

|. About us

Kimberly-Clark de México S.A.B. de C.V. (KCM) is incorporated as a *Sociedad Anónima Bursátil de Capital Variable* (G4-7), and has operated without interruption since 1959. In 2016, we completed 54 years of listing on the Mexican Stock Exchange (BMV), and since 2011 we have been included in the BMV Sustainable IPC Index (G4-3).

KCM makes and sells frequently-used consumer products that meet Mexican families' hygiene and personal care needs (G4-8).





Our brands (G4-4)

With prestigious, well-known brands, we are market leaders in the vast majority of our business categories.

Among our leading brands are Huggies®, KleenBebé®, Kleenex®, Kimlark®, Pétalo®, Cottonelle®, Depend®, Kotex®, and Evenflo®, and beginning in April 2016, Escudo® and in November 2016, Blumen® and Solei®.

Business lines (G4-8)

We are committed to a commercial strategy that enables us to reach all segments and ages of the Mexican population through different sales and distribution channels.

KCM distributes its products to Mexican consumers through various sales channels, such as:

- Supermarkets
- Wholesalers
- Drugstores
- Price clubs
- Convenience stores
- Government stores

- Department stores
- Hospitals
- E-commerce

Geographic distribution (G4-5, G4-6, G4-8)

To bring our products to the Mexican people, we have six distribution centers located strategically in the Mexico City metropolitan area, and in the North, Pacific and Southeast regions of the country (G4-8).

We have ten production plants located in:

- Querétaro
- State of Mexico
- Puebla
- Tlaxcala
- Michoacán
- Veracruz
- Coahuila

<http://www.kimberly-clark.com.mx/en/about-kcm/operations>

The company's headquarters are located at Jaime Balmes No. 8, 9th floor, in Los Morales, Polanco, Miguel Hidalgo, in Mexico City (G4-5).

Baby and Child Care



Home



Feminine Care



Beauty



Adult Care

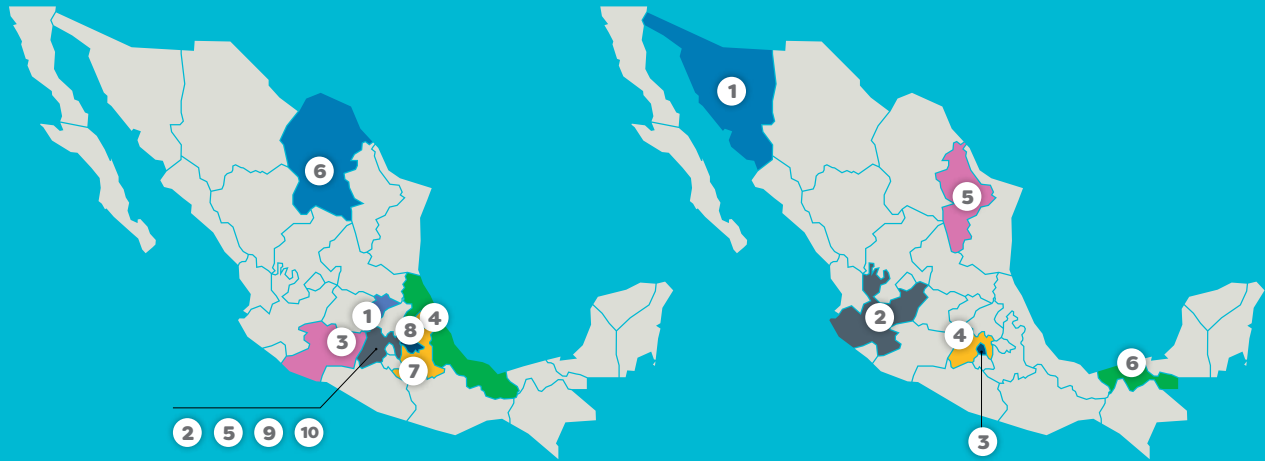


Professional



Plants

Distribution Centers / SODISA / Corporate headquarters



- 1 Bajío**
San Juan del Río, Querétaro (1981)
- 2 Ecatepec**
Ecatepec, State of Mexico (1951)
- 3 Morelia**
Morelia, Michoacán (1973)
- 4 Orizaba**
Orizaba, Veracruz (1968)
- 5 Prosepe**
Cuautitlán, State of Mexico (1981)

- 6 Ramos Arizpe**
Ramos Arizpe, Coahuila (1993)
- 7 Texmelucan**
San Martín Texmelucan, Puebla (1973)
- 8 Tlaxcala**
Tlaxco, Tlaxcala (1995)
- 9 Toluca**
Parque Vesta, Toluca, State of Mexico (2011)
- 10 Evenflo**
Cuautitlán, State of Mexico (2012)

- Distribution Centers**
- 1 Cd. Obregón, Sonora
- 2 Guadalajara, Jalisco
- 3 Mexico City Metropolitan Area
- 4 Tepozotlán, State of Mexico
- 5 Monterrey, Nuevo León
- 6 Villahermosa, Tabasco

- SODISA (Logistics)**
Tlanepantla, State of Mexico (1981)
- Corporate Headquarters**
Los Morales, Polanco (Mexico City)



Foreign trade (G4-8)

In 2016 we had net export sales of Ps.1.72 billion and gross sales of Ps.1.72 billion, including exports to the United States, Central and South America and the Middle East.

Operations at our subsidiary Evenflo Feeding Inc. in the United States reported a 21.11% increase in net sales compared to 2015.

EVENFLO FEEDING INC.	GROSS SALES (Ps. million)	NET SALES (Ps. million)
2015	\$ 283	\$ 257
2016	\$ 350	\$ 311

Relationship with Kimberly-Clark Corporation (G4-7)

Kimberly-Clark Corporation (KCC) supplies us with technical services that are key for executing product and process innovation initiatives, developing cutting-edge technology, and participating in global purchasing agreements.

It is also through our partnership with KCC that we share world-class information on operating and commercial practices and sustainability. In short, our relationship makes both companies more competitive and generates added value that translates into economic, environmental and social results. For more about our history, visit:

<http://www.kimberly-clark.com.mx/en/about-kcm/history>

Scale of the organization (G4-9, G4-10, G4-11)

At the close of 2016, Kimberly-Clark de México S.A.B. de C.B. (KCM) had 10 production plants, 6 distribution centers, a logistics center (SODISA) and headquarters in Mexico City. On the same date, we had 8,378 employees, 67% of them unionized, which is 4.4% more than in 2015. Through the hard work of all our employees, we brought in net sales of Ps.35.66 billion during the year.

Our supply chain (G4-12) consists of 390 suppliers, 72.8% of which are local.



Foreign trade

Membership in associations (G4-15, G4-16)

Kimberly-Clark de México, S.A.B. de C.V. is an active member of the National Chamber of Pulp and Paper Industries (CNICP), the Mexican Employers' Confederation (COPARMEX), the Communications Council, the Business Coordinating Council (CCE) and, within this Council, the Commission on Private Sector Studies for Sustainable Development (CESPEDES). Our partner Kimberly-Clark Corporation is a member of the Corporate Eco Forum, a community of global leaders focused on promoting business sustainability, the Forest Stewardship Council (FSC), a nonprofit organization that protects forests for future generations, and the World Business Council for Sustainable Development (WBCSD), an organization led by global CEOs that encourages the business community to create a sustainable future for business, society and the environment.

As part of KCC's Global Sustainability Group and through our relationship with KCC, we have access to the activities and programs of Kimberly-Clark Corporation in these organizations.

In 2016, we were once again called to sit on the Sustainability Committee of the Mexican Stock Exchange, whose purpose is to promote actions that improve sustainable performance standards by the issuers on the Mexican stock market. In this forum, members analyze international sustainability trends and identify challenges and opportunities for Mexican companies in particular. At present we are preparing, with other companies included in the BMV Sustainable IPC Index, a document to help companies in Mexico become more sustainable.

Adhesion to the principles of the OECD and the UNGC

One of the basic purposes of this document is to explain the importance to KCM of a solid, transparent Corporate Governance, consistent with the principles of business ethics, the company's bylaws and the Code of Best Corporate Practices, as well as the creation of value for its stakeholders.

KCM abides by the OECD principles on Corporate Governance, which include promoting efficient, transparent markets, complying with existing laws, fair treatment of shareholders, recognition of stakeholder rights, disclosure and transparency of the material



corporate information, and Board members' duty to oversee and strategically direct the company, achieve effective management and render accounts to shareholders.

Kimberly-Clark Corporation is a signatory of the United Nations Global Compact (UNGC), which means that Kimberly-Clark de México is committed to and abides by the guidelines of this global accord, to the benefit of society at large.

Throughout this document we will refer to the activities we are carrying out in support of the ten universal principles expressed in the UNGC in the areas of Human Rights, Labor Standards, the Environment, and Anti-Corruption policies (G4-15, G4-56).

