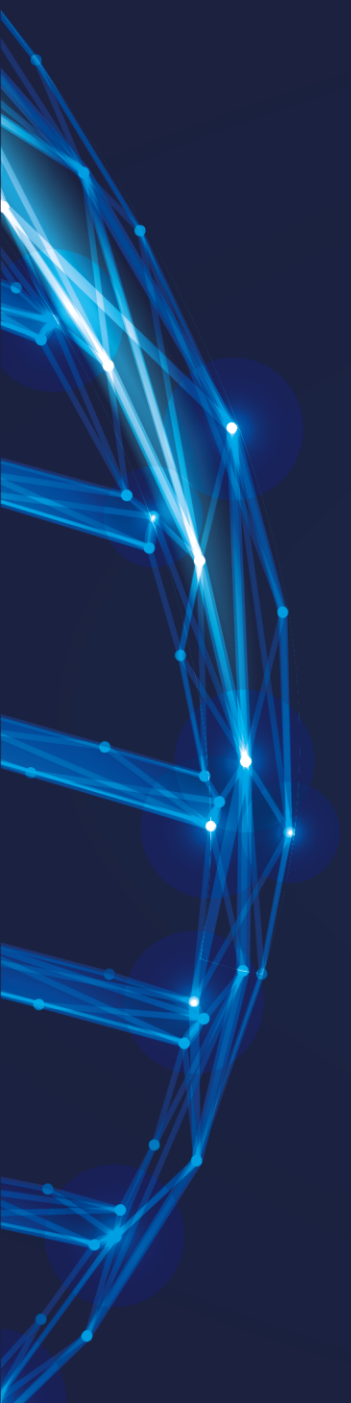


Genomma Lab.®
Internacional

Genomma Lab

Q3 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.

Q3 2026 Highlights

1

Recovery plan is reversing the trend, as anticipated:

- **Sell-in trend reversed:** Mexico improving for a third straight quarter
- **Sell-out trend reversed:** back to growth
- **Market share recovering:** Suerox at a historic high at the leading retailer

2

EBITDA margin of 21% in line with expectations:

- Deliberate decision to invest more in the business to accelerate growth

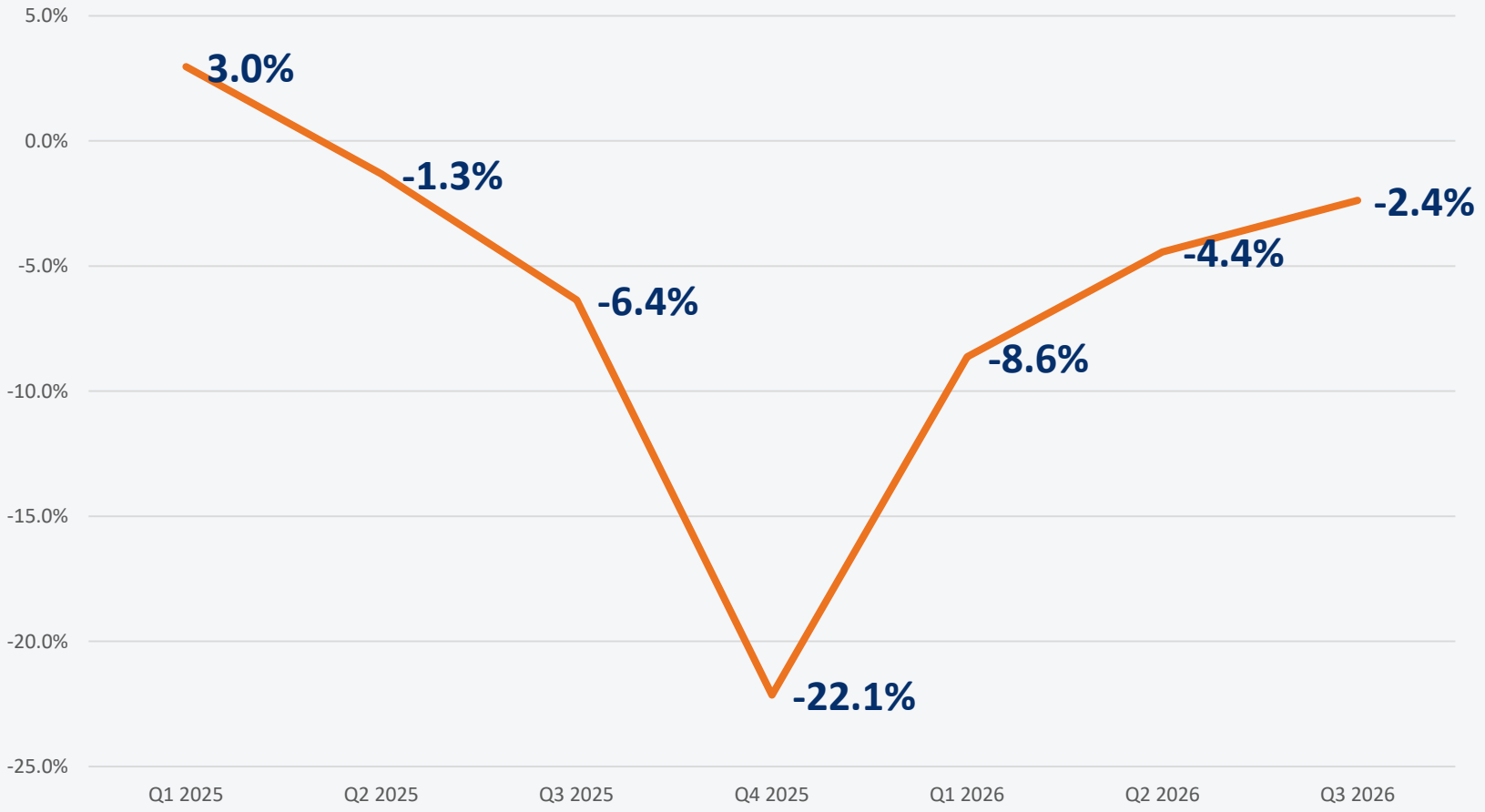
3

Net margin of 11.4%, up 168 bps; net profit +18.6%:

- Driven by lower financial expenses and a favorable FX result

Mexico improves for a third straight quarter; sell-out turns positive

Genomma Lab Mexico net sales annual growth
Q1 2025 – Q3 2026



- Sell-out back to growth
- Stable or growing market share
- Innovation accelerating growth

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

Monitored sell-out in units · YoY · quarters, with Q2–Q3 2026 opened by month

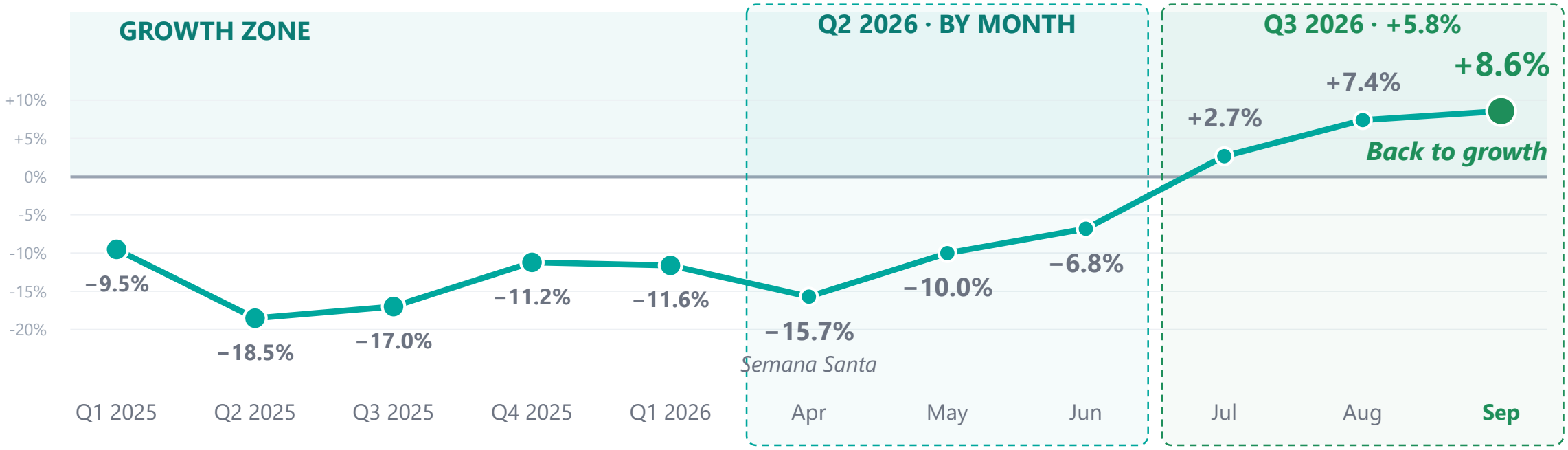
+27 pp
RECOVERY FROM Q2 2025 LOW TO SEP 2026

+24 pp
IMPROVEMENT APR → SEP 2026

+5.8%
Q3 2026 — 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%); Jul–Sep sum to Q3 2026 (+5.8%).

Leading retailer sell-out is ahead of the curve: growth accelerating

Monitored sell-out in units (pieces) · YoY · quarters, Q2–Q3 2026 opened by month

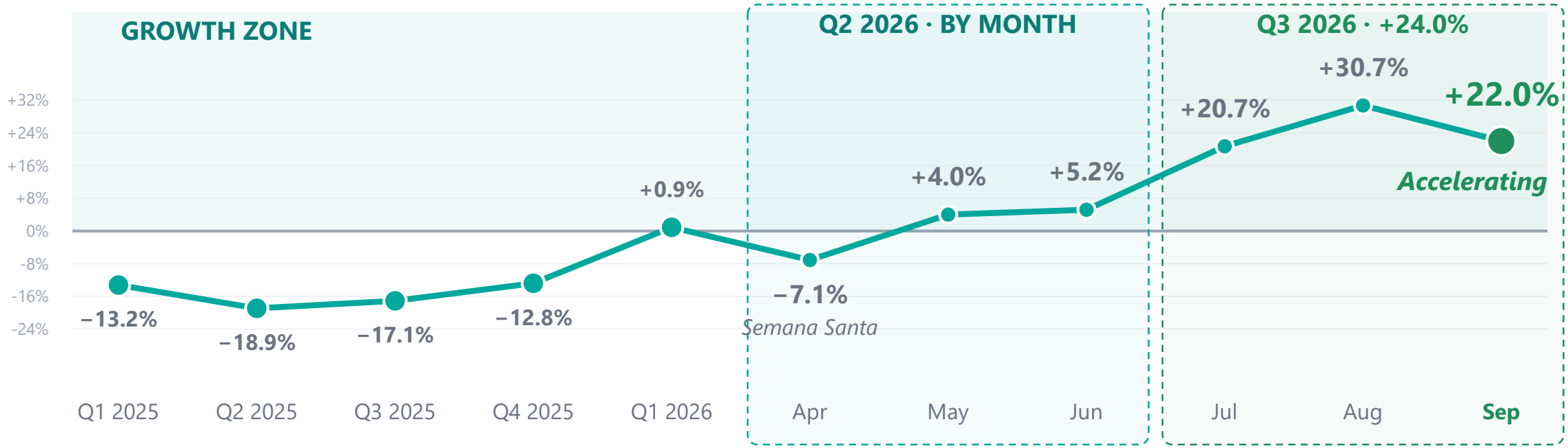
+41 pp
RECOVERY FROM Q2 2025 LOW TO SEP 2026

+29 pp
IMPROVEMENT APR → SEP 2026

+24.0%
Q3 2026 — 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%); Jul–Sep sum to Q3 2026 (+24.0%). +21.4% Q3 2026 when including club format.



Successful Mexico innovation

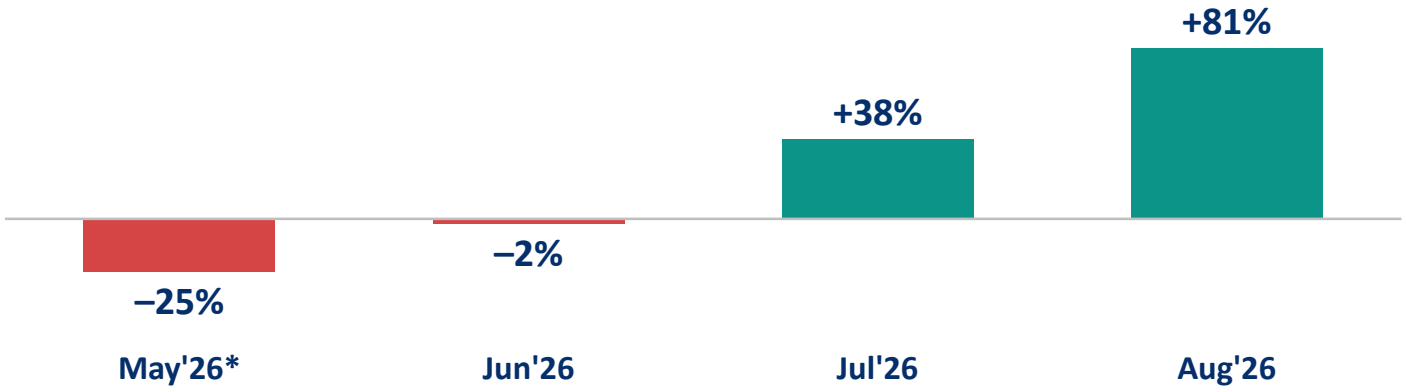
Sell-out and share accelerating at leading retailer since launch

Suerox at leading retailer: monthly sell-out growth vs. value market share

Market share
value, %



Sell-out growth
YoY, units



12.6%
Value share in August: historic high (+6.0 pp vs. May)

+81%
Sell-out growth YoY in August (from –25% in May)

Mexico unit sell-out improves in Q3

OTC & PC growing above market; Suerox rebounds with innovation

Genomma Mexico unit sell-out growth per category
Q3 2026 vs. prior year

Data in units

Category	Category growth Jun–Aug 2026	Genomma Q3 2026 sell-out	Genomma vs. category
Isotonic Beverages	+2.9%	**-9.7%**	●
↳ ***Clients carrying innovation****		**+39.0%**	●
OTC	-3.1%	**+5.2%**	●
Personal Care	-9.3%	**+5.8%**	●
Infant Nutrition	+0.1%	**+7.4%**	●

● Genomma growing above category ● Genomma below category

*Category growth: Knobloch, Jun–Aug 2026 YoY. Genomma: monitored sell-out Q3 2026 YoY. *Leading retailer, simple average of monthly sell-out YoY growth Jun–Aug 2026 (–2.2%, +37.9%, +81.2%), units, Base + Mineral.*

● **Isotonic beverages rebounds in clients carrying innovation***

+39.0% Jun–Aug 2026

Average monthly sell-out growth

Q3 2026 Consolidated Results

Mexico improving sequentially; net income up 19% despite margin pressure

Q3 2026 Key financial metrics

Year-over-year performance

Q3 2026		
Net sales growth	+1.3%	
Gross margin	61.4%	-244 bps
EBITDA margin	21.0%	-271 bps
Net margin	11.4%	+168 bps

Mexico

Net sales -2.4%, third consecutive sequential improvement; sell-out back to positive

Flat SG&A

despite increased opex & inflation

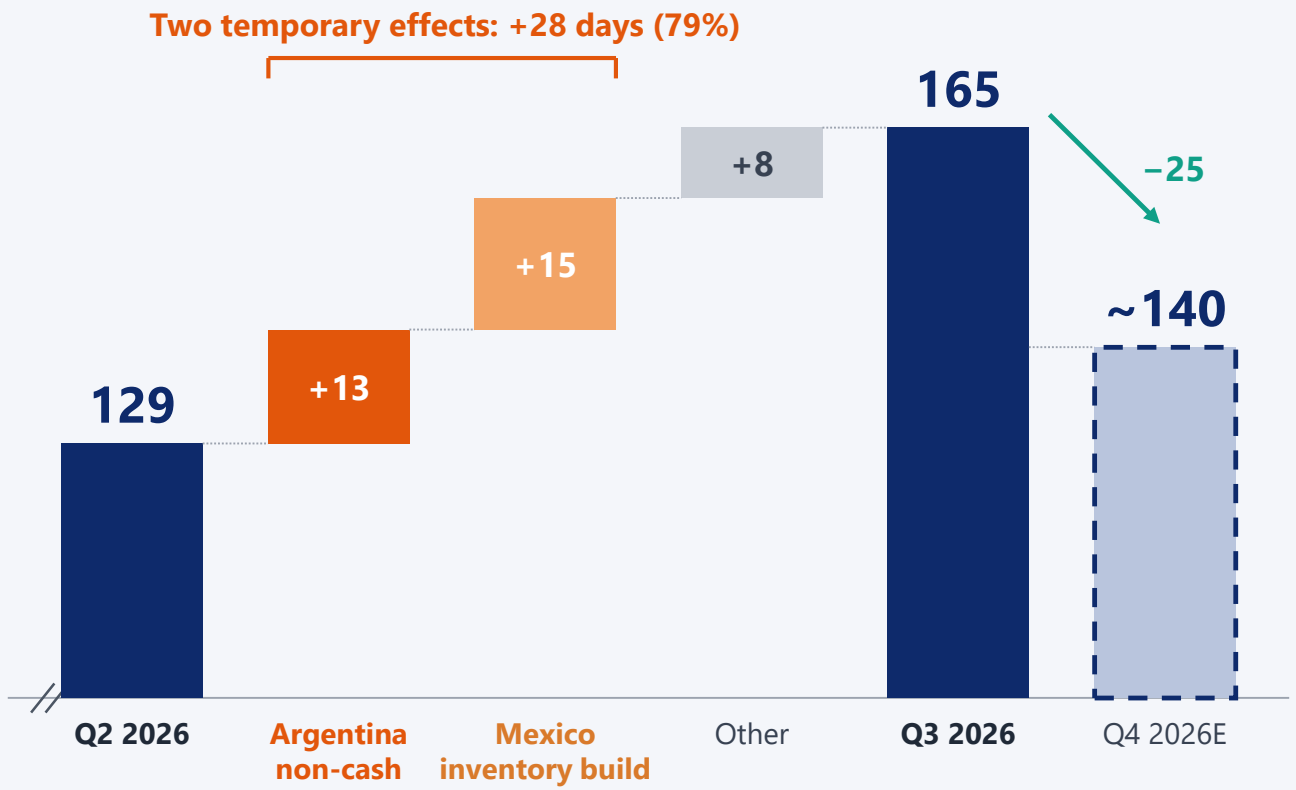
Net profit

+18.6% growth driven by lower financing costs and FX gains

Working capital increase is temporary; underlying receivables +3 days

1 TOTAL CASH CONVERSION CYCLE

Receivables + inventory − payables, days

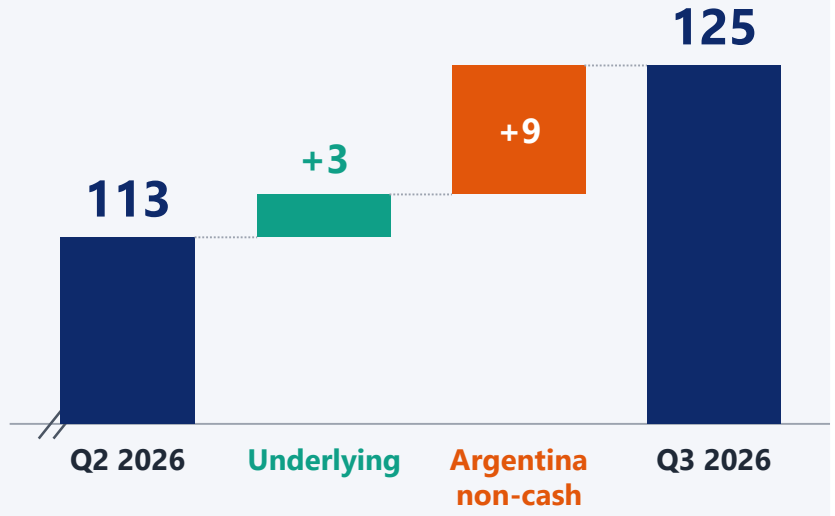


2 RECEIVABLES ONLY

Receivable days

+3 days **Receivables excluding Argentina**

- ✓ Unchanged credit terms
- ✓ No material rise in overdue balances



Axes start at 100 days; scales differ between charts. Argentina: non-cash effect of hyperinflationary accounting (IAS 29). Mexico: planned inventory build ahead of the winter season. Other: other countries, Mexico receivables and base effect.
Q4 2026E reflects management's current expectation; actual results may differ.

ANTONIO ZAMORA

CFO



FINANCIAL SUMMARY

Million Mexican Pesos

	Q3 2026	% sales	%Δ	
NET SALES	$4,497.6	100%	1.3%	
GROSS PROFIT	2,762.1	61.4%	(2.6)%	
EBITDA	944.9	21.0%	(10.3)%	
NET INCOME	514.9	11.4%	18.6%	+168bps

MEXICO



	Q3
Net Revenues	(2.4)%
EBITDA margin	20.0%

EXCHANGE RATE USD | MXN



$18.63
Q3 25

$17.27
Q3 26

Average exchange rate for each period
Source: Banxico

UNITED STATES



	Q3
Net Revenues	(30.5)%
EBITDA margin	8.6%

LatAm FX Trends



ARS (12.2)%

Local Currency expressed in MXN*

COP	16.0%
BRL	(1.7)%
UYU	(7.2)%
CLP	(4.7)%
PEN	(2.6)%
BOB	(39.3)%

*Average Exchange rate Q3-2025 vs. Q3-2026.
**Exchange rate for the ARS/MXN at the end of each Quarter.

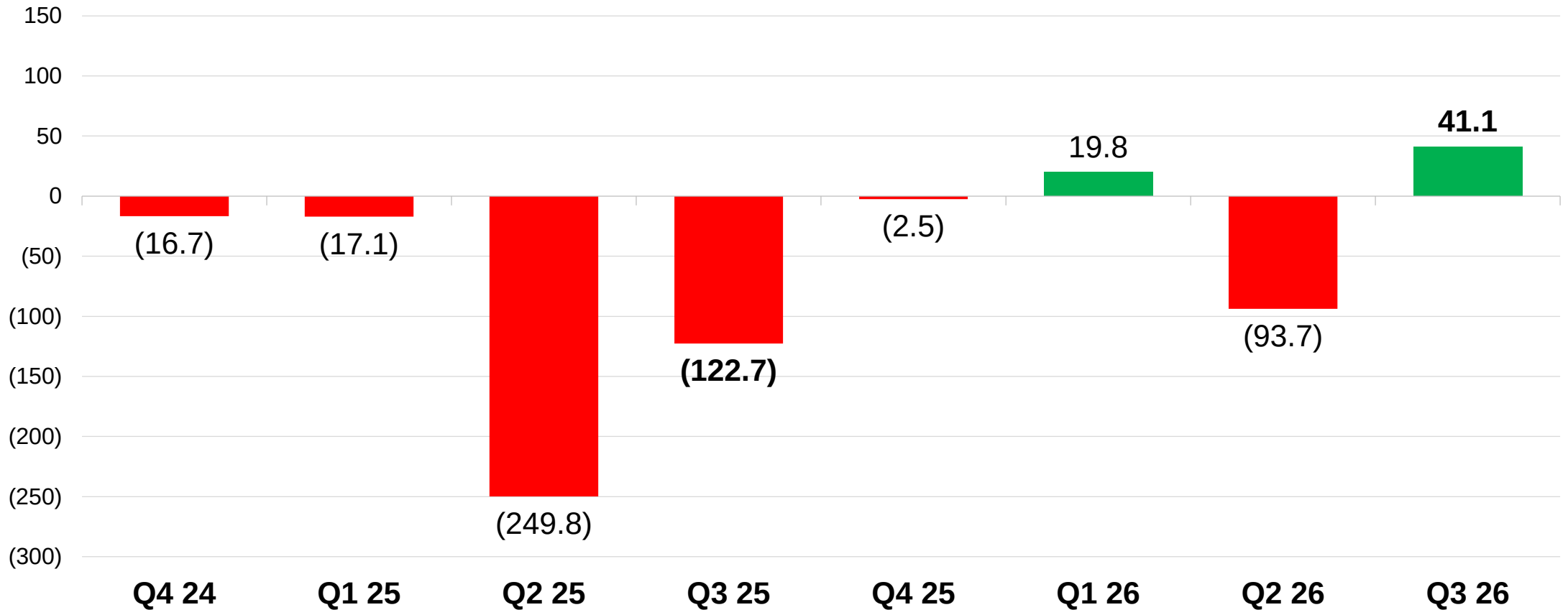
LATAM



	Q3
Net Revenues	+12.2%
EBITDA margin	23.7%

Foreign Exchange Result

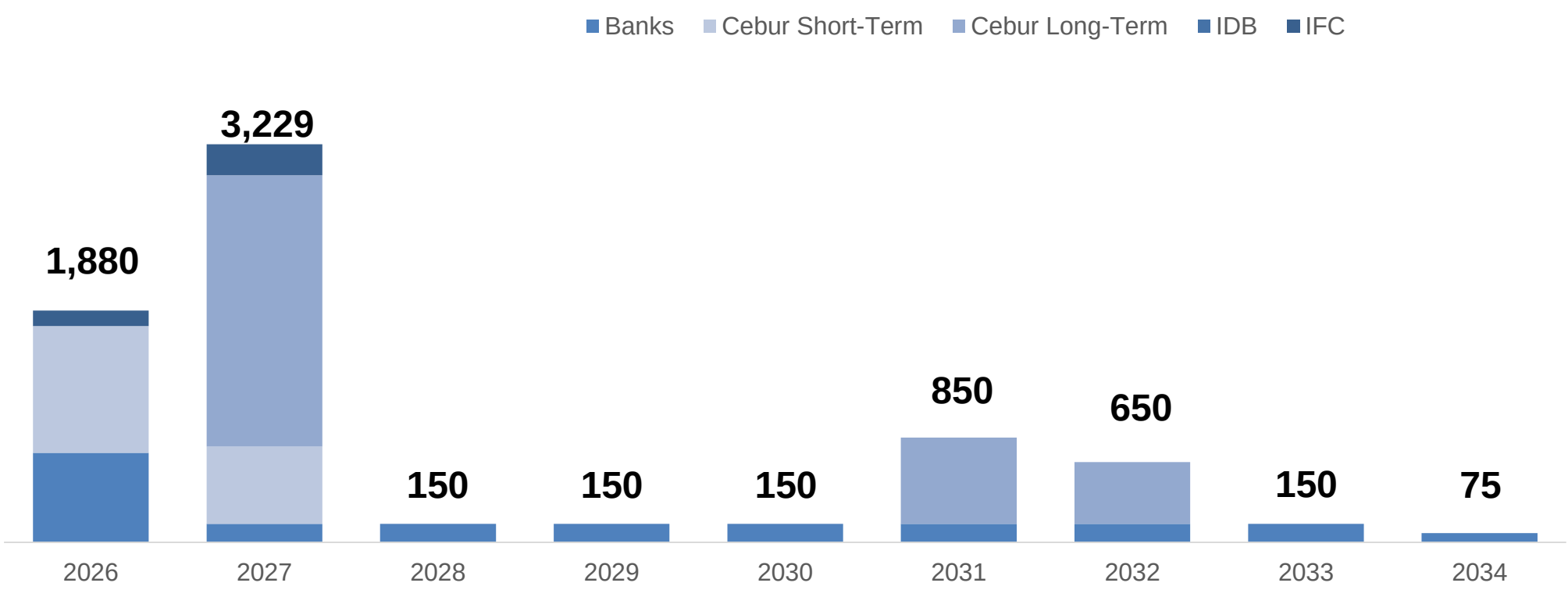
FX result by quarter millions of MXN



Gain / (loss). Part of the comprehensive financing cost; non-cash.

Debt Profile: Q2-2026 vs. Q3-2026

As of June 30, 2026

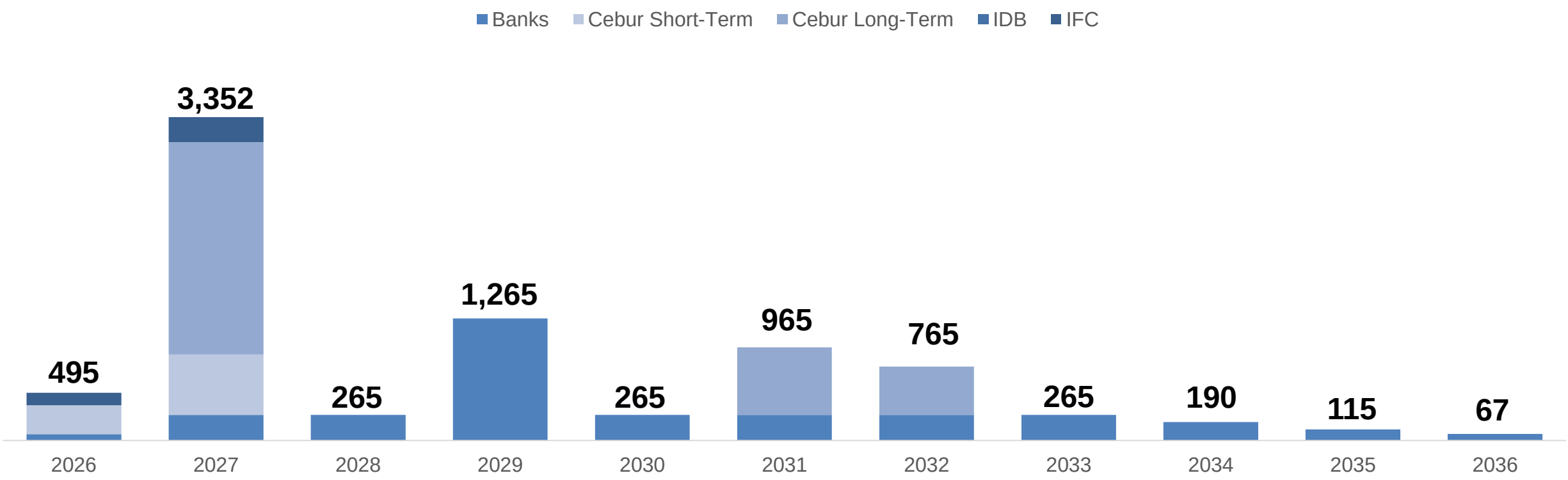


Maturity profile by year, millions of MXN (principal at face value). Source: Credits & CEBUR detail as of each date.

"Confidential"

Debt Profile: Q2-2026 vs. Q3-2026

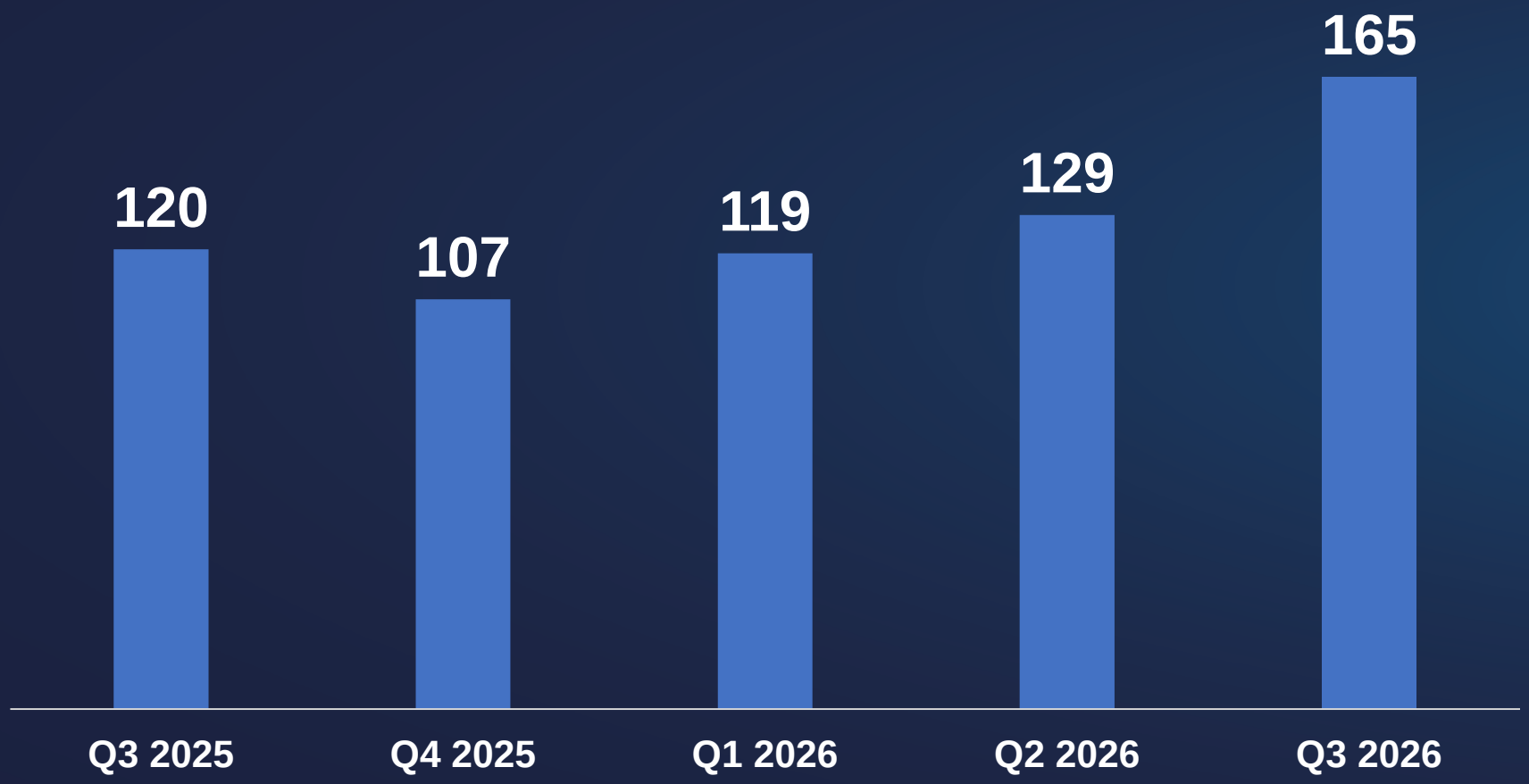
As of September 30, 2026



Maturity profile by year, millions of MXN (principal at face value). Source: Credits & CEBUR detail as of each date.

"Confidential"

CASH CONVERSION CYCLE



FIGURES IN DAYS

GENOMMA LAB INTERNACIONAL ANNOUNCES SEVENTEENTH DIVIDEND PAYMENT

Mexico City, September 22, 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 the Company filed a Notice of Rights with the Mexican Stock Exchange (Bolsa Mexicana de Valores) declaring a cash dividend of **$0.200000** Mexican pesos per share on its common stock representing a total amount 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.



ANTONIO ZAMORA

CFO



Genomma Lab 2026 Investor Day

DECEMBER 3, 2026

NEW YORK, NY

Q&A

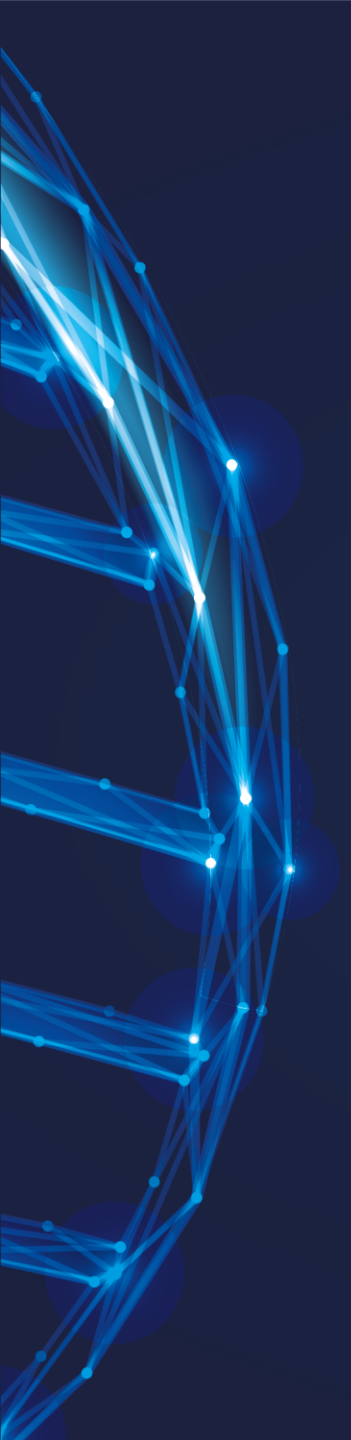
IF YOU WISH TO ASK A QUESTION

PRESS “RAISE HAND”

AT THE BOTTOM OF YOUR SCREEN



THE OPERATOR WILL INDICATE YOUR TURN



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