

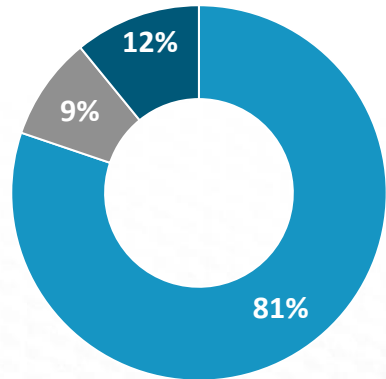
 **Kimberly-Clark** de México

Presentation 1Q21



3M 2021 Sales: US\$0.6bn⁽¹⁾

Market Cap of US\$5.3bn⁽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) 3M 2021 average FX rate 20.6
 (2) As of March 2021. (FX rate 20.42)
 (3) Includes 4e

KCM is Well Positioned to Continue Delivering Industry-Leading Results

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

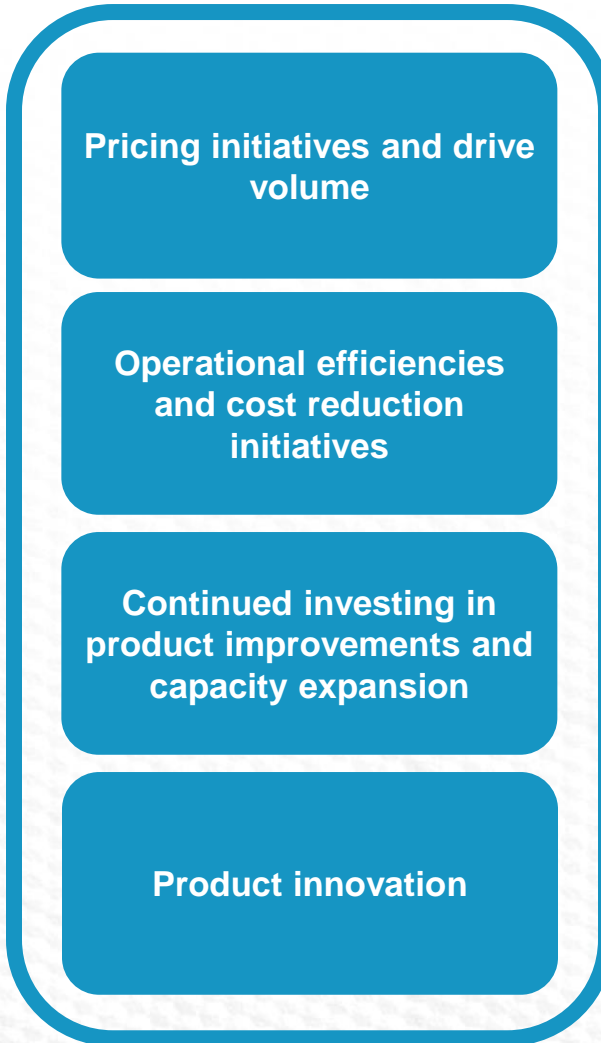
MXN depreciation

Higher raw material prices

Weak consumption environment

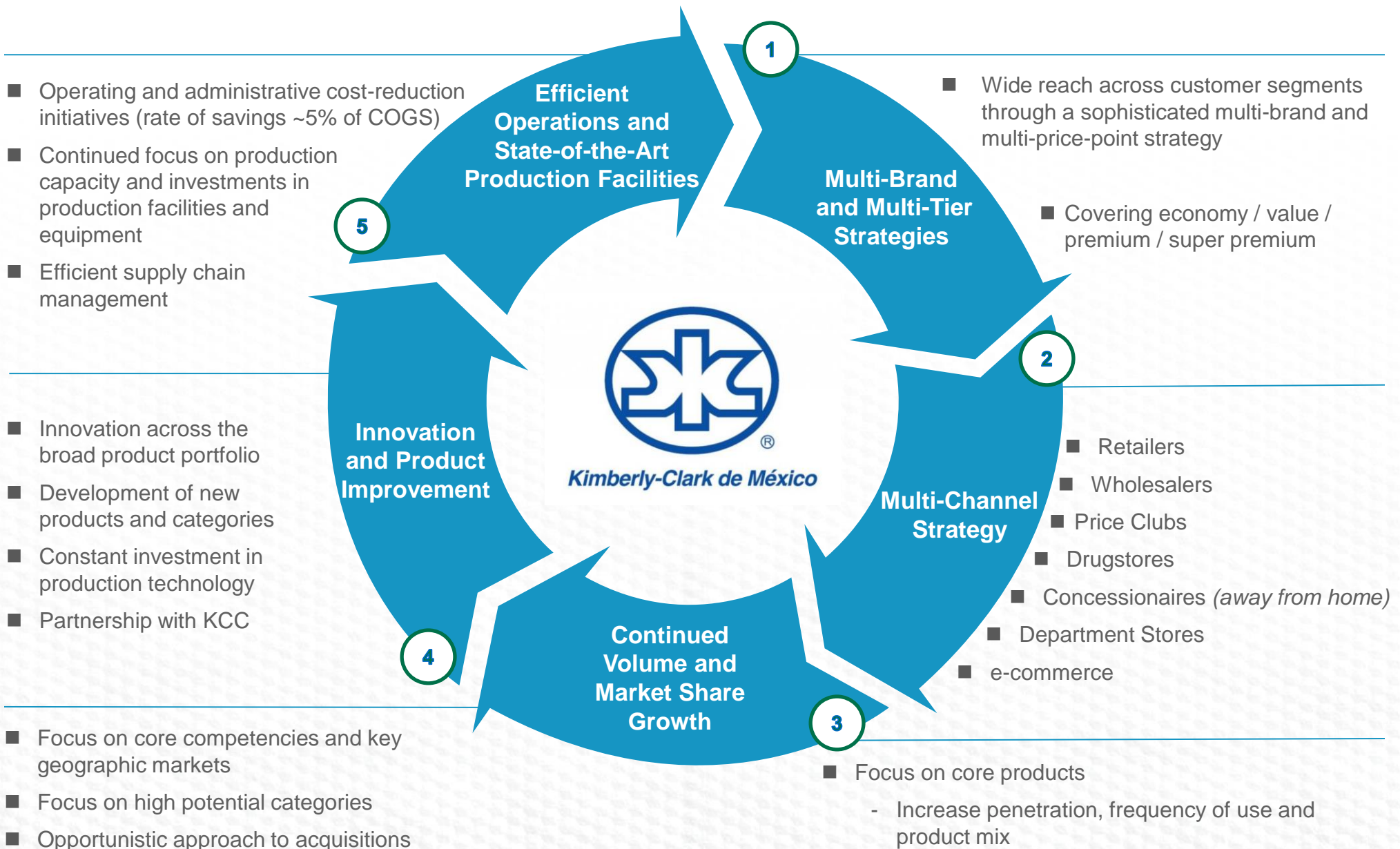
Challenging competitive environment

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



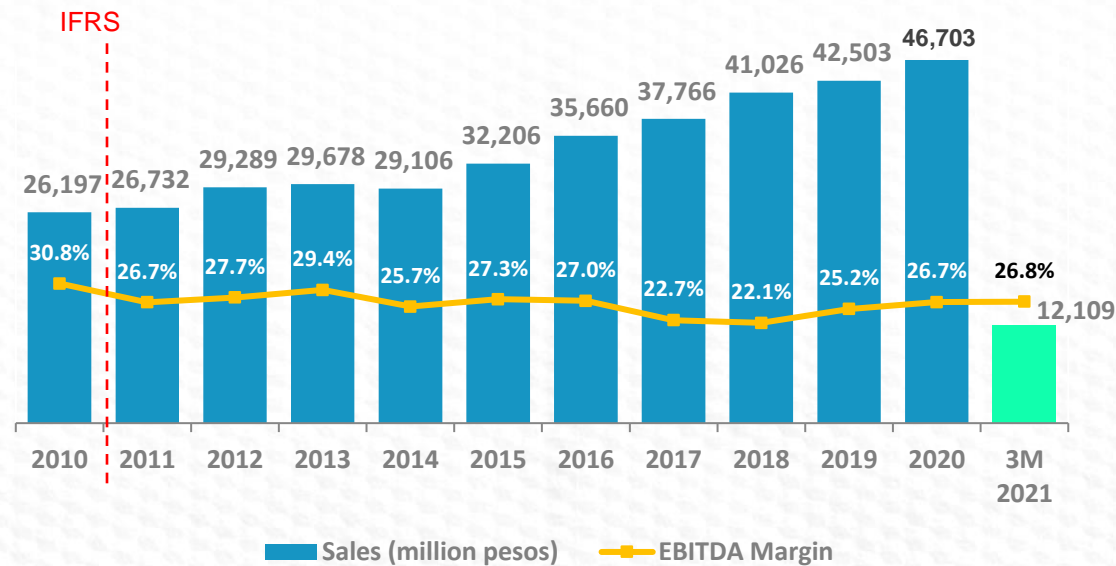
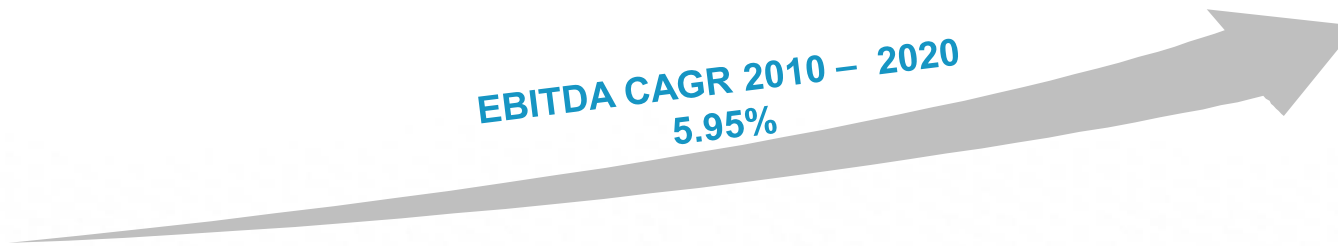
...Allows us to continue delivering results and positions us to outperform going forward.





Historical Financial Performance

(Figures in Ps. million)



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

4Q 2020 Results

1Q 21 Results

	<u>1Q'21</u>	<u>1Q'20</u>	<u>CHANGE</u>
NET SALES	\$12,109	\$11,692	3.6%
GROSS PROFIT	4,663	4,625	0.8%
OPERATING PROFIT	2,741	2,702	1.4%
NET INCOME	1,602	1,528	4.8%
EBITDA	3,243	3,214	0.9%

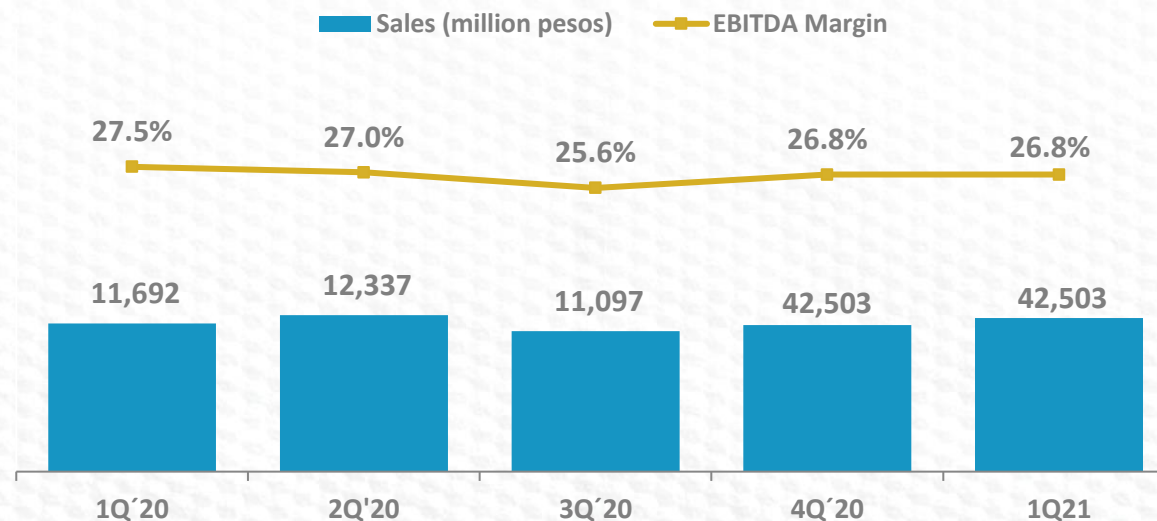
Sales

- ✓ Volume contribution of -2.0%
- ✓ Price/mix contribution of +6.0%
- ✓ Solid growth in consumer products (up 3%)
- ✓ Exports continue to deliver growth (up 36%)

	<u>1Q'21</u>	<u>1Q'20</u>	<u>CHANGE pp</u>
GROSS MARGIN	38.5	39.5	-1.0
OPERATING MARGIN	22.6	23.1	-0.5
NET MARGIN	13.2	13.0	0.2
EBITDA MARGIN	26.8	27.5	-0.7

Profitability

- ✓ FX compared positively.
- ✓ Cost reduction program (Ps. \$350 million 1Q21).
- ✓ SG&A down 50 bps as a percentage of sales



Private consumption recovering

Strong brands

Exports growing at a fast pace

Costs: FX offsetting cost pressures

Strong cost reduction program

Product innovations and improvements

Continue to support high potential categories



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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.