

GENOMMA LAB  
THIRD QUARTER  
2024



**Genomma Lab.**<sup>®</sup>  
*Internacional*

## Genomma Lab Internacional Announces Results for the Third Quarter 2024

Mexico City, October 23, 2024 – 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 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 a strong third quarter, with a 15.9% Net Sales increase, an 82% EPS increase to Ps. 0.66, and EBITDA margin expanding to 23.7% for the quarter; a 245 basis-point increase driven by our productivity initiatives’ continued progress. Lower CAPEX coupled with an increased EBITDA margin resulted in a record-high free cash flow of Ps. 2.4 billion for the trailing twelve months, reflecting a 68% increase. We saw steady growth in Genomma’s key markets and brands, and will continue to strengthen our core brands while we focus on achieving Ps. 1.8 billion in annual cost savings by 2027.”

### Q3 2024 Financial Summary

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

	Q3 2024	% sales	Q3 2023	% sales	% var
<b>Net Sales</b>	<b>5,092.5</b>	<b>100.0%</b>	<b>4,393.2</b>	<b>100.0%</b>	<b>+15.9%</b>
Like-for-like Sales <sup>(1)</sup>					+5.6%
Gross Profit	3,272.0	64.3%	2,741.9	62.4%	+19.3%
Operating Income	1,128.8	22.2%	885.8	20.2%	+27.4%
<b>EBITDA<sup>(2)</sup></b>	<b>1,207.3</b>	<b>23.7%</b>	<b>933.7</b>	<b>21.3%</b>	<b>+29.3%</b>
Net Income	660.1	13.0%	370.7	8.4%	+78.1%
<b>EPS</b>	<b>0.66</b>		<b>0.36</b>		<b>+81.6%</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

**Net sales:** +15.9% increase reflecting strong sales growth in the US, Mexico, Brazil and Central America coupled with sales recovery in Argentina and a favorable FX environment for Genomma’s ex-Mexico operations. 92% of sales grew above inflation and 73% of sales maintained or increased market share.

**Like-for-like (“LFL”) sales:** +5.6% increase when adjusting sales to constant currency and excluding the hyperinflationary subsidiary, reflecting healthy growth in six of its nine core categories.

**EBITDA:** reached a 23.7% margin; a +29.3% increase reflecting a significant 245 basis-point expansion due to manufacturing cost efficiencies and company-wide productivity initiatives.

**Net income:** +78.1% increase due to a higher operating income, a favorable FX environment and the classification of the associated affiliate as a “non-core asset available for sale” (IFRS-5).

**EPS:** Ps. 0.66 per share; a +81.6% increase reflecting higher net income and the cancellation of 20 million shares during the second quarter 2024.

## Category Review

Genomma's strategy to focus on core brands continues to resonate on the Company's results, reflected in growth in six out of its nine core categories with 92% of sales growing above inflation and 73% of sales maintaining or gaining market share. The following table provides a summary of sales per category for the three-month and six-month period ended September 30, 2024.

Rank	Core categories	Net Sales Growth	LFL Sales Growth	Net Sales Growth	LFL Sales Growth
		Q3 2024 YoY	Q3 2024 YoY	Acum 2024 YTD	Acum 2024 YTD
1	Beverages	11.6%	3.8%	17.8%	15.1%
2	Skincare	1.5%	(6.9)%	(10.9)%	(5.5)%
3	Cough & Cold	24.0%	23.2%	3.9%	5.6%
4	Haircare	3.6%	(5.2)%	(1.6)%	(1.8)%
5	Derma OTC	25.0%	4.5%	6.2%	7.2%
6	Analgesics	90.7%	28.4%	31.3%	16.5%
7	Gastro	16.8%	5.6%	15.9%	15.7%
8	Infant Nutrition	5.6%	5.6%	19.3%	19.3%
9	Blades & Razors	(17.2)%	(18.5)%	(15.2)%	(11.1)%
<b>Total</b>		<b>15.9%</b>	<b>5.6%</b>	<b>7.7%</b>	<b>6.7%</b>

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

The following category review compares results of the current quarter with the same quarter of last year in sell-out terms:

**Beverages:** +18% sell-out increase driven by robust performance in key markets and expanding market share.

**Skincare:** -5.0% sell-out decrease with a +11% increase in Teatrical, offset by challenges in Cicatricure and Asepxia. The Company is focused on launching its turnaround strategy for this category.

**Cough & Cold:** +22% sell-out increase. Genomma's brand portfolio outperformed the category compared to a -5.7% category decline across markets due to a weaker season.

**Hair Care:** -2.0% sell-out decrease of Tio Nacho, with results varying per market; a double-digit increase in Mexico, Colombia and Central America was offset by weaker results in Chile.

**Derma OTC:** +3.7% sell-out increase with a +13.6% increase in Silka and +6.1% increase in Lomecan.

**Analgesics:** +15% sell-out increase, with key markets performing well and expanding market share.

**Gastro:** +11.9% sell-out increase driven by a strong +21% increase in Mexico.

**Infant Nutrition:** +22% sell-out increase with Novamil increasing market share across all core formula variants.

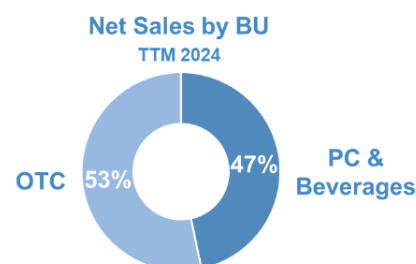
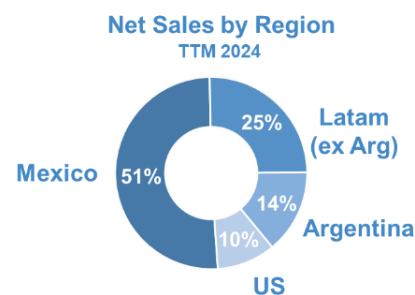
**Blades & Razors:** -1.1% sell-out decrease with results varying per market; a +17.4% increase in Mexico was offset by a -9.9% decrease in Chile.

## Review by Region

The following table provides a summary of sales performance in millions of Mexican pesos per region for the three-month period ended September 30, 2024:

	Net sales			LFL
	Q3 2024	Q3 2023	Δ%	Δ%
Mexico	2,386.7	2,106.5	13.3%	13.3%
Latam	2,193.6	1,879.5	16.7%	-9.8%
US	512.3	407.2	25.8%	12.0%
<b>Total Net Sales</b>	<b>5,092.5</b>	<b>4,393.2</b>	<b>15.9%</b>	<b>5.6%</b>
<b>Total EBITDA</b>	<b>1,207.3</b>	<b>933.7</b>	<b>29.3%</b>	<b>n.a.</b>

Figures in millions of Mexican pesos  
Like-for-like ("LFL") Sales are Net Sales expressed in constant currency and excludes Argentina



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

**Mexico:** Net sales increased by +13.3% led by the early and successful execution of the Company's winter sales strategies. Related Cough & Cold and Analgesics demand increased significantly during the quarter. The EBITDA margin increased to 24.1%, a 76 basis-point expansion due to productivity gains.

**Latam:** Net sales increased by +16.7% led by a robust performance in Brazil, Colombia and Central America coupled with a favorable FX and the sales recovery in Argentina. Net sales in LFL terms decreased -9.8% primarily due to a weaker Personal Care performance in Chile and an overall contraction in Peru's OTC category, despite which Genomma brands continued to gain market share during the quarter. The EBITDA margin reached 25.3%, a 407-bps increase due to productivity gains and a favorable FX.

- **Argentina:** Net sales increased +58.7% to Ps. 1,004.7 million in Q3 2024 from Ps. 633.1 million in Q3 2023 due to a positive inflation effect as well as Suerox increasing market share and doubling demand volume. Additionally, newly acquired brands, IBU 400 and Treg, also increased respective market share.

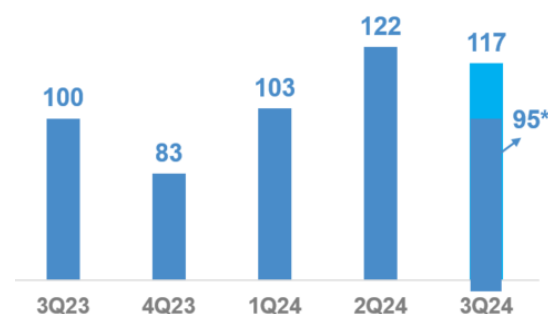
**US:** Net sales increased by +25.8% led by a favorable FX and a +12% net sales increase in LFL terms driven by the successful sales strategies execution and an extended summer season in this market. Notably, Suerox and Derma OTC sales reflect double digit growth in LFL terms with market share growth in both Hispanic and general markets. The EBITDA margin reached 15.0%, a 446 basis-point expansion due to productivity gains and a favorable FX.

## Working Capital & Free Cash Flow

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

	Q3 2024	Q3 2023	Δ	Q2 2024	Δ
Receivable days	98	91	7	104	-6
Payable days	107	114	-7	103	4
Inventory days	126	123	3	121	5
<b>CCC</b>	<b>117</b>	<b>100</b>	<b>17</b>	<b>122</b>	<b>-5</b>

### Cash Conversion Cycle



\*Excluding Argentina  
Figures in days

**Cash Conversion Cycle (CCC):** extended to 117 days due to:

- DSO distortion caused by IAS 29 and IAS 21 effects on Argentine TTM sales. Receivables decreased by 2 days year over year excluding Argentina.
- DPO 7-day decrease reflecting advanced purchases to mitigate potential raw materials and API shortages.

### Days of Accounts Receivable (DSO)

	Q3 2024	Q3 2023	Q2 2024
Mexico	98	112	106
Latam	106	79	80
US	65	48	73
<b>Consolidated</b>	<b>98</b>	<b>91</b>	<b>104</b>
<b>Exl. Argentina</b>	<b>92</b>	<b>94</b>	<b>99</b>

**Free Cash Flow (FCF):** increased +68% to Ps. 2,404 million during the trailing-twelve months (TTM) compared to the same period of last year. The Company converted 13.8% of the trailing twelve months (TTM) Net Sales into cash.

## Capital Allocation

**Dividends.** 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.

**CAPEX:** Investments in fixed assets totaled Ps. 41.2 million during the third quarter of 2024.

## Key Debt Ratios

**EBITDA / Debt Service:** 4.6x

**Net Debt / EBITDA:** 1.2x



## Relevant Events

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

[Genomma Lab Announces Ninth Dividend Payment](#)

[Genomma Lab Announces Strategic Bolt-On Acquisition of Four Brands](#)

[Genomma Lab Announces Refinancing of Long-Term Liabilities and Release of Real Estate Collateral](#)

## Conference Call

**Date:** Thursday, October 24, 2024

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

**Webcast Registration:** [Genomma's Q3 2024 Earnings Call](#)

### Participants:

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

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## Sell-side Analyst Coverage

As of October 23, 2024 "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 three months ended September 30, 2024 and 2023

<i>Thousands of Mexican pesos</i>	Q3		Q3		<b>Δ%</b>
	<b>2024</b>	<b>% Sales</b>	<b>2023</b>	<b>% Sales</b>	
Net Sales	5,092,514	100.0%	4,393,239	100.0%	15.9%
Cost of goods sold	(1,820,513)	(35.7)%	(1,651,292)	(37.6)%	10.2%
<b>Gross Profit</b>	<b>3,272,001</b>	<b>64.3%</b>	<b>2,741,947</b>	<b>62.4%</b>	<b>19.3%</b>
Selling, general and administrative expenses	(2,081,576)	(40.9)%	(1,800,539)	(41.0)%	15.6%
Other income (expense)	16,863	0.3%	(7,724)	(0.2)%	(318.3)%
<b>EBITDA</b>	<b>1,207,288</b>	<b>23.7%</b>	<b>933,684</b>	<b>21.3%</b>	<b>29.3%</b>
Depreciation and amortization	(78,474)	(1.5)%	(47,918)	(1.1)%	63.8%
<b>Income from operations</b>	<b>1,128,814</b>	<b>22.2%</b>	<b>885,766</b>	<b>20.2%</b>	<b>27.4%</b>
Interest expense	(230,255)	(4.5)%	(208,158)	(4.7)%	10.6%
Interest income	25,346	0.5%	100,371	2.3%	(74.7)%
Foreign exchange result	88,408	1.7%	(88,886)	(2.0)%	(199.5)%
Inflationary result from monetary position	(80,054)	(1.6)%	(100,967)	(2.3)%	(20.7)%
<b>Comprehensive financing income (cost)</b>	<b>(196,555)</b>	<b>(3.9)%</b>	<b>(297,640)</b>	<b>(6.8)%</b>	<b>(34.0)%</b>
Associated company	0	0.0%	(39,779)	(0.9)%	(100.0)%
<b>Income before income taxes</b>	<b>932,259</b>	<b>18.3%</b>	<b>548,347</b>	<b>12.5%</b>	<b>70.0%</b>
Income tax expense	(272,199)	(5.3)%	(177,675)	(4.0)%	53.2%
<b>Consolidated net income</b>	<b>660,060</b>	<b>13.0%</b>	<b>370,672</b>	<b>8.4%</b>	<b>78.1%</b>

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

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

<i>Thousands of Mexican pesos</i>	<b>As of September 30,</b>		<b>Δ%</b>	<b>As of December 31,</b>
	<b>2024</b>	<b>2023</b>		<b>2023</b>
<b>ASSETS</b>				
<b>Current assets</b>				
Cash and equivalents and restricted fund	1,829,131	1,763,956	3.7%	1,671,570
Clients - Net	4,764,136	4,304,510	10.7%	3,743,154
Recoverable Taxes	1,535,937	1,651,415	(7.0)%	1,558,006
Other accounts receivable*	788,219	1,022,555	(22.9)%	972,501
Inventory - Net	2,219,621	2,307,719	(3.8)%	1,910,700
Prepaid expenses	1,057,238	892,342	18.5%	814,464
<b>Total current assets</b>	<b>12,194,282</b>	<b>11,942,497</b>	<b>2.1%</b>	<b>10,670,395</b>
<b>Non-current assets</b>				
Trademarks	5,869,345	5,112,579	14.8%	4,961,537
Investment in shares	0	719,877	(100.0)%	729,153
Assets available for sale	538,000	0	100.0%	0
Building, properties and equipment – Net	3,458,785	3,393,316	1.9%	3,391,009
Deferred income tax, assets and others	1,403,614	864,075	62.4%	962,591
Assets by right of use	44,233	45,686	(3.2)%	23,802
<b>Total non-current assets</b>	<b>11,313,977</b>	<b>10,135,533</b>	<b>11.6%</b>	<b>10,068,092</b>
<b>TOTAL ASSETS</b>	<b>23,508,259</b>	<b>22,078,030</b>	<b>6.5%</b>	<b>20,738,487</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>				
<b>Current Liabilities</b>				
Short-term debt and Current portion of long-term debt	1,317,436	2,247,559	(41.4)%	1,985,967
Suppliers	1,892,074	1,990,300	(4.9)%	1,839,397
Other current liabilities	3,324,027	2,246,465	48.0%	2,575,697
Income tax payable	185,613	328,586	(43.5)%	221,292
<b>Total current Liabilities</b>	<b>6,719,150</b>	<b>6,812,910</b>	<b>(1.4)%</b>	<b>6,622,353</b>
<b>Non-current liabilities</b>				
Long-term debt securities	3,185,808	3,179,271	0.2%	3,180,814
Long-term loans with financial institutions	2,085,010	933,185	123.4%	1,025,399
Deferred income tax and other long term liabilities	365,247	502,072	(27.3)%	437,992
Payable dividends to shareholders	0	30,581	(100.0)%	30,581
<b>Total non-current Liabilities</b>	<b>5,636,065</b>	<b>4,645,109</b>	<b>21.3%</b>	<b>4,674,786</b>
<b>TOTAL LIABILITIES</b>	<b>12,355,215</b>	<b>11,458,019</b>	<b>7.8%</b>	<b>11,297,139</b>
<b>Stockholders' equity</b>				
Contributed Capital	1,861,857	1,912,967	(2.7)%	1,861,857
Retained earnings	11,972,505	10,582,326	13.1%	10,825,394
Cumulative translation effects of foreign subsidiaries	(861,523)	(68,124)	1164.6%	(1,399,209)
Repurchased shares - Net	(1,822,133)	(1,809,498)	0.7%	(1,849,032)
Fair value through profit OCI	2,338	2,338	0.0%	2,338
<b>Total Stockholders' Equity</b>	<b>11,153,044</b>	<b>10,620,009</b>	<b>5.0%</b>	<b>9,441,348</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>23,508,259</b>	<b>22,078,028</b>	<b>6.5%</b>	<b>20,738,487</b>



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

For the three months ended September 30, 2024 and 2023

<i>Thousands of Mexican pesos</i>	Q3		
	2024	2023	Δ%
<b>Cash and cash equivalents beginning of period</b>	<b>1,233,360</b>	<b>1,369,610</b>	<b>(9.9)%</b>
<b>Consolidated Net Income</b>	<b>660,060</b>	<b>370,672</b>	<b>78.1%</b>
<b>Charges to results with no cash flow:</b>			
Depreciation and amortization	88,528	60,356	46.7%
Income tax	272,199	177,675	53.2%
Accrued interest and others	238,778	158,010	51.1%
<b>Changes in Working Capital:</b>			
Clients - Net	194,353	142,074	36.8%
Recoverable VAT	57,088	(108,661)	(152.5)%
Inventories	(67,199)	(201,489)	(66.6)%
Suppliers	86,208	158,405	(45.6)%
Other current assets	(138,819)	(52,128)	166.3%
Paid income tax	(286,443)	(266,786)	7.4%
Other current liabilities	358,662	223,662	60.4%
<b>Net cash generated (used) in operating activities</b>	<b>1,463,415</b>	<b>661,790</b>	<b>121.1%</b>
<b>Investing activities:</b>			
Investment in fixed assets	(41,173)	(50,463)	(18.4)%
Resources from financial instruments	1,969	0	na
Sales of equipment	1,983	(32)	(6296.9)%
Other asset acquisitions	(583,534)	100,406	(681.2)%
Interest collected	25,418	(8,488)	(399.5)%
<b>Net cash generated (used) in investing activities</b>	<b>(595,337)</b>	<b>41,423</b>	<b>(1537.2)%</b>
<b>Financing activities:</b>			
Payments of borrowings with financial institutions	(1,128,633)	(812,810)	38.9%
Loans with financial and securities institutions	1,260,629	930,000	35.6%
Interest paid	(226,759)	(205,312)	10.4%
Net Stock repurchase	(671)	26,594	(102.5)%
Payment of liabilities for lease	(22,214)	(6,824)	225.5%
Dividends paid to shareholders	(195,671)	(193,671)	1.0%
<b>Net cash used in financing activities</b>	<b>(313,319)</b>	<b>(262,023)</b>	<b>19.6%</b>
<b>Net increase in cash and cash equivalents before foreign exchange adjustments coming from international operations and inflationary affects cash</b>	<b>554,759</b>	<b>441,190</b>	<b>25.7%</b>
Foreign exchange and inflationary effects from international operations	41,012	(46,844)	(187.6)%
<b>Accumulated cash flow at the end of the period</b>	<b>1,829,131</b>	<b>1,763,956</b>	<b>3.7%</b>
Less - restricted fund	16,325	23,255	(29.8)%
<b>Cash and cash equivalents at end of period balance for operation</b>	<b>1,812,806</b>	<b>1,740,701</b>	<b>4.1%</b>

**ANNEX**  
**EXCLUSION OF IAS 29 AND IAS 21 EFFECTS**

For the three months and trailing twelve months ended September 30, 2024 and 2023

	Reported		Δ%	2024		2023		Excl. IAS 29 & 21		
	Q3 2024	Q3 2023		Inflation Effect (IAS 29)	Conversion Effect (IAS 21)	Inflation Effect (IAS 29)	Conversion Effect (IAS 21)	Q3 2024	Q3 2023	Δ%
<b>Net Sales</b>	5,092.5	4,393.2	15.9%	199.4	20.4	400.6	(431.0)	4,872.7	4,423.7	10.2%
<b>EBITDA</b>	1,207.3	933.7	29.3%	65.4	7.2	140.3	(155.7)	1,134.7	949.1	19.6%
EBITDA Margin	23.7%	21.3%						23.3%	21.5%	
<b>Net Income</b>	660.1	370.7	78.1%	(108.6)	4.7	112.5	(101.1)	764.0	359.2	112.7%
Net Margin	13.0%	8.4%						15.7%	8.1%	


	Reported		Δ%	2024		2023		Excl. IAS 29 & 21		
	TTM Q3 2024	TTM Q3 2023		Inflation Effect (IAS 29)	Conversion Effect (IAS 21)	Inflation Effect (IAS 29)	Conversion Effect (IAS 21)	TTM Q3 2024	TTM Q3 2023	Δ%
<b>Net Sales</b>	17,466.1	17,074.2	2.3%	980.9	(1,423.9)	1,168.1	(1,431.8)	17,909.1	17,337.9	3.3%
<b>EBITDA</b>	3,941.0	3,543.3	11.2%	302.1	(543.2)	361.0	(539.9)	4,182.1	3,722.3	12.4%
EBITDA Margin	22.6%	20.8%						23.4%	21.5%	
<b>Net Income</b>	1,548.3	1,392.1	11.2%	(494.0)	(269.5)	(11.4)	(293.0)	2,311.8	1,696.5	36.3%
Net Margin	8.9%	8.2%						12.9%	9.8%	

## ANNEX

### REGIONAL SALES BY BUSINESS UNIT

For the three months ended September 30, 2024 and 2023

Business Unit	Mexico			Latam			USA		
	Q3 2024	Q3 2023	Δ%	Q3 2024	Q3 2023	Δ%	Q3 2024	Q3 2023	Δ%
Over-the-Counter Medicines	1,485.1	1,207.2	23.0%	1,161.3	1,020.0	13.9%	200.6	220.3	(9.0)%
Personal Care & Beverages	901.6	899.3	0.3%	1,032.3	859.5	20.1%	311.7	186.8	66.8%
<b>Total</b>	<b>2,386.7</b>	<b>2,106.5</b>	<b>13.3%</b>	<b>2,193.6</b>	<b>1,879.5</b>	<b>16.7%</b>	<b>512.3</b>	<b>407.2</b>	<b>25.8%</b>




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



**MSCI**  
ESG RATINGS  
A  
Third improvement  
in last 4 yrs



**ESR**  
EMPRESA  
SOCIALMENTE  
RESPONSABLE  
18th consecutive  
year awarded



**+59,000**  
Medicines donated during  
Q3 2024



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