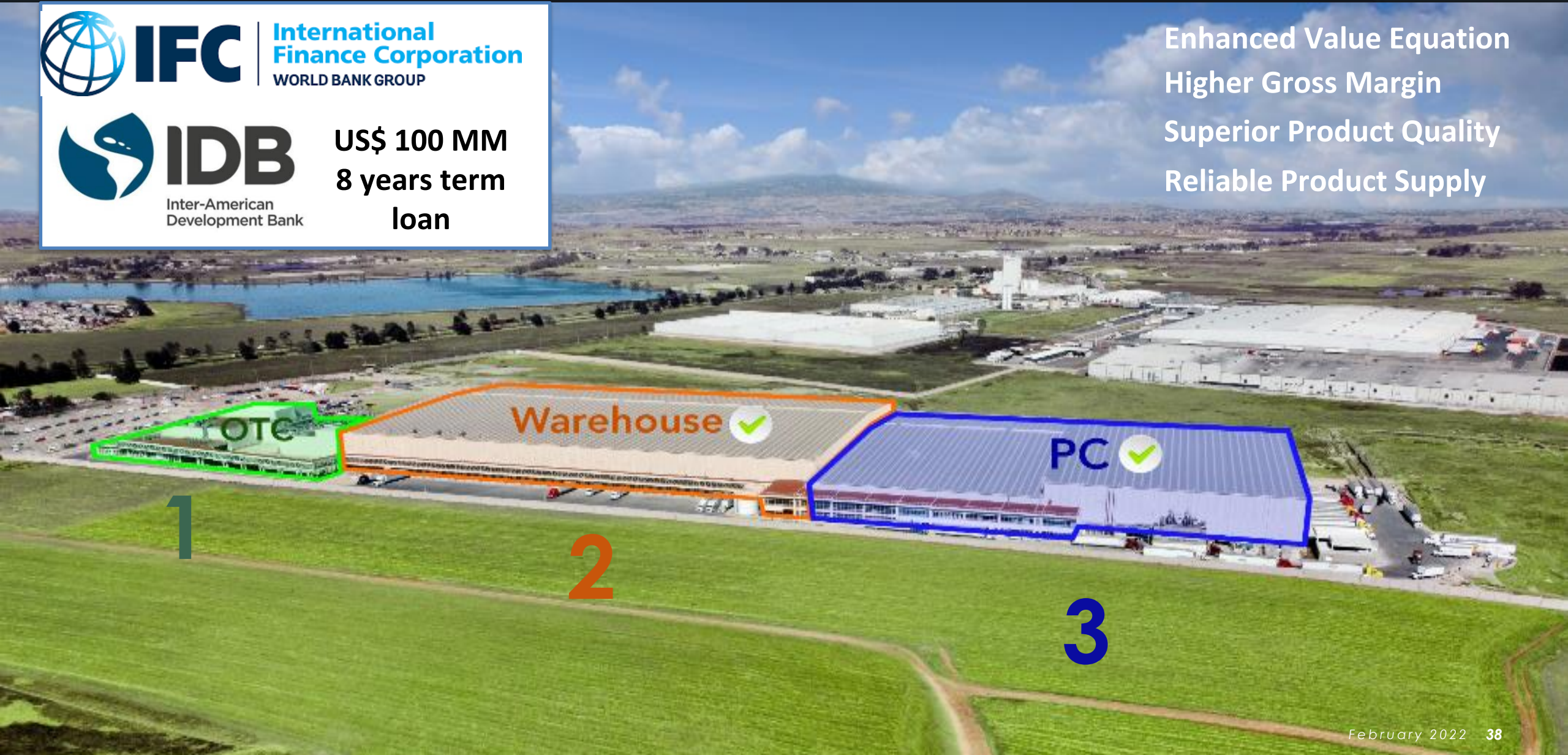
Credit
Rating
Agency

World-class Manufacturing & Supply Chain



US\$ 100 MM
8 years term
loan

Enhanced Value Equation
Higher Gross Margin
Superior Product Quality
Reliable Product Supply



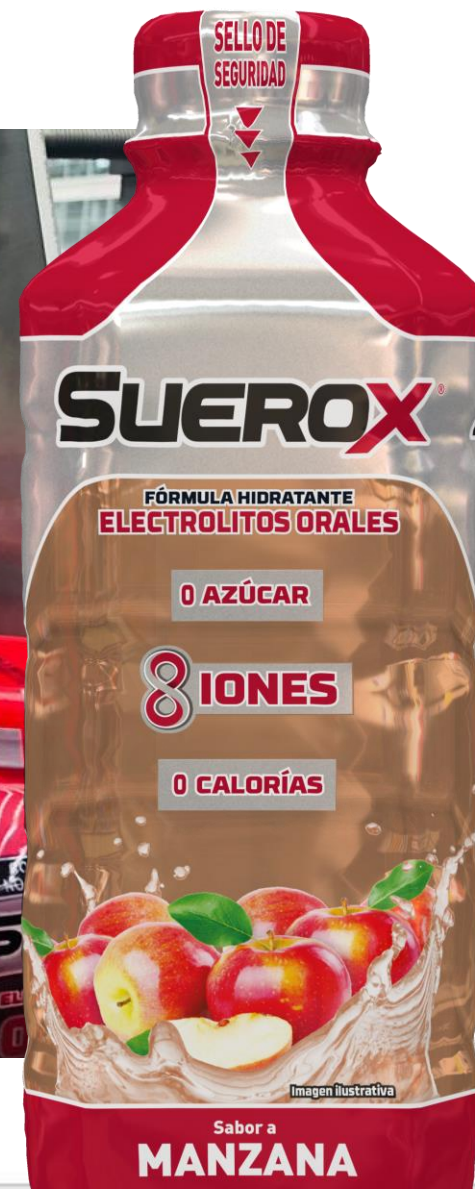
PC Manufacturing Facility **Update**



Suerox® Manufacturing Line
+8,000,000 bottles
produced in Dec-22



Isotonic Beverage Line



Central Warehouse, PC and OTC Manufacturing Facility



OTC Manufacturing Facility **Update**

Tube filling equipment for semi-solid production line



Water chiller system for OTC Plant



Semi-solid production line



**State-of-the-art
equipment**



Tanks system for liquid OTC production

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Upside Potential LABB

1.



2.



3. **L**😊**bb**

4.



25 years Building what **no other Company has !**

- **1.5 million minutes** on the air every year
- **# 1 TV advertiser** in LATAM
- **1,700 new Spots** produced every year
- **12,000 Spots** produced in our history
- **3 days** to produce a new campaign
- **10,000 USD** is the aprox cost of a new spot
- **Continuous innovation** capabilities

*In HPC category

Consumer Communication

- **20 Countries** with fully owned and standardized operations
- **Best of Industry** executives / talent
- **6 months** is what it takes to fully roll out a new brand to all countries
- **Strongest** local government and regulatory know-how

Geographic Footprint

- **+ 400,000 POS** touched on a weekly basis
- **384** direct customers
- **1,900+** "feet on the street"
- **Unique GTM platforms**
- **BIC in POS Marketing**

 PerfectStore®

 GEN

GTM

Strengthening
**CORE
CATEGORIES**

Shareholder value creation

2024-2025

NEW

+ MXN **10 Bn**

NEW

+ MXN **1.8 Bn**

Current Targets

- +MXN 20 Bn Net Sales
- 24% - 25% EBITDA Margin

Intentional focus on core brands

1.

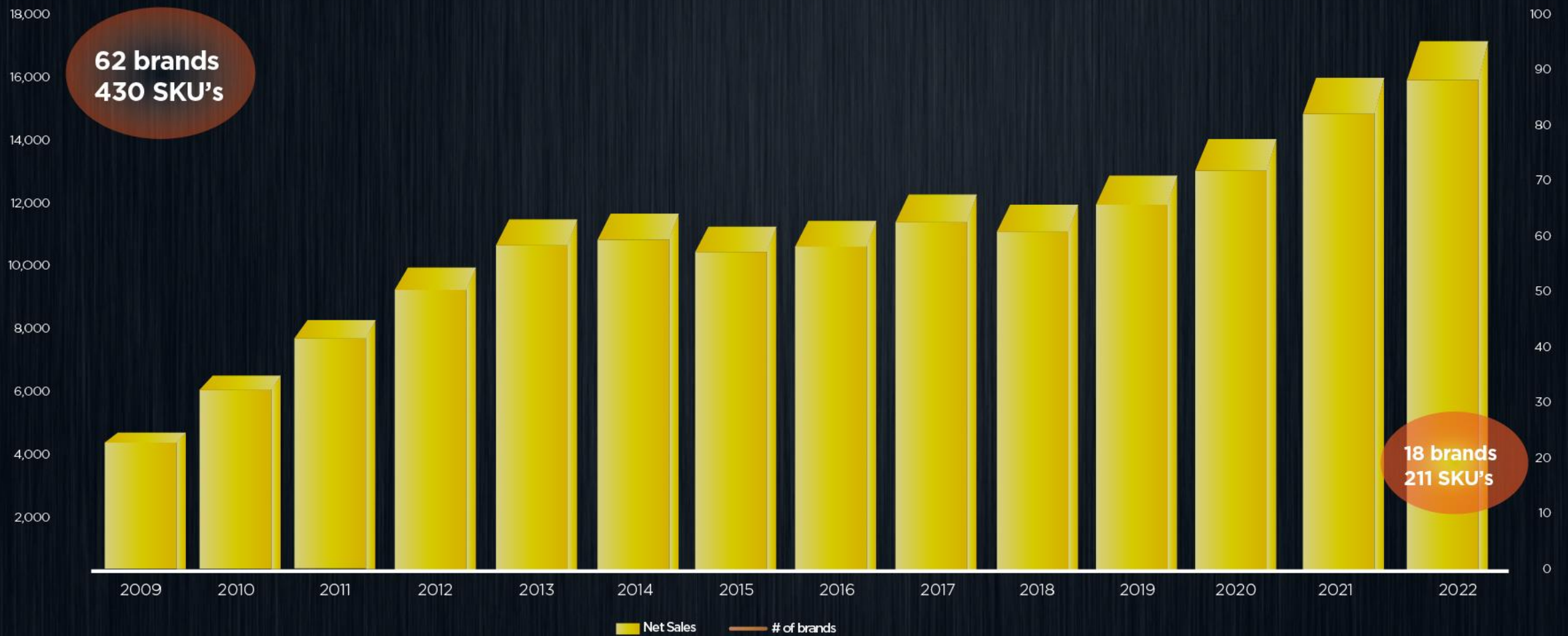
- Sell or divest non-core brands
- Narrow management focus
- Unlock working capital

Productivity is a Top Priority

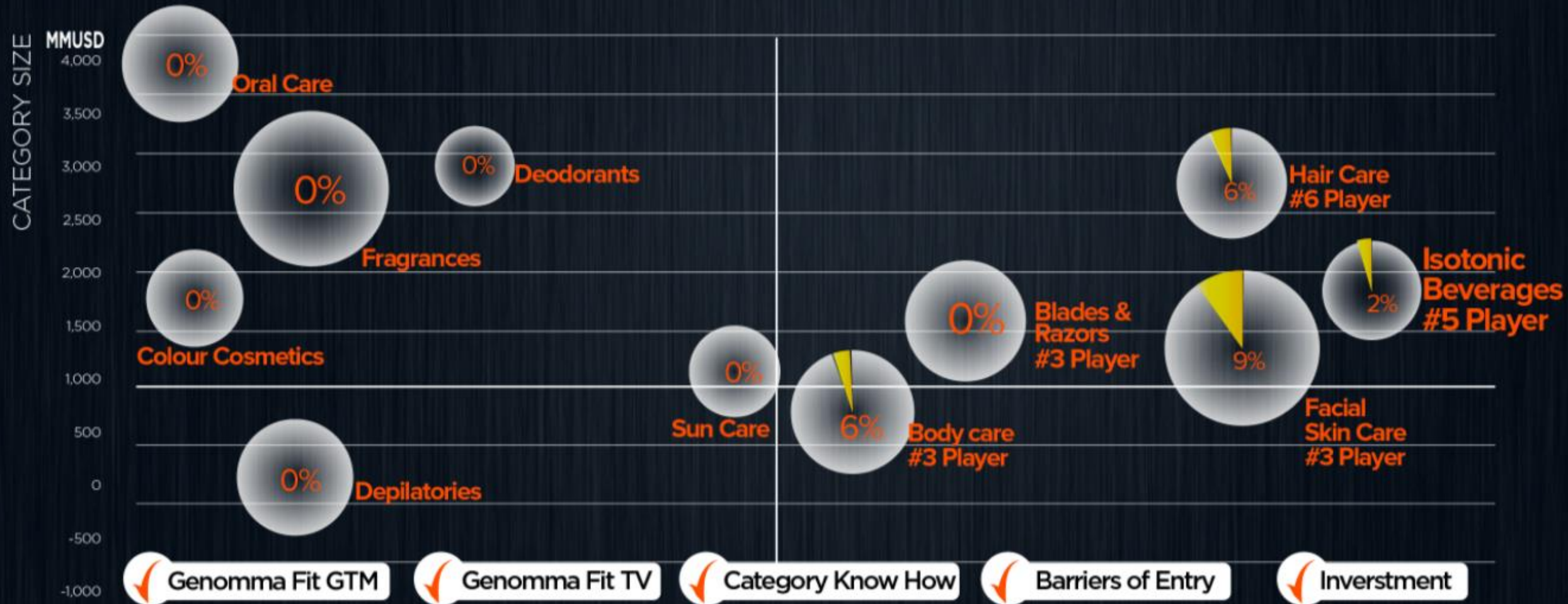
2.

- Manufacturing / COGS
- Scale
- GTM cost optimization
- Automation of core processes
- Packaging/ product reengineering

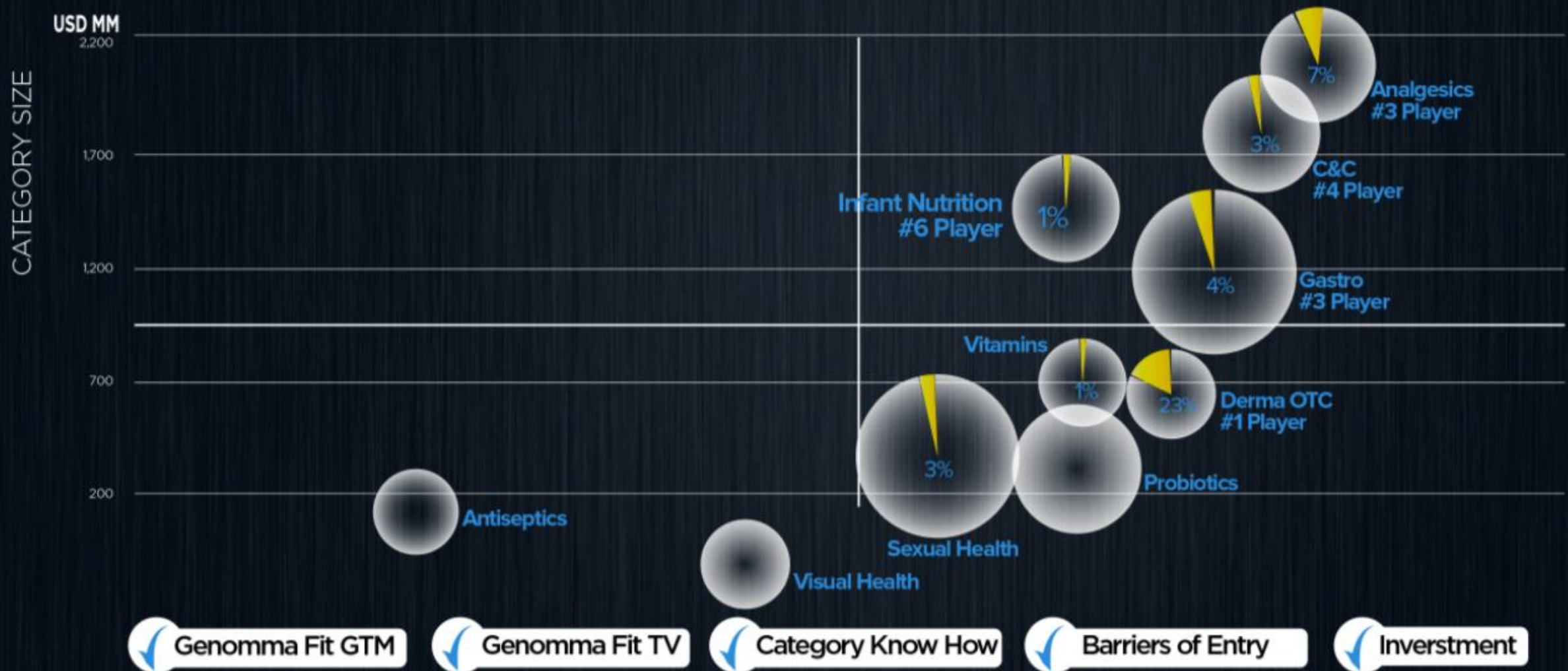
Strengthening Core Brands



CHOSEN PERSONAL CARE CATEGORIES



CHOSEN OTC CATEGORIES



COMPANY FIT

+ 10 Bn Building Blocks

ISOTONIC BEVERAGES		+2,850 MM	Grow SOM Geographic Expansion Product Innovation
GASTRO	 	+1,140 MM	Grow SOM Geographic Expansion GTM
SKIN CARE/ DERMA	 	+1,000 MM	Grow SOM Product Innovation
HAIR CARE	 	+950 MM	Grow SOM Product Innovation
ANALGESICS	 	+810 MM	Grow SOM Product Innovation GTM
C&C	Tukol D  	+800 MM	Grow SOM Product Innovation GTM
INFANT NUTRITION		+500 MM	Grow SOM Geographic Expansion
RAZORS & BLADES	GROOMEN	+150 MM	Grow SOM Geographic Expansion
OTHERS		+1,800 MM	

+\$10,000 MM



Category size: **2.5 Bn USD** SOM: **(3%)**

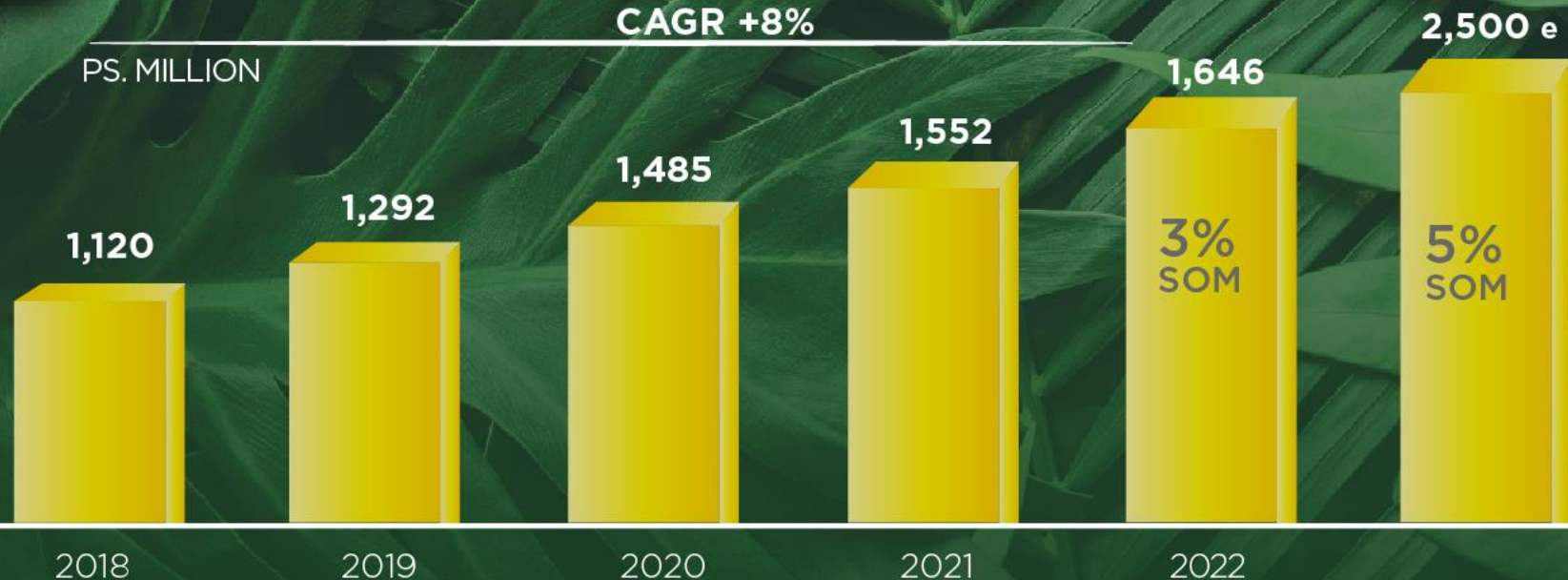
**Leads the natural products industry trend
100% sustainably sourced packaging**

Net Sales and share of market evolution

CAGR +8%

PS. MILLION

	 YTC '22	MARKET LEADER YTC '22
Chile	6.9	11.9
Brasil	4.8	9.7
Colombia	4.2	7.6
Perú	4.0	11.5
Argentina	3.6	13.8
México	2.1	10.6
USA	0.3	8.1



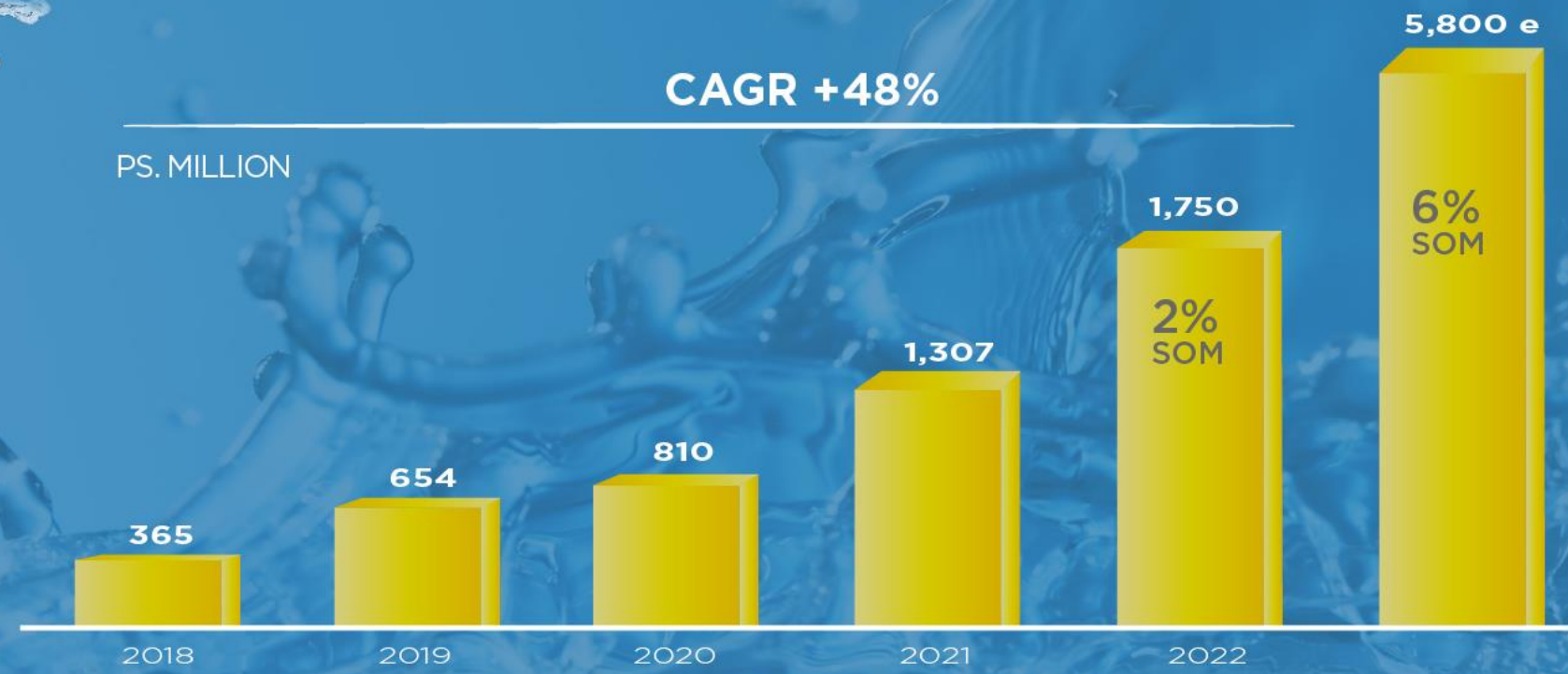


Isotonic Beverages CATEGORY

Category size: **1.9 Bn USD** (2%)
SOM:

Leads the world hydration trend
8 ions, no sugar, no calories

Net Sales and share of market evolution



*Source: Knobloch

SUEROX[®] COUNTRY EXPANSION

2022 COUNTRY FOOTPRINT



2023 PLAN





Analgesics

Category size: **2 Bn USD**
SOM: **(5%)**

Tafirol (Arg.) #1 OTC brand
Alliviax (Mx.) #3 Analgesic Brand
XRay (Col.) #3 Analgesic Brand

Net Sales and share of market evolution

CAGR +28%

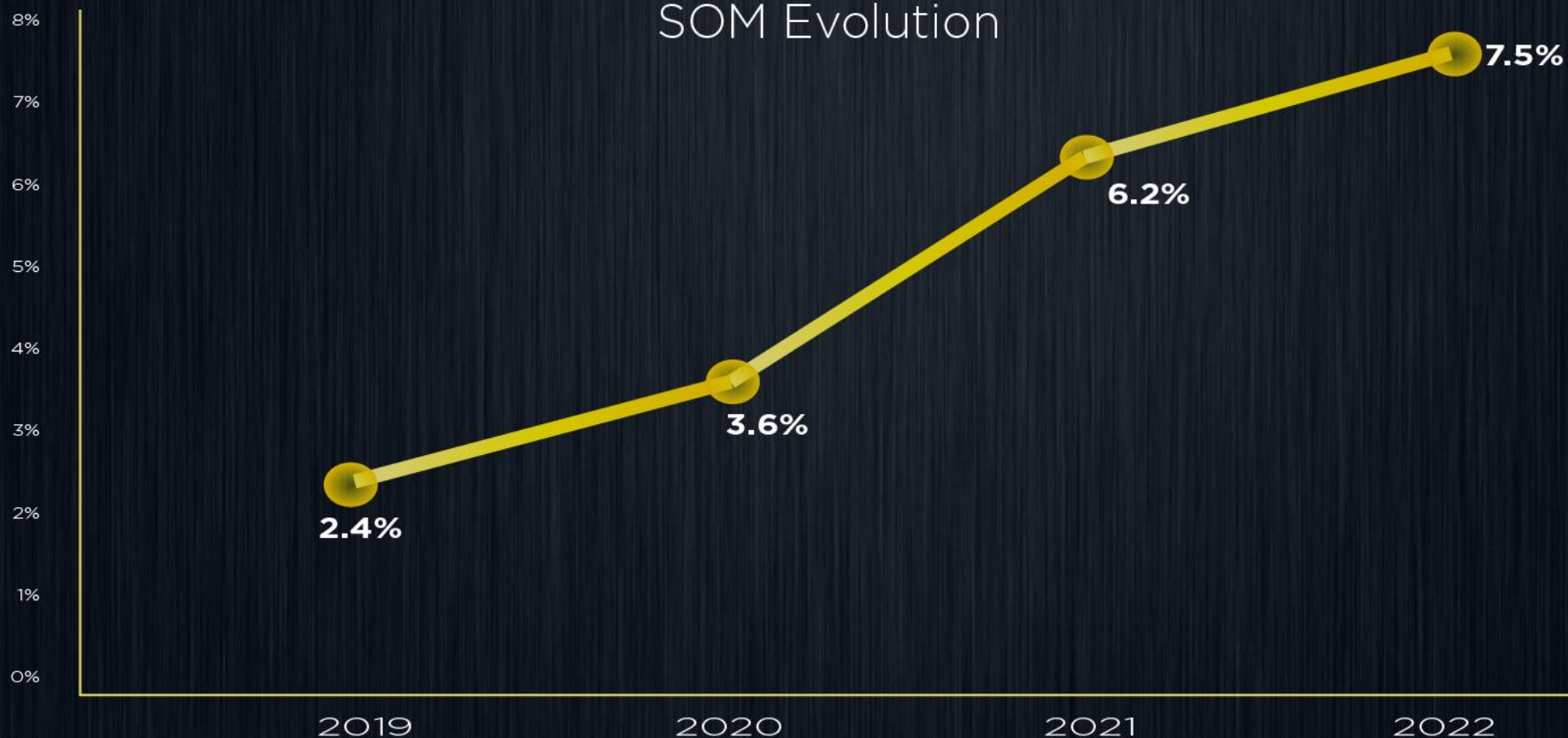




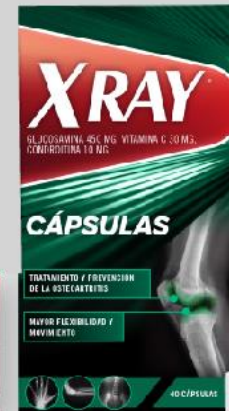
XRay Colombia

XRay (Col.) #3 Analgesic Brand

SOM Evolution



Analgesics Megabrand





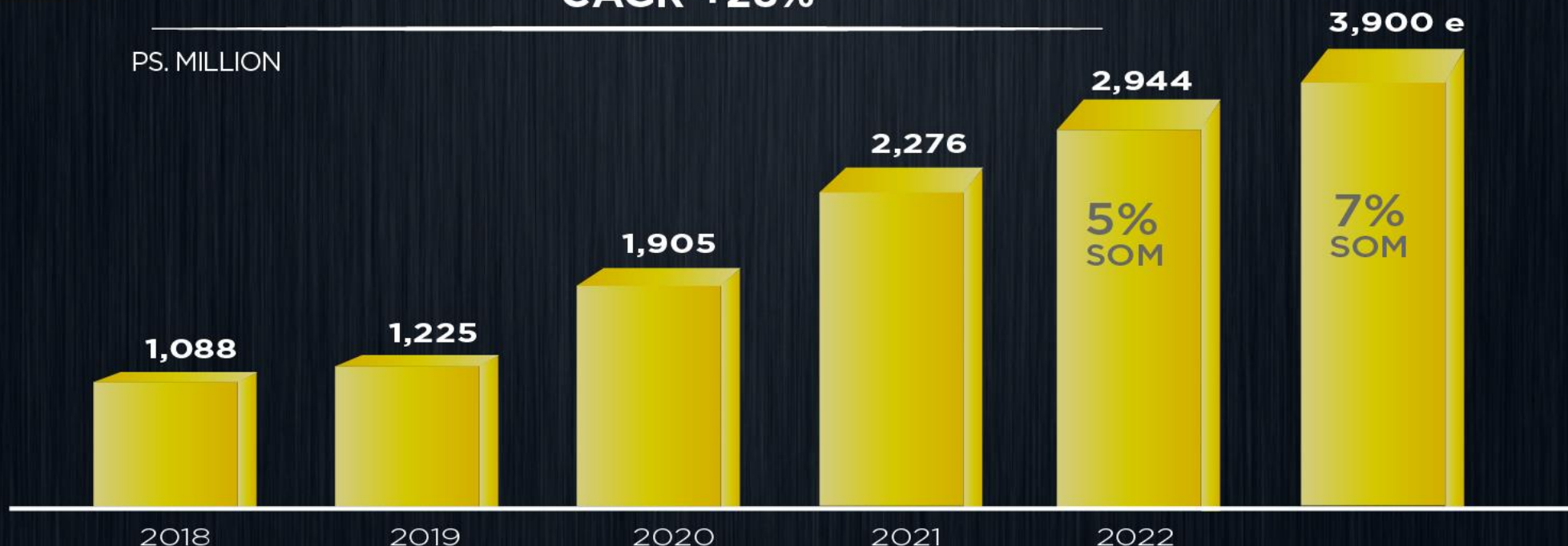
Analgesics

Category size: **2 Bn USD**
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Tafirol (Arg.) #1 OTC brand
Alliviax (Mx.) #3 Analgesic Brand
XRay (Col.) #3 Analgesic Brand

Net Sales and share of market evolution

CAGR +28%





GROOMEN

Category size:

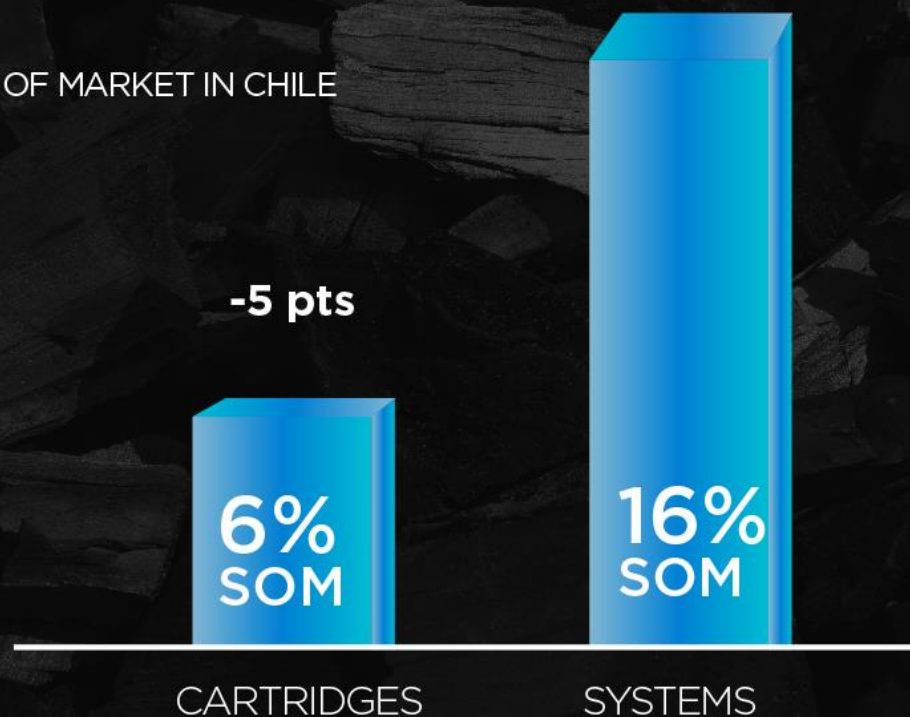
1.2 Bn USD (0,5%)

SOM:

Superior technology
Diamond coating VS DLC* Coating

Diamon like carbon

SHARE OF MARKET IN CHILE





Skin Care/ Derma CATEGORY

Category size:
2.4 Bn USD (8%)
SOM:

Genomma Lab #1 Category

	GENOMMA YTC '22	MARKET LEADER YTC '22
Argentina	13.5%	31%
Brasil	7.1%	31.3%
Chile	7.9%	40.2%
Colombia	17.7%	11.6%
Perú	14.9%	20.3%
México	6.5%	34.9%

PS. MILLION

Net Sales and share of market evolution



Source:

*Source: EUROMONITOR RETAIL/ OFF TRADE VALUE countries: Brazil, Mexico, Ecuador, CA



USA NET SALES

USD MILLION





USA Brands- Best Examples

SUEROX[®]

+ 30% vs YA



Tukol D[®]

+120% vs YA



Cicatricure[®]

+ 5% vs YA



SILKA[®]

+ 22% vs YA



Genomma Core Categories

e-Commerce

From \$0 USD to \$10MM USD
in net sales

+400% in last 18 months

amazon

#1 Best Seller in Scar Reducing Treatments



Cicatricure Face & Body Scar Gel,
Scar Treatment for Old & New
Scars, Stretch Marks, Surgery,...

1 Ounce (Pack of 1)

★★★★★ ~ 13,335

\$14⁷⁵ (\$14.75/Ounce) \$19.99

\$14.01 with Subscribe & Save discount

Amazon's Choice in Antifungal Remedies



Silka Max Strength Antifungal
Liquid with Brush Applicator for
Toenail Fungus Treatment,...

0.45 Ounce (Pack of 1)

★★★★★ ~ 410

\$11³⁹ \$13.99

\$10.82 with Subscribe & Save discount

+ 1.8 Bn Productivity Building Blocks

OPTIMIZATION AREAS

MANUFACTURING PLANT

MXN 600 mm

-San Cayetano

VERTICAL INTEGRATION

MXN 100 mm

-Vertical integration

PRODUCT COST

MXN 300 mm

- Packaging reengineering
- Formula reengineering
- Scale negotiations

SGM&A

MXN 400 mm

- Advertising & Marketing expenses
- Headcount
- Administrative expenses

GTM EXPENSES

MXN 400 mm

- Gross to net
- Product mix
- Customer tailing
- Instore as media

+MXN 1,800 MM

Productivity Examples

Vanart

MXN 93 MM SAVINGS

Implemented productivity actions in Vanart:

- Packaging reengineering
- Formula reengineering
- Vertical integration of the bottle production process
- Packaging & Raw Materials re-negotiations



Productivity Examples

CARTON FOLDING ESTANDARIZATION PROJECT

From 23 suppliers to 2 suppliers

From 72 SKUs to 12 SKU's

+ **MXN 20/30 MM**



What to expect in 2023

1. **Double digit growth in all markets**
(including Mexico) in local currency
2. **Mid single digit growth in MXN**
(high dependance on strength/weakness of MXN)
3. **EBITDA Margin expansion will follow an exponential growth curve**

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Financial Highlights



Income Statement

Thousands of Mexican pesos

	FIRST QUARTER			
	2023	% Sales	2022	% Sales
Net Sales	4,178,228	100.0%	4,014,809	100.0%
Cost of goods sold	1,614,496	38.6%	1,501,655	37.4%
Gross Profit	2,563,732	61.4%	2,513,154	62.6%
Selling, general and administrative expenses	1,744,884	41.8%	1,747,806	43.5%
Other (income) expense	(48,500)	(1.2)%	(61,263)	(1.5)%
EBITDA	867,348	20.8%	826,611	20.6%
Depreciation and amortization	63,544	1.5%	51,406	1.3%
Income from operations	803,804	19.2%	775,205	19.3%
Interest expense	(182,002)	(4.4)%	(100,159)	(2.5)%
Interest income	34,885	0.8%	9,739	0.2%
Foreign exchange result	(129,400)	(3.1)%	(25,974)	(0.6)%
Inflationary result from monetary position	(23,613)	(0.6)%	(132,281)	(3.3)%
Comprehensive financing income (cost)	(300,130)	(7.2)%	(248,675)	(6.2)%
Associated company	(12,419)	(0.3)%	(27,727)	(0.7)%
Income before income taxes	491,255	11.8%	498,803	12.4%
Income tax expense	133,250	3.2%	159,617	4.0%
Consolidated net income	358,005	8.6%	339,186	8.4%

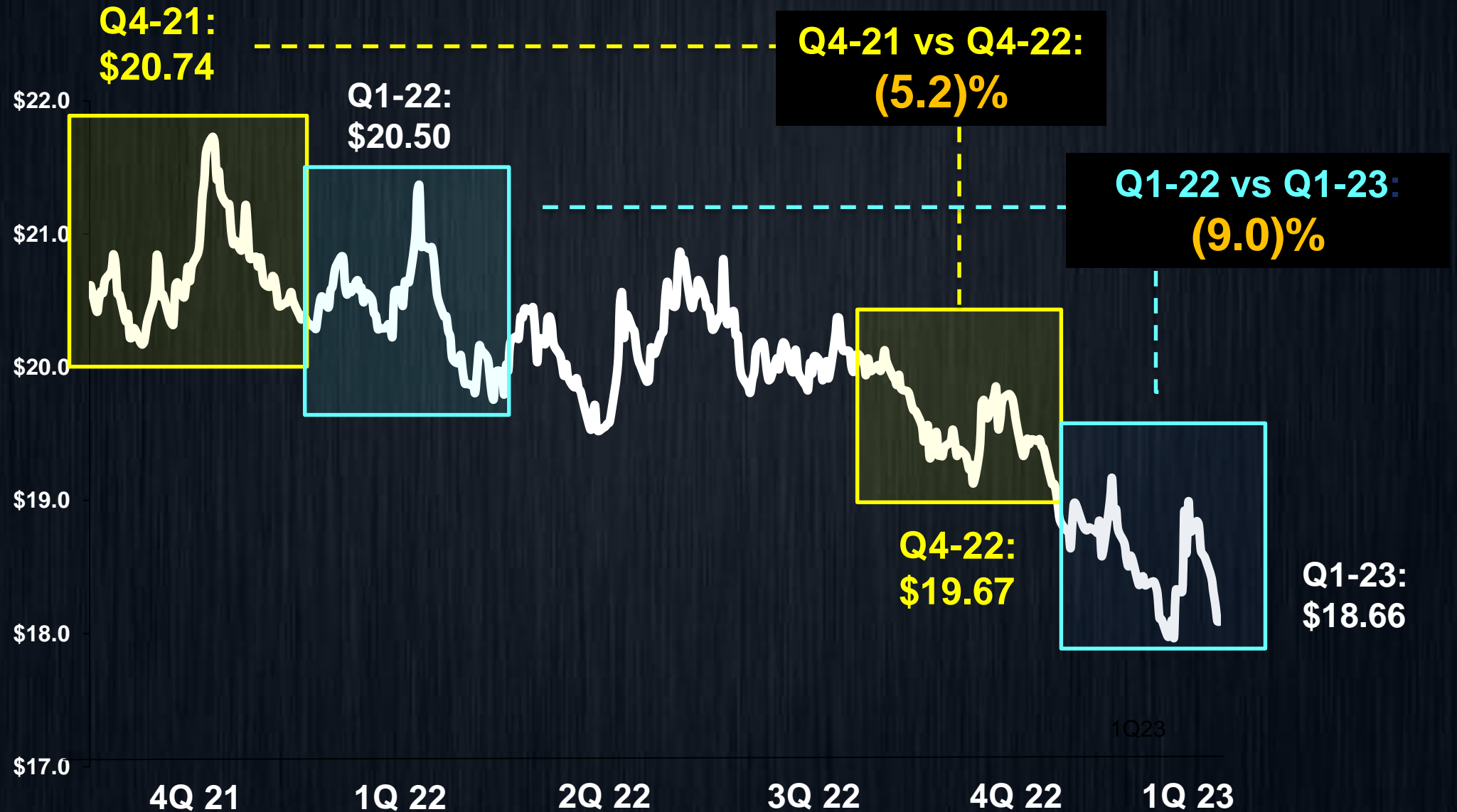
Financial Position

Thousands of Mexican pesos	As of March 31,		As of
	2023	2022	December 31, 2022
ASSETS			
CURRENT ASSETS			
Cash and equivalents and restricted fund	1,249,044	1,553,561	1,503,871
Clients - Net	4,437,883	4,479,350	4,270,528
Recoverable Taxes	1,636,887	1,449,304	1,625,167
Other accounts receivable*	1,045,604	1,522,134	868,468
Inventory - Net	2,338,151	2,420,018	2,397,039
Prepaid expenses	782,627	682,142	647,171
Total current assets	11,490,196	12,106,509	11,312,244
Non-current assets			
Trademarks	4,976,553	4,986,706	4,976,690
Investment in shares	763,011	724,100	787,752
Building, properties and equipment – Net	3,578,665	3,368,433	3,546,846
Deferred income tax, assets and others	963,703	922,739	937,223
Assets by right of use	72,237	55,357	45,775
Total non-current assets	10,354,169	10,057,335	10,294,286
TOTAL ASSETS	21,844,365	22,163,844	21,606,530

Financial Position

Thousands of Mexican pesos	As of March 31,		As of
	2023	2022	December 31, 2022
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current Liabilities			
Short-term debt & Current portion of long-term debt	4,724,471	1,702,726	4,826,146
Suppliers	1,595,271	1,796,439	1,790,380
Other current liabilities	2,737,175	2,985,405	2,458,567
Income tax payable	441,745	490,059	281,350
Total current liabilities	9,498,662	6,974,629	9,356,443
Non-current liabilities			
Long-term debt securities	-	2,491,850	-
Long-term loans with financial institutions	1,400,027	1,218,051	1,551,515
Deferred income tax and other long term liabilities	535,724	689,801	515,491
Payable dividends to shareholders	30,581	408,244	30,581
Total liabilities	11,464,994	11,782,575	11,454,030
Stockholders' equity			
Contributed Capital	1,912,967	1,912,967	1,912,967
Retained earnings	10,318,834	9,767,166	10,045,828
Cumulative translation effects of foreign subsidiaries	(85,375)	(44,144)	(70,757)
Repurchased shares - Net	(1,769,393)	(1,257,058)	(1,737,876)
Fair value through profit OCI	2,338	2,338	2,338
Total stockholders' equity	10,379,371	10,381,269	10,152,500
TOTAL EQUITY AND LIABILITIES	21,844,365	22,163,844	21,606,530

Exchange Rate: MXN / USD



Average exchange rate for each period.
Source: Banxico.

MXN appreciation vs. Interest Rate differential between MX & USA

Interest Rate Differential

> 7.5%

MXN / USD

7.5
7.0
6.5
6.0
5.5
5.0
4.5
4.0
3.5
3.0

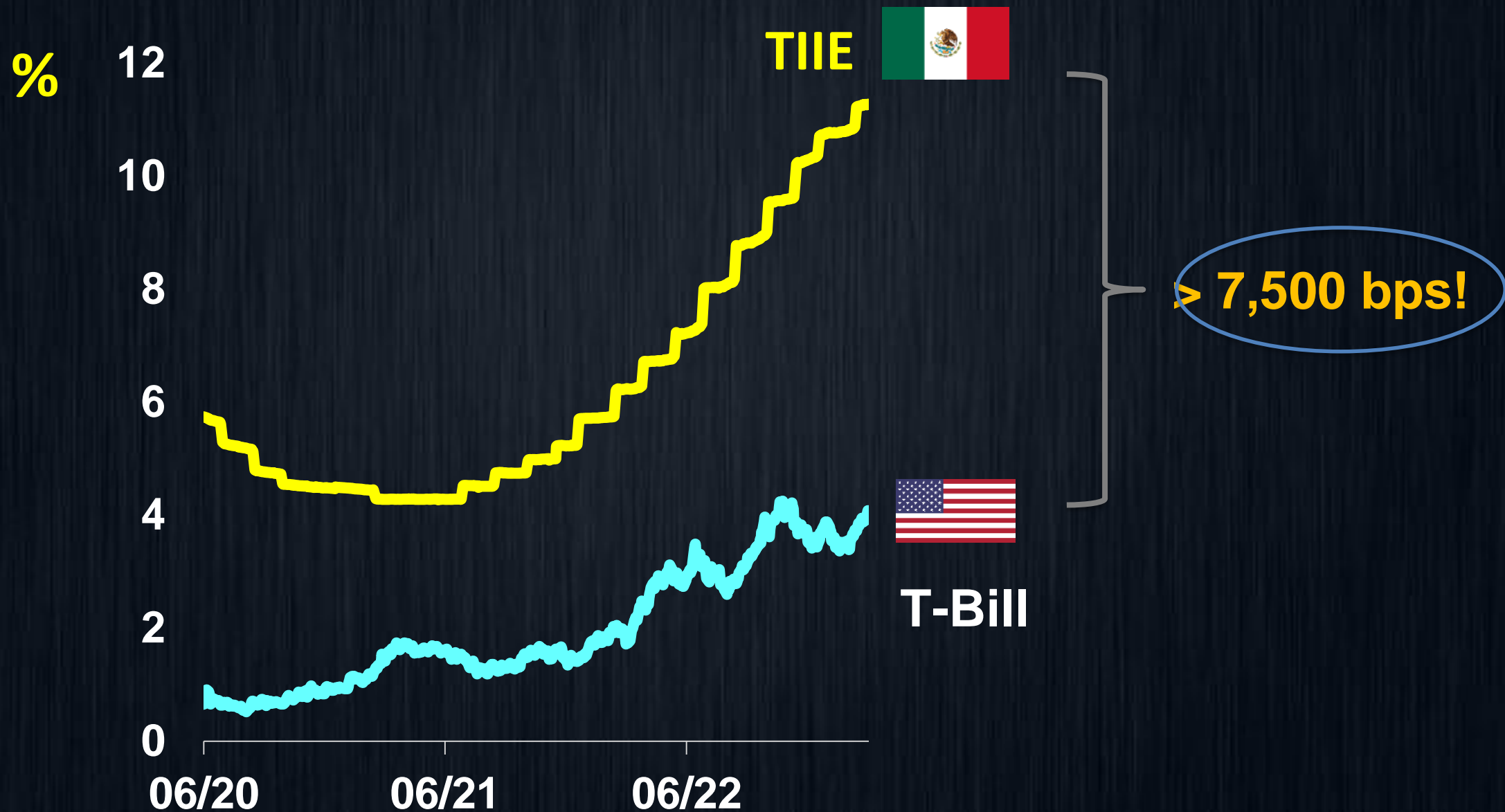
08/22 09/22 10/22 11/22 12/22 01/23 02/23 03/23

\$20.00

\$18.00



Interest Rate differential between MX & USA

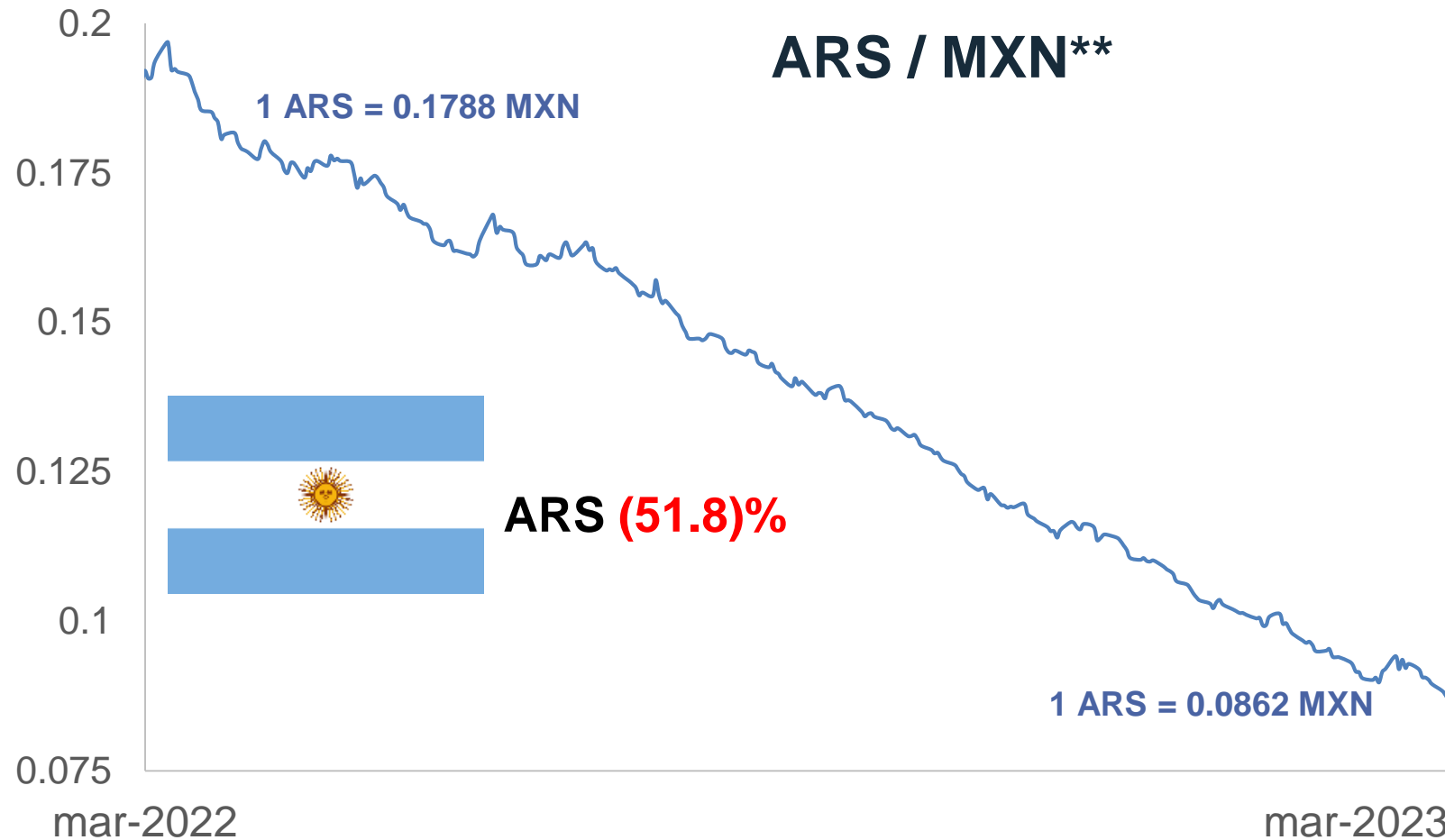


18-year Evolution of Interest Rate differential (MX vs USA)







Interest Rate
Differential



LatAm FX Depreciation



Local Currency
expressed in MXN*

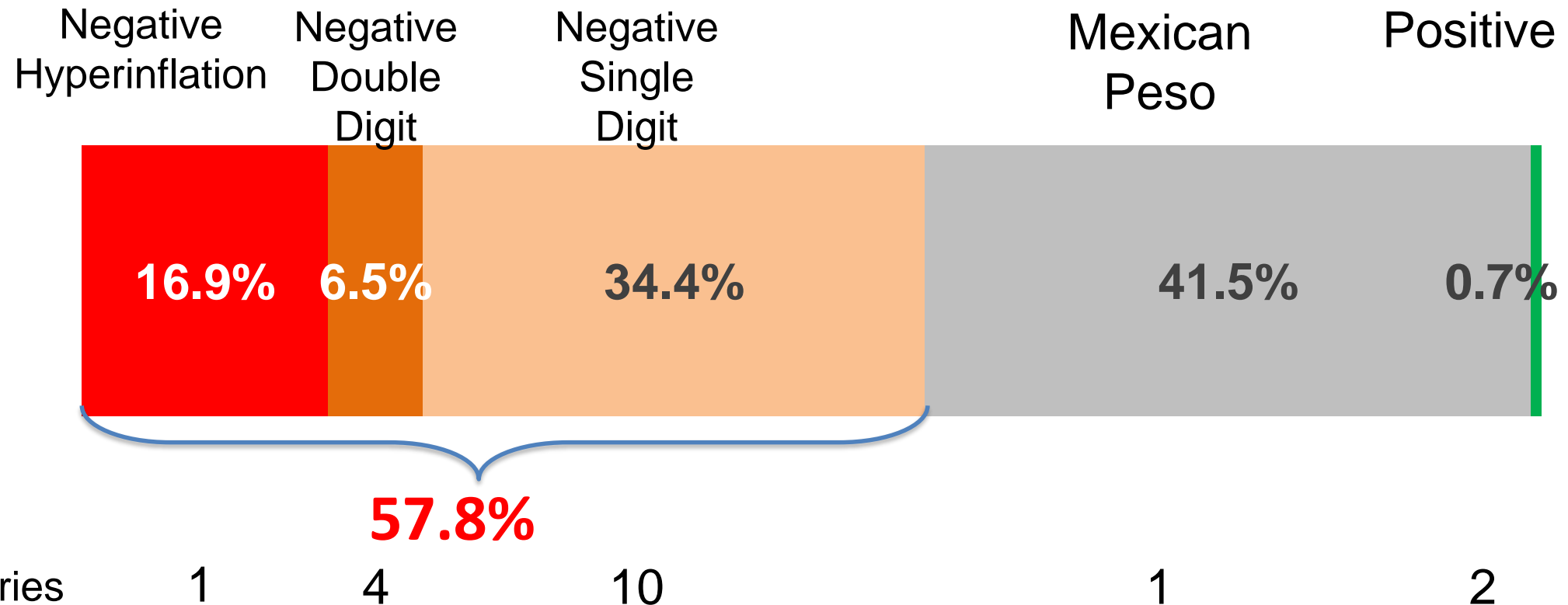
	COP (25.1%)
	PYG (12.9%)
	PEN (9.5%)
	CLP (9.3%)
	BRL (8.7%)
	UYU +0.4%

*Average Exchange rate Q1-2022 vs. Q1-2023.

**Exchange rate for the ARS/MXN at the end of each Quarter.

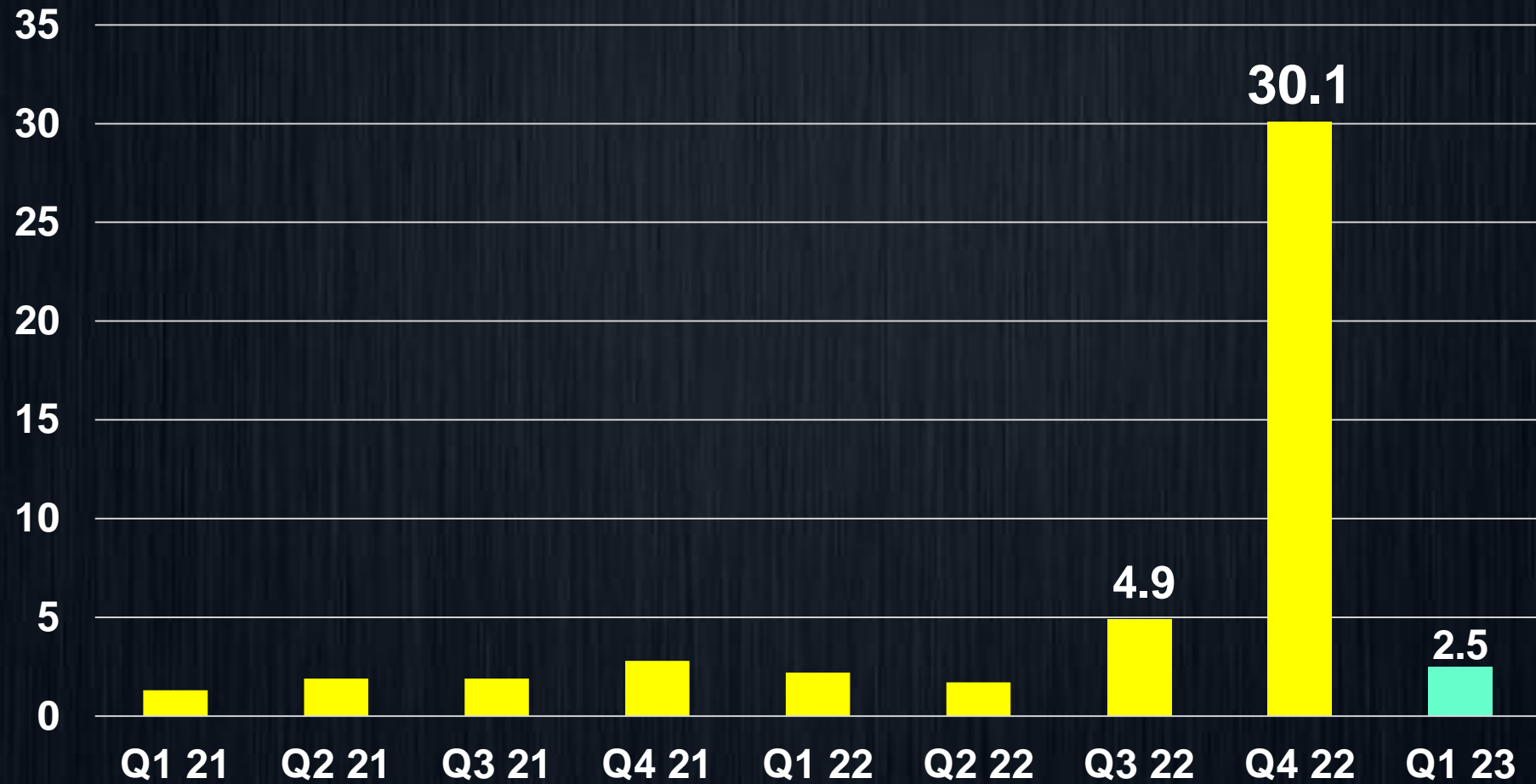
Net Sales Breakdown by Size of FX Fluctuation

**Consolidated Sales classified by
relative FX depreciation vs MXN, year-on-year**



LABB Share buyback

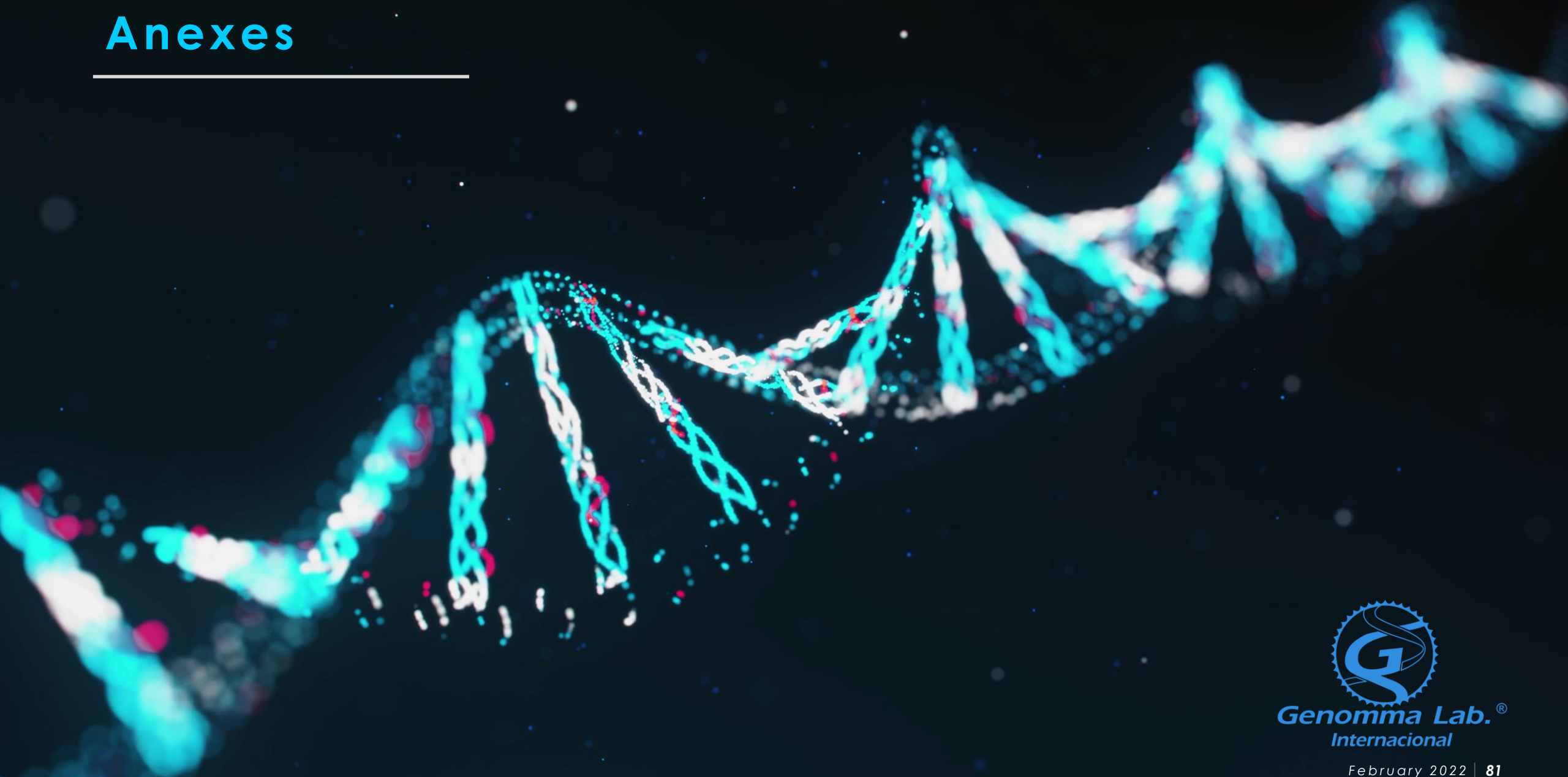
Million shares



Canceling Shares

- **28 million** shares to be cancelled in April 28
- **New total** number of shares outstanding
1,020,000,000
- Please update **EPS** calculation




Anexes



Genomma Lab.®
Internacional

Economies Of Scale And Scope

Driving Higher Gross Margins

Opportunity areas	Outsourcing	Producing
 Raw Materials and Packaging	Buying finished products Fragmented raw material procurement	Direct control in all COGS components Economies of scale
 Labor Cost	Low scale, labor intensive processes Un-synchronized Supply Chain Network	State-of-the-art fully automated lines Vertically integrated Supply Chain Network
 Process	High setup times for changeovers	Highly efficient and flexible processes

Economies Of Scale And Scope

Driving Higher Gross Margins

Opportunity areas	Outsourcing	Producing
 <p>Suppliers</p>	<p>Higher COGS due to co-packers profit margin</p>	<p>Eliminate co-packers profit margin</p>
 <p>Logistics</p>	<p>Suppliers scattered throughout the country</p> <p>Inefficient inbound and outbound truck-based logistics</p>	<p>Integration of suppliers to industrial park</p> <p>Leverage freight consolidation and low-cost train logistics for exports</p>
 <p>Inventories</p>	<p>Higher inventories due to multiple warehouse network</p>	<p>Lower safety stocks required for raw materials and finished products</p>

OTC Market Share By Country

Top Two Countries



MEXICO



ARGENTINA



Growth Potential

CAM⁽¹⁾

position
4th.



ECUADOR

position
4th.



CHILE

position
5th.



PERÚ

position
6th.



COLOMBIA

position
7th.



Leadership



**> 70% share
in the Region**



**> 30% share
in Argentina**

Profitability Through COGs Reduction

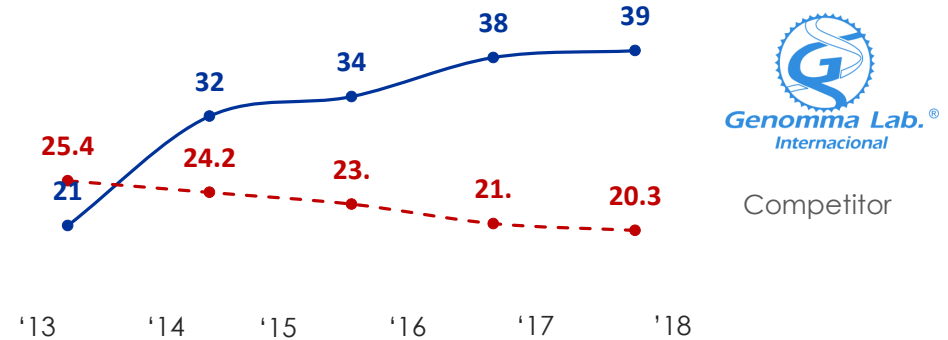
Tafirol®

Acquired in 2012
from Sidus

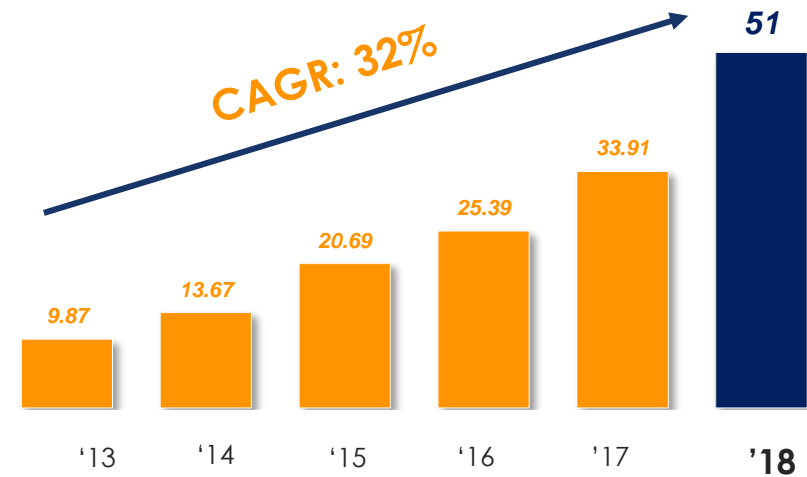


Portfolio of products

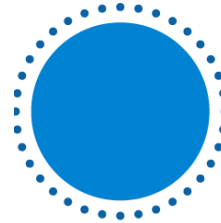
Market
Share in
units (%)



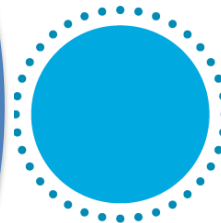
Net Sales
in USD
million



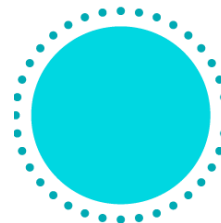
Industrial Complex– **EDGE** Certification



**GENOMMA LAB ACHIEVES WORLD BANK /
IFC's EDGE CERTIFICATION**

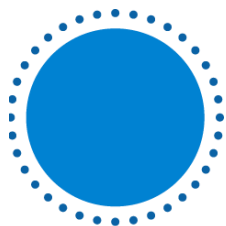


**EDGE ISA GREEN BUILDING STANDARD
AND A GLOBAL CERTIFICATION SYSTEM**



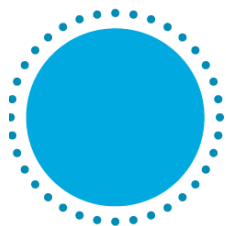
**FIRST PHARMACEUTICAL PLANT IN THE
WESTERN HEMISPHERE TO MEET
STANDARDS**

Plant design enables:



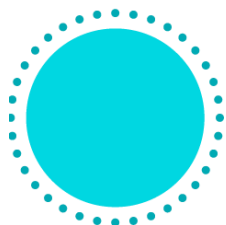
PERSONAL CARE PLANT SAVINGS:

- 31% in energy
- 41% in embodied energy
- 52% in water
- 87 tons of CO2



PHARMA PLANT SAVINGS:

- 45% in energy
- 42% in embodied energy
- 37% in water
- 33 tons of CO2



DISTRIBUTION CENTER SAVINGS:

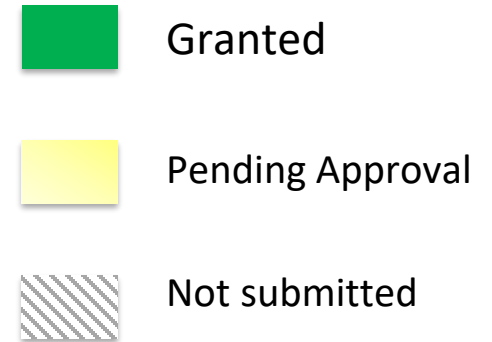
- 26% in energy
- 38% in embodied energy
- 54% in water
- 227 tons of CO2

OTC Manufacturing Plant Permits **Update**

INTERNATIONAL
GMPs

MEXICO
GMP

OPERATING
LICENSE



INTERNATIONAL GMPs					
MEXICO GMP					
OPERATING LICENSE					

Solid

Semi-Solid

Oral Liquid

Topical Liquid

Coating



IFC and Genomma Lab

Multi-currency Long-term Loan

- **IFC's first multi-currency investment in the pharmaceutical industry anywhere in the world**
-



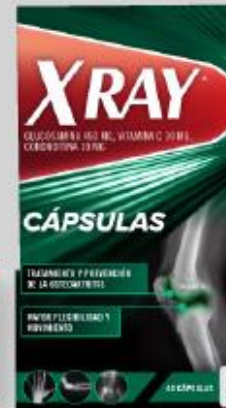
Creating Markets, Creating Opportunities

US\$60 million loan:

- **CHILEAN PESOS**
- **PERUVIAN SOLES**
- **US DOLLARS**
- **MEXICAN PESOS**
- **COLOMBIAN PESOS**

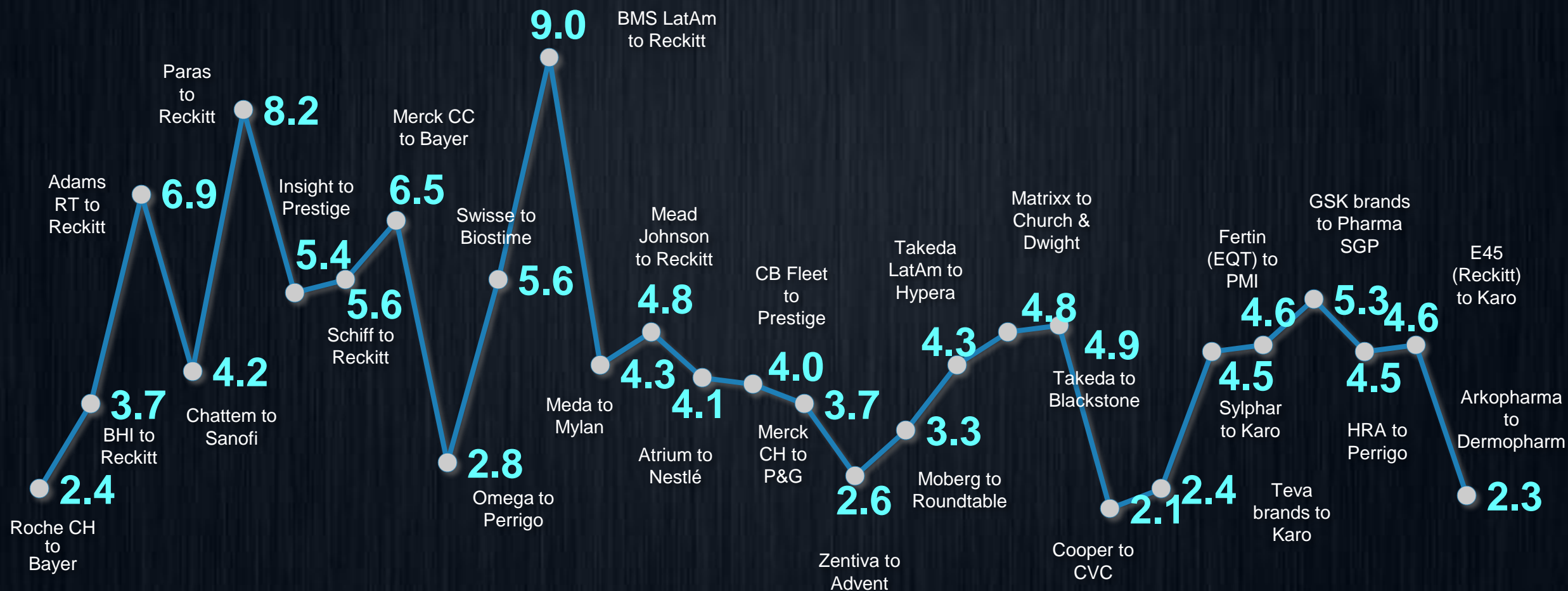
Enhancing our Megabrand potential

Example of Analgesics category



M&A Transactions in Consumer Health Categories

CHC MAJOR ACQUISITION MULTIPLE **EV / Sales Multiple**



Source: Nicholas Hall

2004 2005 2008 2010 2011 2012 2014 2014 2014 2015 2015 2016 2017 2017 2017 2018 2018 2019 2020 2020 2020 2021 2021 2021 2021 2021 2021 2022 2022

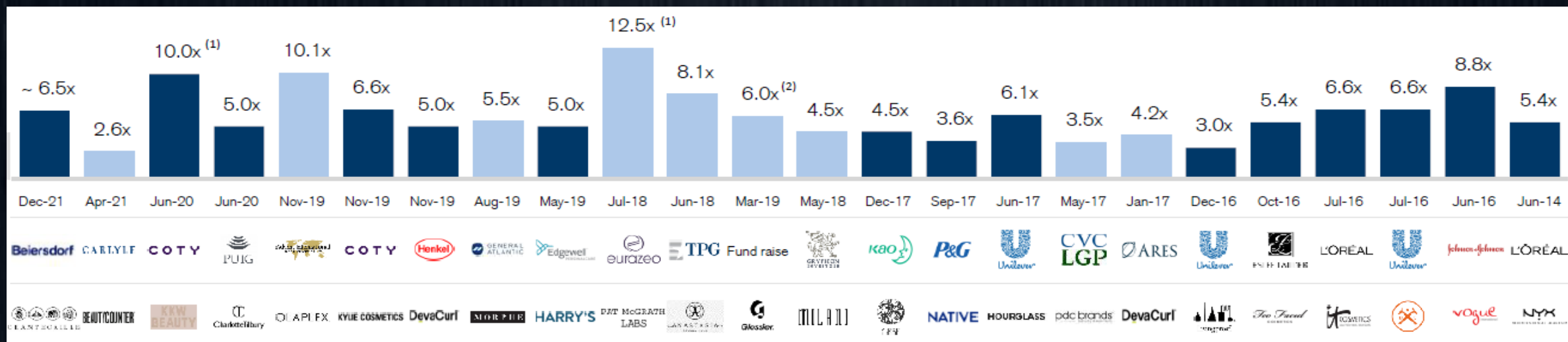
OTC Pharma EV / LTM EBITDA Transaction Multiples Average 16.3 x



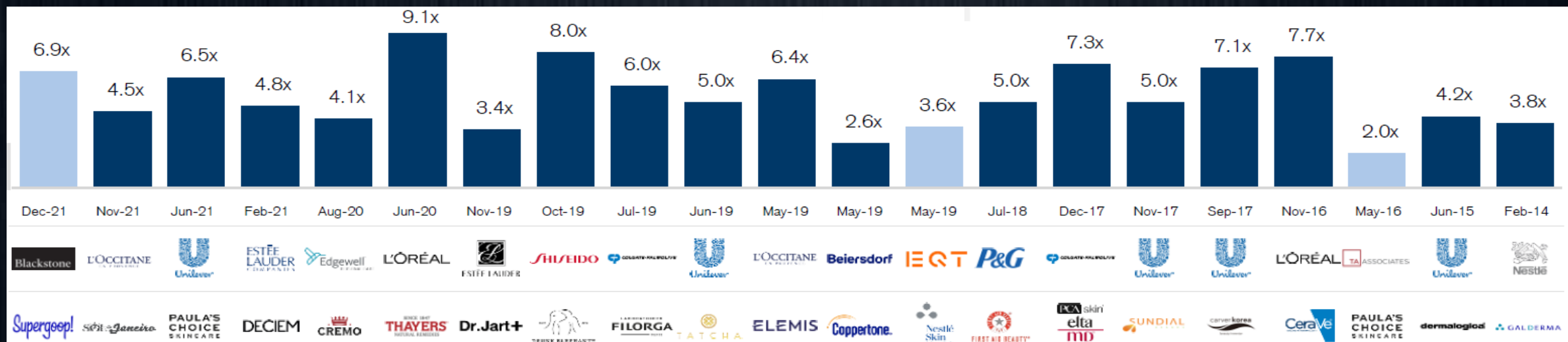
Dynamism in M&A Pharma



PERSONAL CARE Price/Sales Transaction Multiples

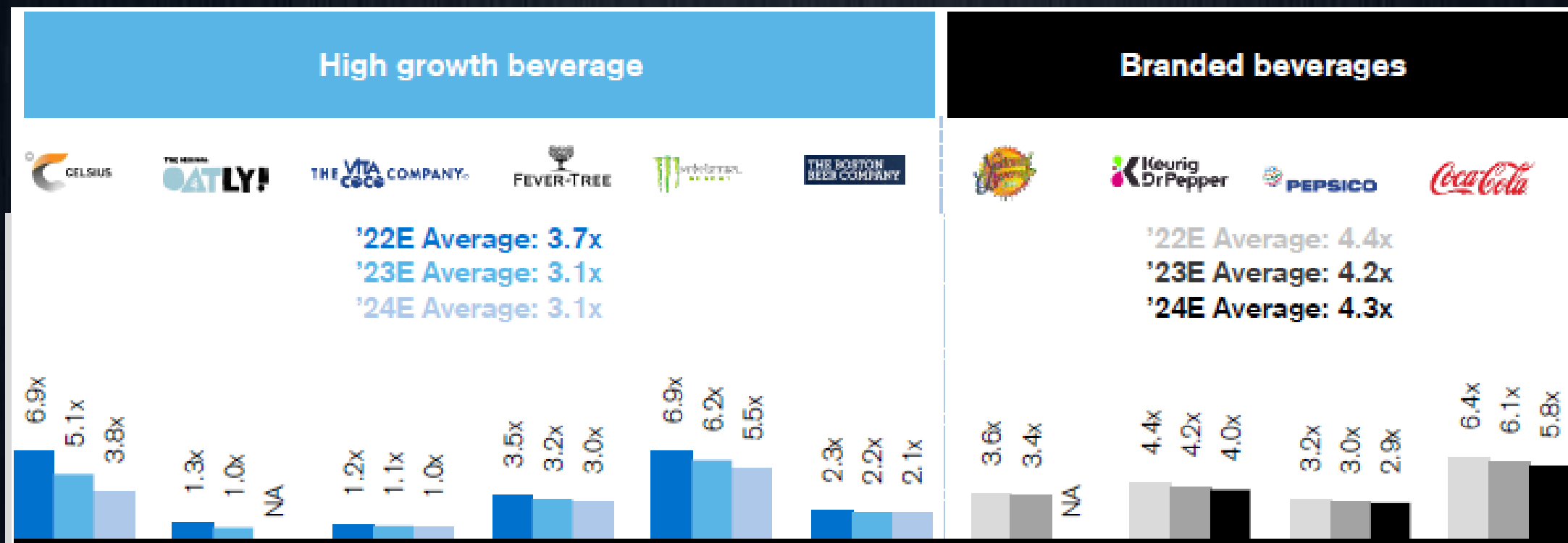


SKIN CARE Price/Sales Transaction Multiples



Comparables in the Beverage Industry

BEVERAGES EV/Sales Transaction Multiple

















M&A Dynamism in the Beverage Industry

Focused on high growth / high margin brands

Acquiror	Target
	
	
	
	
	
	
	

Acquiror	Target
	
	
	
	
	
	
	

Acquiror	Target
	
	
	
	
	
	
	

Genomma Brands Estimated Value

PS. BILLION	NET SALES		CATEGORIES ESTIMATED VALUE		
	2022	3X	4X	5X	
SKIN CARE	3.7	11.0	14.7	18.3	
ANALGESICS	2.9	8.8	11.8	14.7	
COUGH & COLD	2.0	6.0	8.0	10.0	
HAIR CARE	1.8	5.5	7.3	9.2	
ISOTONIC BEVERAGES	1.6	4.9	6.5	8.2	
GASTO	1.0	2.9	3.9	4.9	
RAZORS & BLADES	0.1	0.3	0.5	0.6	
OTHERS	3.7				
TOTAL	(13.2) 16.9	39.5	52.7	65.9	