



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.

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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.

Content

1

Who We Are: Our Footprint

2

4-year Profit & Growth Strategy

3

Unleashing Shareholder Value

4

Financial Review



*** 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”**

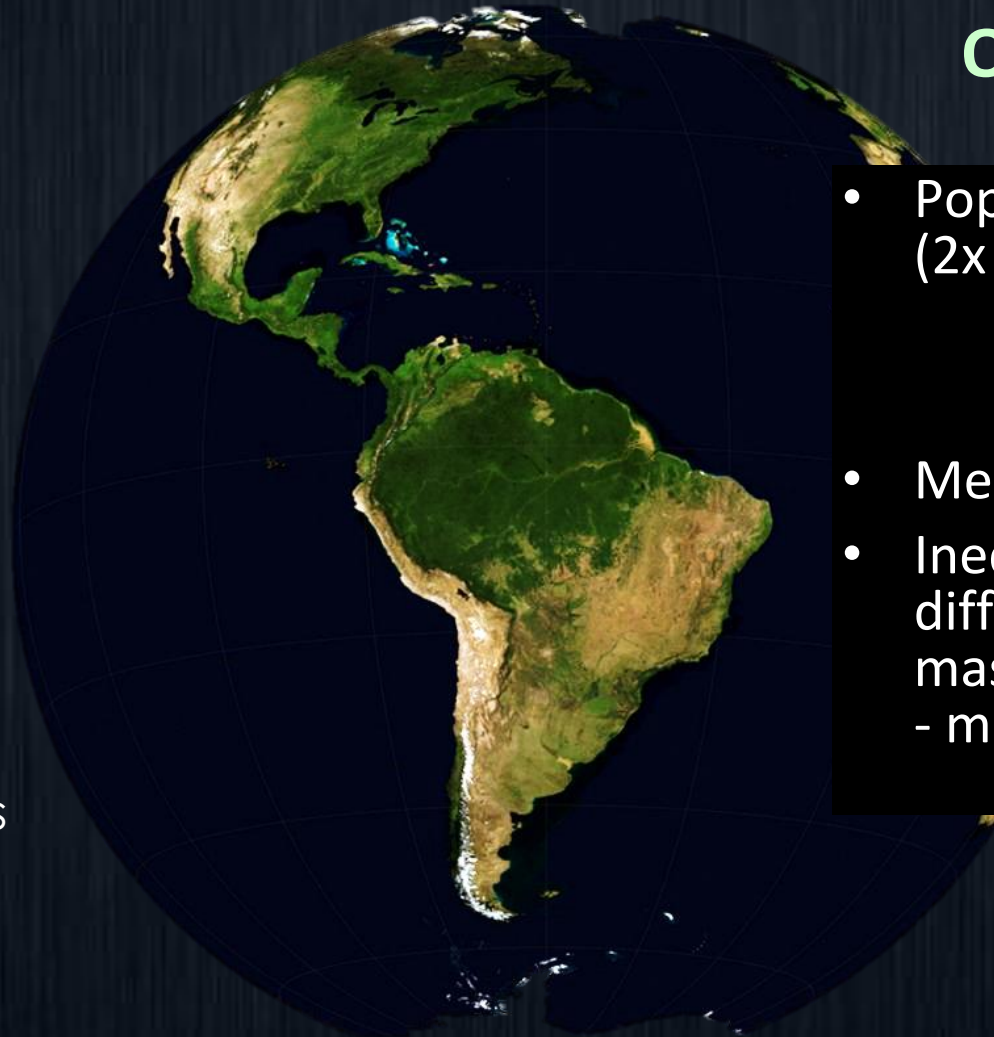
- Europe : United Pharmaceuticals
- U.S. : Edgewell
- Japan : Rohto
- Israel : Oramed

- 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

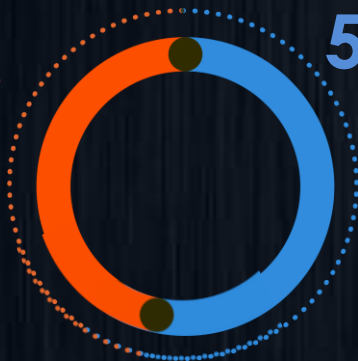
- Population + **663** million (2x USA)
 - GDP per capita 0.2 x USA
 - Total GDP = 0.4x USA
- Median Age : **31** years
- Inequality translates into different **consumer categories** - mass market - masstige

Genomma 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

PC
49%



OTC
51%

MEGA-BRANDS



GEOGRAPHY

US
10%

LatAm
42%



Over The Counter Products (OTC): 51% Of Total Sales*



Pain Relief



Cough & Cold



Gastro & Anti-Hemorrhoids



Anti-mycotics & Sexual Health



Isotonic beverages



Anti-Flu

Personal Care Products (PC): 49% Of Total Sales*



Specialized Hair Care



Skin Care



Beauty Care



Shampoo



Anti-Acne & Cosmetics

*As of March, 2024



Antibacterial

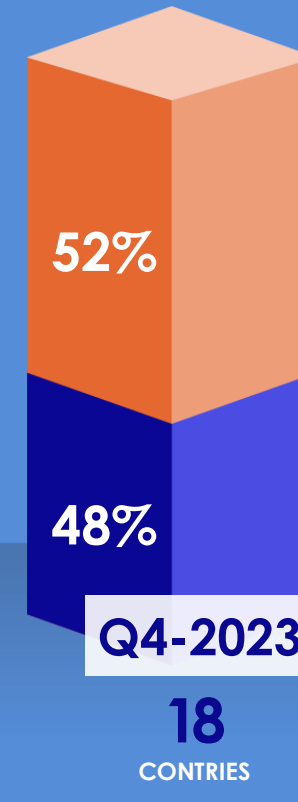
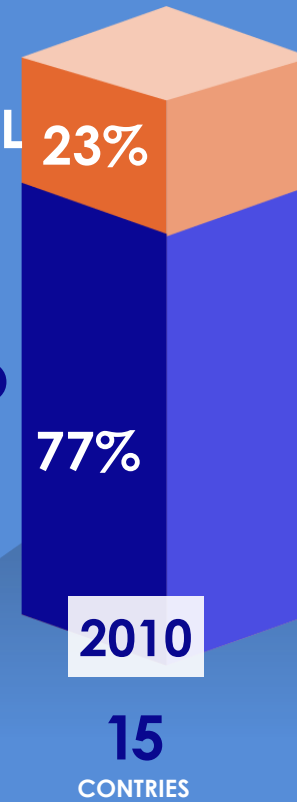
Male Care & Grooming

Infant Nutrition



INTERNATIONAL

MEXICO



US dollar:
10%

Other currencies:
42%

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

Mexican peso

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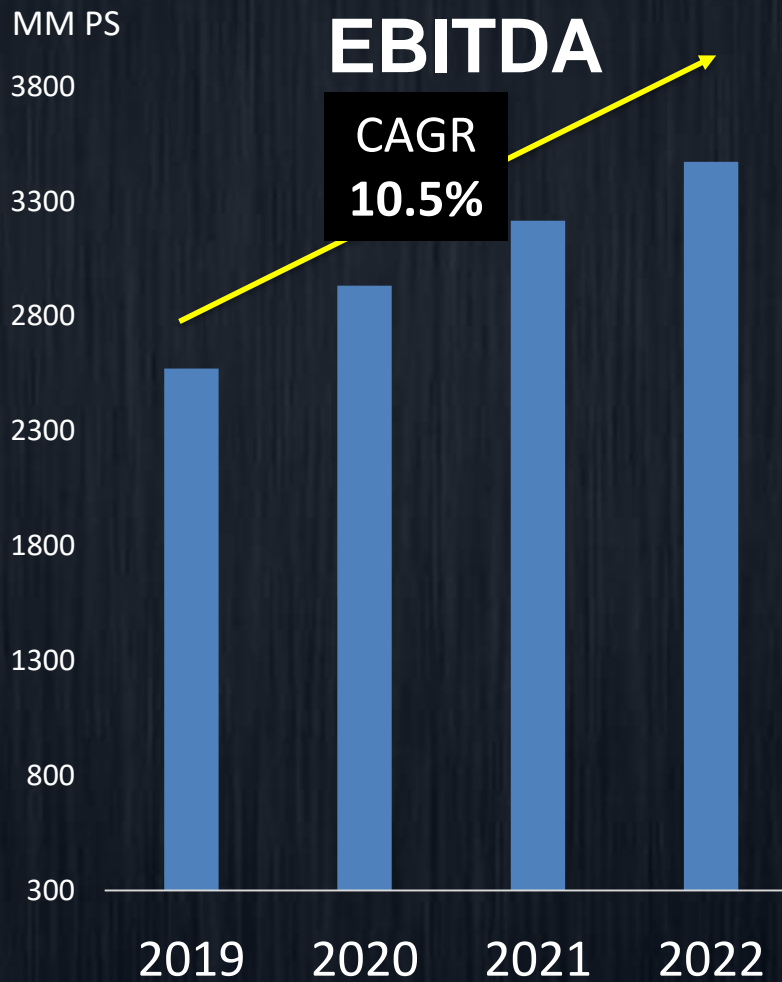
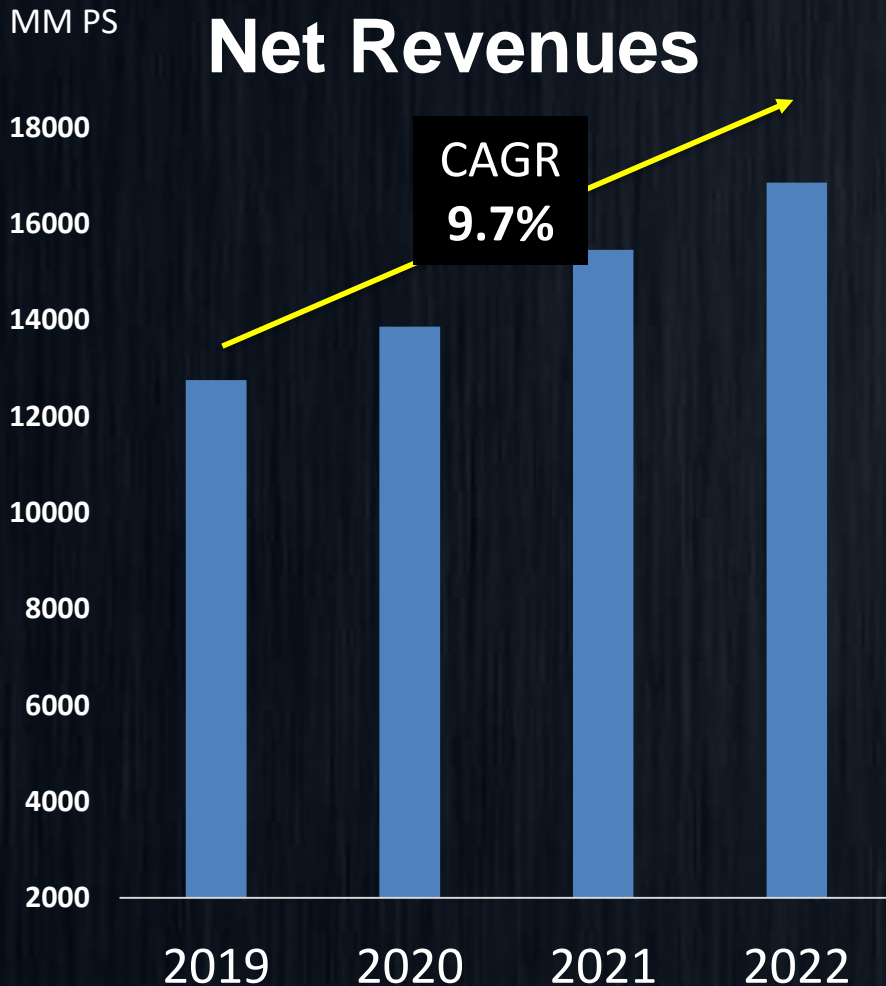
Unleashing Shareholder Value

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Financial Review

Evolution of Growth Strategy

4-year trend : consistent Sales and Profit growth



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



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





New category with **growth potential** for Mexico & LatAm

Manufactured by Edgewell PC
(Strategic Partnership)

Market Value opportunity of **>100mm USD**



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



Sistema GB



SUEROX®

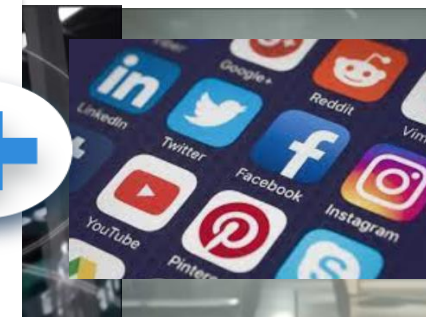
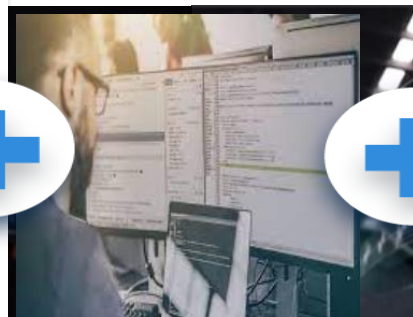
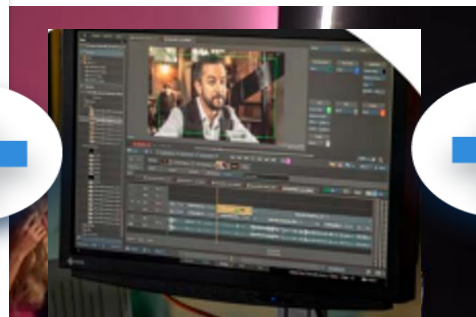


SOCIAL
RESPONSIBILITY

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

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**

Traditional Channel

Multi- Channel

Superior POS visibility

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

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



Genomma Way

Breaking Down Barriers

How are we doing it?

- Upskilling
- Competitive Compensation
- Career Development
- Connected Organization



Equal opportunity



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



Member of

Dow Jones Sustainability Indices

Powered by the S&P Global CSA



OUR SUSTAINABILITY 2025

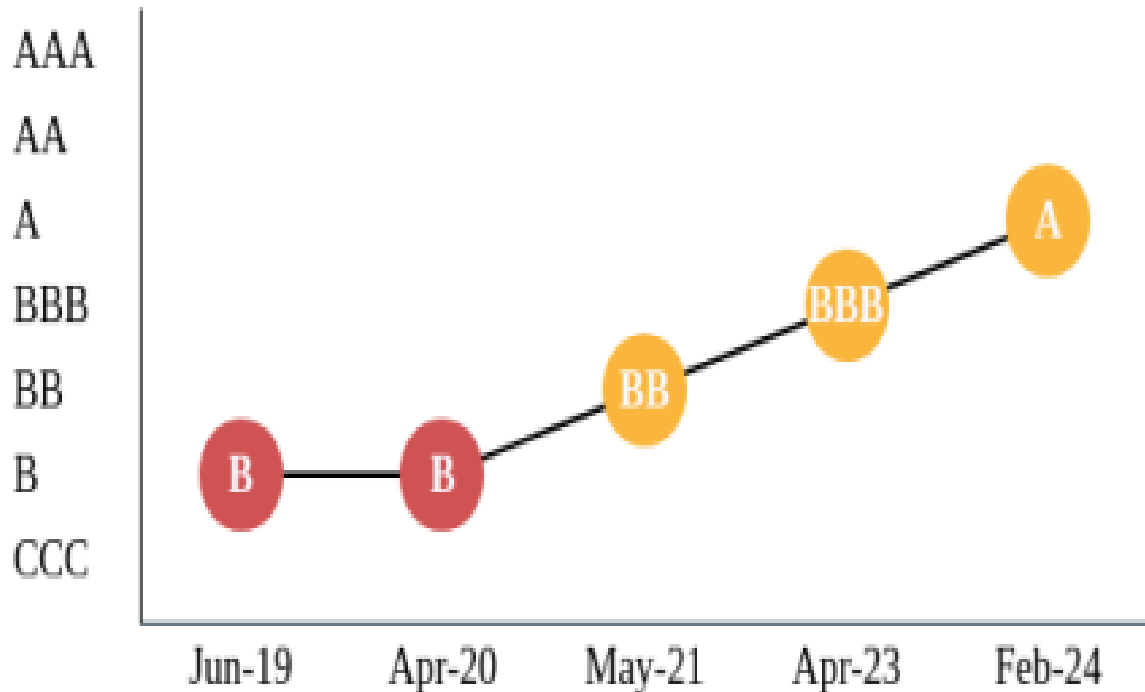
A commitment to the future



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

MSCI ESG Rating Upgrade

Improved three notches in a 4 year period



MSCI ESG RATINGS



RATING ACTION DATE: February 23, 2024

LAST REPORT UPDATE: February 23, 2024

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:
Stable

Short-Term:
HR+1

Long-Term:
HR AA+

Outlook:
Stable



Credit
Rating
Agency

World-class Manufacturing & Supply Chain



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

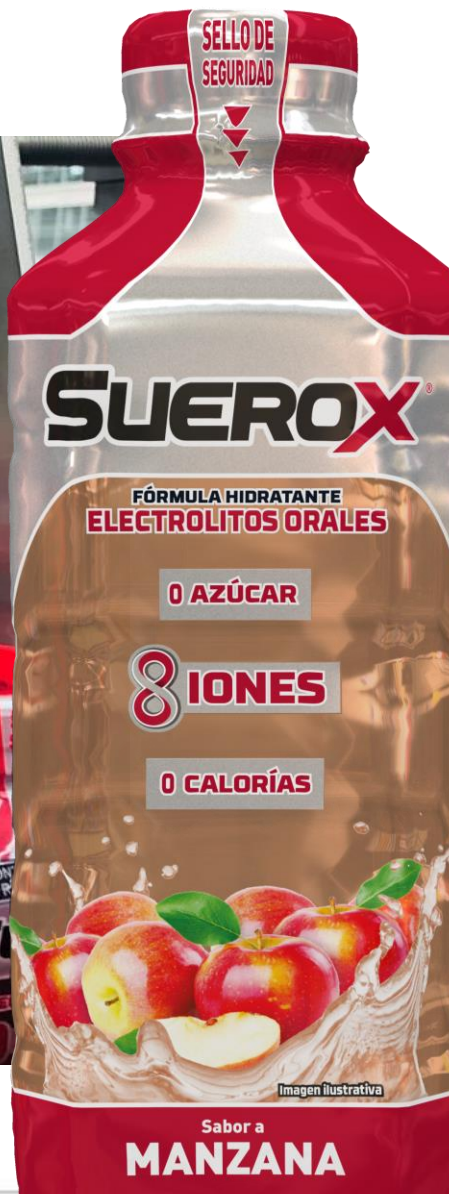




Suerox[®] Manufacturing Line
+8,000,000 bottles
produced in June-23



Isotonic Beverage Line



Central Warehouse, PC and OTC Manufacturing Facility



OTC Manufacturing Facility Update

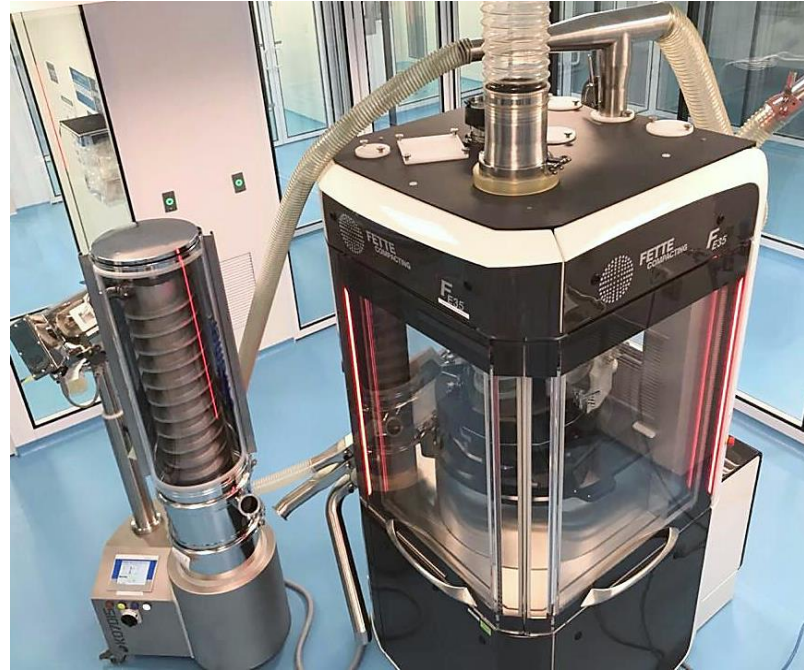
Tube filling equipment for semi-solid production line



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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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

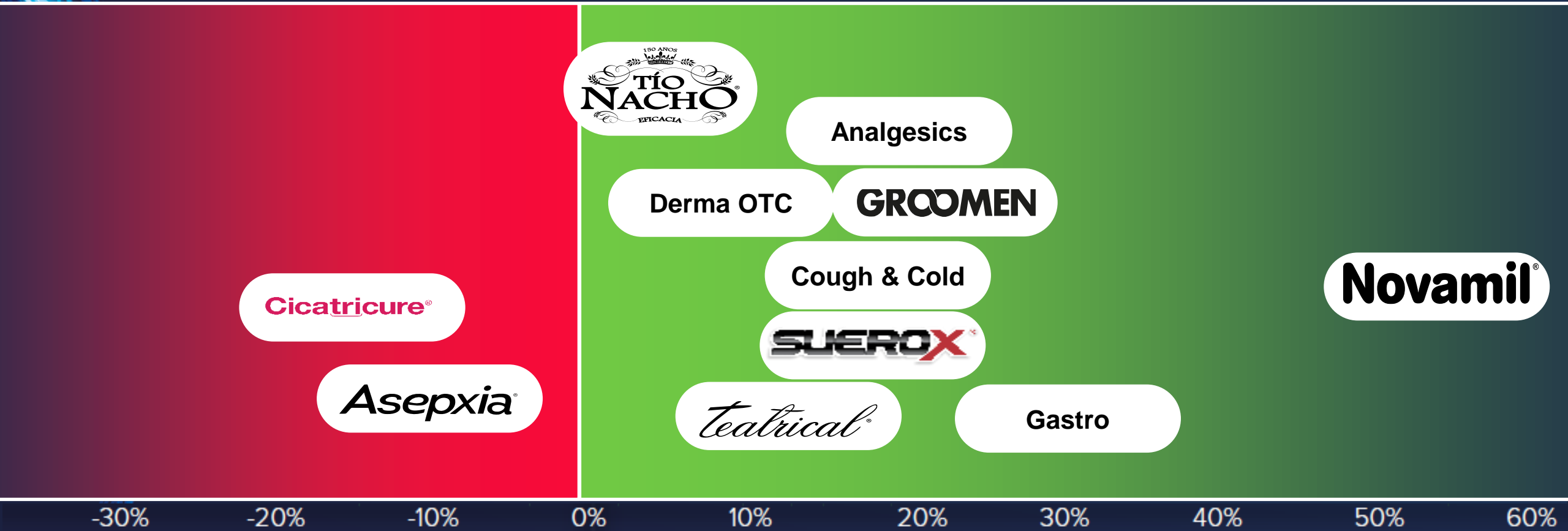
1.
 - Sell or divest non-core brands
 - Narrow management focus
 - Unlock working capital

Productivity is a Top Priority

2.
 - Manufacturing / COGS
 - Scale
 - GTM cost optimization
 - Automation of core processes
 - Packaging/ product reengineering

BRAND PORTAFOLIO

45% OF BUSINESS GROWING SHARE

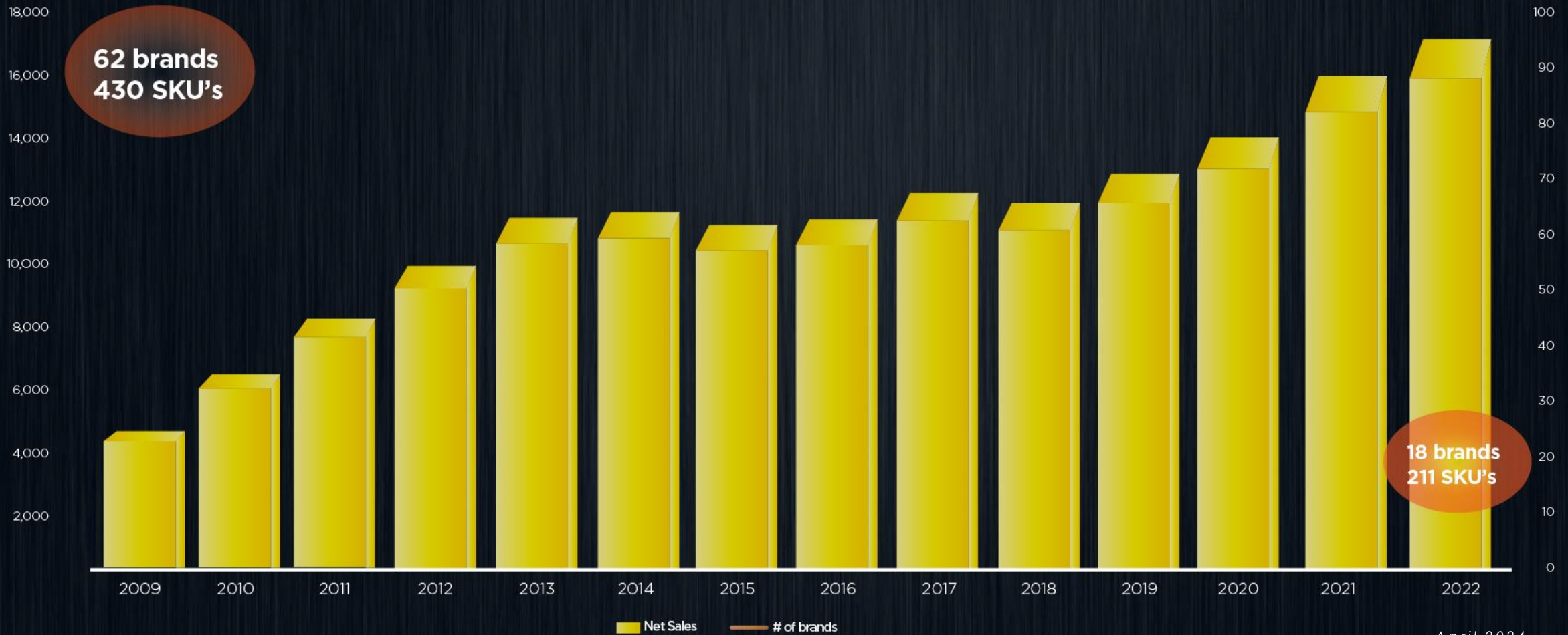


BRAND PORTAFOLIO

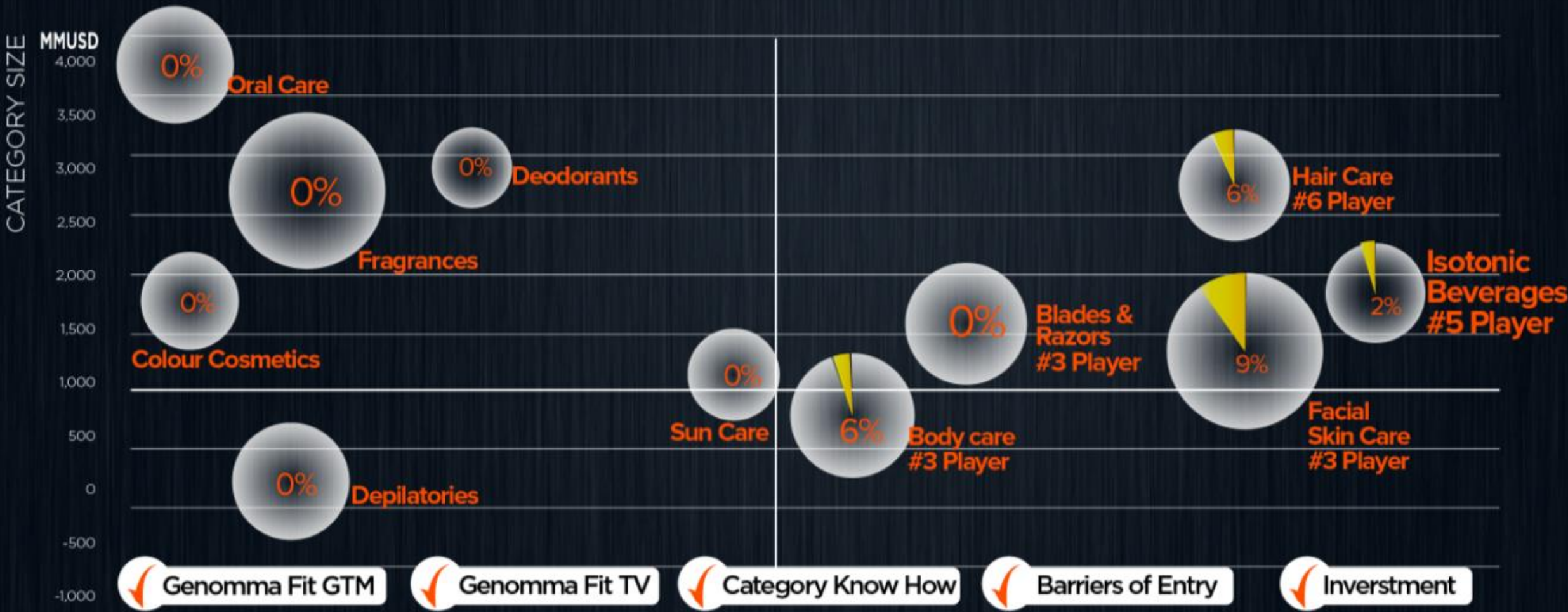
78% OF BUSINESS GROWING ABOVE INFLATION



Strengthening Core Brands

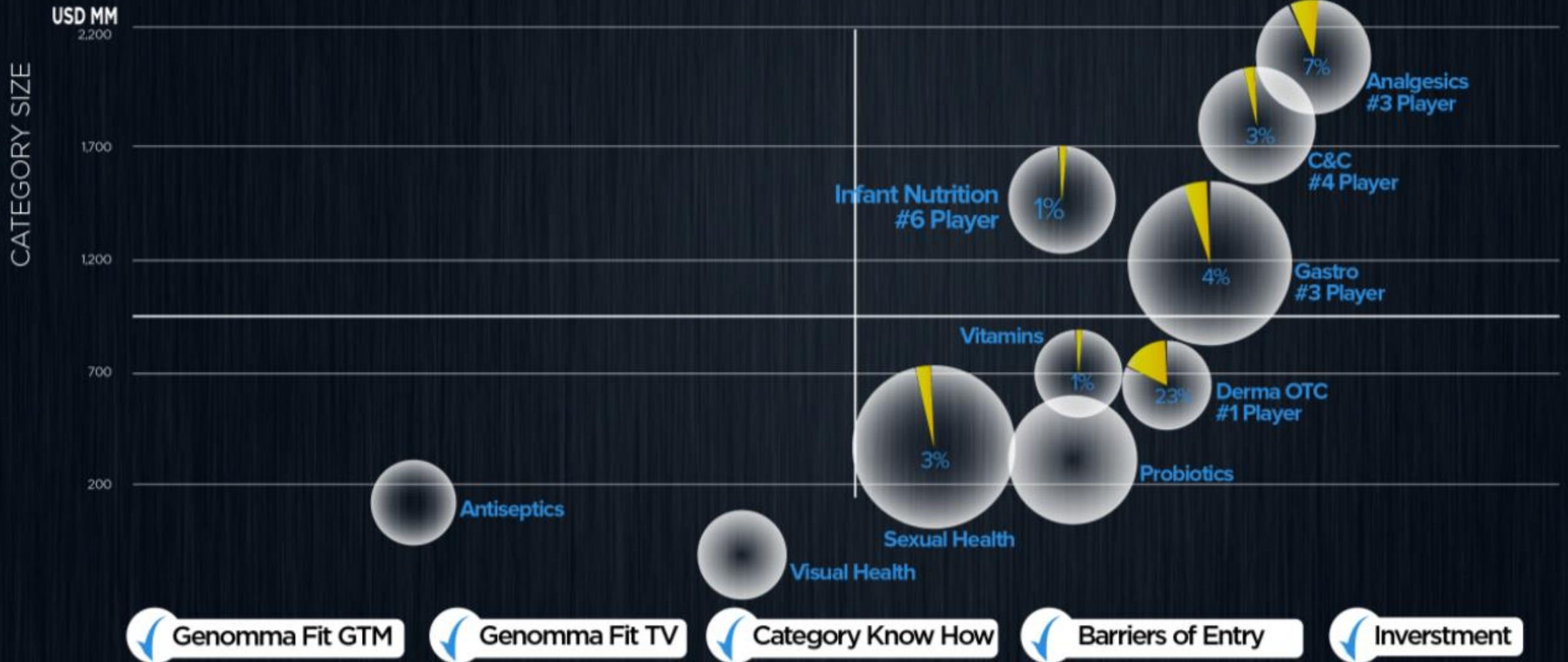


CHOSEN PERSONAL CARE CATEGORIES



COMPANY FIT

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	  	+800 MM	Grow SOM Product Innovation GTM
INFANT NUTRITION		+500 MM	Grow SOM Geographic Expansion
RAZORS & BLADES		+150 MM	Grow SOM Geographic Expansion
OTHERS		+1,800 MM	

+\$10,000 MM



Category Size:
2.6 Bn USD

SOM:
5%



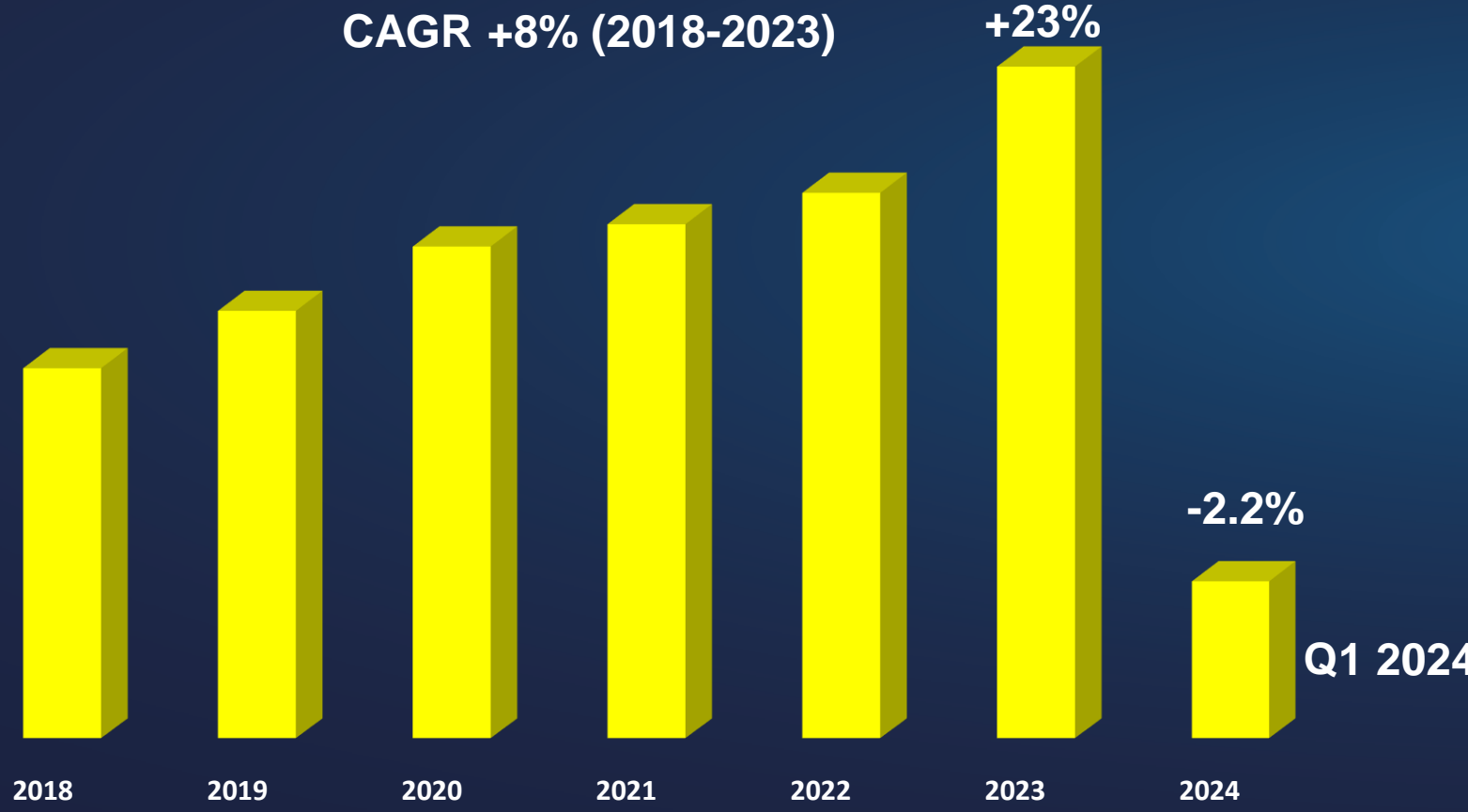
Leads the natural products industry trend
100% sustainably-sourced packaging

CAGR +8% (2018-2023)

+23%

-2.2%

Q1 2024



	SOM		Market Leader
Chile	5.1%		11.7%
Brazil	4.3%		12.9%
Colombia	4.6%		8.3%
Peru	4.5%		12.0%
Argentina	2.7%		10.5%
Mexico	2.6%		9.0%



Isotonic Beverages

Category Size:

SOM:

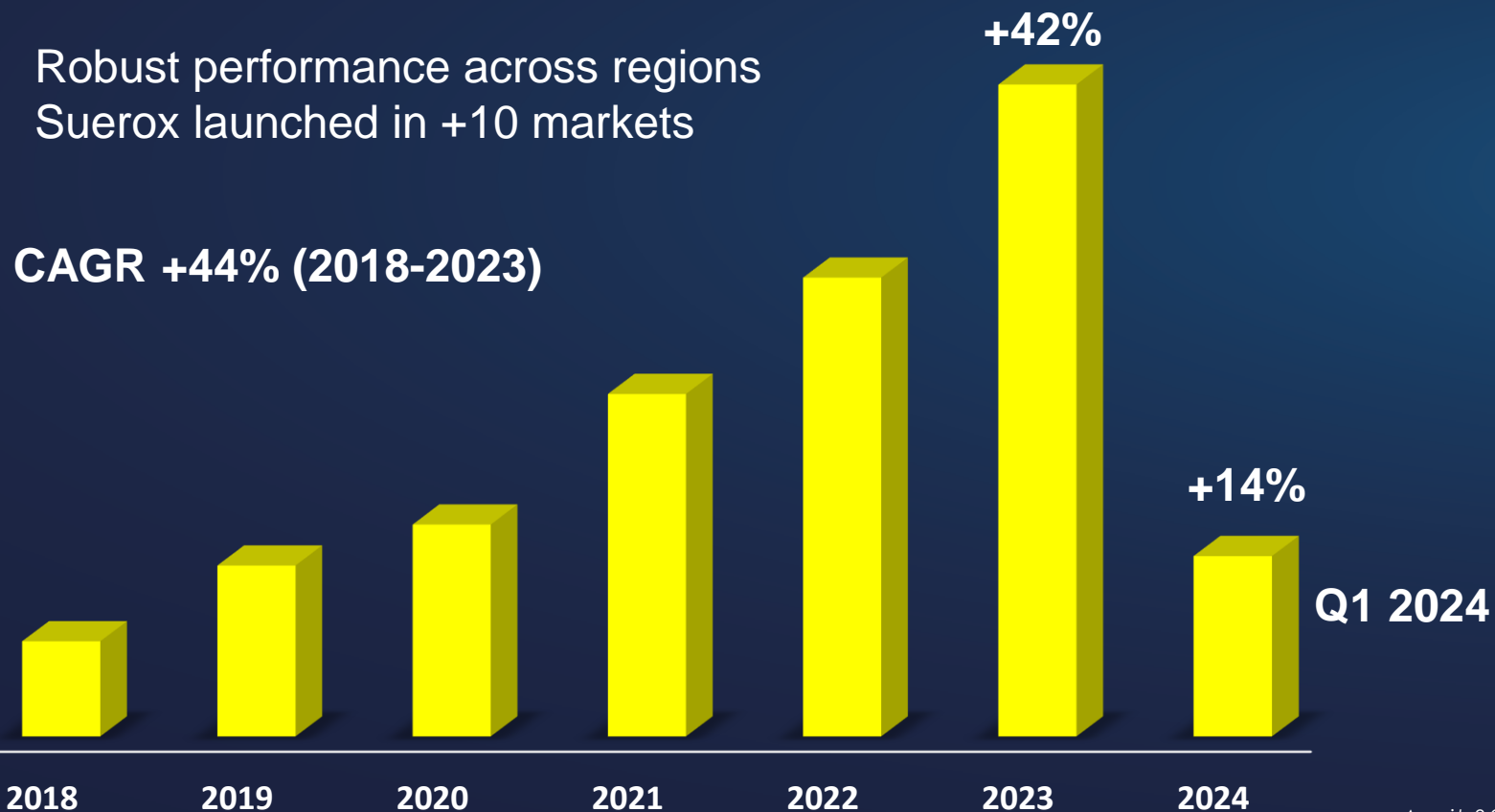
1.9 Bn USD 4.6%

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

KEY HIGHLIGHTS:

- Robust performance across regions
- Suerox launched in +10 markets

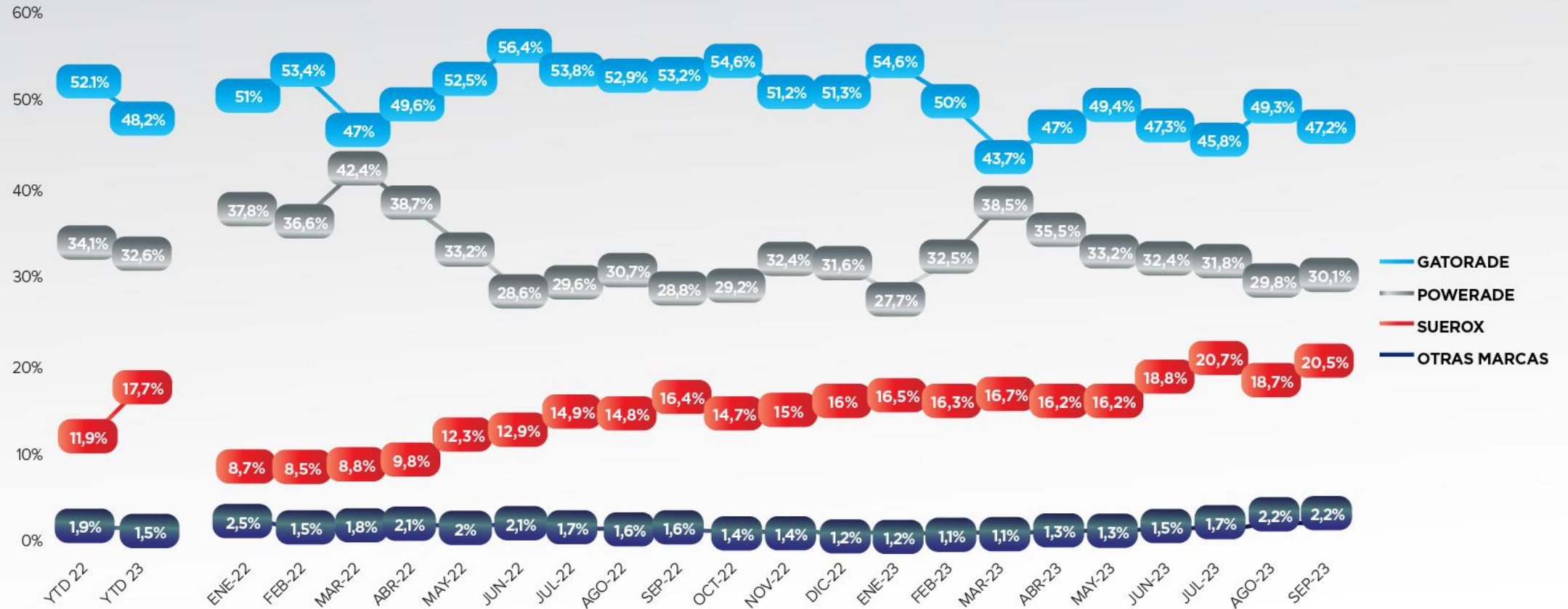
CAGR +44% (2018-2023)





Chile

TOTAL SHARE ISOTONIC BEVERAGES



SUEROX[®] COUNTRY EXPANSION

2022 COUNTRY FOOTPRINT



2023 PLAN



GROOMEN



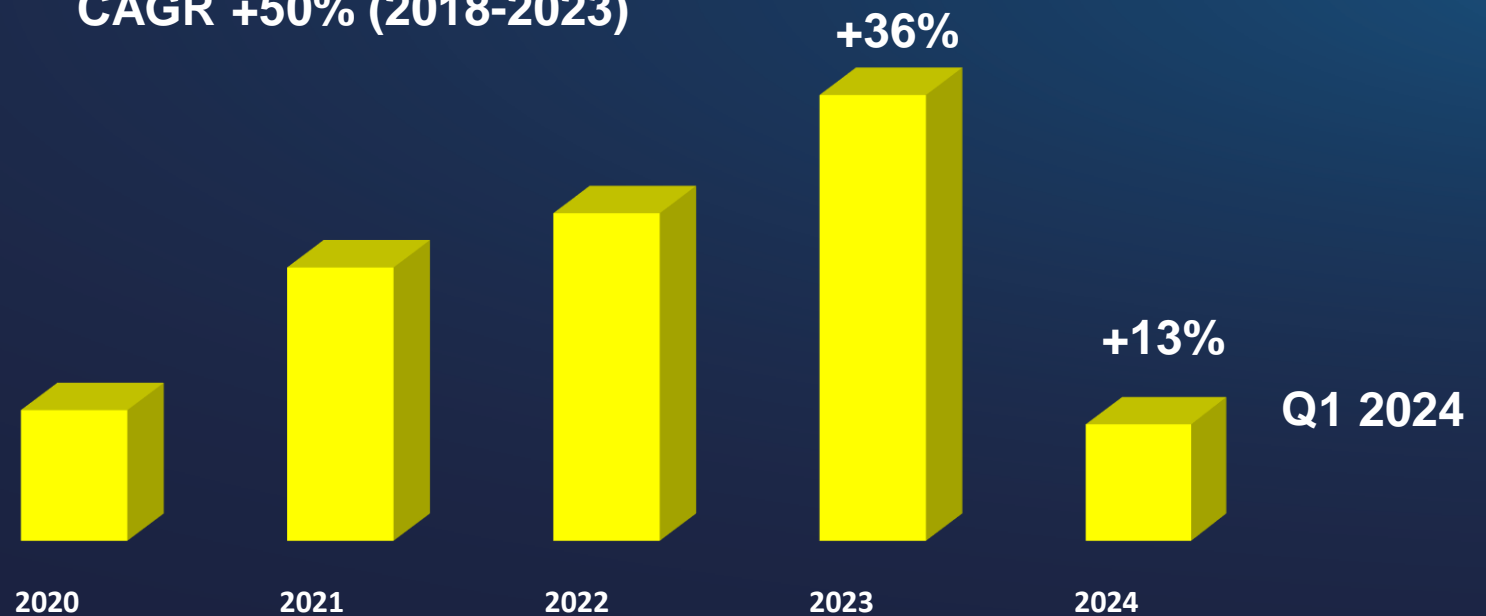
Providing value to consumers
with longer-lasting blades & razors

KEY HIGHLIGHTS:

- Capturing more market share in both Mexico and Chile
- Launch of disposable and cartridge SKUs driving growth in Mexico



CAGR +50% (2018-2023)



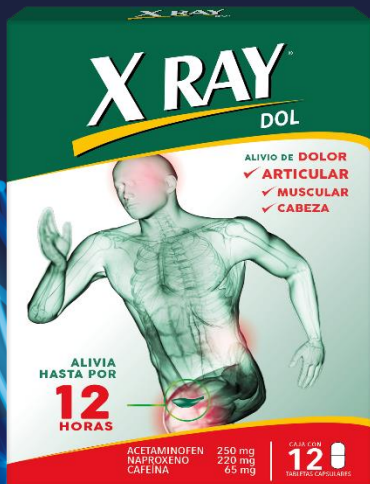
Category Size:

SOM:

2.4 Bn USD 7.6%

Analgesics

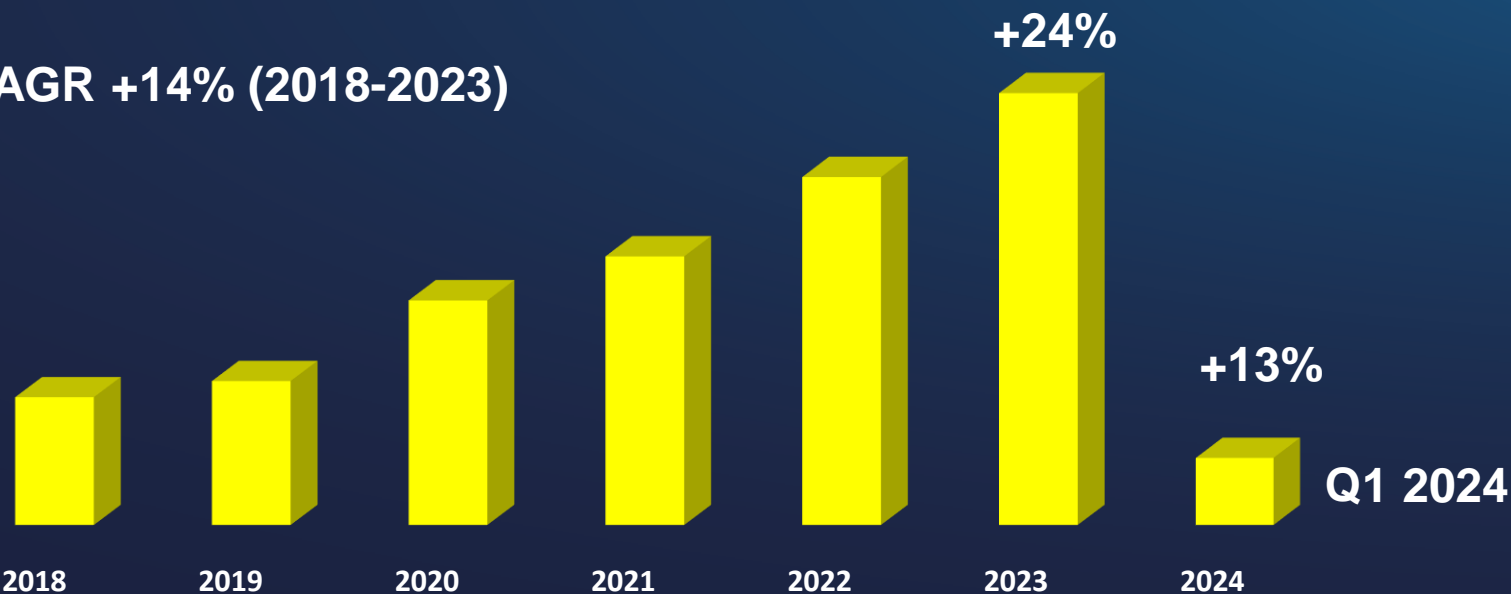
Tafirol (Arg) #1 OTC brand
Alliviax (Mx) #3 Analgesics brand
XRay (Col) #3 Analgesics brand



KEY HIGHLIGHTS:

- Strong growth across the board
- XRay +11.8%
- Bioelectro +34.1%
- Alliviax +3.3%

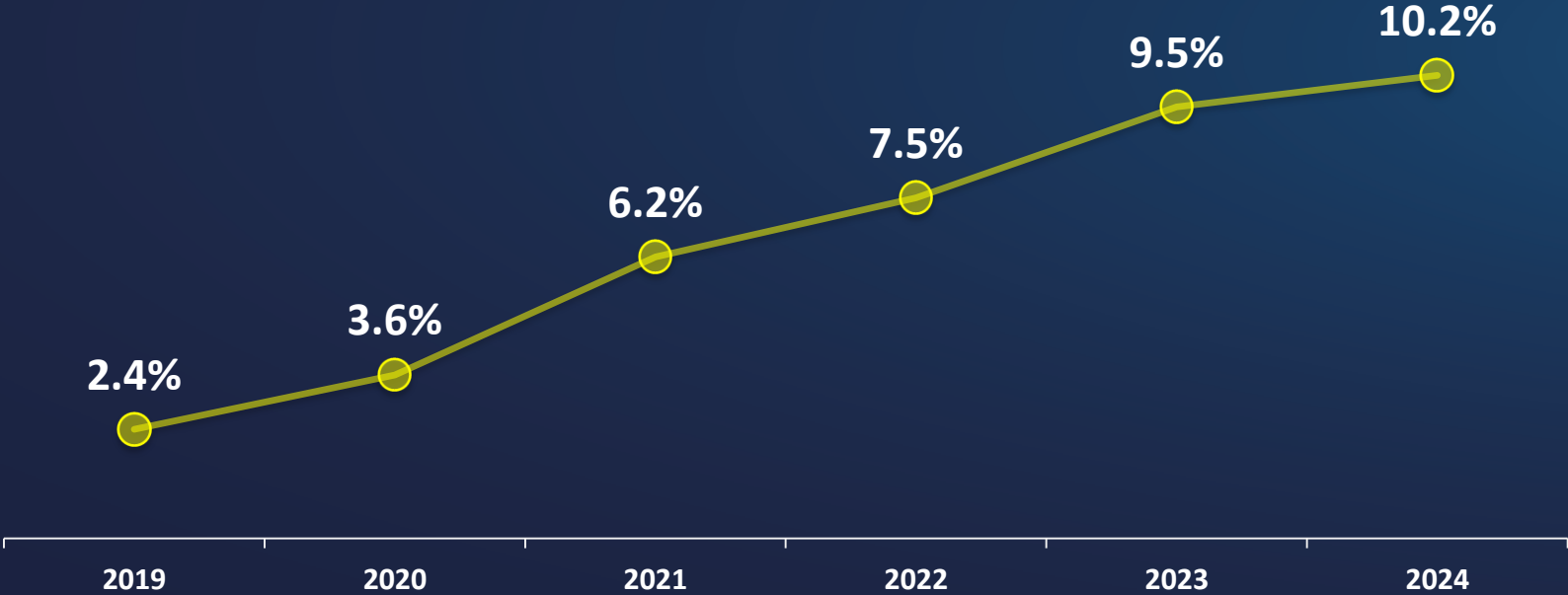
CAGR +14% (2018-2023)



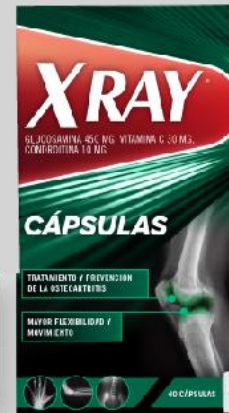


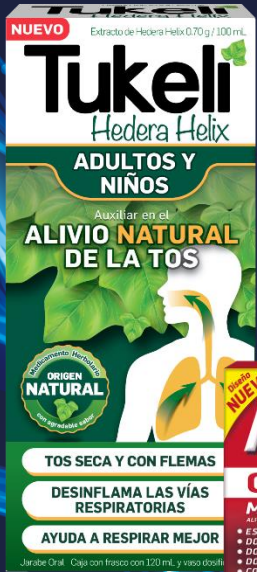
XRay (Col.) #3 Analgesic Brand

SOM Evolution



Analgesics Megabrand





Cough & Cold

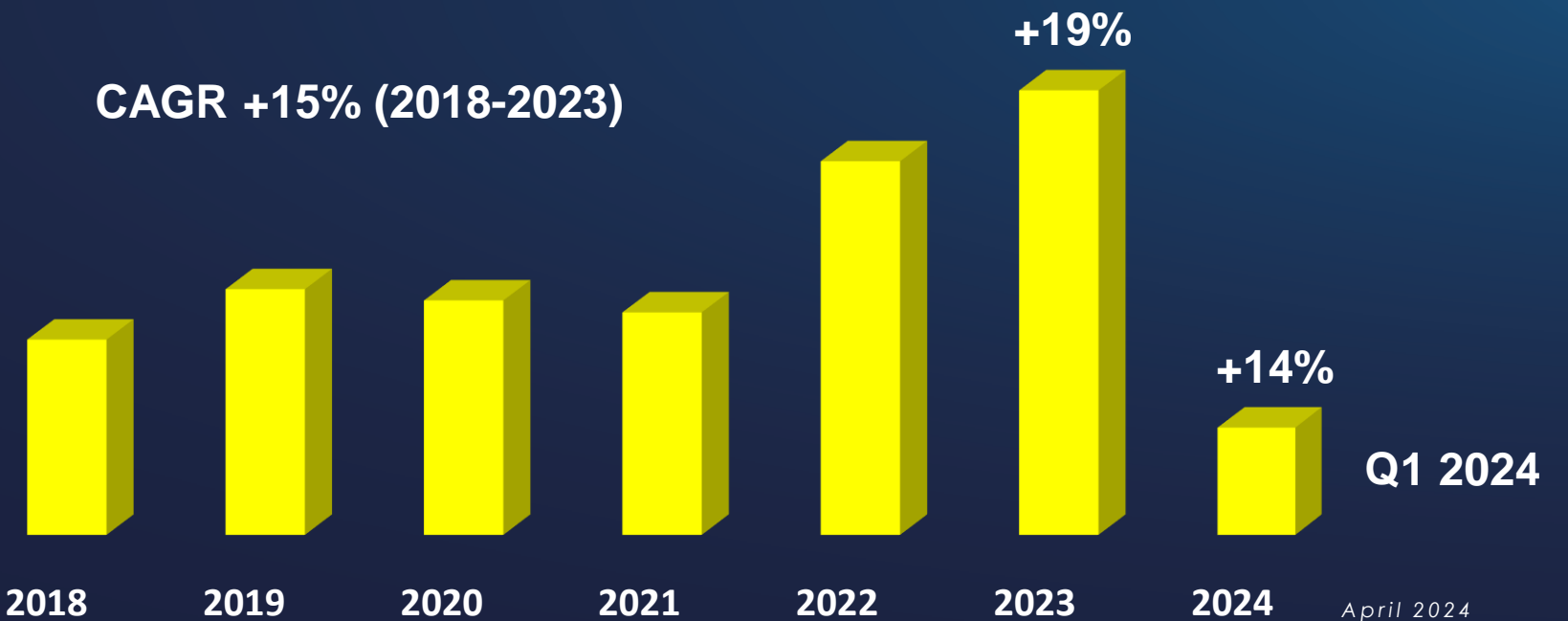
Category Size: **2.1 Bn USD**
 SOM: **4.8%**

Tukol #2 cough segment
 XL3 (Mx) #2 flu segment
 Next Global C&C Brand

KEY HIGHLIGHTS:

- Successful execution of winter strategy in Mexico
- 81.5% growth in Next and 42.9% growth in XL3
- Milder winter in the US offsetting results

	Tukol SOM
Mexico	12.8%
Argentina	19.6%
Colombia	7.6%
Peru	8.2%



Category Size: **1.7 Bn USD** SOM: **3.4%**

Gastro

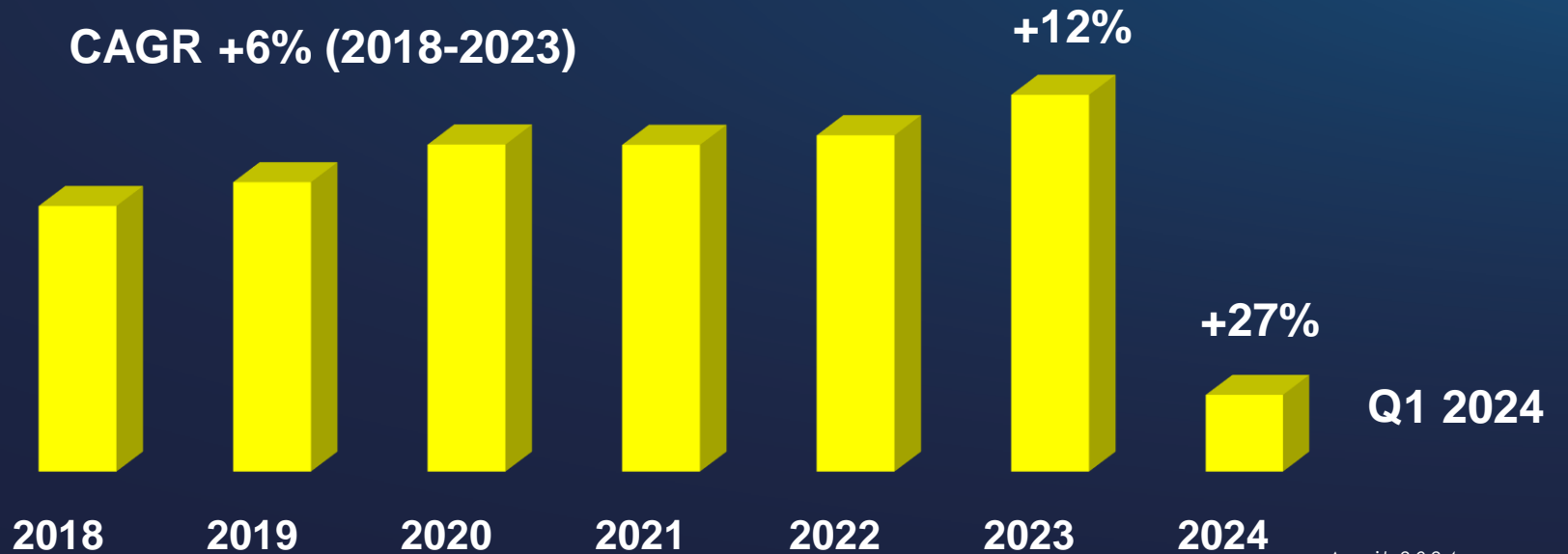
Nikzon hemorrhoid leader in Latam
 QG5 #3 in pain & bloating segment



KEY HIGHLIGHTS:

- Strong growth across the board driven by new image
- Nikzon +30.3%
- QG5 20.9%
- Genoprazol +23.4%

CAGR +6% (2018-2023)



Derma OTC

Category Size:

SOM:

0.3 Bn USD 25.2%

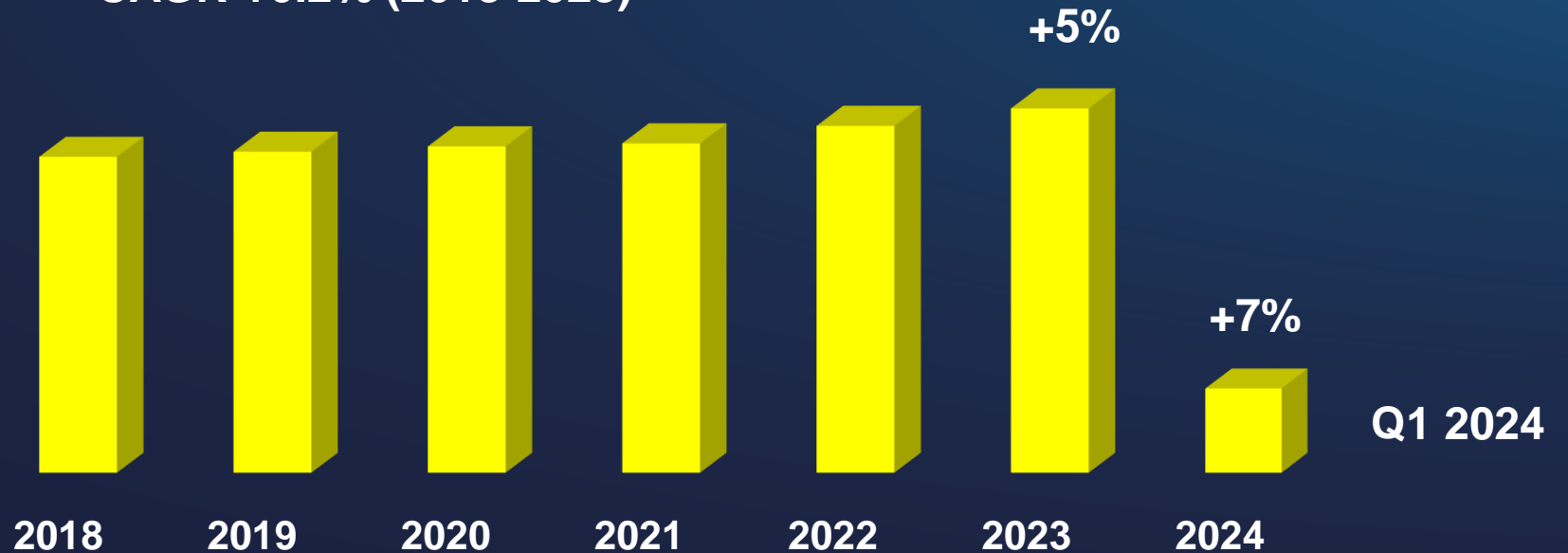
Silka + Unesia #1 (Latam) footcare OTC
Lomecan #1 (Arg) and #2 (Mx)



KEY HIGHLIGHTS:

- Category relaunch in Mexico with new packaging design
- Renewed TV campaign + robust in-store execution

CAGR +0.2% (2018-2023)



Q1 2024





Novamil[®]

Category Size:

1.8 Bn USD

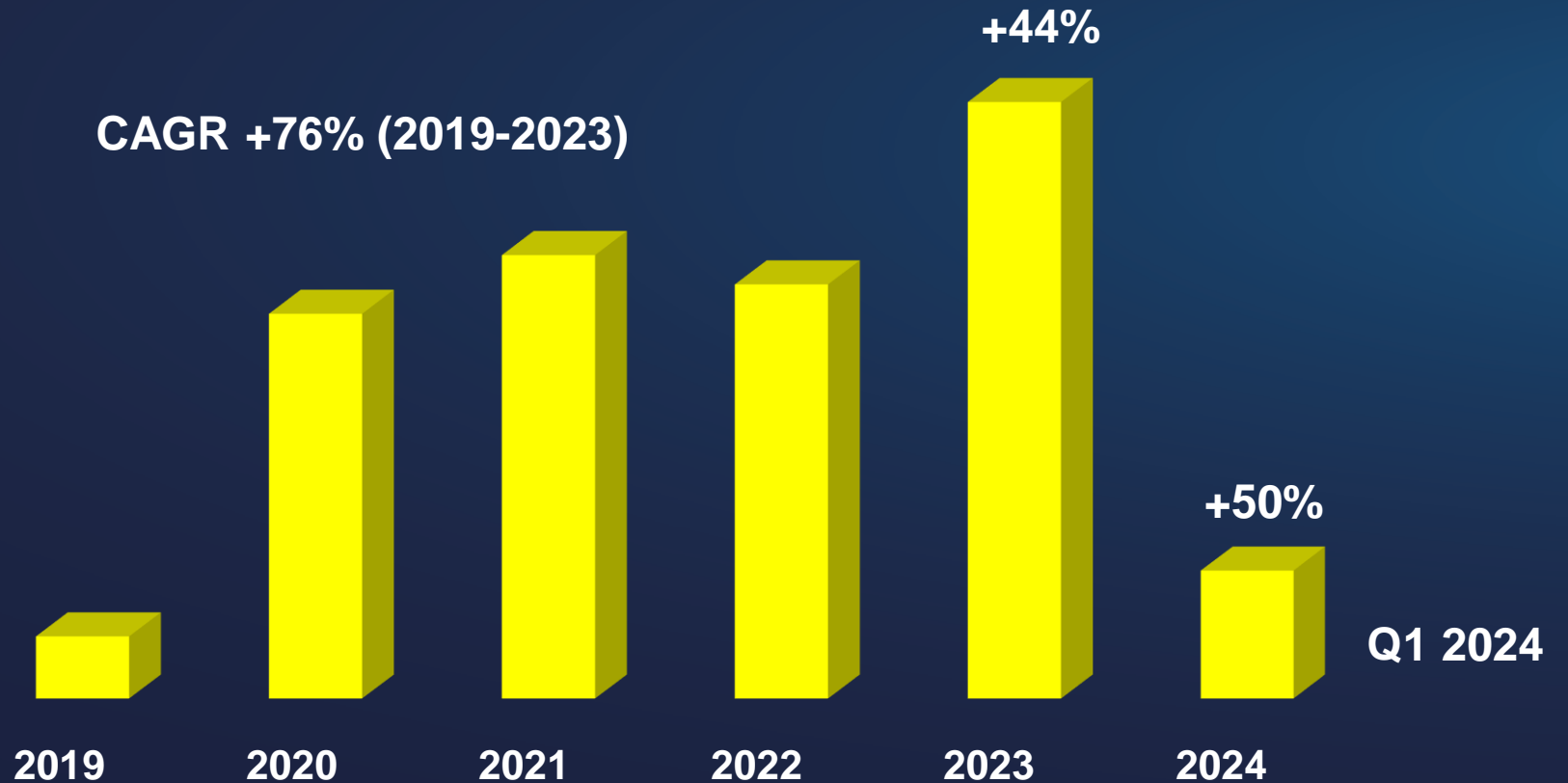
SOM:

1.8%

TO FEED, TO CARE, TO MANAGE

A range of superior science-based formulas to manage different baby needs and improve their quality of life...and that of their families!

CAGR +76% (2019-2023)



	SOM
Total	1.8%
Cow milk Allergy	26.6%
Constipation	42.4%
Premium	2.2%
Reflux	6.4%

Skin Care

Category Size:

2.7 Bn USD

SOM:

5.7%

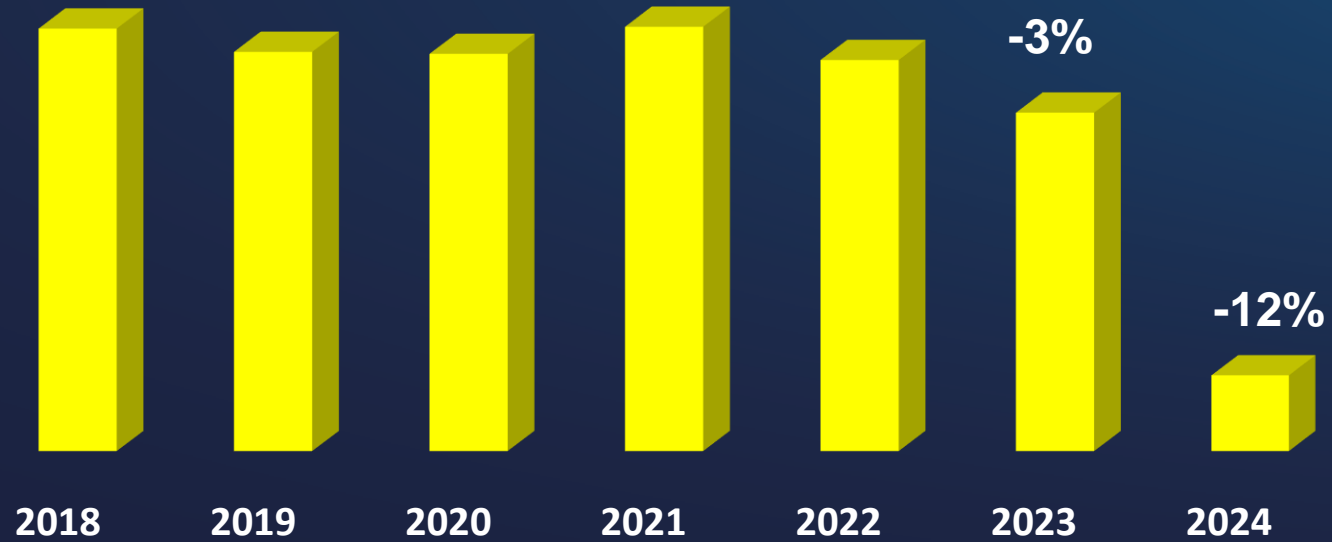
Genomma Lab #1 Category



KEY HIGHLIGHTS:

- +8.2% growth in Teatrical
- Continued challenges in Cicatricure and Asepxia

CAGR -6% (2018-2023)



Q1 2024



+ 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

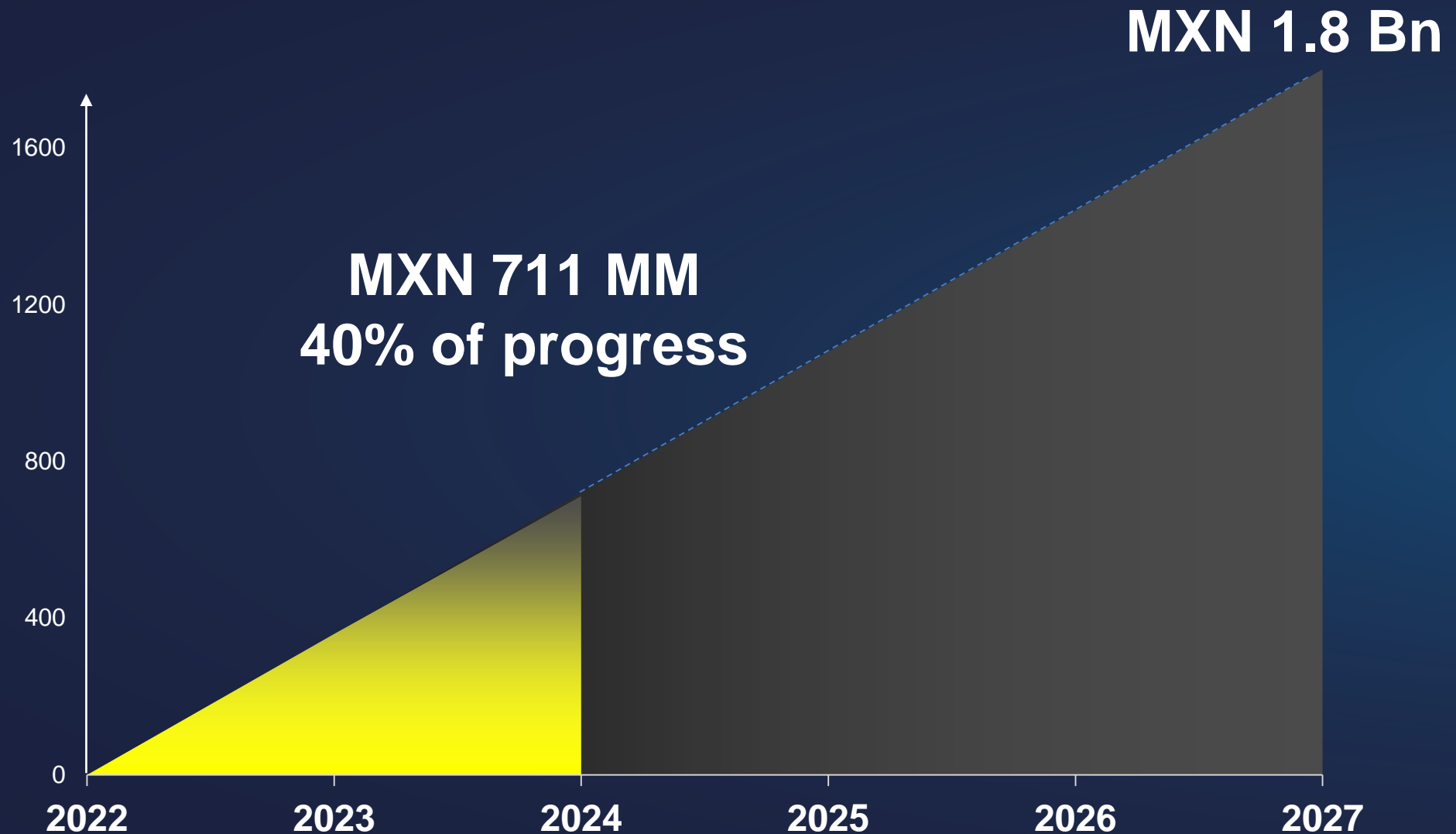
GTM EXPENSES

MXN 400 mm

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

+MXN 1,800 MM

Gross Annual Productivity

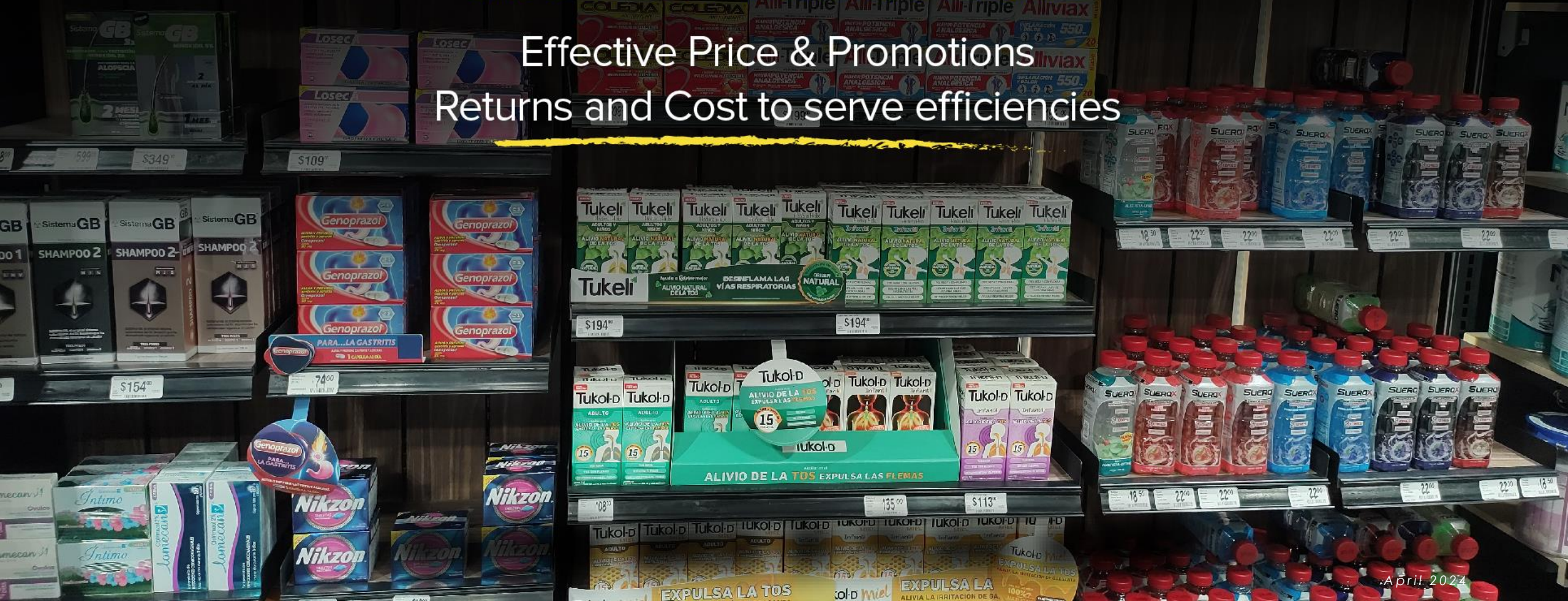


Productivity Examples

GO-TO-MARKET

MXN 207 MM IN 2023

Effective Price & Promotions
Returns and Cost to serve efficiencies



Productivity Examples

SUEROX® REDESIGN

KEY INITIATIVES:

- CAPS: New supplier development, cap redesign based on preform specs, improving line production efficiencies and cost reduction
- SLEEVES: Volume leverage and cost reduction based on cost structure
- PREFORM: Re-negotiation based on cost structure and weight optimization from 30 grs to 26.5 grs.

INITIATIVES	SAVINGS
CAPS	\$ 7.9 MM
SLEEVES	\$ 10.8 MM
PREFORM	\$ 81.2 MM
	\$ 100 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

NEW SUEROX LINE

+ 96 MM bottles/year

63 MM ANNUAL SAVINGS

Productivity Examples

LOGISTIC DISCOUNT - SLOG

Minimum order policy & centralized delivery

45 MM ANNUAL SAVINGS

Productivity Examples

CARTON FOLDING STANDARIZATION PROJECT

From 23 supplier to 2 suppliers

+

From 72 SKUs to 12 SKUs

= **MXN 25 MM**



Productivity Examples

LABEL COST OPTIMIZATION PROJECT

From 16 supplier to 2 supplier

TOTAL SAVINGS MXN 22MM



Productivity Examples



MXN 12MM SAVINGS



Productivity Examples

International Logistics Bidding:

Including Freight & Forwarding

- 9 Different participants
- 3 Forwarders Selected
- 10 Ocean Routes quoted

**MXN 11MM
SAVINGS**



Productivity Examples

Aluminum Foil Optimization:

- Ink reduction and standardization
- Bidding process executed

**MXN 10MM
SAVINGS**



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Financial Highlights



Q1 2024 OVERALL RESULTS

LIKE-FOR-LIKE SALES

9.7%



NET SALES (Ex Arg)

5.8%



NET SALES

0.5%



EBITDA

22.3%

+153bps



NET INCOME

372.1

+3.9%



EPS

0.36

+6.8%



CCC

103 d

-3 d



FCF (LTM)

1,780 MM



% OF SALES GROWING SHARE

45%



% OF SALES GROWING ABOVE INFLATION

78%



Below target

In-line with target

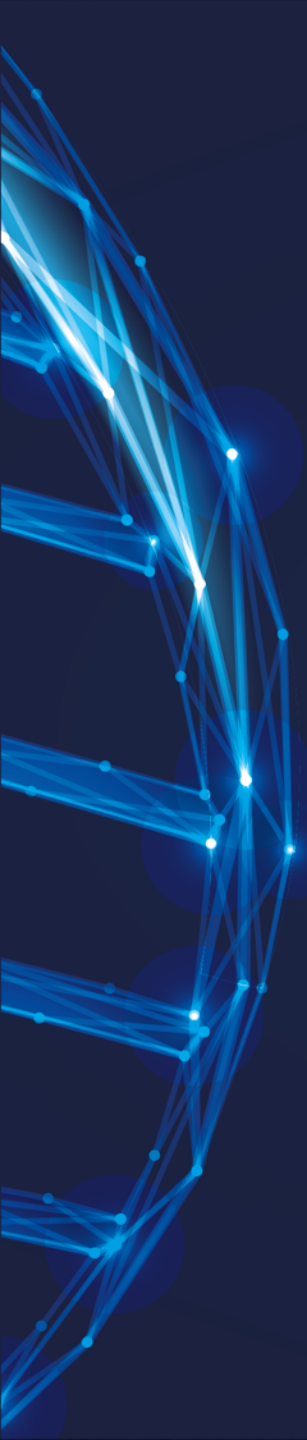
Exceeded target

April 2024

EBITDA Margin Evolution

Quarter	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024
EBITDA MARGIN	20.8%	21.1%	21.3%	20.8%	22.3%

Q1 2024 OVERALL RESULTS



CORE CATEGORIES	% GROWTH REPORTED	% GROWTH L4L
SKIN CARE	(26.9)%	(12.0)%
COUGH & COLD	4.9%	13.6%
ISOTONIC BEVERAGES	14.3%	14.4%
ANALGESICS	(7.9)%	13.0%
HAIR CARE	(8.8)%	(0.7)%
DERMA OTC	(5.9)%	6.8%
GASTRO	19.7%	26.5%
INFANT NUTRITION	50.2%	50.2%
RAZORS & BLADES	2.9%	13.2%
TOTAL	0.5%	9.7%

Mexico Q1 2024

- Net Revenues **+ 15 %**
- EBITDA margin **22.8%**
+460 bps

Exchange Rate: MXN / USD



Average exchange rate for each period.
Source: Banxico.

U.S.A. Q1 2024

- Net Revenues: **0.5%** in USD
(10.7)% in MXN

- EBITDA margin: **14.1%**

+500 bps



LatAm FX Depreciation

Local Currency vs MXN*



(77.6)%



(22.0)%



(9.1)%



(9.0)%



(8.2)%



(7.5)%



(4.5)%

LATAM w/o Argentina Q1 2024



- Net Revenues **Ps 1.25 billion**
- EBITDA **Ps. 420.9 million**
- EBITDA margin **23.7%**

Cash Conversion Cycle

	Q1 2024	Q1 2023	Δ
Receivable days	100	94	6
Inventory days	113	124	-11
Payable days	110	113	-3
Cash Conversion Cycle	103	106	-3

	Days of Accounts Receivable (DSO)		
	Q1 2023	Q4 2023	Q1 2024
Mexico	123	89	99
Lat Am	77	101	95
U.S.	51	53	60
Consolidated	94	83	94

Short Term Debt in Capital Markets:

Monto de Emisión	\$125 millones	\$25 Millones	\$115 Millones	\$185 millones
Calificación	“F1+(mex)” por Fitch Ratings y “HR+1” por HR Ratings			
Clave	LAB 00224	LAB 00324	LAB 00424	LAB 00524
Plazo	168 días	364 días	77 días	168 días
Sobretasa TIE 28	0.12%	0.15%	0.12%	0.14%
Fecha de Vencimiento	22 de agosto de 2024	06 de marzo de 2025	27 de junio de 2024	26 de septiembre de 2024

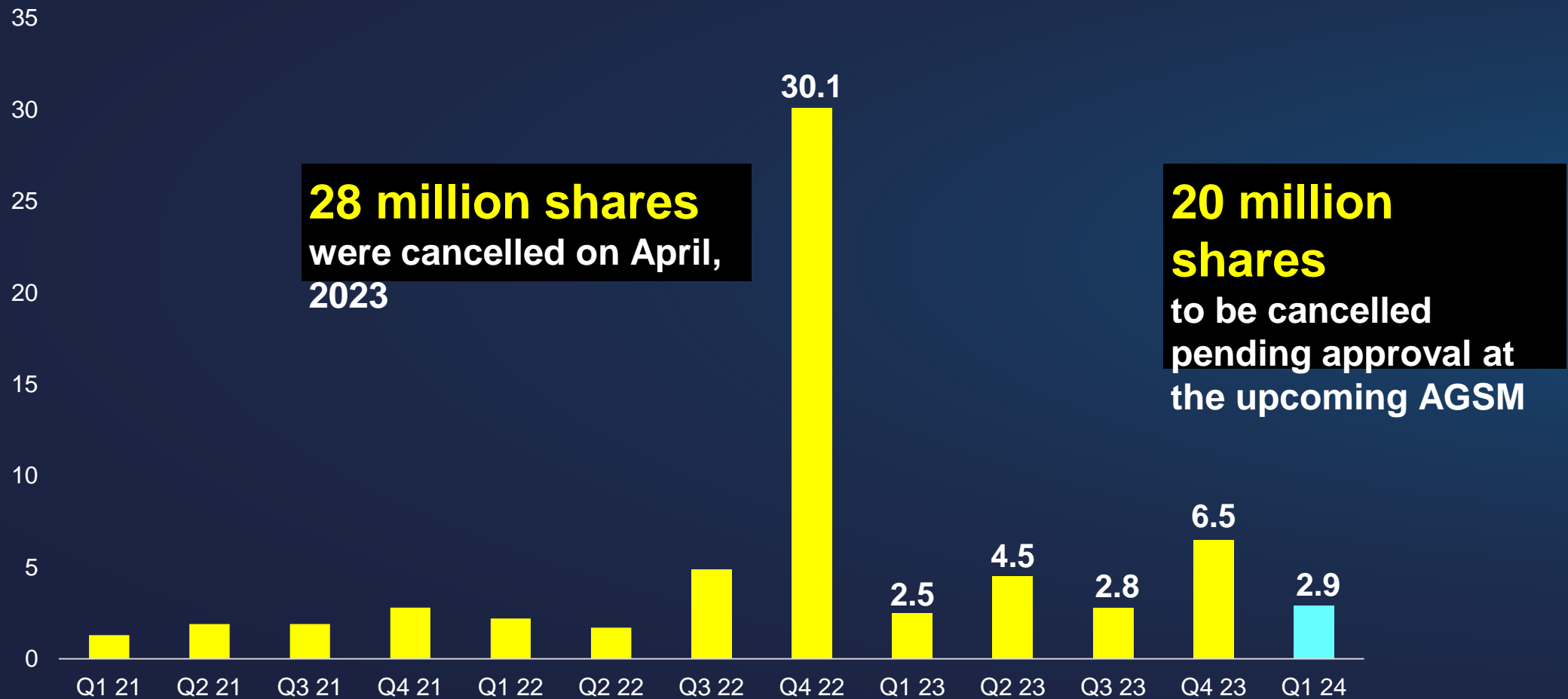
Financial Leverage

(Millions of MXN)

- Net Debt / EBITDA of **1.4x**
- Long-term debt **66.1%** of total

LABB Share buyback

Million shares



Cash Dividend **Payments**




- **200 million** on March 25th
7th Dividend Payment
- The Company aims to continue paying dividends on a Quarterly basis

Anexes



Genomma Lab.®
Internacional

Economies Of Scale And Scope Driving Higher Gross Margins

Opportunity areas	Outsourcing	Producing
 <p data-bbox="560 478 904 649">Raw Materials and Packaging</p>	<p data-bbox="1031 456 1337 549">Buying finished products</p> <p data-bbox="1031 578 1363 721">Fragmented raw material procurement</p>	<p data-bbox="1630 435 2025 578">Direct control in all COGS components</p> <p data-bbox="1630 621 2025 664">Economies of scale</p>
 <p data-bbox="586 863 853 913">Labor Cost</p>	<p data-bbox="1019 835 1414 921">Low scale, labor intensive processes</p> <p data-bbox="1019 963 1363 1106">Un-synchronized Supply Chain Network</p>	<p data-bbox="1630 835 2038 921">State-of-the-art fully automated lines</p> <p data-bbox="1630 963 2051 1106">Vertically integrated Supply Chain Network</p>
 <p data-bbox="598 1256 777 1306">Process</p>	<p data-bbox="1031 1249 1439 1335">High setup times for changeovers</p>	<p data-bbox="1630 1242 2025 1328">Highly efficient and flexible processes</p>

Economies Of Scale And Scope Driving Higher Gross Margins

Opportunity areas	Outsourcing	Producing
 <p data-bbox="598 521 828 571">Suppliers</p>	<p data-bbox="1057 456 1490 606">Higher COGS due to co-packers profit margin</p>	<p data-bbox="1617 456 1911 606">Eliminate co-packers profit margin</p>
 <p data-bbox="611 821 828 871">Logistics</p>	<p data-bbox="1044 685 1439 835">Suppliers scattered throughout the country</p> <p data-bbox="1044 892 1477 1035">Inefficient inbound and outbound truck-based logistics</p>	<p data-bbox="1617 685 1911 835">Integration of suppliers to industrial park</p> <p data-bbox="1617 863 2102 1063">Leverage freight consolidation and low-cost train logistics for exports</p>
 <p data-bbox="611 1185 879 1235">Inventories</p>	<p data-bbox="1057 1128 1439 1320">Higher inventories due to multiple warehouse network</p>	<p data-bbox="1617 1128 2076 1320">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

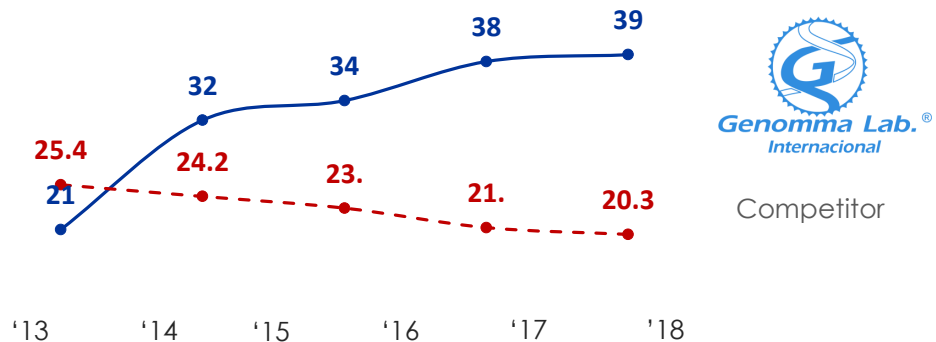
Profitability Through COGs Reduction

Tafirol®

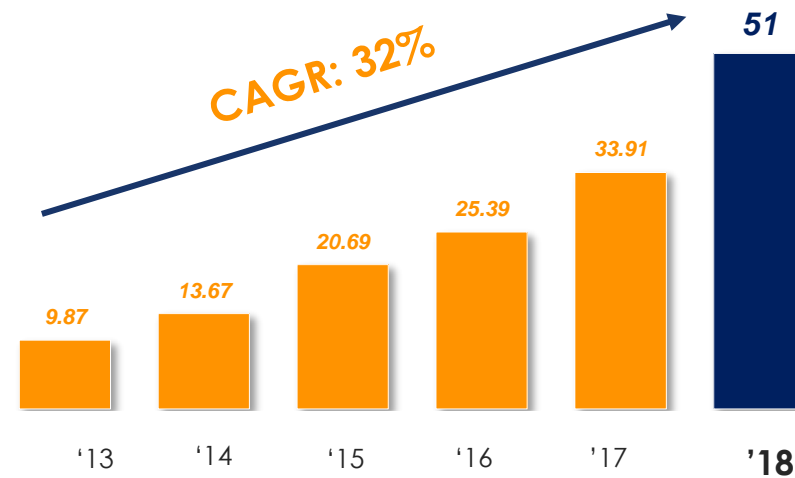
Acquired in 2012
from Sidus

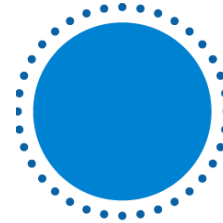
Portfolio of products

Market Share in units (%)

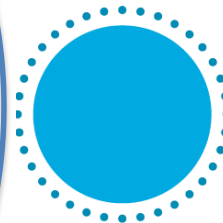


Net Sales in USD million

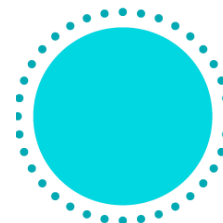




GENOMMA LAB ACHIEVES WORLD BANK / IFC'S EDGE CERTIFICATION

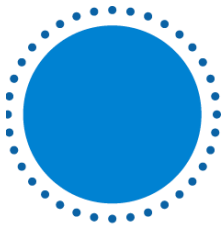


EDGE ISA GREEN BUILDING STANDARD AND A GLOBAL CERTIFICATION SYSTEM



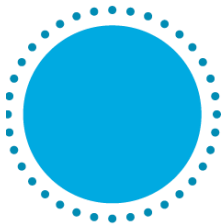
FIRST PHARMACEUTICAL PLANT IN THE WESTERN HEMISPHERE TO MEET STANDARDS

Plant design enables:



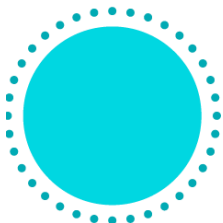
PERSONAL CARE PLANT SAVINGS:

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



PHARMA PLANT SAVINGS:

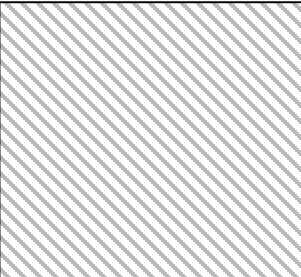
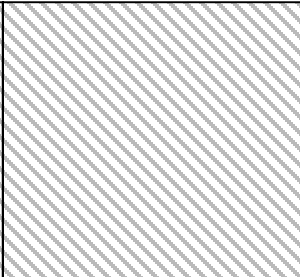
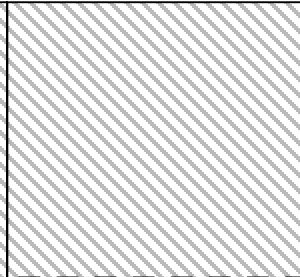
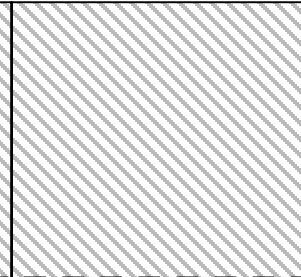
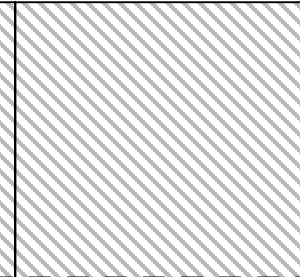

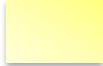



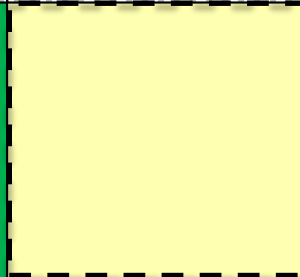
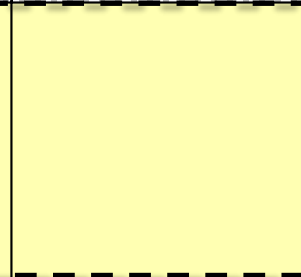
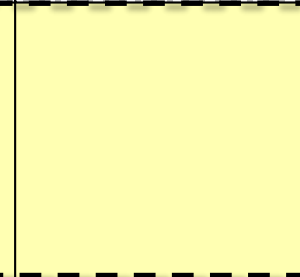




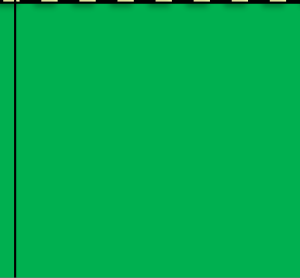
- 45% in energy
- 42% in embodied energy
- 37% in water
- 33 tons of CO2



DISTRIBUTION CENTER SAVINGS:

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

OTC Manufacturing Plant Permits **Update**

INTERNATIONAL GMPs						 Granted  Pending Approval  Not submitted
MEXICO GMP						
SANITARY 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**
-



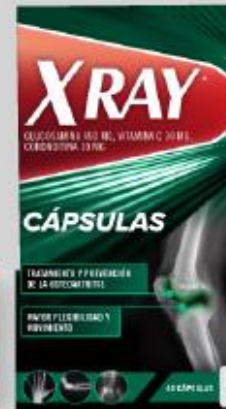
Creating Markets, Creating Opportunities

US\$60 million loan:

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

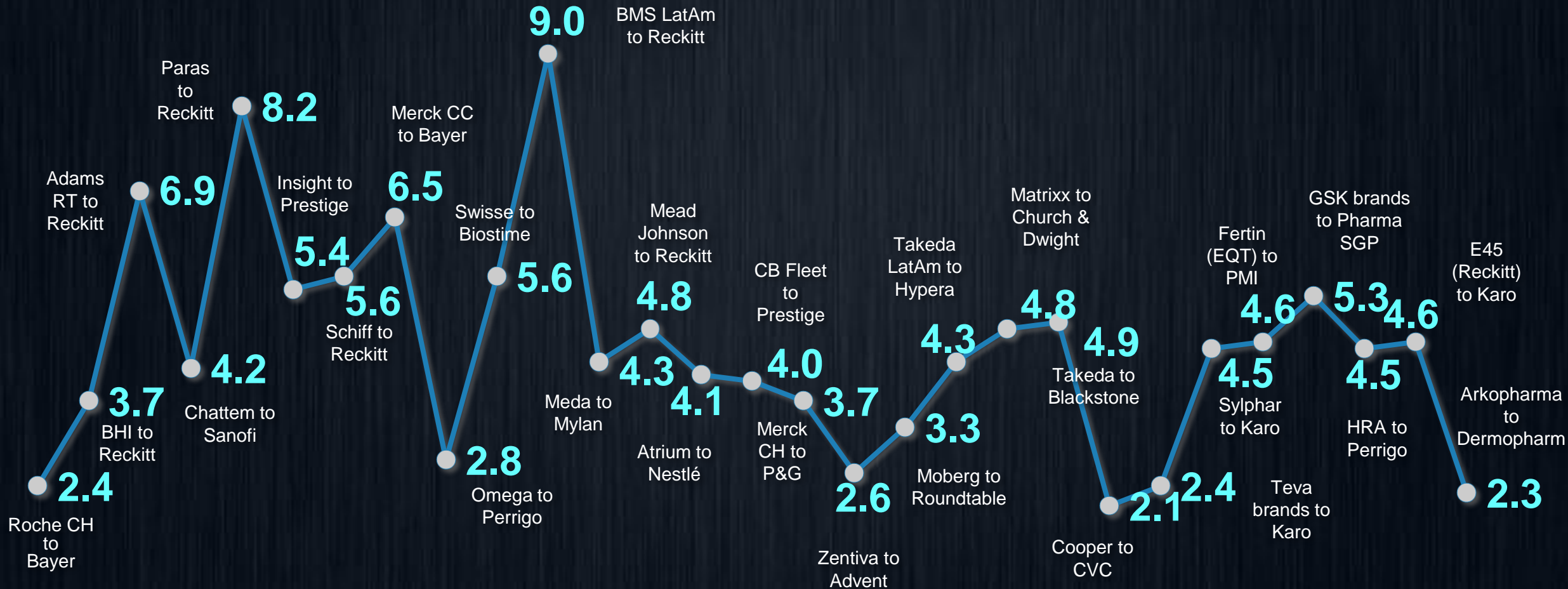
Enhancing our Megabrand potential

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

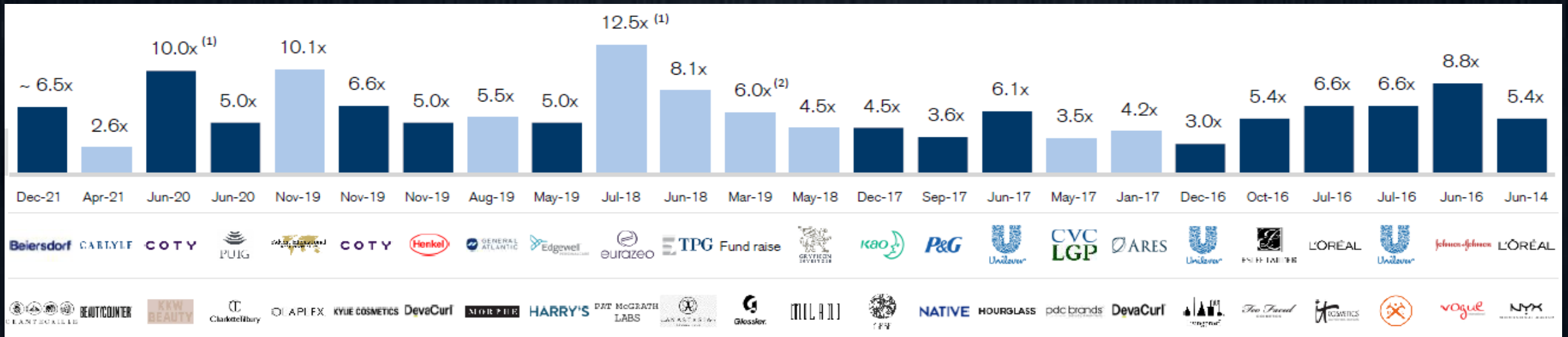
OTC Pharma EV / LTM EBITDA Transaction Multiples Average 16.3 x



Dynamism in M&A Pharma

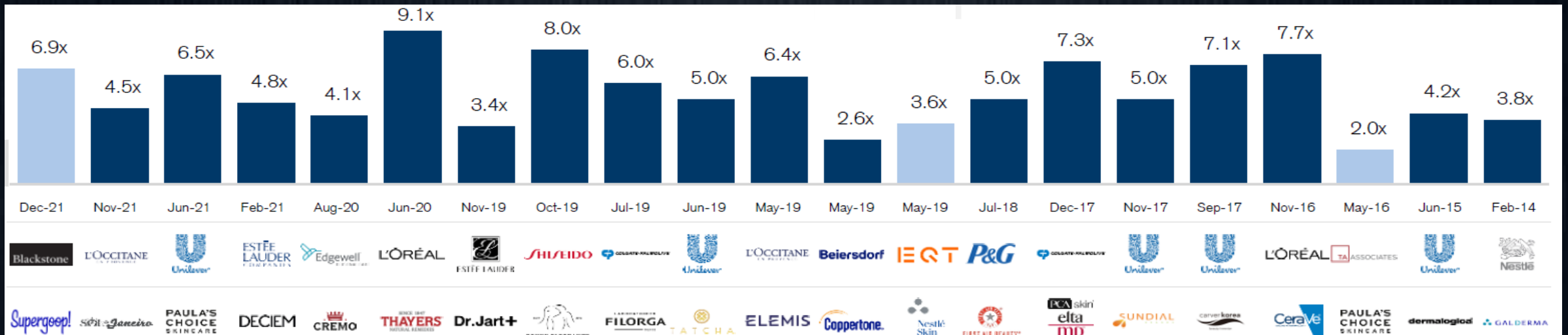


PERSONAL CARE Price/Sales Transaction Multiples



Source: Credit Suisse

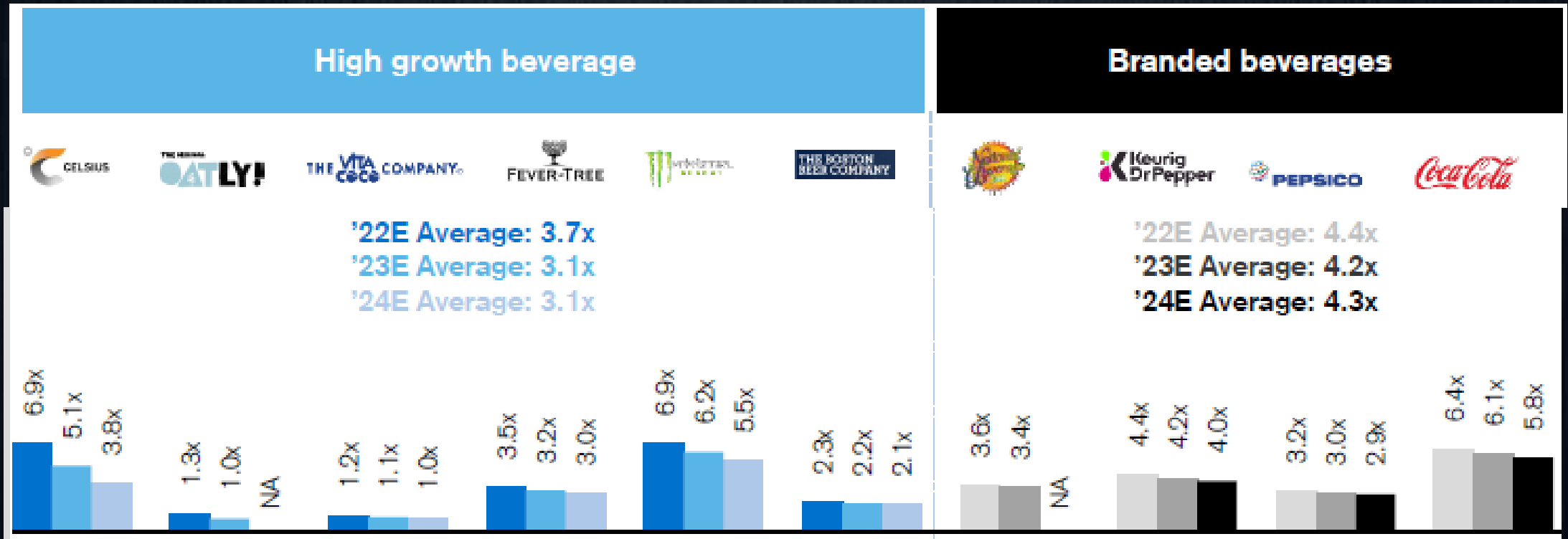
SKIN CARE Price/Sales Transaction Multiples



Source: Credit Suisse

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	