

GENOMMA LAB
FIRST QUARTER
2026



Genomma Lab.[®]
Internacional

Genomma Lab Internacional Announces Results for the First Quarter 2026

Mexico City, April 22, 2026 – Genomma Lab Internacional, S.A.B. de C.V. (BMV: LAB B) (“Genomma” or “the Company”), today announced its results for the first quarter 2026. 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

“Q1 2026 like-for-like sales declined -3.9% mainly reflecting a weak consumption environment in Mexico and continued disruptions in US Hispanic retail, partially offset by a +5.3% like-for-like increase compared to the same period last year in LatAm, where our growth initiatives are beginning to deliver encouraging results. In Mexico, sell-in declined -8.6% as trade inventory destocking continued amid broad category contractions, narrowing the sell-in/sell-out gap to 2.8 percentage points, though further adjustments may be required to offset sell-out weakness. Gross margin expanded +61 basis points to 63.4%, reflecting disciplined execution of our productivity initiatives. EBITDA margin declined -96 basis points to 22.8%, as we increased higher OpEx to support growth initiatives ahead of the expected sales ramp-up in 2H 2026. Net margin expanded +49 basis points to 11.8%, driven by lower financial expenses. We remain focused on executing our growth strategy, including product innovation, distribution expansion, enhanced in-store execution and stronger communication. While we continue to self-fund growth initiatives through productivity gains, higher opex investment is required to defend market share amid intensified competition in a weak Mexican consumption environment. We expect EBITDA margin pressures over the next three to six months, as we prioritize share defense, while growth initiatives gain traction and operating leverage improves in 2H 2026. Momentum is gradually rebuilding. While weak Mexican consumption may prolong the cycle, fundamentals remain solid and position Genomma Lab to emerge stronger.”

Q1 2026 Financial Summary

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

	Q1 2026	% sales	Q1 2025	% sales	var %
Like-for-like Sales⁽¹⁾					-3.9%
Net Sales	4,190.6	100%	4,406.3	100%	-4.9%
Gross Profit	2,657.6	63.4%	2,767.3	62.8%	-4.0%
Operating Income	874.4	20.9%	960.6	21.8%	-9.0%
EBITDA⁽²⁾	956.4	22.8%	1,047.8	23.8%	-8.7%
Net Income	494.6	11.8%	498.7	11.3%	-0.8%
EPS	0.49		0.50		-0.8%

(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

Net Sales: Like-for-like sales declined -3.9%, reflecting weak consumption in Mexico and disruptions in the U.S. Hispanic market, partially offset by +5.3% like-for-like growth in LatAm, driven by strong performance in Central America and the Andean region. Net sales decreased -4.9%, primarily due to a 13.9% appreciation of the Mexican peso.

EBITDA: Reached 22.8% margin, representing a -96 basis-point decline, reflecting operational deleverage and higher operating expenses to support growth initiatives ahead of the expected sales ramp-up, partially offset by a +61 basis-point gross margin expansion from productivity gains.

Net Income: Reached an 11.8% margin, a +49 basis-point expansion due to lower financial expenses partially offsetting operational deleverage.

Regional & Business Unit Review

The following review compares regional and business unit year-over-year growth in MXN unless otherwise stated.

	Net sales			Like-for-like ⁽¹⁾
	Q1 2026	Q1 2025	Δ%	Δ%
Mexico	1,877.8	2,055.1	(8.6)%	(8.6)%
Latam	1,977.2	1,920.7	2.9%	5.3%
USA	335.7	430.5	(22.0)%	(9.7)%
Total Net Sales	4,190.6	4,406.3	(4.9)%	(3.9)%
Isotonic Beverages	760.3	953.5	(20.3)%	(16.8)%
OTC	1,806.0	1,894.8	(4.7)%	(12.1)%
Personal Care	1,455.2	1,433.2	1.5%	4.1%
Infant Nutrition	169.1	124.7	35.6%	35.6%
Total Net Sales	4,190.6	4,406.3	(4.9)%	(3.9)%

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

Mexico: Net sales declined -8.6% in Q1 2026, reflecting continued trade inventory destocking against the toughest comparison base of the year, partially offset by robust growth in Infant Nutrition and Personal Care. The sell-in/sell-out gap narrowed to 2.8 percentage points, though further adjustments may be required to offset sell-out weakness. Suerox market share remains below prior-year levels, as Q1 2025 represented a historical peak, while sequential gains in the first two months of Q1 2026 versus full-year 2025 reflect early traction from growth initiatives. Additional initiatives are underway to support a gradual recovery across categories, with increased investment to defend market share amid intensified competition in a weak consumption environment.

The EBITDA margin decreased -119 basis points to 23.1%, reflecting operating deleverage and higher operating expenses to support growth initiatives ahead of the expected sales ramp-up, partially offset by gross margin expansion driven by productivity gains.

Latam (ex Arg): Like-for-like sales grew +5.3% in Q1 2026, driven by strong performance in Central America and the Andean region, reflecting market share gains in OTC and Beverage across key markets, as well as expansion in the traditional channel. Growth initiatives continued to gain traction, supporting expectations for continued growth through the remainder of the year.

Argentina: Local currency sales grew +72%, outpacing local inflation by 39 percentage points, driven by expanded distribution and unit share gains in Tafirol, Suerox, Ibu 400 and Treg. Growth was further supported by a favorable comparison base, as Q1 2025 reflected systematic trade inventory reductions by clients amid a lower inflation environment. In Mexican pesos, net sales increased +15.2% reflecting the impact of a 32% depreciation of Argentine peso against the Mexican peso during the quarter, in line with the hyperinflationary accounting treatment applied to the subsidiary under IAS 29.

Latam: Net sales grew +2.9%, as strong like-for-like performance was partially offset by Mexican peso appreciation against regional currencies. EBITDA margin, including Argentina, decreased -58 basis points to 24.2%, reflecting foreign exchange headwinds and higher operating expenses to support growth initiatives.

US: Local currency sales declined -9.7% in Q1 2026, reflecting ongoing disruption in the U.S. Hispanic retail landscape and category-level pressure in Cough & Cold following a milder season. In Mexican pesos, net sales declined -22.0%, reflecting a 13.9% appreciation of the Mexican peso against the U.S. dollar during the quarter. Suerox sell-out continued to grow at a double digit rate, while the e-commerce channel further expanded. The Company is realigning its commercial footprint and distribution model to stabilize performance and support gradual recovery. EBITDA margin decreased 377 basis points to 13.1%, primarily reflecting foreign exchange headwinds and operational deleverage.

Working Capital & Free Cash Flow

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

	Q1 2026	Q1 2025	Δ	Q4 2025	Δ
Receivable days	109	103	6	92	17
Payable days	99	104	-5	87	12
Inventory days	109	117	-8	102	7
CCC	119	116	3	107	12

Cash Conversion Cycle (CCC): reached 119 days, a 3-day increase driven by a 6-day increase in receivables and a 5-day decrease in payables, partially offset by an 8-day improvement in inventories. The increase in receivables reflects a more competitive retail environment amid weak consumption in Mexico, while the reduction in payables reflects a strategic hedge against potential raw material cost increases amid global supply disruptions.

Net Income: net income margin increased 49 basis points in Q1 2026, driven by lower financial costs, partially offset by higher inflationary loss from the Company's monetary position in its hyperinflationary subsidiary and lower operating margin.

Free Cash Flow (FCF): decreased -31.6% to MXN 1,964.5 million on a trailing twelve-month (TTM) basis, compared to the same period of the prior year, primarily reflecting lower operating income and higher working capital requirements.

Capital Allocation

Dividends. On March 31, 2026, the Company paid a cash dividend of MXN \$0.200000 per common share, totaling MXN 200 million. Genomma Lab intends to continue making quarterly dividend payments.

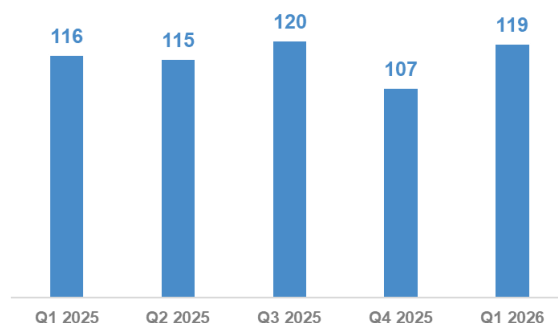
CAPEX: totaled MXN 115.3 million in Q1 2026. Investments related to the Company's manufacturing plant and distribution center totaled MXN 93.0 million.

Key Debt Ratios

Debt Service Coverage Ratio: 5.32x

Net Debt / EBITDA: 1.31x

Cash Conversion Cycle

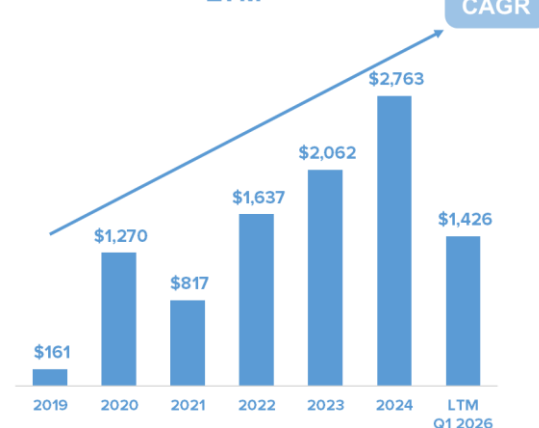


Figures in days

Days of Accounts Receivable (DSO)

	Q1 2026	Q1 2025	Q4 2025
Mexico	117	111	111
Latam	105	98	80
US	91	85	63
Consolidated	109	103	92

FREE CASH FLOW LTM



FCF= Operational Cash Flow - CAPEX

Relevant Events

[Genomma Lab Internacional Announces Fifteenth Dividend Payment](#)

Conference Call

Date: Thursday, April 23, 2026

Time: 1:00 p.m. ET | 11:00 a.m. Mexico City Time

Webcast Registration: [Genomma's Q1 2026 Earnings Call](#)

Participants:

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

Contact Information:

Investor Relations

Christianne Ibanez
Daniel Suarez

Tel: +52 (55) 5081-0075
investor.relations@genommalab.com

InspIR Group

Barbara Cano

Tel: +1 (646) 452-2334
barbara@inspirgroup.com

Sell-side Analyst Coverage

As of April 22, 2026 "LABB" is covered by 8 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 and Monex Grupo Financiero.

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 three months ended March 31, 2026 and 2025

Thousands of Mexican pesos	Q1		Q1		Δ%
	2026	% Sales	2025	% Sales	
Net Sales	4,190,623	100.0%	4,406,326	100.0%	(4.9)%
Cost of goods sold	(1,533,035)	(36.6)%	(1,639,005)	(37.2)%	(6.5)%
Gross Profit	2,657,588	63.4%	2,767,321	62.8%	(4.0)%
Selling, general and administrative expenses	(1,702,656)	(40.6)%	(1,720,669)	(39.0)%	(1.0)%
Other income (expense)	1,440	0.0%	1,161	0.0%	24.0%
EBITDA	956,372	22.8%	1,047,813	23.8%	(8.7)%
Depreciation and amortization	(81,954)	(2.0)%	(87,190)	(2.0)%	(6.0)%
Income from operations	874,418	20.9%	960,623	21.8%	(9.0)%
Interest expense	(177,790)	(4.2)%	(220,102)	(5.0)%	(19.2)%
Interest income	35,764	0.9%	28,246	0.6%	26.6%
Foreign exchange result	19,825	0.5%	(17,125)	(0.4)%	(215.8)%
Inflationary result from monetary position	(108,112)	(2.6)%	(50,470)	(1.1)%	114.2%
Comprehensive financing income (cost)	(230,313)	(5.5)%	(259,451)	(5.9)%	(11.2)%
Associated company	0	0.0%	0	0.0%	n.a.
Income before income taxes	644,105	15.4%	701,172	15.9%	(8.1)%
Income tax expense	(149,458)	(3.6)%	(202,453)	(4.6)%	(26.2)%
Consolidated Net income	494,647	11.8%	498,719	11.3%	(0.8)%

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

As of March 31, 2026 and 2025 and December 31, 2025

<i>Thousands of Mexican pesos</i>	As of March 31,			As of December 31,	
	2026	2025	Δ%	2025	Δ%
ASSETS					
Current assets					
Cash and equivalents and restricted fund	2,809,041	2,157,025	30.2%	3,073,169	(8.6)%
Clients - Net	5,254,618	5,371,263	(2.2)%	4,496,071	16.9%
Recoverable Taxes	1,690,701	1,527,043	10.7%	1,677,040	0.8%
Other accounts receivable*	1,256,593	794,990	58.1%	1,016,387	23.6%
Inventory - Net	1,940,511	2,229,596	(13.0)%	1,840,214	5.5%
Prepaid expenses	709,651	973,441	(27.1)%	741,837	(4.3)%
Total current assets	13,661,115	13,053,358	4.7%	12,844,718	6.4%
Non-current assets					
Trademarks	5,622,708	5,770,100	(2.6)%	5,529,886	1.7%
Minority Investment	148,328	0	n.a.	144,187	2.9%
Discontinued Operations	0	0	n.a.	0	n.a.
Building, properties and equipment – Net	3,948,907	3,583,916	10.2%	3,840,450	2.8%
Deferred income tax, assets and others	1,326,318	1,603,440	(17.3)%	1,279,152	3.7%
Assets by right of use	93,120	69,562	33.9%	52,119	78.7%
Total non-current assets	11,139,381	11,027,018	1.0%	10,845,794	2.7%
TOTAL ASSETS	24,800,496	24,080,376	3.0%	23,690,512	4.7%
LIABILITIES AND STOCKHOLDERS' EQUITY					
Current Liabilities					
Short-term debt and Current portion of long-term debt	3,329,149	2,959,073	12.5%	2,799,290	18.9%
Suppliers	1,757,495	1,985,557	(11.5)%	1,580,930	11.2%
Other current liabilities	2,293,604	3,278,586	(30.0)%	2,550,817	(10.1)%
Income tax payable	271,853	169,347	60.5%	214,442	26.8%
Total current Liabilities	7,652,101	8,392,563	(8.8)%	7,145,479	7.1%
Non-current liabilities					
Long-term debt securities	3,388,998	2,192,523	54.6%	3,391,027	(0.1)%
Long-term loans with financial institutions	1,339,677	1,805,729	(25.8)%	1,378,678	(2.8)%
Deferred income tax and other long term liabilities	704,547	580,704	21.3%	657,287	7.2%
Payable dividends to shareholders	0	0	n.a.	0	n.a.
Total non-current Liabilities	5,433,222	4,578,956	18.7%	5,426,992	0.1%
TOTAL LIABILITIES	13,085,323	12,971,519	0.9%	12,572,471	4.1%
Stockholders' equity					
Contributed Capital	1,825,352	1,825,350	0.0%	1,825,352	0.0%
Retained earnings	12,611,246	11,815,006	6.7%	12,354,788	2.1%
Cumulative translation effects of foreign subsidiaries	(846,836)	(667,606)	26.8%	(1,214,075)	(30.2)%
Repurchased shares - Net	(1,876,927)	(1,866,231)	0.6%	(1,850,360)	1.4%
Fair value through profit OCI	2,338	2,338	0.0%	2,338	0.0%
Total Stockholders' Equity	11,715,173	11,108,857	5.5%	11,118,043	5.4%
TOTAL EQUITY AND LIABILITIES	24,800,496	24,080,376	3.0%	23,690,514	4.7%

GENOMMA LAB INTERNACIONAL, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF CASH FLOWS

For the three ended March 31, 2026 and 2025

Thousands of Mexican pesos	Q1		Δ%
	2026	2025	
Cash and cash equivalents beginning of period	3,073,169	2,379,112	29.2%
Consolidated Net Income	494,647	498,719	(0.8)%
Charges to results with no cash flow:			
Depreciation and amortization	90,709	97,018	(6.5)%
Income tax	149,458	202,453	(26.2)%
Accrued interest and others	259,139	251,027	3.2%
Changes in Working Capital:			
Clients - Net	(714,178)	(890,406)	(19.8)%
Recoverable VAT	(11,516)	(35,560)	(67.6)%
Inventories	(28,253)	(80,522)	(64.9)%
Suppliers	159,467	258,608	(38.3)%
Other current assets	(306,595)	(142,490)	115.2%
Paid income tax	(176,193)	(297,058)	(40.7)%
Other current liabilities	(145,852)	(12,806)	1038.9%
Net cash generated (used) in operating activities	(229,167)	(151,017)	51.7%
Investing activities:			
Investment in fixed assets	(115,273)	(105,995)	8.8%
Resources from financial instruments	9,593	(4,649)	(306.3)%
Sales of equipment	996	0	na
Other asset acquisitions	(11,916)	(6,921)	72.2%
Interest collected	35,808	28,259	26.7%
Net cash generated (used) in investing activities	(80,792)	(89,306)	(9.5)%
Financing activities:			
Payments of borrowings with financial institutions	(690,693)	(336,116)	105.5%
Loans with financial and securities institutions	1,185,886	850,000	39.5%
Interest paid	(171,226)	(214,832)	(20.3)%
Net Stock repurchase	(26,567)	(55,933)	(52.5)%
Payment of liabilities for lease	(12,970)	(15,235)	(14.9)%
Dividends paid to shareholders	(195,346)	(195,401)	(0.0)%
Net cash used in financing activities	89,084	32,483	174.2%
Net increase in cash and cash equivalents before foreign exchange adjustments coming from international operations and inflationary affects cash	(220,875)	(207,840)	6.3%
Foreign exchange and inflationary effects from international operations	(43,253)	(14,247)	203.6%
Accumulated cash flow at the end of the period	2,809,041	2,157,025	30.2%
Less - restricted fund	19,160	12,513	53.1%
Cash and cash equivalents at end of period balance for operation	2,789,881	2,144,512	30.1%

ANNEX

EXCLUSION OF IAS 29 AND IAS 21 EFFECTS

For the three months ended March 31, 2026 and 2025

	Reported		Δ%	2026		2025		Excl. IAS 29 & 21		
	Q1 2026	Q1 2025		Inflation Effect (IAS 29)	Conversion Effect (IAS 21)	Inflation Effect (IAS 29)	Conversion Effect (IAS 21)	Q1 2026	Q1 2025	Δ%
Net Sales	4,190.6	4,406.3	(4.9)%	13.5	16.6	(8.6)	(17.6)	4,160.5	4,432.5	(6.1)%
EBITDA	956.4	1,047.8	(8.7)%	0.4	5.0	(0.8)	(4.9)	951.0	1,053.6	(9.7)%
EBITDA Margin	22.8%	23.8%						22.9%	23.8%	
Net Income	494.6	498.7	(0.8)%	(217.2)	5.0	(105.8)	(3.4)	706.9	607.9	16.3%
Net Margin	11.8%	11.3%						17.0%	13.7%	



Genomma Lab Received
"HRC Equidad MX" Certificate

MSCI
ESG RATINGS



CCC | B | BB | BBB | A | AA | AAA

Third improvement
in last 4 yrs



EMPRESA
SOCIALMENTE
RESPONSABLE

20th consecutive
year awarded



+53,000

Medicines donated during
Q1 2026

EDGE Plus
Certificate

[Click Here](#)