

GENOMMA LAB  
FOURTH QUARTER  
& FULL YEAR  
2024



**Genomma Lab.®**  
*Internacional*



## Genomma Lab Internacional Announces Results for the Fourth Quarter and Full Year 2024

Mexico City, February 26, 2025 – Genomma Lab Internacional, S.A.B. de C.V. (BMV: LAB B) ("Genomma" or "the Company"), today announced its results for the fourth quarter and full year ended December 31, 2024. All figures included herein are stated in nominal Mexican pesos and have been prepared in accordance with International Financial Reporting Standards (IFRS), unless otherwise mentioned.

### Comments from Genomma's CEO, Marco Sparvieri

"Genomma delivered strong Q4 and full-year results, with Net Sales increasing 32.4% and 13.0%, respectively. EBITDA margin expanded to 22.8% in Q4 and 23.0% for the year, rising 389 and 239 basis points, driven by productivity gains. Full-year EPS doubled to 2.1 while Free Cash Flow hit a record Ps. 2.8 billion, a 36% increase. We achieved steady growth across key markets and brands, with notable profitability gains in 2024. Looking ahead, we will strengthen core brands by reinvesting savings from productivity gains as we pursue our cost savings target of Ps. 1.8 billion by 2027."

### Q4 2024 and Full Year Financial Summary

The following table provides a summary of the Company's Income Statement, in millions of Mexican pesos.

	Q4 2024	% sales	Q4 2023	% sales	var %	2024	% sales	2023	% sales	var %
<b>Net Sales</b>	<b>4,665.6</b>	<b>100.0%</b>	<b>3,525.2</b>	<b>100.0%</b>	<b>32.4%</b>	<b>18,606.9</b>	<b>100.0%</b>	<b>16,467.1</b>	<b>100.0%</b>	<b>13.0%</b>
Like-for-like Sales <sup>(1)</sup>					<b>3.5%</b>					<b>5.9%</b>
Gross Profit	2,941.7	63.1%	2,112.7	59.9%	39.2%	11,931.0	64.1%	10,083.2	61.2%	18.3%
Operating Income	953.1	20.4%	640.5	18.2%	48.8%	3,922.5	21.1%	3,201.1	19.4%	22.5%
<b>EBITDA<sup>(2)</sup></b>	<b>1,061.7</b>	<b>22.8%</b>	<b>665.2</b>	<b>18.9%</b>	<b>59.6%</b>	<b>4,270.3</b>	<b>23.0%</b>	<b>3,386.4</b>	<b>20.6%</b>	<b>26.1%</b>
Net Income from Cont. Operations	367.3	7.9%	-116.7	-3.3%	na	2,091.1	11.2%	1,084.9	6.6%	92.7%
<b>EPS</b>	<b>0.37</b>		<b>- 0.11</b>		<b>na</b>	<b>2.09</b>		<b>1.06</b>		<b>96.6%</b>

(1) Like-for-like ("LFL") Sales are Net Sales expressed in constant currency and excludes the hyperinflationary subsidiary

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

The following review compares results of the reported quarter and full year with the same periods of last year:

**Net sales:** +32.4% increase in **Q4**, driven by strong growth in the US, Mexico, Brazil, Colombia and Central America, coupled with a sales recovery in Argentina and favorable FX for ex-Mexico operations. **Full-year 2024** sales expanded by +13.0%, with 85% of sales outpacing inflation and 68% maintaining or increasing market share.

**Like-for-like ("LFL") sales:** +3.5% increase in **Q4** and +5.9% for the **full year 2024** when adjusting sales to constant currency and excluding the hyperinflationary subsidiary, reflecting healthy growth in six of its nine core categories.

**EBITDA:** Reached a 22.8% margin in **Q4** and a 23.0% margin for the **full year 2024**; a +59.6% and 26.1% increase, respectively, reflecting a significant 389 and 239 basis-point expansion resulting from manufacturing cost efficiencies and company-wide cost containment and productivity initiatives.

**Net income from Continuous Operations:** Reached Ps. 367.3 million in **Q4**, a meaningful increase from a negative base caused by the Argentine peso depreciation in Q4 2023. The 92.7% **full-year 2024** increase reflects higher operating income, a favorable FX environment and the reclassification of the associated affiliate as a "non-core asset available for sale" (IFRS-5).

**EPS:** Reached Ps. 0.37 in **Q4**, driven by higher net income. **Full-year 2024** EPS doubled to Ps. 2.1 due to higher income and the 20 million share cancellation executed during 2024.

## Category Review

Genomma's strategy to focus on core brands continues to favorably resonate on the Company's results, reflected in growth in six out of its nine core categories with 85% of sales increasing above inflation and 68% of sales maintaining or gaining market share during 2024. The following table provides a summary of sales per category for the three-month and full year period ended December 31, 2024.

Rank	Core Categories	Net Sales Growth	LFL Sales Growth	Net Sales Growth	LFL Sales Growth
		Q4 2024 YoY	Q4 2024 YoY	2024 FY	2024 FY
1	Beverages	26.6%	12.1%	19.8%	14.4%
2	Skincare	33.2%	(7.3)%	(2.3)%	(5.9)%
3	Cough & Cold	15.0%	9.5%	7.0%	6.6%
4	Haircare	13.1%	(6.0)%	1.9%	(2.8)%
5	Derma OTC	57.1%	17.1%	16.2%	9.5%
6	Analgesics	230.9%	(1.8)%	52.4%	11.7%
7	Gastro	30.6%	12.5%	19.7%	14.9%
8	Infant Nutrition	10.6%	10.6%	16.9%	16.9%
9	Blades & Razors	(22.4)%	(24.5)%	(16.7)%	(14.2)%
Total		32.4%	3.5%	13.0%	5.9%

Like-for-like ("LFL") Sales are Net Sales expressed in constant currency and excludes the hyperinflationary subsidiary.

The following sell-out review compares results of the reported quarter and full year with the same periods of last year in LFL terms:

**Beverages:** Sell-out increased by +28% in **Q4** and +26% for the **full year**, driven by robust performance in key markets and expanding market share. In November 2024, Genomma successfully launched Suerox in Colombia.

**Skincare:** Sell-out decreased by -3.4% in **Q4** and -5.1% for the **full year**, with +7.0% Q4 increase in Teatrical and full year offset by challenges in Cicatricure and Asepxia. Genomma began its Mexican market Asepxia relaunch in Q1 2025.

**Cough & Cold:** Sell-out decreased by -1.4% in **Q4** and increased +6.6% for the **full year**. Genomma brands outperformed the category despite decreased flu cases in the Mexican and US markets in 2024. This outperformance was driven by the Next Antiviral launch, a strong execution and continued market share gains.

**Haircare:** Sell-out increased by +0.1% in **Q4** and +3.0% for the **full year**. Q4 growth in Mexico, US and Brazil was partially offset by challenges in Chile and Peru. Full-year growth was driven by Brazil +25%, Mexico +7% and US +5%.

**Derma OTC:** Sell-out increased by +17% in **Q4** and +5.8% for the **full year**. Q4 growth was driven by robust performance in Silka +23%, Medicasp +28% and Lomecan +14%. Full-year growth was driven by Mexico +18% and US +6%.

**Analgesics:** Sell-out increased by +20% in **Q4** and +12% for the **full year**, with market share gains in key countries during Q4. Full-year growth was driven by Colombia +23%, Chile +18%, Central America +15% and Mexico +14%.

**Gastro:** Sell-out increased by +13% in **Q4** and +10% for the **full year**. Key countries expanded market share in Q4. Full-year growth was driven by a significant increase in Chile +60%, Mexico +15%, Brazil +15% and US +4%.

**Infant Nutrition:** Sell-out increased by +17% in **Q4** and +5.8% for the **full year** with Novamil increasing market share across all core formula variants.

**Blades & Razors:** Sell-out decreased by -17% in **Q4** and increased +0.4% for the **full year**. Genomma implemented a new communications strategy and revitalized in-store displays for 2025.

## Review by Region

The following table provides a summary of net sales performance in millions of Mexican pesos per region for the three-month period and full year ended December 31, 2024:

	Net sales			Net sales		
	Q4 2024	Q4 2023	Δ%	12M Q4 2024	12M Q4 2023	Δ%
Mexico	2,296.9	2,125.9	8.0%	8,879.0	8,048.4	10.3%
Latam	1,934.7	1,034.2	87.1%	7,940.4	6,777.9	17.2%
USA	433.9	365.1	18.8%	1,787.6	1,640.8	8.9%
<b>Total Net Sales</b>	<b>4,665.6</b>	<b>3,525.2</b>	<b>32.3%</b>	<b>18,606.9</b>	<b>16,467.1</b>	<b>13.0%</b>
<b>Total EBITDA</b>	<b>1,061.7</b>	<b>665.2</b>	<b>59.6%</b>	<b>4,270.3</b>	<b>3,386.4</b>	<b>26.1%</b>

Figures in millions of Mexican pesos.

The following regional review compares results of the current quarter with the same quarter of the prior year:

**Mexico:** Net sales increased by +8.0% in Q4 led by the successful execution of the Company's winter sales strategies. The +10.3% full year net sales increase reflects key category market share gains and further expansion within the traditional channel.

The EBITDA margin increased to 23.1% in Q4 and 23.2% for the full year 2024; a 207 contraction and a 148 basis-point expansion, respectively.

**Latam:** Net sales increased by +87.1% in Q4 and +17.2% for the full year 2024, led by a robust performance in Brazil, Colombia and Central America coupled with a favorable FX and a sales recovery in Argentina.

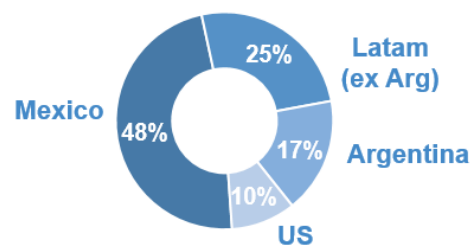
The EBITDA margin reached 23.9% in Q4 and 24.6% for the full year 2024; a 1,459 and 251 basis-point increase, respectively, resulting from productivity gains and favorable FX.

- **Argentina:** Net sales increased to Ps. 797.0 million in Q4, rebounding from a negative base caused by the hyperinflationary accounting effect in Q4 2023. Net sales increased +62.4% to Ps. 3,201.2 million for the full year 2024, led by market share expansion in key brands. Argentina analgesic unit sales increased by +43% and Suerox unit sales by +68% for 2024.

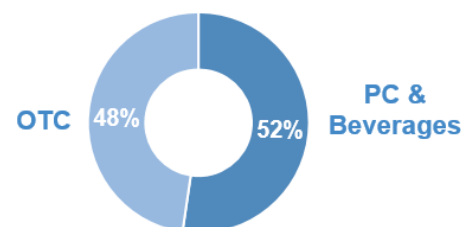
**US:** Net sales increased by +18.8% in Q4 led by a favorable FX and a +1.8% net sales increase in US dollars, driven by expanded beverage distribution and strategic marketing campaigns to drive e-commerce traffic; US-dollar denominated sales growth was partially offset by a weaker flu season. Net sales increased by +8.9% in full year 2024 due to a favorable FX and a +5.4% increase in US dollars. 41% of Genomma's US business increased its Hispanic market share in 2024 while 68% increased above inflation.

The EBITDA margin reached 15.8% in Q4 and 14.7% in full year 2024; a 666 and 583 basis-point increase resulting from productivity gains and favorable FX.

Net Sales by Region  
Full Year 2024



Net Sales by BU  
Full Year 2024





## Working Capital & Free Cash Flow

The following tables provide a summary of the Company's working capital for the Q4 and full year 2024 periods:

	Q4 2024	Q4 2023	Δ	Q3 2024	Δ
Receivable days	86	83	3	98	-12
Payable days	94	104	-10	107	-13
Inventory days	117	104	13	126	-9
<b>CCC</b>	<b>109</b>	<b>83</b>	<b>26</b>	<b>117</b>	<b>-8</b>

**Cash Conversion Cycle (CCC):** amounted to 109 days due to:

- Inventory days increased by 13 days impacted by temporary Suerox inventory build-up as the Company prepares for the high season amid lower production capacity. Suerox inventories are expected to decrease afterwards.
- Payable days decreased by 10-days due to strategic advanced purchases aimed at mitigating potential cost increases due to FX fluctuation, while leveraging the Company's strong cash position.

**Free Cash Flow (FCF):** Increased +34.0% to a full-year record-high of Ps. 2,762.9 million for 2024. The Company converted 15.0% of full year 2024 net sales into cash.

## Capital Allocation

**Dividends.** A cash dividend of \$0.20 Mexican pesos per share was paid in Q4, totaling Ps. 200 million for the quarter. The Company distributed a cash dividend of \$0.78 Mexican pesos per share during 2024, totaling Ps. 779 million for the full year. Genomma intends to continue its quarterly dividend payments.

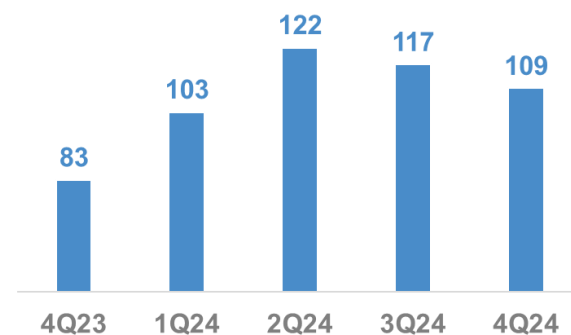
**CAPEX:** Investments in fixed assets totaled Ps. 124.3 million in Q4 and Ps. 227.5 million for the full year 2024, primarily allocated to the Company's manufacturing facility located in the State of Mexico.

## Key Debt Ratios

**EBITDA / Debt Service:** 4.81x

**Net Debt / EBITDA:** 0.95x

## Cash Conversion Cycle



Figures in days

### Days of Accounts Receivable (DSO)

	Q4 2024	Q4 2023	Q3 2024
Mexico	96	88	98
Latam	81	82	106
US	68	52	65
<b>Consolidated</b>	<b>87</b>	<b>83</b>	<b>98</b>

## Relevant Events

[Genomma Lab Pharma Manufacturing Facility Granted Pending GMP Certifications for the Mexican Market](#)

[Genomma Lab Announces Tenth Dividend Payment](#)

## Conference Call

**Date:** Thursday, February 27, 2025

**Time:** 11:00 a.m. Mexico City Time

**Webcast Registration:** [Genomma's FY & Q4 2024 Earnings Call](#)

### Participants:

Marco Sparvieri, CEO  
Antonio Zamora, CFO  
Christianne Ibanez, IRO

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## Sell-side Analyst Coverage

As of February 26, 2025 "LABB" is covered by 9 sell-side analysts at the following brokerages: Actinver Casa de Bolsa, Banco Itaú BBA, BBVA Bancomer, BTG Pactual US Capital, GBM Grupo Bursátil Mexicano, Grupo Financiero Banorte, J.P. Morgan Securities, Monex Grupo Financiero and Vector Casa de Bolsa.

### About

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



### Note on Forward-Looking Statements

This report may contain certain forward-looking statements and information relating to the Company that reflect the current views and/or expectations of the Company and its management with respect to its performance, business and future events. Forward looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain words like "believe," "anticipate," "expect," "envisages," "will likely result," or any other words or phrases of similar meaning. Such statements are subject to a number of risks, uncertainties and assumptions. We caution you that a number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in this presentation and in oral statements made by authorized officers of the Company. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates. Risks and uncertainties include, but are not limited to: risks related to the impact of the COVID19 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.

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

### CONSOLIDATED STATEMENT OF INCOME

For the twelve and three months ended December 31, 2024 and 2023

Thousands of Mexican pesos	Q4					12M				
	2024	% Sales	2023	% Sales	Δ%	2024	% Sales	2023	% Sales	Δ%
Net Sales	4,665,574	100.0%	3,525,153	100.0%	32.4%	18,606,903	100.0%	16,467,126	100.0%	13.0%
Cost of goods sold	(1,723,902)	(36.9)%	(1,412,406)	(40.1)%	22.1%	(6,675,859)	(35.9)%	(6,383,900)	(38.8)%	4.6%
<b>Gross Profit</b>	<b>2,941,672</b>	<b>63.1%</b>	<b>2,112,747</b>	<b>59.9%</b>	<b>39.2%</b>	<b>11,931,044</b>	<b>64.1%</b>	<b>10,083,226</b>	<b>61.2%</b>	<b>18.3%</b>
Selling, general and administrative expenses	(1,901,420)	(40.8)%	(1,362,483)	(38.7)%	39.6%	(7,707,227)	(41.4)%	(6,703,552)	(40.7)%	15.0%
Other income (expense)	21,415	0.5%	(85,098)	(2.4)%	(125.2)%	46,483	0.2%	6,676	0.0%	596.3%
<b>EBITDA</b>	<b>1,061,667</b>	<b>22.8%</b>	<b>665,166</b>	<b>18.9%</b>	<b>59.6%</b>	<b>4,270,300</b>	<b>23.0%</b>	<b>3,386,350</b>	<b>20.6%</b>	<b>26.1%</b>
Depreciation and amortization	(108,523)	(2.3)%	(24,684)	(0.7)%	339.6%	(347,809)	(1.9)%	(185,232)	(1.1)%	87.8%
<b>Income from operations</b>	<b>953,144</b>	<b>20.4%</b>	<b>640,482</b>	<b>18.2%</b>	<b>48.8%</b>	<b>3,922,491</b>	<b>21.1%</b>	<b>3,201,118</b>	<b>19.4%</b>	<b>22.5%</b>
Interest expense	(248,372)	(5.3)%	(218,301)	(6.2)%	13.8%	(887,799)	(4.8)%	(829,903)	(5.0)%	7.0%
Interest income	36,797	0.8%	(41,327)	(1.2)%	(189.0)%	106,111	0.6%	156,926	1.0%	(32.4)%
Foreign exchange result	(16,658)	(0.4)%	(171,133)	(4.9)%	(90.3)%	113,575	0.6%	(543,507)	(3.3)%	(120.9)%
Inflationary result from monetary position	(185,741)	(4.0)%	(159,138)	(4.5)%	16.7%	(363,286)	(2.0)%	(264,045)	(1.6)%	37.6%
<b>Comprehensive financing income (cost)</b>	<b>(413,974)</b>	<b>(8.9)%</b>	<b>(589,899)</b>	<b>(16.7)%</b>	<b>(29.8)%</b>	<b>(1,031,399)</b>	<b>(5.5)%</b>	<b>(1,480,529)</b>	<b>(9.0)%</b>	<b>(30.3)%</b>
Associated company	0	0.0%	0	0.0%	n.a.	0	0.0%	0	0.0%	n.a.
<b>Income before income taxes</b>	<b>539,170</b>	<b>11.6%</b>	<b>50,583</b>	<b>1.4%</b>	<b>965.9%</b>	<b>2,891,092</b>	<b>15.5%</b>	<b>1,720,589</b>	<b>10.4%</b>	<b>68.0%</b>
Income tax expense	(171,859)	(3.7)%	(167,295)	(4.7)%	2.7%	(799,981)	(4.3)%	(635,674)	(3.9)%	25.8%
<b>Net income from continuous operations</b>	<b>367,311</b>	<b>7.9%</b>	<b>(116,712)</b>	<b>(3.3)%</b>	<b>(414.7)%</b>	<b>2,091,111</b>	<b>11.2%</b>	<b>1,084,915</b>	<b>6.6%</b>	<b>92.7%</b>
Results from discontinuous operations	(538,000)	(11.5)%	(3,046)	(0.1)%	17562.5%	(597,989)	(3.2)%	(58,599)	(0.4)%	920.5%
<b>Consolidated net income</b>	<b>(170,689)</b>	<b>(3.7)%</b>	<b>(119,758)</b>	<b>(3.4)%</b>	<b>42.5%</b>	<b>1,493,122</b>	<b>8.0%</b>	<b>1,026,316</b>	<b>6.2%</b>	<b>45.5%</b>

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

As of December 31, 2024 and 2023 and September 30, 2024

Thousands of Mexican pesos	As of December 31,		Δ%	As of September 30,	
	2024	2023		2024	Δ%
<b>ASSETS</b>					
<b>Current assets</b>					
Cash and equivalents and restricted fund	2,379,112	1,671,570	42.3%	1,829,131	30.1%
Clients - Net	4,444,414	3,709,384	19.8%	4,764,136	(6.7)%
Recoverable Taxes	1,492,538	1,558,006	(4.2)%	1,535,937	(2.8)%
Other accounts receivable*	702,175	972,501	(27.8)%	788,219	(10.9)%
Inventory - Net	2,176,087	1,910,700	13.9%	2,219,621	(2.0)%
Prepaid expenses	872,205	814,464	7.1%	1,057,238	(17.5)%
<b>Total current assets</b>	<b>12,066,531</b>	<b>10,636,625</b>	<b>13.4%</b>	<b>12,194,282</b>	<b>(1.0)%</b>
<b>Non-current assets</b>					
Trademarks	5,926,549	4,953,537	19.6%	5,869,345	1.0%
Investment in shares	0	729,153	(100.0)%	0	n.a.
Discontinued Operations	0	0	n.a.	538,000	(100.0)%
Building, properties and equipment – Net	3,526,885	3,391,009	4.0%	3,458,785	2.0%
Deferred income tax, assets and others	1,466,152	962,591	52.3%	1,403,614	4.5%
Assets by right of use	31,686	23,802	33.1%	44,233	(28.4)%
<b>Total non-current assets</b>	<b>10,951,272</b>	<b>10,060,092</b>	<b>8.9%</b>	<b>11,313,977</b>	<b>(3.2)%</b>
<b>TOTAL ASSETS</b>	<b>23,017,803</b>	<b>20,696,717</b>	<b>11.2%</b>	<b>23,508,259</b>	<b>(2.1)%</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>					
<b>Current Liabilities</b>					
Short-term debt and Current portion of long-term debt	1,364,832	1,985,967	(31.3)%	1,317,436	3.6%
Suppliers	1,738,018	1,839,397	(5.5)%	1,892,074	(8.1)%
Other current liabilities	3,277,059	2,592,526	26.4%	3,324,027	(1.4)%
Income tax payable	158,509	221,292	(28.4)%	185,613	(14.6)%
<b>Total current Liabilities</b>	<b>6,538,418</b>	<b>6,639,182</b>	<b>(1.5)%</b>	<b>6,719,150</b>	<b>(2.7)%</b>
<b>Non-current liabilities</b>					
Long-term debt securities	3,187,798	3,180,814	0.2%	3,185,808	0.1%
Long-term loans with financial institutions	1,877,012	1,025,399	83.1%	2,085,010	(10.0)%
Deferred income tax and other long term liabilities	529,719	437,992	20.9%	365,247	45.0%
Payable dividends to shareholders	0	30,581	(100.0)%	0	n.a.
<b>Total non-current Liabilities</b>	<b>5,594,529</b>	<b>4,674,786</b>	<b>19.7%</b>	<b>5,636,065</b>	<b>(0.7)%</b>
<b>TOTAL LIABILITIES</b>	<b>12,132,947</b>	<b>11,313,968</b>	<b>7.2%</b>	<b>12,355,215</b>	<b>(1.8)%</b>
<b>Stockholders' equity</b>					
Contributed Capital	1,825,350	1,861,857	(2.0)%	1,861,857	(2.0)%
Retained earnings	11,511,687	10,766,795	6.9%	11,972,505	(3.8)%
Cumulative translation effects of foreign subsidiaries	(653,102)	(1,399,209)	(53.3)%	(861,523)	(24.2)%
Repurchased shares - Net	(1,801,417)	(1,849,032)	(2.6)%	(1,822,133)	(1.1)%
Fair value through profit OCI	2,338	2,338	0.0%	2,338	0.0%
<b>Total Stockholders' Equity</b>	<b>10,884,856</b>	<b>9,382,749</b>	<b>16.0%</b>	<b>11,153,044</b>	<b>(2.4)%</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>23,017,803</b>	<b>20,696,717</b>	<b>11.2%</b>	<b>23,508,259</b>	<b>(2.1)%</b>



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

## CONSOLIDATED STATEMENT OF CASH FLOWS

For the three and twelve months ended December 31, 2024 and 2023

Thousands of Mexican pesos	Q4			12M		
	2024	2023	Δ%	2024	2023	Δ%
<b>Cash and cash equivalents beginning of period</b>	<b>1,829,131</b>	<b>1,763,956</b>	<b>3.7%</b>	<b>1,671,570</b>	<b>1,503,871</b>	<b>11.2%</b>
<b>Consolidated Net Income</b>	<b>(170,689)</b>	<b>(61,159)</b>	<b>179.1%</b>	<b>1,493,122</b>	<b>1,084,915</b>	<b>37.6%</b>
<b>Charges to results with no cash flow:</b>						
Depreciation and amortization	121,192	81,229	49.2%	359,586	271,441	32.5%
Income tax	171,859	186,072	(7.6)%	799,981	654,451	22.2%
Accrued interest and others	906,590	371,757	143.9%	1,659,174	794,588	108.8%
<b>Changes in Working Capital:</b>						
Clients - Net	293,794	364,128	(19.3)%	(580,621)	(43,756)	1227.0%
Recoverable VAT	41,097	51,100	(19.6)%	70,174	(56,613)	(224.0)%
Inventories	39,200	258,419	(84.8)%	(242,703)	(100,167)	142.3%
Suppliers	(137,762)	(74,540)	84.8%	(115,815)	284,109	(140.8)%
Other current assets	288,700	54,801	426.8%	(146,646)	(151,924)	(3.5)%
Paid income tax	(273,315)	(247,499)	10.4%	(808,791)	(981,143)	(17.6)%
Other current liabilities	4,013	(103,053)	(103.9)%	546,256	552,878	(1.2)%
<b>Net cash generated (used) in operating activities</b>	<b>1,284,679</b>	<b>881,255</b>	<b>45.8%</b>	<b>3,033,717</b>	<b>2,308,779</b>	<b>31.4%</b>
<b>Investing activities:</b>						
Investment in fixed assets	(167,576)	(73,043)	129.4%	(270,806)	(246,801)	9.7%
Resources from financial instruments	(1,805)	0	na	(1,575)	(53,550)	(97.1)%
Sales of equipment	9,274	6,898	34.4%	15,421	13,074	18.0%
Other asset acquisitions	(16,090)	(72,505)	(77.8)%	(675,031)	20,100	(3458.4)%
Interest collected	36,656	(41,347)	(188.7)%	106,037	48,018	120.8%
<b>Net cash generated (used) in investing activities</b>	<b>(139,541)</b>	<b>(179,997)</b>	<b>(22.5)%</b>	<b>(825,954)</b>	<b>(219,159)</b>	<b>276.9%</b>
<b>Financing activities:</b>						
Payments of borrowings with financial institutions	(886,769)	(1,013,992)	(12.5)%	(4,151,027)	(5,582,921)	(25.6)%
Loans with financial and securities institutions	727,219	834,230	(12.8)%	4,275,646	5,493,853	(22.2)%
Interest paid	(233,663)	(212,259)	10.1%	(858,220)	(811,563)	5.7%
Net Stock repurchase	(15,792)	(90,643)	(82.6)%	11,107	(162,266)	(106.8)%
Payment of liabilities for lease	(26,893)	(3,294)	716.4%	(89,728)	(33,213)	170.2%
Dividends paid to shareholders	(183,146)	(192,553)	(4.9)%	(778,819)	(580,704)	34.1%
<b>Net cash used in financing activities</b>	<b>(619,044)</b>	<b>(678,511)</b>	<b>(8.8)%</b>	<b>(1,591,041)</b>	<b>(1,676,814)</b>	<b>(5.1)%</b>
<b>Net increase in cash and cash equivalents before foreign exchange adjustments coming from international operations and inflationary affects cash</b>	<b>526,094</b>	<b>22,747</b>	<b>2212.8%</b>	<b>616,722</b>	<b>412,806</b>	<b>49.4%</b>
Foreign exchange and inflationary effects from international operations	23,887	(61,583)	(138.8)%	90,820	(245,107)	(137.1)%
<b>Accumulated cash flow at the end of the period</b>	<b>2,379,112</b>	<b>1,725,120</b>	<b>37.9%</b>	<b>2,379,112</b>	<b>1,671,570</b>	<b>42.3%</b>
Less - restricted fund	14,073	16,242	(13.4)%	23,206	18,987	22.2%
<b>Cash and cash equivalents at end of period balance for operation</b>	<b>2,365,039</b>	<b>1,708,878</b>	<b>38.4%</b>	<b>2,355,906</b>	<b>1,652,583</b>	<b>42.6%</b>

## ANNEX

## EXCLUSION OF IAS 29 AND IAS 21 EFFECTS

For the three months and trailing twelve months ended December 31, 2024 and 2023

	Reported			2024		2023		Excl. IAS 29 & 21		
	Q4 2024	Q4 2023	Δ%	Inflation Effect (IAS 29)	Conversion Effect (IAS 21)	Inflation Effect (IAS 29)	Conversion Effect (IAS 21)	Q4 2024	Q4 2023	Δ%
Net Sales	4,665.6	3,525.2	32.4%	196.8	(28.3)	623.6	(1,468.3)	4,497.0	4,369.8	2.9%
EBITDA	1,061.7	665.2	59.6%	65.4	(9.8)	190.6	(558.6)	1,006.1	1,033.2	(2.6)%
EBITDA Margin	22.8%	18.9%						22.4%	23.6%	
Net Income	367.3	(116.7)	(414.7)%	(324.2)	(6.0)	(222.0)	(280.1)	697.5	385.3	81.0%
Net Margin	7.9%	-3.3%						15.5%	8.8%	

	Reported			2024		2023		Excl. IAS 29 & 21		
	12M Q4 2024	12M Q4 2023	Δ%	Inflation Effect (IAS 29)	Conversion Effect (IAS 21)	Inflation Effect (IAS 29)	Conversion Effect (IAS 21)	12M Q4 2024	12M Q4 2023	Δ%
Net Sales	18,606.9	16,467.1	13.0%	554.1	16.1	1,280.0	(2,224.4)	18,036.6	17,411.6	3.6%
EBITDA	4,270.3	3,386.4	26.1%	176.9	5.6	416.3	(892.9)	4,087.8	3,863.0	5.8%
EBITDA Margin	23.0%	20.6%						22.7%	22.2%	
Net Income	2,091.1	1,084.9	92.7%	(596.2)	4.6	(283.3)	(493.6)	2,682.7	1,861.8	44.1%
Net Margin	11.2%	6.6%						14.9%	10.7%	

## ANNEX REGIONAL SALES BY BUSINESS UNIT

For the three and trailing twelve months ended December 31, 2024 and 2023

Business Unit	Mexico			Latam			USA		
	Q4 2024	Q4 2023	Δ%	Q4 2024	Q4 2023	Δ%	Q4 2024	Q4 2023	Δ%
Over-the-Counter Medicines	1,364.7	1,240.9	10.0%	919.3	579.8	58.6%	203.7	254.4	(19.9)%
Personal Care & Beverages	932.2	885.0	5.3%	1,015.4	454.4	123.5%	230.2	110.7	107.9%
<b>Total</b>	<b>2,296.9</b>	<b>2,125.9</b>	<b>8.0%</b>	<b>1,934.7</b>	<b>1,034.2</b>	<b>87.1%</b>	<b>433.9</b>	<b>365.1</b>	<b>18.8%</b>

Business Unit	Mexico			Latam			USA		
	LTM 2024	LTM 2023	Δ%	LTM 2024	LTM 2023	Δ%	LTM 2024	LTM 2023	Δ%
Over-the-Counter Medicines	4,754.5	4,325.3	9.9%	4,121.5	3,715.9	10.9%	860.4	977.7	(12.0)%
Personal Care & Beverages	4,124.5	3,723.1	10.8%	3,818.9	3,062.0	24.7%	927.2	663.1	39.8%
<b>Total</b>	<b>8,879.0</b>	<b>8,048.4</b>	<b>10.3%</b>	<b>7,940.4</b>	<b>6,777.9</b>	<b>17.2%</b>	<b>1,787.6</b>	<b>1,640.8</b>	<b>8.9%</b>



S&P Global ESG Score  
**"62"**  
Record high from 58 last year



Third improvement  
in last 4 yrs



18th consecutive  
year awarded



**+220,000**  
Medicines donated during  
FY 2024



Second bee keeping lab  
in the US  
Preserving **+300** hectares