Genomma Lab
Q2 2026 Earnings Call

Safe Harbour Disclosure

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.

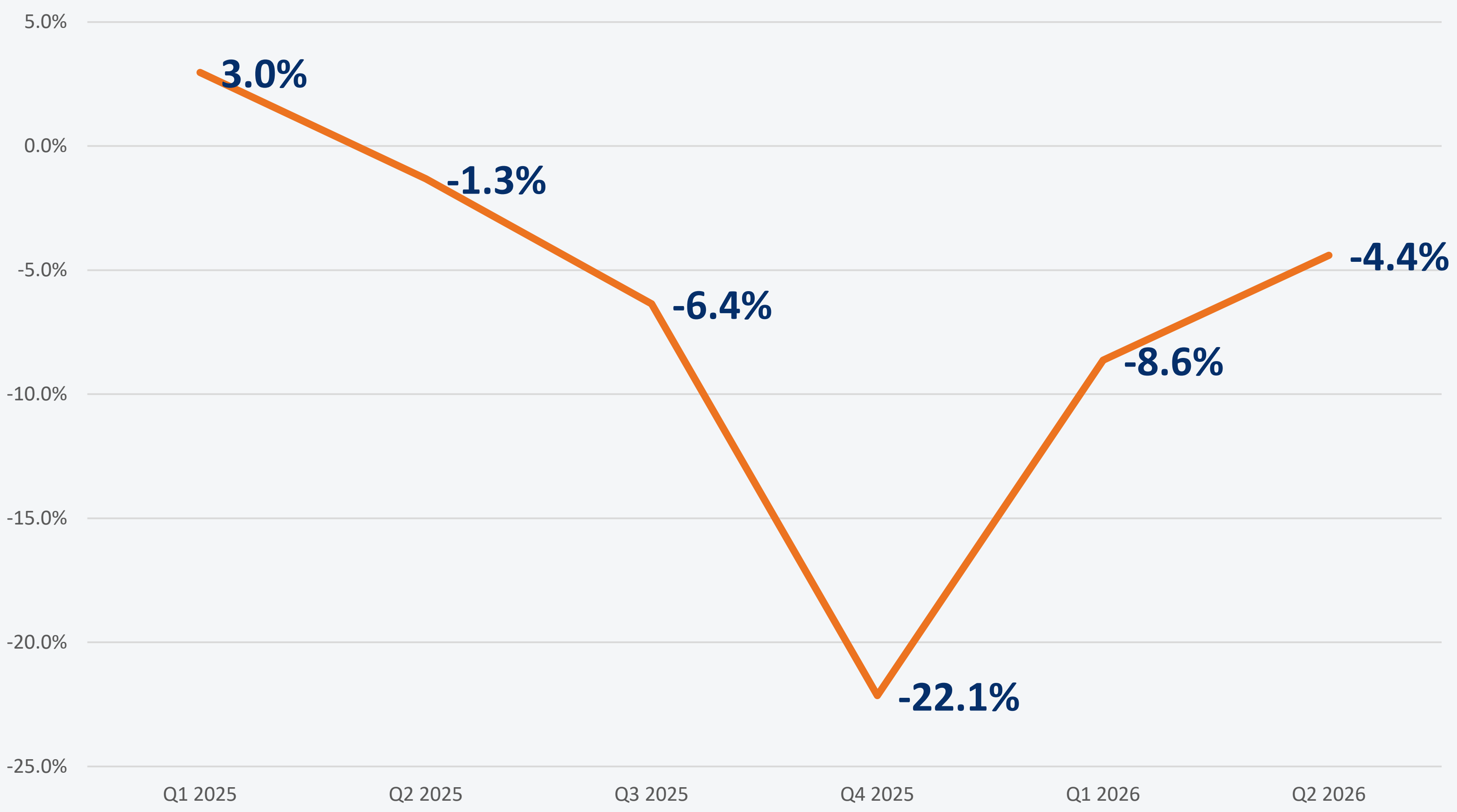
A further list and descriptions of these risks, uncertainties and other factors can be found within the Company's related filings with the Bolsa Mexicana de Valores. Any forward-looking statement made in this release speaks only as of the date of this release. The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Q2 2026 Highlights

1. **Mexican market performance in line with our expectations:**
   - Continued challenging consumption environment
   - Growth initiatives paying off
   - Sequential sales improvement
   - Maintaining market share amid full market category contractions
2. **EBITDA margin in line with our expectations:**
   - Contraction due to operational deleverage
   - Productivity offsetting increased opex
3. **We firmly believe we are on the right path toward sales recovery**
4. **Expecting continued gradual recovery towards 2H 2026**

Mexico sales improve sequentially as growth initiatives gain traction

Genomma Lab Mexico net sales annual growth
Q1 2025 – Q2 2026



Mexico gross sell-out

-4.0%

Q2 2026

Converging

Sell-in vs sell-out

Mexico sell-out follows the sell-in recovery path: back to growth

Monitored sell-out in units (pieces) excl. Soriana · YoY · quarters, with Q2 2026 opened by month

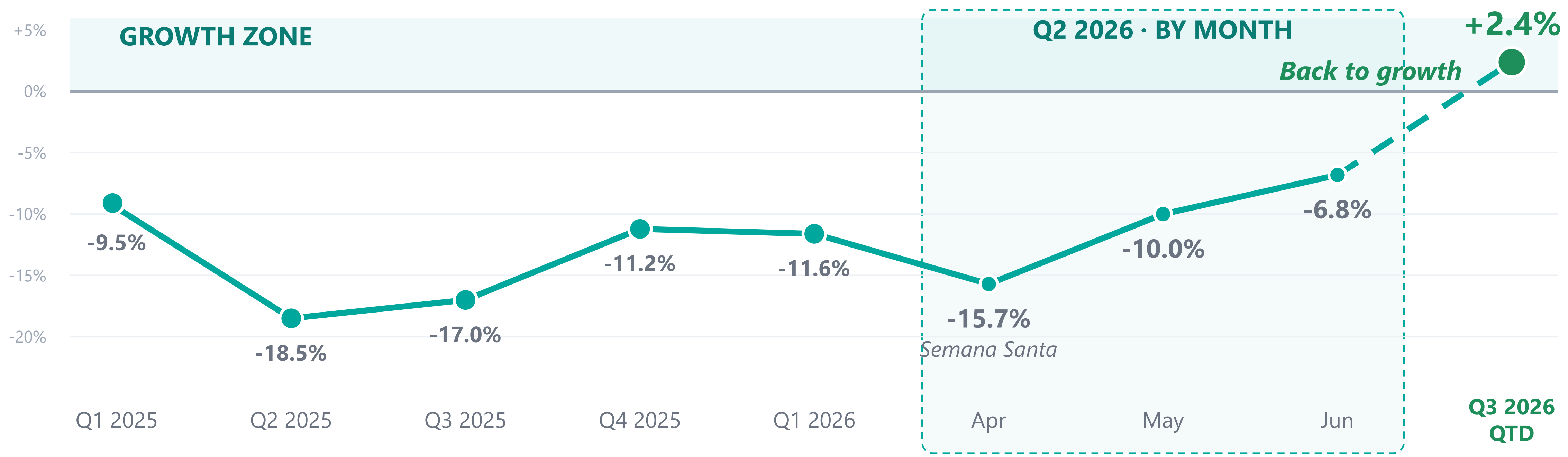
+21 pp
RECOVERY FROM Q2 2025 LOWEST POINT

+9 pp
IMPROVEMENT WITHIN Q2 (APR → JUN)

+2.4%
Q3 2026 QTD — BACK TO GROWTH

Sell-out units — YoY growth

México · monitored retailers excl. Soriana



Excludes retailer undergoing publicly announced network restructuring (20 store closures; SSS −3.2% Q1'26). Sell-out units, monitored retailers, Mexico. Apr–Jun sum to Q2 2026 (−11.4%). Q3 QTD = first two complete weeks (W27–W28); dashed segment = partial period.

Sell-out at the leading retailer is ahead of the curve: growth accelerating

Monitored sell-out in units (pieces) · YoY · quarters, Q2 2026 opened by month

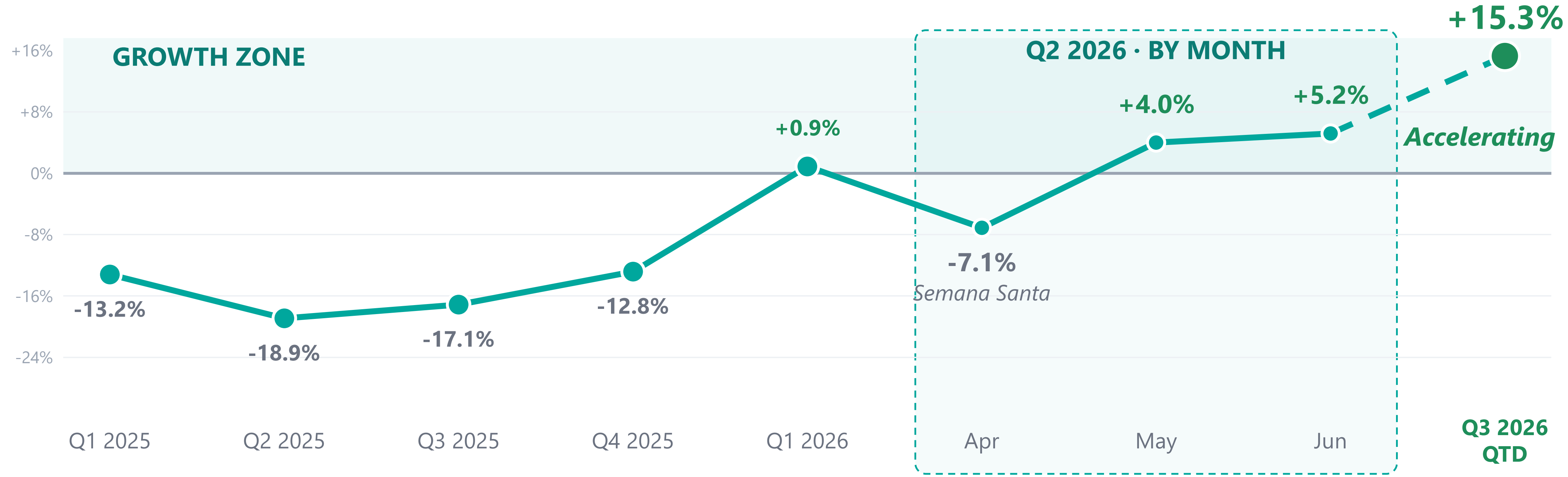
+34 pp
RECOVERY FROM Q2 2025 LOWEST POINT

+12 pp
IMPROVEMENT WITHIN Q2 (APR → JUN)

+15.3%
Q3 2026 QTD — GROWTH ACCELERATING

Sell-out units — YoY growth

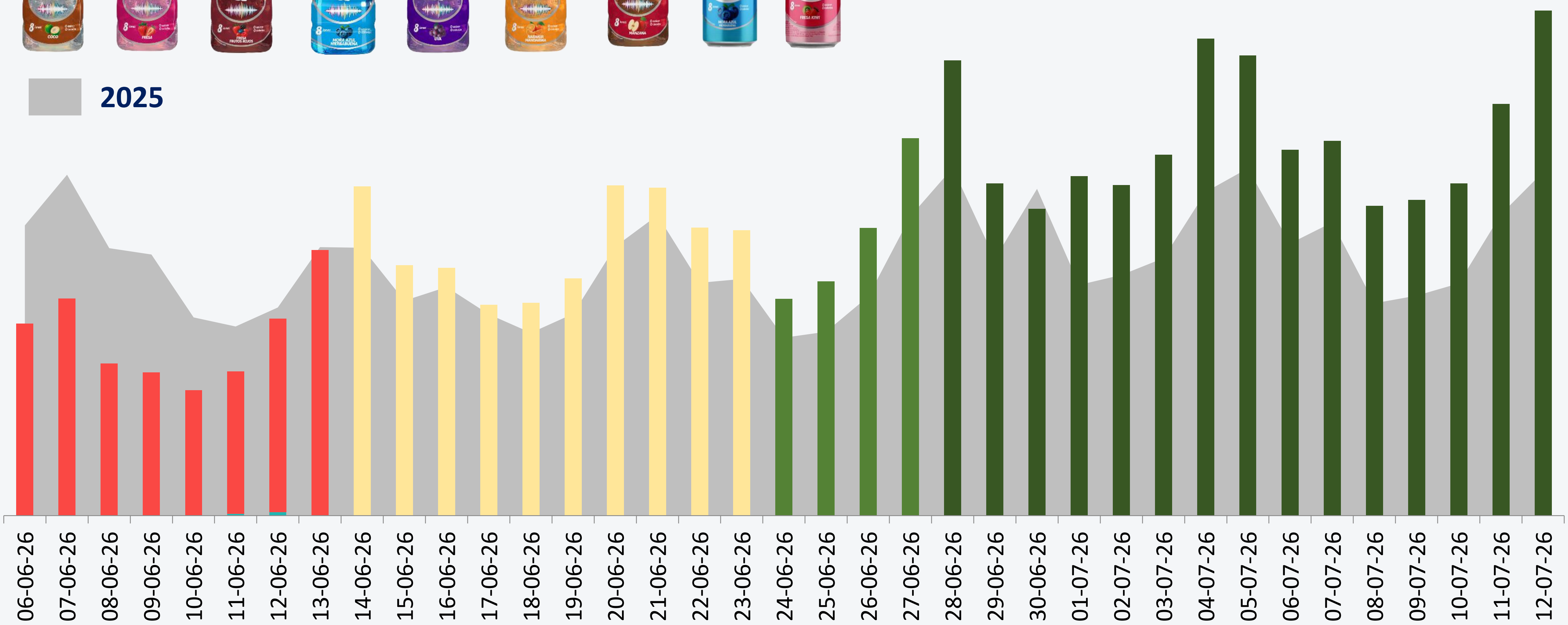
México · Leading retailer (excl. club format)



Sell-out units, leading retailer in Mexico — single-retailer view. Apr–Jun sum to Q2 2026 (−0.1%). Q3 QTD = first two complete weeks (W27–W28); dashed segment = partial period. +13.2% Q3 2026 QTD when including club format.

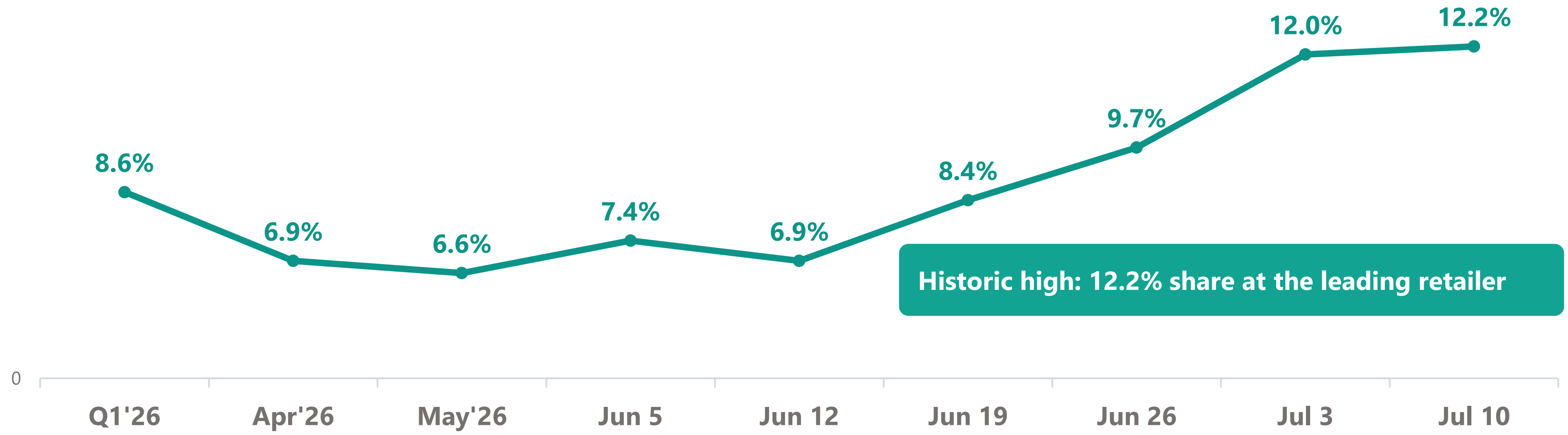
Suerox Mexico growing in sustained double digits

Supported by increased investment and innovation roll-out



Historic-high Suerox Mexico share at the leading retailer

Suerox value market share (%) · Isotonic beverages · monthly → weekly 2026



Share = Suerox sales / category sales; week of Jun 12 partially reported

Suerox Mexico expanded gross margin despite pricing headwinds

Productivity more than offsets lower prices and the new sugar tax — Q2 2026 gross margin reached 62.8%, above pre-discount levels

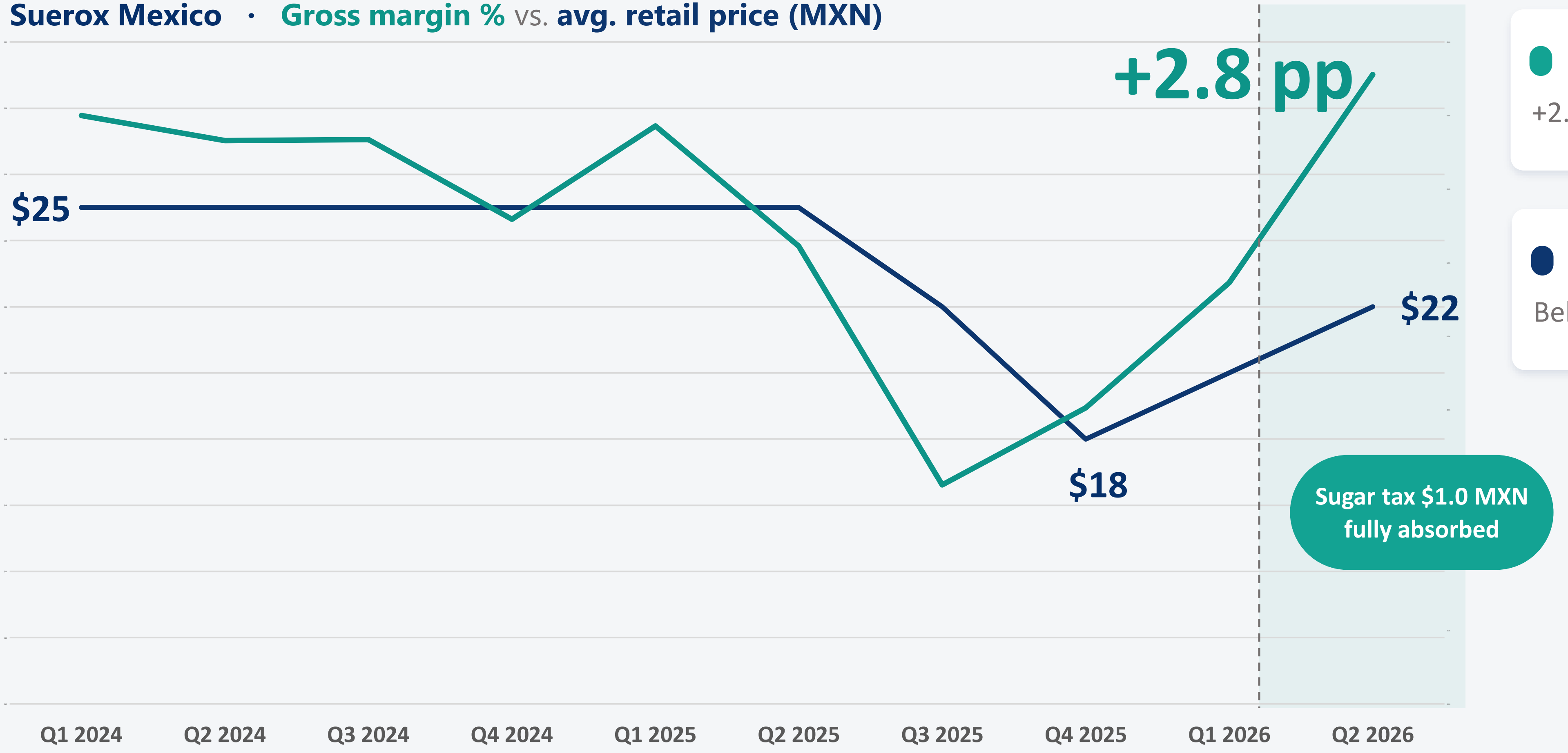
PRICE COMPETITIVENESS
25 → 22 MXN

MARKET SHARE HELD
6.9% → 6.9%
2025 FY — 2026 YTD

SUGAR TAX FULLY ABSORBED
$1.0 MXN/bottle

Q2 2026 GROSS MARGIN UP
+11.7 pp YoY

Suerox Mexico · Gross margin % vs. avg. retail price (MXN)



Higher gross margin
+2.8 pp above pre-discount level

Lower price
Below main competitor

Full Mexican market category contractions

Continued to weigh on Genomma Lab's sell-out

Mexican full-market performance per category
2025 and YTD 2026 (Jan-May)

Data in units

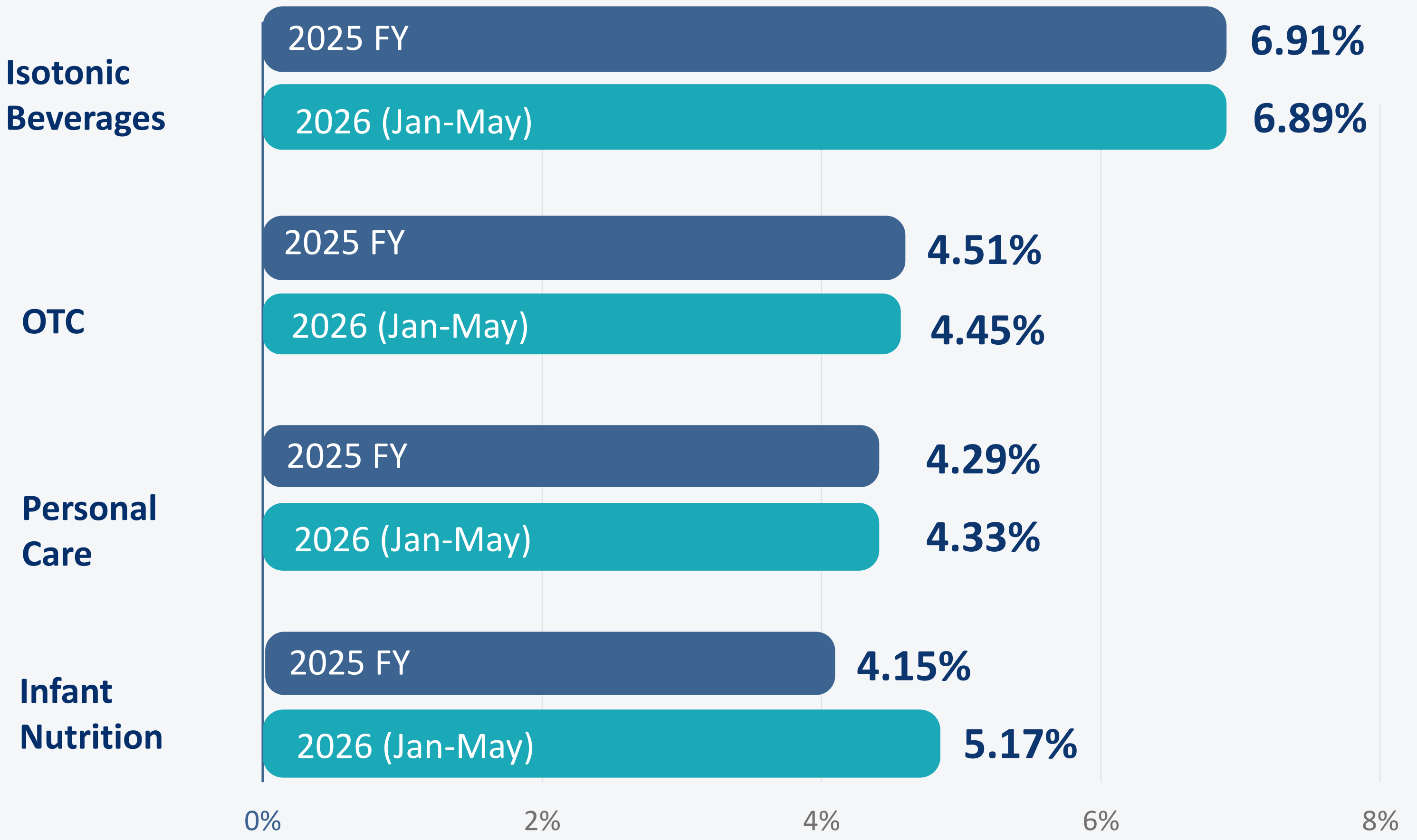
Mexican full market category	2025 Market growth	YTD 2026 Market growth
Isotonic Beverages	-7.6%	-6.6%
OTC	-1.0%	-6.3%
Personal Care	-0.1%	-1.4%
Infant Nutrition	-0.1%	-1.1%

Source: Knobloch for Beverages, OTC & Infant Nutrition; Nielsen for Personal Care, YTD data as of May 2026

Genomma Lab Mexico maintaining sequential market share despite contracting full-market categories

Genomma Lab Mexico market share performance FY 2025 vs YTD 2026 (jan-may)

Data in Mexican pesos



Source: Knobloch for Beverages, OTC & Infant Nutrition; Nielsen for Personal Care, YTD data as of May 2026

Q2 2026 Consolidated Results

Productivity initiatives expanding gross margin and maintaining flat SG&A

Q2 2026 Key financial metrics

Year-over-year performance

Q2 2026		
LFL sales growth	-3.6%	
Net sales growth	-6.0%	
Gross margin	64.6%	+106 bps
EBITDA margin	21.8%	-200 bps
Net margin	8.5%	+93 bps

LatAm

+3.9% Latam LFL growth offsetting Mexican consumption weakness

Productivity

Gross margin expansion offsetting operational deleverage

Flat SG&A

Despite increased opex & inflation

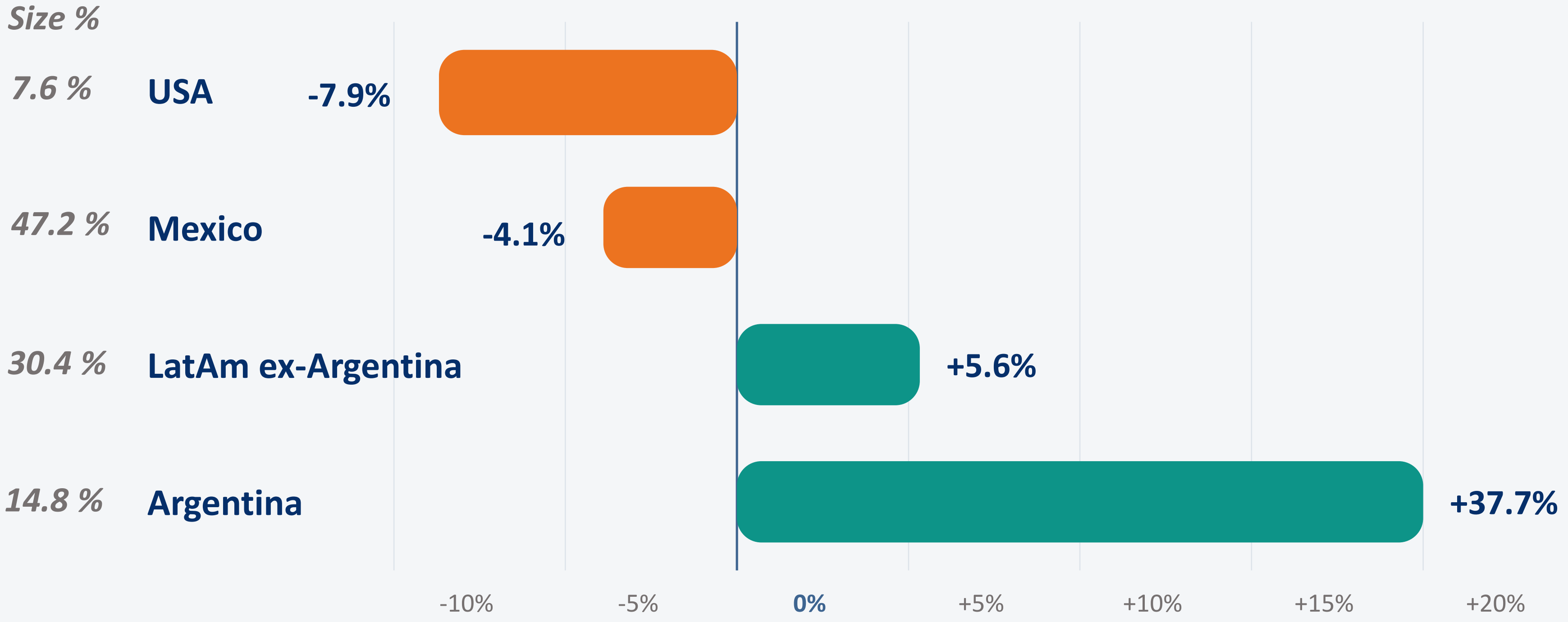
Net profit

+5% growth driven by lower financial expenses

LatAm remains a growth engine while Mexico improves gradually

Q2 2026 gross sell-out by country

Local currency | YoY variation



LatAm ex-Arg YoY %

+5.6%

LatAm is compensating; focus is on Mexico + USA

Argentina +37.7% in nominal ARS — inflation-impacted, scale-capped

We remain confident our strategy will deliver a gradual recovery toward 2H 2026

Commercial levers supporting the recovery path

- **In-store execution**
  Stronger execution plans across priority channels
- **Competitive pricing**
  Maintain attractive value architecture to protect share
- **Digital + TV communication**
  Increase reach and content for targeted brands
- **E-commerce expansion**
  Build incremental growth through digital channels

Expected strategic outcome

Gradual recovery toward 2H 2026

Recovery path

Innovation pipeline

OTC launches + Suerox Mineral ramp-up

Pipeline reinforcing growth initiatives

US sell-out reflects channel shift, not brand erosion

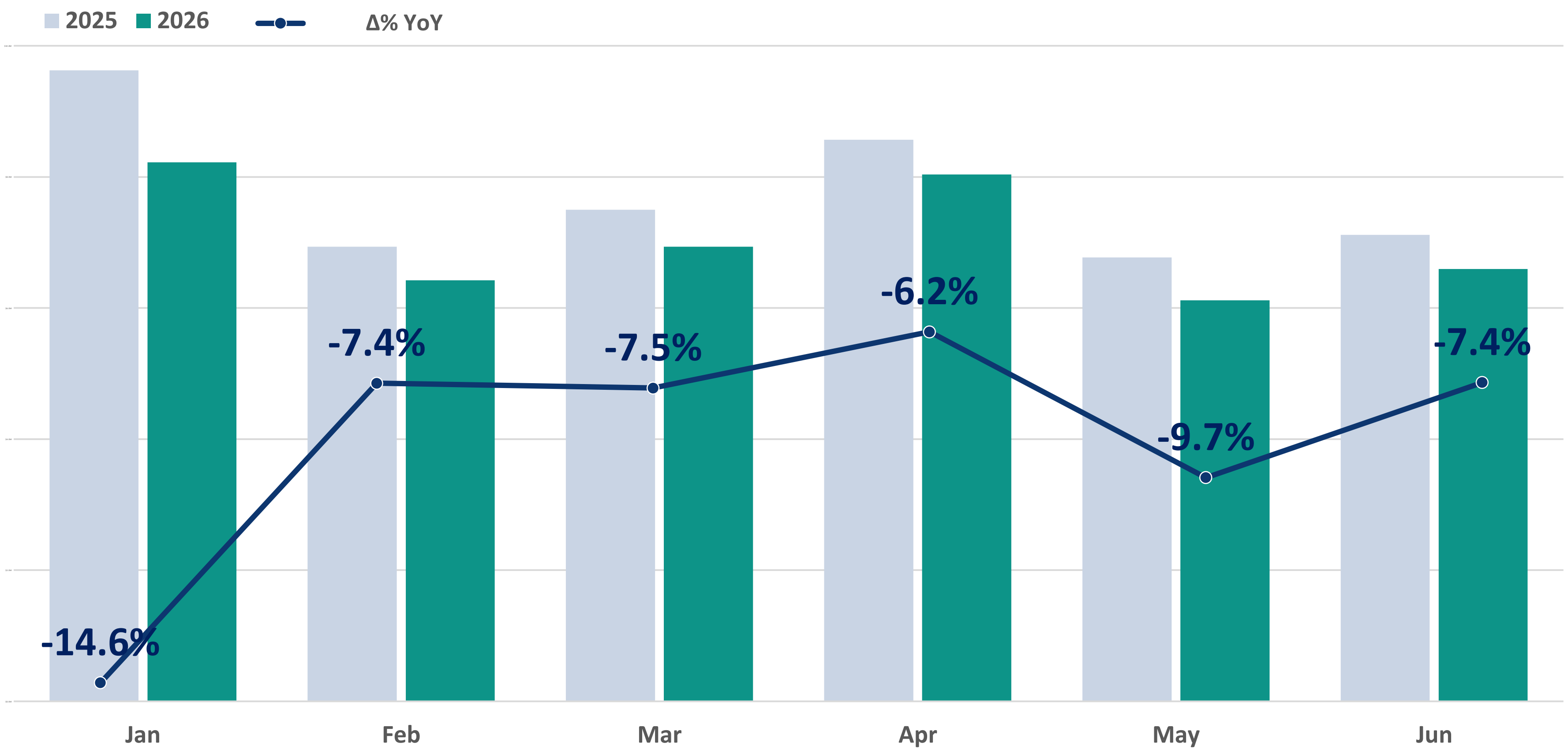
YTD 2026 sell-out declined -9.0% YoY in local currency as traffic migrates online — Suerox grew +11.6% and e-commerce grew +5.7% YoY

US SELL-OUT YTD 2026
-9.0% YoY

E-COMMERCE GROWTH
+5.7% YoY

SUEROX US SELL-OUT UP
+11.6 % YoY

United States · gross sell-out (USD, monthly) . YoY growth



ANTONIO ZAMORA
CFO

FINANCIAL SUMMARY

Million Mexican Pesos

	Q2 2026	% sales	%Δ	%Δ LFL
NET SALES	$4,397.0	100%	(6.0)%	(3.6)%
GROSS PROFIT	2,838.6	64.6%	(4.4)%	
EBITDA	958.6	21.8%	(13.9)%	
NET INCOME	374.5	8.5%	5.5%	+110bps

MEXICO

	Q2
Net Revenues	(4.4)%
EBITDA margin	20.5%

EXCHANGE RATE USD | MXN

Average exchange rate for each period
Source: Banxico

UNITED STATES

	Q2
Net Revenues LFL	(21.3)%
EBITDA margin	9.9%

LatAm FX Trends

ARS (24.4)%

Local Currency expressed in MXN*

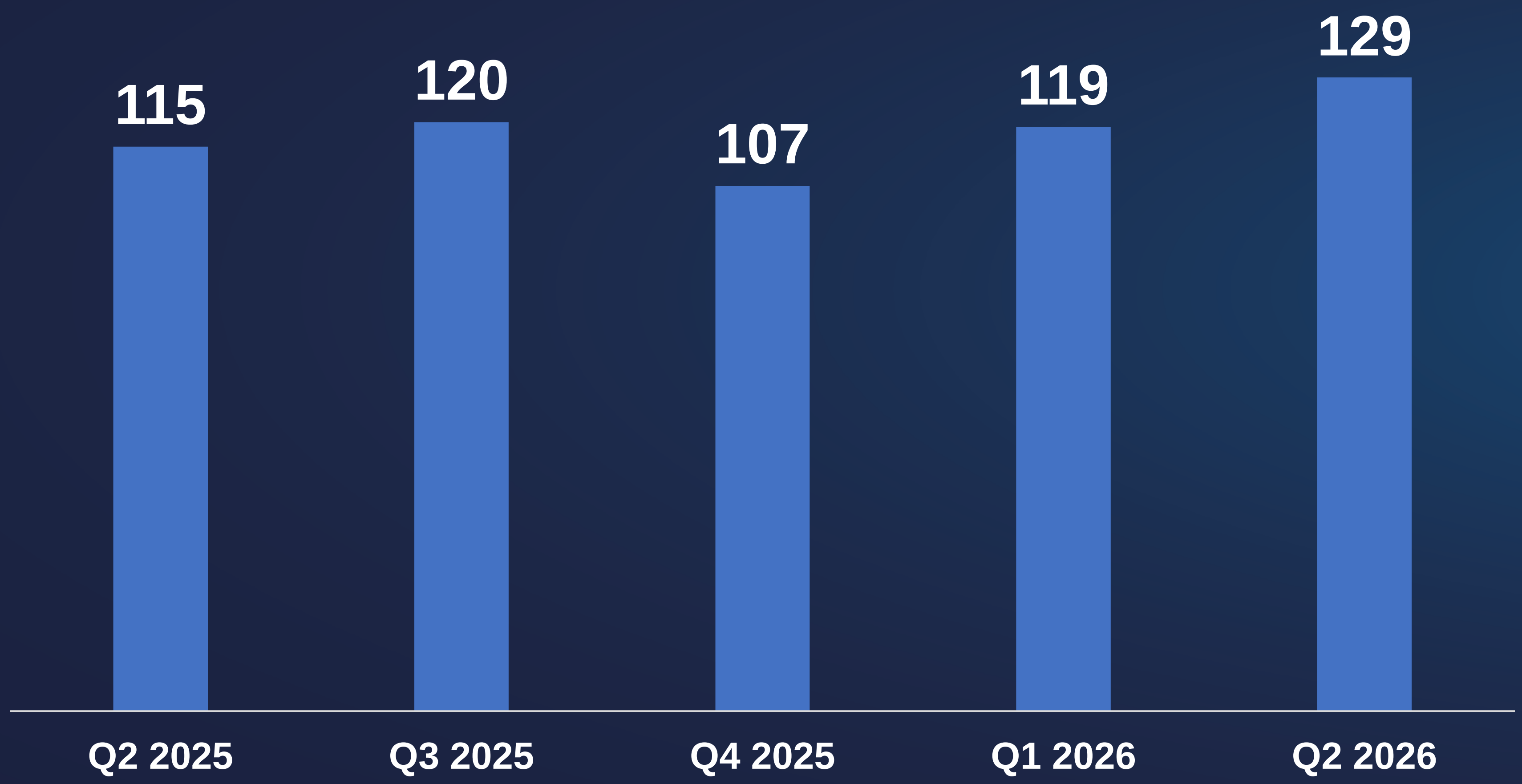
COP	3.8%
BRL	0.1%
UYU	(7.3)%
CLP	(6.2)%
PEN	(4.8)%
BOB	(54.9)%

*Average Exchange rate Q2-2026 vs.Q2-2025.
**Exchange rate for the ARS/MXN at the end of each Quarter.

LATAM

	Q2
Net Revenues LFL	+3.9%
EBITDA margin	25.1%

CASH CONVERSION CYCLE



FIGURES IN DAYS

GENOMMA LAB INTERNACIONAL ANNOUNCES SIXTEENTH DIVIDEND PAYMENT

Mexico City, June 29, 2026 – **Genomma Lab Internacional, S.A.B. de C.V. (BMV: LABB)** ("Genomma Lab" or "the Company"), one of the leading pharmaceutical and personal care product companies in Mexico with an expanding international presence, informs that **today it completed the payment** of the cash dividend previously announced through a Notice of Rights filed with the Mexican Stock Exchange (Bolsa Mexicana de Valores).

The dividend amounted to **$0.200000** Mexican pesos per share on its common stock, representing a total distribution of **$200,000,000.00** M.N. (two hundred million pesos 00/100 National Currency), based on the total number of LABB shares outstanding.

This amount per share is based on the total LABB shares currently outstanding. Genomma's Board of Directors, exercising the powers delegated at the Annual General Shareholders Meeting held on April 24, 2025 ("AGSM"), have therefore deemed it appropriate to make this announced dividend payment.

Subject to the terms and conditions established by the AGSM, the Company has the intention to make **dividend payments on a Quarterly basis**.

FINANCIAL LEVERAGE

The leverage ratio has remained consistently stable over the past six years.

Bancomext Credit Facility

$1.5B MXN

Credit facility amount

TIIE + 0.83%

Reference rate

120 months

Term — equal monthly amortizations (10 years)

Banco Nacional de Comercio Exterior, S.N.C.

STRUCTURE & MECHANICS	
Facility type	Unsecured (quirografario)
Grace period	None
Disbursement	$750M MXN disbursed on July 17, 2026 (50% of total)
Prepayment	No penalty

Source: Credit agreement with Bancomext, July 2026.

ANTONIO ZAMORA

CFO

Q&A

IF YOU WISH TO ASK A QUESTION

PRESS “RAISE HAND”

AT THE BOTTOM OF YOUR SCREEN

Raise Hand

THE OPERATOR WILL INDICATE YOUR TURN

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