

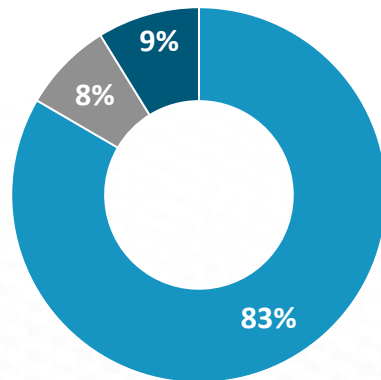
 **Kimberly-Clark** de México

Presentation 3Q20



9M 2020 Sales: US\$1.6bn⁽¹⁾

Market Cap of US\$4.4bn⁽²⁾



- Consumer Products
- Professional
- Exports

Diapers	Bathroom Tissue	Napkins	Wet Wipes	Feminine & Adult Care	Bar & Liquid Soaps ⁽³⁾

Strong brands

Above average profitability

Great growth potential

Solid financial position

Access to leading technology & brands

Very efficient production facilities

(1) 9M 2020 average FX rate 21.99
 (2) As of September 2020. (FX rate 22.11)
 (3) Includes 4e

KCM is Well Positioned to Continue Delivering Industry-Leading Results

Despite notable headwinds on the last couple of years...

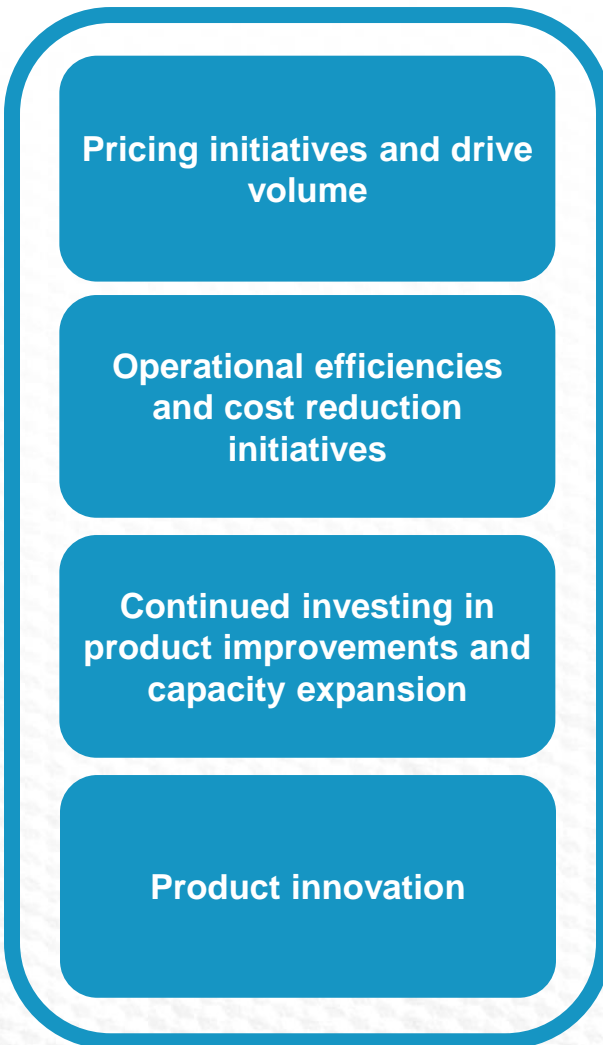
MXN depreciation

Higher raw material prices

Weak consumption environment

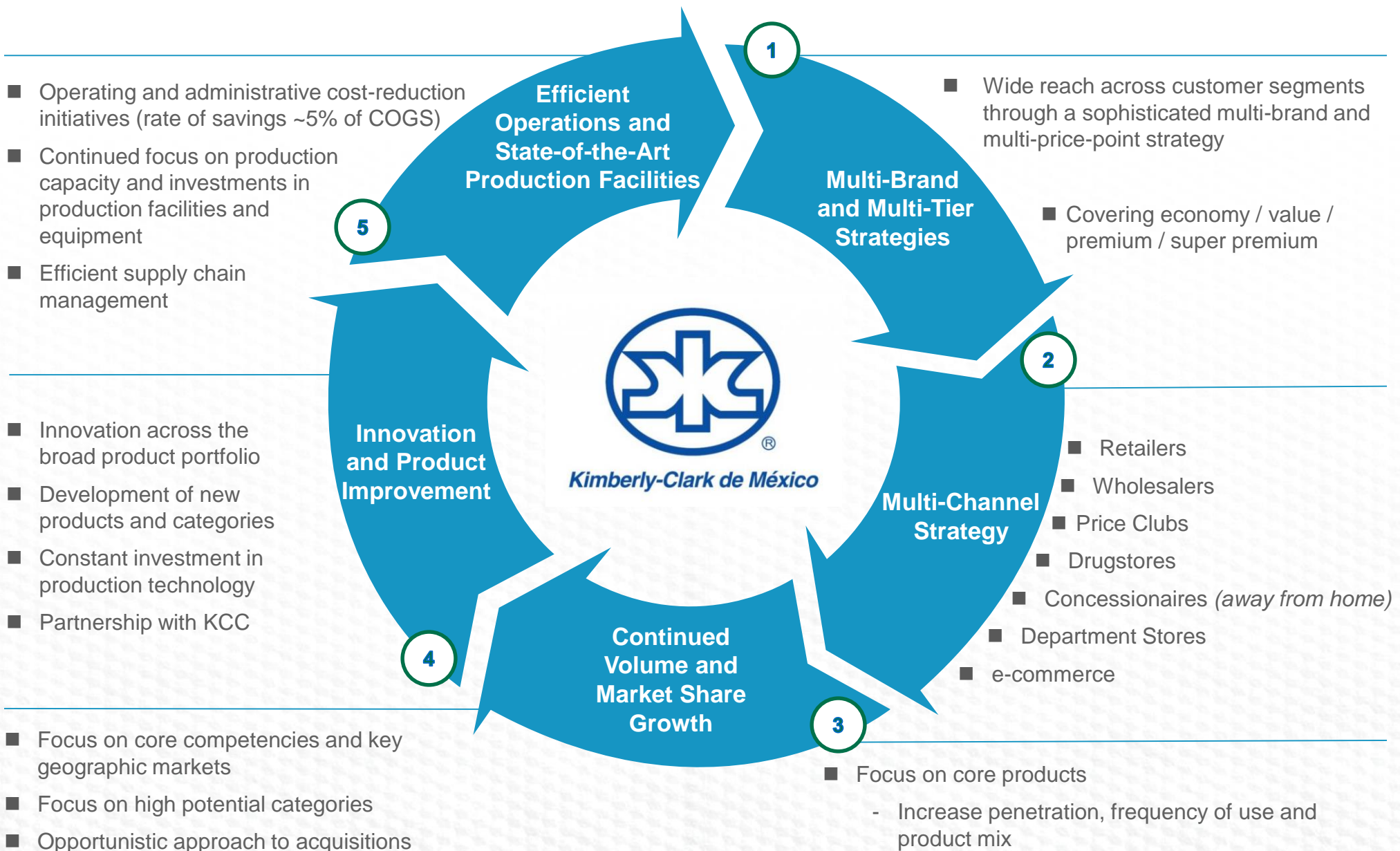
Challenging competitive environment

...The successful implementation of our corporate strategy...



...Allows us to continue delivering results and positions us to outperform going forward.

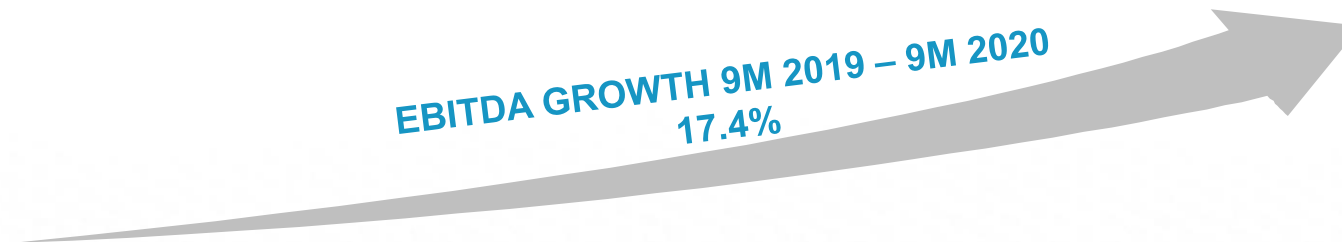
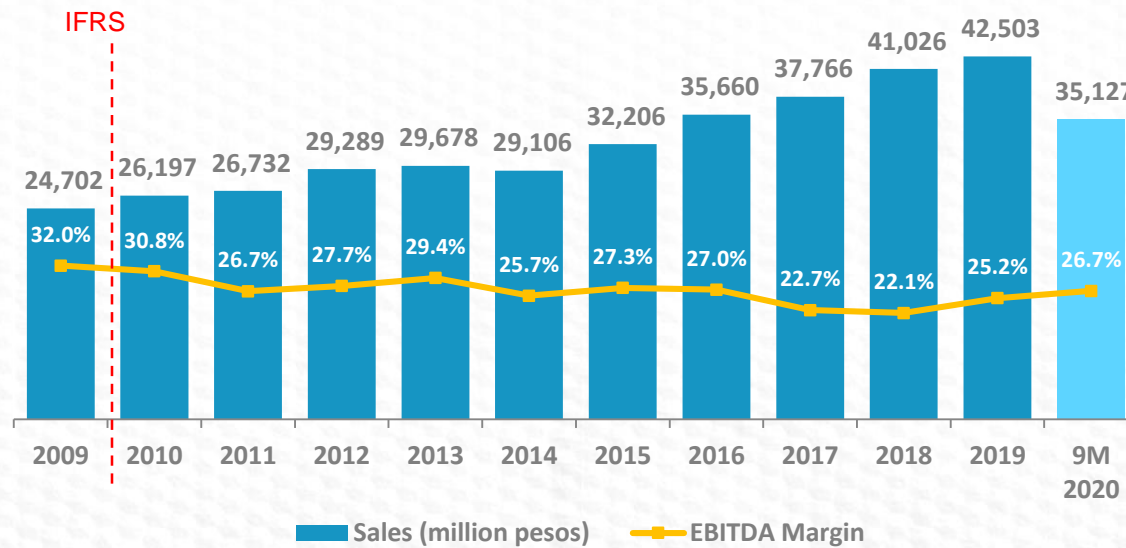




Historical Financial Performance

(Figures in Ps. million)

**EBITDA GROWTH 9M 2019 – 9M 2020
17.4%**

KCM has distributed most of its earnings through dividends over more than 50 years

3Q 2020 Results

3Q 20 Results

	<u>3Q'20</u>	<u>3Q'19</u>	<u>CHANGE</u>
NET SALES	\$11,097	\$10,400	6.7%
GROSS PROFIT	4,203	3,985	5.5%
OPERATING PROFIT	2,360	2,155	9.5%
NET INCOME	1,348	1,238	8.9%
EBITDA	2,845	2,639	7.8%

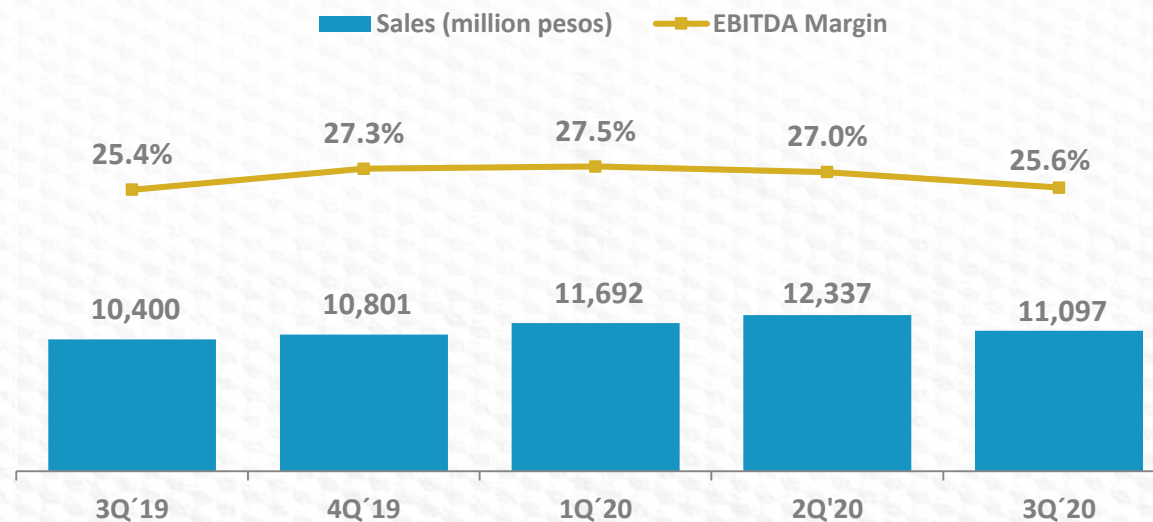
Sales

- ✓ Volume contribution of +7.0%
- ✓ Solid growth in consumer products (up 7%)

	<u>3Q'20</u>	<u>3Q'19</u>	<u>CHANGE pp</u>
GROSS MARGIN	37.9	38.3	-0.4
OPERATING MARGIN	21.3	20.7	0.6
NET MARGIN	12.1	11.9	0.2
EBITDA MARGIN	25.6	25.4	0.2

Profitability

- ✓ Raw material pressures have decreased
- ✓ Cost reduction program (Ps. \$400 million 3Q20)



Private consumption recovering

Strong brands

Stability in raw material prices

Costs: Better environment but still challenging

Strong cost reduction program

Product innovations and improvements

Continue to support high potential categories



The information contained in this presentation is confidential and has been prepared solely for informational purposes. This presentation does not constitute an offer to sell or a solicitation of an offer to buy any securities of Company.

Actual results may differ materially from those indicated by these forward-looking statements as a result of various factors and undue reliance should not be placed on these forward-looking statements. We cannot ensure that actual results will not be materially different from those expressed or implied by these forward-looking statements.

In addition, any forward-looking statements represent our estimates only as of today and should not be relied upon as representing our estimates as of any subsequent date. While we may elect to update forward-looking statements at some point in the future, we specifically disclaim any obligation to do so, even if our estimates change.