# GENOMMA LAB SECOND QUARTER 2025





## Genomma Lab Internacional Announces Results for the Second Quarter 2025

Mexico City, July 23, 2025 – Genomma Lab Internacional, S.A.B. de C.V. (BMV: LAB B) ("Genomma" or "the Company"), today announced its results for the second quarter of 2025. All figures included herein are stated in nominal Mexican pesos and have been prepared in accordance with International Financial Reporting Standards (IFRS), unless otherwise noted.

## Comments from our CEO, Marco Sparvieri

"Genomma's second quarter sales grew +0.5%, or +5.5% excluding Argentina, reflecting a significant Argentine peso depreciation and a weak beverage season in Mexico. Importantly, the company's profitability remained solid, with +4.4% EBITDA growth, margin expanding +89 bps to 23.8%, and a proforma net income increase of +16.6% (excluding non-cash FX related effects). These profitability levels and a 7-day improvement in cash conversion cycle drove a +64.6% free-cash-flow increase for the trailing twelve months. As the company navigates macroeconomic headwinds in 2025, we remain intently focused on executing our growth projects while maintaining an average EBITDA margin of 24% through our ongoing productivity program."

### **Q2 2025 Financial Summary**

	Q2 2025	% sales	Q2 2024	% sales	% var
Net Sales Like-for-like Sales <sup>(1)</sup>	4,676.4	100.0%	4,651.5	100.0%	<b>+0.5%</b> +0.3%
Gross Profit Operating Income EBITDA <sup>(2)</sup>	2,969.4 1,030.6 <b>1,112.9</b>	63.5% 22.0% <b>23.8%</b>	2,977.7 983.3 <b>1,065.8</b>	64.0% 21.1% <b>22.9%</b>	(0.3)% +4.8% <b>+4.4%</b>
Net Income Proforma Net Income <sup>(3)</sup> EPS	355.0 667.8 <b>0.35</b>	7.6% 14.3%	631.6 572.7 <b>0.63</b>	13.6% 12.3%	(43.8)% +16.6% <b>(43.8)%</b>
Proforma EPS <sup>(3)</sup>	0.67		0.57		+16.6%

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

(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

(3) Proforma Net Income = Net Income - Foreign Exchange Result - Inflationary Result from Monetary Position

**Net sales:** Increased +0.5%, or +5.5% excluding Argentina, impacted by an -18.3% Argentine peso depreciation and a weak beverage season in Mexico, partially offset by robust growth in the US, Brazil, Central America and Andean cluster.

**EBITDA:** Reached a 23.8% margin; a +4.4% increase reflecting a significant +89 basis-point expansion driven by manufacturing cost efficiencies, a favorable sales mix and successful company-wide productivity initiatives.

**Net income:** Decreased -43.8% impacted by a significant non-cash FX loss and an inflationary loss from the Company's monetary position in its hyperinflationary subsidiary.

**Proforma net income:** When excluding non-cash FX related effects, proforma net income increased +16.6% reflecting a higher margin due to increased operating income and lower net interest expenses.

Proforma EPS: When excluding non-cash effects, EPS stood at Ps. 0.67 per share; a +16.6% increase.



## **Regional Review per Business Unit**

Genomma's strategy to focus on core brands continues to resonate on the Company's results, reflected in 75% of sales growing above inflation and 67% of sales maintaining or gaining market share. The following table provides a summary of regional sales per business unit for the three-month period ended June 30, 2025.

<b>Business Unit</b>		Mexico			Latam			U.S.			Total	
	Q2 2025	Q2 2024	Δ%	Q2 2025	Q2 2024	Δ%	Q2 2025	Q2 2024	Δ%	Q2 2025	Q2 2024	Δ%
Beverages	426.6	582.5	(26.8)%	185.4	168.3	10.1%	132.8	64.5	106.0%	744.7	815.3	(8.7)%
OTC	869.2	784.1	10.9%	1,013.2	1,204.0	(15.8)%	176.3	228.2	(22.7)%	2,058.7	2,216.3	(7.1)%
Personal Care	697.1	694.2	0.4%	845.6	664.4	27.3%	152.6	122.6	24.5%	1,695.4	1,481.2	14.5%
Infant Nutrition	177.6	138.7	28.1%	-	-	n.a.	-	-	n.a.	177.6	138.7	28.1%
Total	2,170.6	2,199.5	(1.3)%	2,044.2	2,036.7	0.4%	461.7	415.3	11.2%	4,676.4	4,651.5	0.5%

The following sales review compares results of the current quarter with the same quarter of the prior year in MXN, unless otherwise stated:

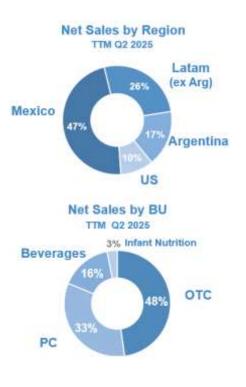
**Mexico:** Net sales declined -1.3%, impacted by a weak beverage season due to lowerthan-normal temperatures in this market, partially offset by a double-digit increase in OTC sales with strong performance and market share gains in Analgesics and Cough & Cold. Personal Care saw a double-digit increase in Haircare, mixed Skincare results, and continued double-digit sell-out growth from the Asepxia relaunch. Infant Nutrition grew double digits on improved fill rates and market share gains in key formulas. Suerox maintained its market share with sell-out down -3.7%, outperforming the isotonic category's -20% year-to-date decline in this market. Route expansion in the northwest was accelerated to mitigate weather impacts.

The EBITDA margin increased to 24.6%, a +207-basis point expansion due to productivity gains.

Latam (ex Arg): Net sales increased 10.5% driven by robust growth in Brazil, Central America, and the Andean Cluster. EBITDA margin including Argentina reached 24.7%, a -44-basis point decrease mainly due to hyperinflation accounting related effects.

**Argentina:** Net sales declined -14.2% to Ps. 717.1 million, driven by hyperinflationary accounting adjustments following an -18.7% Argentine peso depreciation. Local currency sales grew in line with inflation, with solid unit share gains in Ibu 400, Treg, and Suerox, partly offset by a tough comparison from the prior-year Tarifol 1-gram government subsidy.

**US:** Net sales increased +11.2% led by a favorable FX while local currency sales grew +0.7% reflecting continued beverage expansion in the region and robust performance in haircare despite ongoing disruption in US Hispanic consumption. The EBITDA margin reached 15.8%, a 204 basis-point increase due to productivity gains.





## **Working Capital & Free Cash Flow**

The following tables provide a summary of the Company's working capital.

	Q2 2025	Q2 2024	Δ	Q1 2025	Δ
Receivable days Payable days Inventory days	100 96 111	104 103 121	-4 -7 -10	103 104 117	-3 -8 -6
CCC	115	122	-7	116	-1

Cash Conversion Cycle (CCC): reached 115 days, a 7-day improvement driven by a 10-day decrease in inventories post-beverage season and a 4-day reduction in receivables.

A decrease in days payable reflects the Company's transition to inhouse OTC manufacturing in Mexico.

Free Cash Flow (FCF): increased 64.6% to Ps. 2,705.3 million during the trailing-twelve months (TTM) compared to the same period of last year. The Company converted 14.4% of the TTM Net Sales into free cash flow.

## **Capital Allocation**

Dividends. On July 1st, 2025, the Company paid a cash dividend of \$0.200000 Mexican pesos per share on common stock paid during the quarter, totaling Ps. 200 million. Genomma intends to continue quarterly dividend payments.

Share buybacks. 4.6 million shares repurchased during the quarter totaling Ps. 104.1 million.

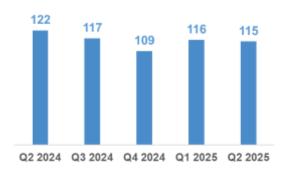
CAPEX: Investments in manufacturing equipment totaled Ps. 86.6 million in Q2 2025, including investments related to the commissioning of the Company's new Suerox line.

## **Key Debt Ratios**

**EBITDA / Debt Service:** 4.96x 1.04x

**Net Debt / EBITDA:** 

**Cash Conversion Cycle** 



Figures in days

#### Days of Accounts Receivable (DSO)

	Q2 2025	Q2 2024	Q1 2025
Mexico	116	106	111
Latam	91	108	98
US	63	73	85
Consolidated	100	104	103



## Q2 2025 Results



## **Relevant Events**

Genomma Lab successfully issued the LAB 25 and LAB 25-2 unsecured bonds (Cebures) Genomma Lab International Informs Total Prepayment Of "Lab 23" Unsecured Local Bond (Cebures) Genomma Lab Internacional Announces Twelfth Dividend Payment

## **Conference Call**

Date: Thursday, July 24, 2025 Time: 1:00 p.m. ET | 11:00 a.m. Mexico City Time Webcast Registration: Genomma's Q2 2025 Earnings Call

#### **Participants:**

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

#### **Contact Information:**

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#### Sell-side Analyst Coverage

As of July 23, 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.

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

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 owards like "believe," and/or expectations of the Company and its management with respect to its performance, business and future events. Forward looking statements, and may contain overs in the present state subject to a number of rinks, 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 sconten divesting to 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 rouce stating exclass; financial instability of the Sources function including tax schanges in behavior, and divestitures; manufacturing difficulties or delays, supply chain; significant adverse litigation or government action, including tax langes by competitors; challenges inherent in new product development; the ability of the Company for successfully execute strategic plans; the impact of business combinations and divestitures; manufacturing difficulties or delays, supply chain; significant adverse lit 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 three and six months ended June 30, 2025 and 2024

			Q2				61	Λ		
Thousands of Mexican pesos	2025	% Sales	2024	% Sales	Δ%	2025	% Sales	2024	% Sales	∆%
Net Sales	4,676,435	100.0%	4,651,495	100.0%	0.5%	9,082,761	100.0%	8,848,815	100.0%	2.6%
Cost of goods sold	(1,707,020)	(36.5)%	(1,673,795)	(36.0)%	2.0%	(3,346,025)	(36.8)%	(3,131,444)	(35.4)%	6.9%
Gross Profit	2,969,415	63.5%	2,977,700	64.0%	(0.3)%	5,736,736	63.2%	5,717,371	64.6%	0.3%
Selling, general and administrative expenses	(1,883,464)	(40.3)%	(1,918,346)	(41.2)%	(1.8)%	(3,604,133)	(39.7)%	(3,724,231)	(42.1)%	(3.2)%
Other income (expense)	26,985	0.6%	6,408	0.1%	321.1%	28,146	0.3%	8,205	0.1%	243.0%
EBITDA	1,112,936	23.8%	1,065,762	22.9%	4.4%	2,160,749	23.8%	2,001,345	22.6%	8.0%
Depreciation and amortization	(82,299)	(1.8)%	(82,478)	(1.8)%	(0.2)%	(169,489)	(1.9)%	(160,812)	(1.8)%	5.4%
Income from operations	1,030,637	22.0%	983,284	21.1%	4.8%	1,991,260	21.9%	1,840,533	20.8%	8.2%
Interest expense	(194,272)	(4.2)%	(208,556)	(4.5)%	(6.8)%	(414,374)	(4.6)%	(409,172)	(4.6)%	1.3%
Interest income	33,297	0.7%	9,007	0.2%	269.7%	61,543	0.7%	43,968	0.5%	40.0%
Foreign exchange result	(249,764)	(5.3)%	128,714	2.8%	(294.0)%	(266,889)	(2.9)%	41,825	0.5%	(738.1)%
Inflationary result from monetary position	(63,063)	(1.3)%	(69,778)	(1.5)%	(9.6)%	(113,533)	(1.2)%	(97,491)	(1.1)%	16.5%
Comprehensive financing income (cost)	(473,802)	(10.1)%	(140,613)	(3.0)%	237.0%	(733,253)	(8.1)%	(420,870)	(4.8)%	74.2%
Associated company	0	0.0%	0	0.0%	n.a.	0	0.0%	0	0.0%	n.a.
Income before income taxes	556,835	<b>11.9%</b>	842,671	<b>18.1%</b>	(33.9)%	1,258,007	13.9%	1,419,663	<b>16.0%</b>	(11.4)%
Income tax expense	(201,869)	(4.3)%	(211,026)	(4.5)%	(4.3)%	(404,322)	(4.5)%	(355,923)	(4.0)%	13.6%
Net income from continous operations	354,966	7.6%	631,645	13.6%	(43.8)%	853,685	9.4%	1,063,740	<b>12.0%</b>	(19.7)%
Results from discontinuous operations (Marzam)	0	0.0%	0	0.0%	n.a.	0	0.0%	(59,989)	(0.7)%	(100.0)%
Consolidated net income	354,966	7.6%	631,645	13.6%	(43.8)%	853,685	9.4%	1,003,751	<b>11.3</b> %	(15.0)%



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

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As of June 30, 2025 and 2024 and December 31, 2024

	As of J	une 30,		As of Decembe	er 31,
Thousands of Mexican pesos	2025	2024	Δ%	2024	Δ%
ASSETS					
ASSETS Current assets					
Cash and equivalents and restricted fund	2,587,887	1,233,360	109.8%	2,379,112	8.8%
Clients - Net	5,233,232	4,842,027	8.1%		17.7%
Recoverable Taxes				4,444,414	5.7%
	1,577,438	1,587,398	(0.6)%	1,492,538	
Other accounts receivable*	838,046	777,009	7.9%	702,175	19.4%
Inventory - Net	2,124,652	2,088,052	1.8%	2,176,087	(2.4)%
Prepaid expenses	927,686	955,781	(2.9)%	872,205	6.4%
Fotal current assets	13,288,941	11,483,627	15.7%	12,066,531	10.1%
Non-current assets					
Trademarks	5,610,246	5,211,297	7.7%	5,926,549	(5.3)%
Investment in shares	0	0	n.a.	0	n.a.
Discontinoued Operations	0	550,000	(100.0)%	0	n.a.
Building, properties and equipment – Net	3,604,365	3,455,618	4.3%	3,526,885	2.2%
Deferred income tax, assets and others	1,675,006	1,240,499	35.0%	1,466,152	14.2%
Assets by right of use	65,968	43,773	50.7%	31,686	108.2%
Fotal non-current assets		10,501,187	4.3%	10,951,272	0.0%
			40.0%		<b>5</b> 00/
TOTAL ASSETS	24,244,320	21,984,814	10.3%	23,017,803	5.3%
Current Liabilities	2 220 480	4 500 005		4 204 022	62.0%
Short-term debt and Current portion of long-term debt	2,236,480	1,526,335	46.5%	1,364,832	63.9%
Suppliers	1,843,403	1,773,987	3.9%	1,738,018	6.1%
Other current liabilities	3,001,202	2,635,365	13.9%	3,277,059	(8.4)%
Income tax payable	185,193	206,861	(10.5)%	158,509	16.8%
Total current Liabilities	7,266,278	6,142,548	18.3%	6,538,418	11.1%
Non-current liabilities					
Long-term debt securities	3,384,413	3,183,906	6.3%	3,187,798	6.2%
Long-term loans with financial institutions	1,579,133	1,662,589	(5.0)%	1,877,012	(15.9)%
Deferred income tax and other long term liabilities	779,311	417,573	86.6%	529,719	47.1%
Payable dividends to shareholders	0	0	n.a.	0	n.a.
Total non-current Liabilities	5,742,857	5,264,068	9.1%	5,594,529	2.7%
TOTAL LIABILITIES	13,009,135	11,406,616	14.0%	12,132,947	7.2%
Stockholders' equity	1 005 050	1 064 057	(2, 0)	1 005 050	0.00/
Contributed Capital	1,825,350	1,861,857	(2.0)%	1,825,350	0.0%
Retained earnings		11,511,808	4.4%	11,511,687	4.4%
Cumulative translation effects of foreign subsidiaries	(785,850)	(976,343)	(19.5)%	(653,102)	20.3%
Repurchased shares - Net		(1,821,462)	(0.0)%	(1,801,417)	1.1%
Fair value through profit OCI	2,338	2,338	0.0%	2,338	0.0%
Total Stockholders' Equity	11,235,391	10,578,198	6.2%	10,884,856	3.2%
TOTAL EQUITY AND LIABILITIES	24,244,526	21,984,814	10.3%	23,017,803	5.3%



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

CONSOLIDATED STATEMENT OF CASH FLOWS

For the three months ended June 30, 2025 and 2024

	Q2		
Thousands of Mexican pesos	2025	2024	Δ%
Cash and cash equivalents beginning of period	2,157,025	1,142,126	88.9%
Consolidated Net Income	354,966	631,645	(43.8)%
Charges to results with no cash flow: Depreciation and amortization	92,043	59,845	53.8%
Income tax Accrued interest and others	201,868 236,651	211,026 245,036	(4.3)% (3.4)%
Changes in Working Capital: Clients - Net	(102,365)	(154,915)	(33.9)%
Recoverable VAT Inventories Suppliers	(58,048) (58,579) (52,023)		(167.1)% (2.4)% (68.6)%
Other current assets Paid income tax	75,290 (149,014)	(307,984) (57,741)	(124.4)% 158.1%
Other current liabilities	(31,257)	(75,674)	(58.7)%
Net cash generated (used) in operating activities	509,532	412,078	23.6%
Investing activities: Investment in fixed assets Resources from financial instruments Sales of equipment Other asset acquisitions Interest collected	(86,566) (14,675) 2,945 (36,376) 33,263	(16,097) 7,086 3,361 (58,666) 9,025	437.8% (307.1)% (12.4)% (38.0)% 268.6%
Net cash generated (used) in investing activities	(101,409)	(55,291)	83.4%
Financing activities: Payments of borrowings with financial institutions Loans with financial and securities institutions Interest paid Net Stock repurchase Payment of liabilities for lease Dividends paid to shareholders	(2,091,270) 2,400,000 (191,575) 36,075 (12,600) 0	1,787,798 (209,613) 68,455	22.3% 34.2% (8.6)% (47.3)% (56.2)% (100.0)%
Net cash used in financing activities	140,630	(300,785)	(146.8)%
Net increase in cash and cash equivalents before foreign exchange adjustments coming from international operations and inflationary affects cash	548,753	56,002	879.9%
Foreign exchange and inflationary effects from international operations	(117,891)	35,232	(434.6)%
Accumulated cash flow at the end of the period	2,587,887	1,233,360	109.8%
Less - restricted fund	17,128	16,299	5.1%
Cash and cash equivalents at end of period balance for operation	2,570,759	1,217,061	111.2%



### ANNEX

#### EXCLUSION OF IAS 29 AND IAS 21 EFFECTS

For the three months and trailing twelve months ended June 30, 2025 and 2024

		Reported		20	)25	202	24	Excl.	IAS 29 & 21	
	Q2 2025 Q2		∆%	Δ%InflationConvertionInflationConvertionEffectEffectEffectEffectQ2 2(IAS 29)(IAS 21)(IAS 29)(IAS 21)				Q2 2025	Q2 2024	۵%
Net Sales	4,676.4	4,651.5	0.5%	63.4	(186.8)	131.8	36.5	4,799.8	4,483.2	7.1%
<b>EBITDA</b> EBITDA Margin	<b>1,112.9</b> 23.8%	<b>1,065.8</b> 22.9%	4.4%	12.2	(56.3)	43.3	12.9	<b>1,157.0</b> 24.1%	<b>1,009.6</b> 22.5%	14.6%
<b>Net Income</b> Net Margin	<b>355.0</b> 7.6%	<b>631.6</b> 13.6%	(43.8)%	(130.2)	(26.3)	(107.7)	9.8	<b>511.4</b> 10.7%	<b>729.6</b> 16.3%	(29.9)%

		Reported		20	)25	202	24	Excl.	IAS 29 & 21	
	12M Q2 2025	12M Q2 2024	۵%	Inflation Effect (IAS 29)	Convertion Effect (IAS 21)	Inflation Effect (IAS 29)	Convertion Effect (IAS 21)	12M Q2 2025	12M Q2 2024	۵%
Net Sales	18,840.8	16,767.2	12.4%	451.0	(212.2)	1,182.1	(1,875.4)	18,602.0	17,460.5	6.5%
<b>EBITDA</b> EBITDA Margin	<b>4,429.7</b> 23.5%	<b>3,600.2</b> 21.5%	23.0%	142.2	(63.9)	376.9	(706.0)	<b>4,351.4</b> 23.4%	<b>3,929.3</b> 22.5%	10.7%
Net Income Net Margin	<b>1,881.1</b> <i>10.0%</i>	<b>1,357.5</b> <i>8.1%</i>	38.6%	(668.7)	(31.0)	(393.5)	(375.2)	<b>2,580.7</b> 13.9%	<b>2,126.2</b> 12.2%	21.4%



## ANNEX

REGIONAL SALES PER BUSINESS UNIT

For the three months and six months ended June 30, 2025 and 2024

	Mexico			Latam			U.S.			Total	
Q2 2025	Q2 2024	Δ%	Q2 2025	Q2 2024	Δ%	Q2 2025	Q2 2024	Δ%	Q2 2025	Q2 2024	Δ%
426.6	582.5	(26.8)%	185.4	168.3	10.1%	132.8	64.5	106.0%	744.7	815.3	(8.7)%
869.2	784.1	10.9%	1,013.2	1,204.0	(15.8)%	176.3	228.2	(22.7)%	2,058.7	2,216.3	(7.1)%
697.1	694.2	0.4%	845.6	664.4	27.3%	152.6	122.6	24.5%	1,695.4	1,481.2	14.5%
177.6	138.7	28.1%	-	-	n.a.	-	-	n.a.	177.6	138.7	28.1%
2,170.6	2,199.5	(1.3)%	2,044.2	2,036.7	0.4%	461.7	415.3	11.2%	4,676.4	4,651.5	0.5%
	426.6 869.2 697.1 177.6	Q2 2025   Q2 2024     426.6   582.5     869.2   784.1     697.1   694.2     177.6   138.7	Q2 2025   Q2 2024   Δ%     426.6   582.5   (26.8)%     869.2   784.1   10.9%     697.1   694.2   0.4%     177.6   138.7   28.1%	Q2 2025   Q2 2024   Δ%   Q2 2025     426.6   582.5   (26.8)%   185.4     869.2   784.1   10.9%   1,013.2     697.1   694.2   0.4%   845.6     177.6   138.7   28.1%   -	Q2 2025   Q2 2024 $\Delta\%$ Q2 2025   Q2 2024     426.6   582.5   (26.8)%   185.4   168.3     869.2   784.1   10.9%   1,013.2   1,204.0     697.1   694.2   0.4%   845.6   664.4     177.6   138.7   28.1%   -   -	Q2 2025   Q2 2024   Δ%   Q2 2025   Q2 2024   Δ%     426.6   582.5   (26.8)%   185.4   168.3   10.1%     869.2   784.1   10.9%   1,013.2   1,204.0   (15.8)%     697.1   694.2   0.4%   845.6   664.4   27.3%     177.6   138.7   28.1%   -   -   n.a.	Q2 2025   Q2 2024   Δ%   Q2 2025   Q2 2024   Δ%   Q2 2025     426.6   582.5   (26.8)%   185.4   168.3   10.1%   132.8     869.2   784.1   10.9%   1,013.2   1,204.0   (15.8)%   176.3     697.1   694.2   0.4%   845.6   664.4   27.3%   152.6     177.6   138.7   28.1%   -   -   n.a.   -	Q2 2025   Q2 2024 $\Delta\%$ Q2 2025   Q2 2024 $\Delta\%$ Q2 2025   Q2 2024 $\Delta\%$ Q2 2025   Q2 2024     426.6   582.5   (26.8)%   185.4   168.3   10.1%   132.8   64.5     869.2   784.1   10.9%   1,013.2   1,204.0   (15.8)%   176.3   228.2     697.1   694.2   0.4%   845.6   664.4   27.3%   152.6   122.6     177.6   138.7   28.1%   -   -   n.a.   -   -	Q2 2025   Q2 2024   Δ%   Q2 2025   Q2 2025   Q2 2025   Q2 2025   Q2 2024   Δ%     426.6   582.5   (26.8)%   185.4   168.3   10.1%   132.8   64.5   106.0%     869.2   784.1   10.9%   1,013.2   1,204.0   (15.8)%   176.3   228.2   (22.7)%     697.1   694.2   0.4%   845.6   664.4   27.3%   152.6   122.6   24.5%     177.6   138.7   28.1%   -   -   n.a.   -   -   n.a.	Q2 2025   Q2 2024   Δ%   Q2 2025   Q2 404   Δ%   Q2 405   Q2 405	Q2 2025 Q2 2024 \Delta \log \leq Q2 2025 Q2 2024 \Delta \log \leq Q2 2025 Q2 2025 Q2 2024 \Delta \log \leq Q2 2025 Q2 205

<b>Business Unit</b>		Mexico			Latam			U.S.			Total	
	YTD Q2 2025	YTD Q2 2024	Δ%	YTD Q2 2025	YTD Q2 2024	Δ%	YTD Q2 2025	YTD Q2 2024	Δ%	YTD Q2 2025	YTD Q2 2024	Δ%
Beverages	981.4	985.8	(0.4)%	443.0	305.6	45.0%	273.8	124.6	119.7%	1,698.2	1,416.0	19.9%
OTC	1,687.0	1,615.2	4.4%	1,936.9	2,040.9	(5.1)%	329.7	456.1	(27.7)%	3,953.5	4,112.2	(3.9)%
Personal Care	1,254.9	1,304.9	(3.8)%	1,585.0	1,465.6	8.1%	288.8	260.7	10.8%	3,128.6	3,031.1	3.2%
Infant Nutrition	302.3	289.5	4.4%	-	-	n.a.	-	-	n.a.	302.3	289.5	4.4%
Total	4,225.7	4,195.4	0.7%	3,964.9	3,812.1	4.0%	892.2	841.4	6.0%	9,082.7	8,848.8	2.6%

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



Third improvement in last 4 yrs



19th consecutive year awarded +100,000 Medicines donated during Q2 2025

2024 ESG Annual Report Read here