

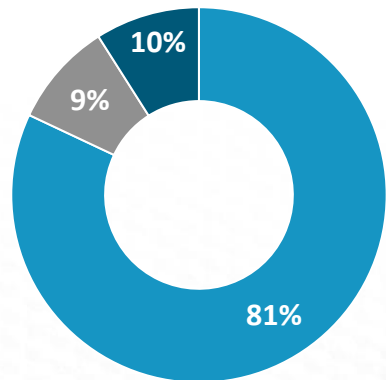
 **Kimberly-Clark** de México

Presentation 3Q21



9M 2021 Sales: US\$1.7bn⁽¹⁾

Market Cap of US\$5.1bn⁽²⁾



- Consumer Products
- Professional
- Exports

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

Strong brands

Solid financial position

Above average profitability

Access to leading technology & brands

Great growth potential

Very efficient production facilities

(1) 9M 2021 average FX rate 20.3

(2) As of September 2021. (FX rate 20.64, share price \$33.99)

KCM is Well Positioned to Continue Delivering Industry-Leading Results

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

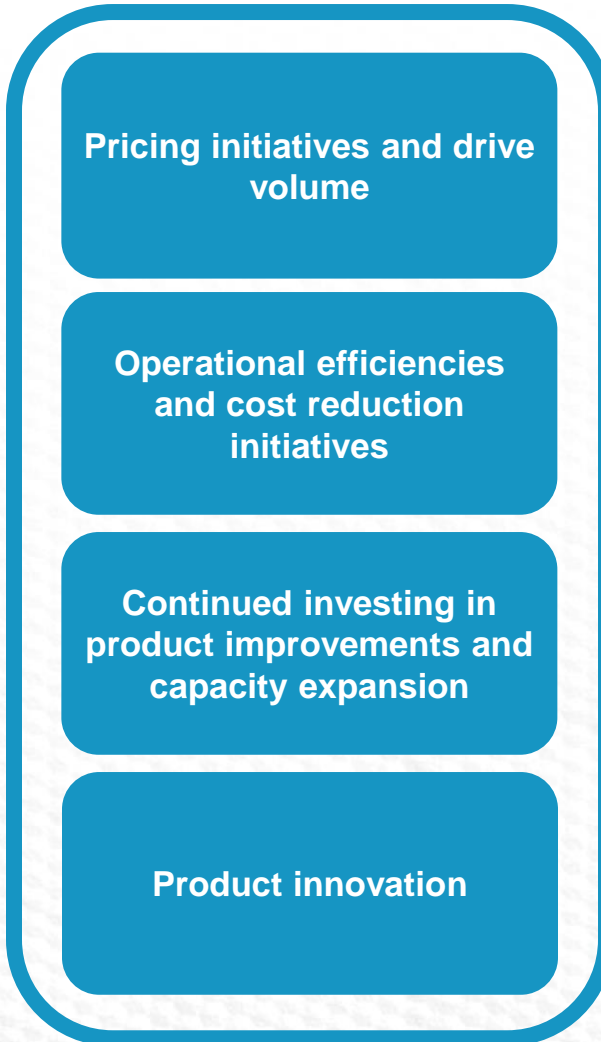
Market uncertainty

Higher raw material prices

Weak consumption environment

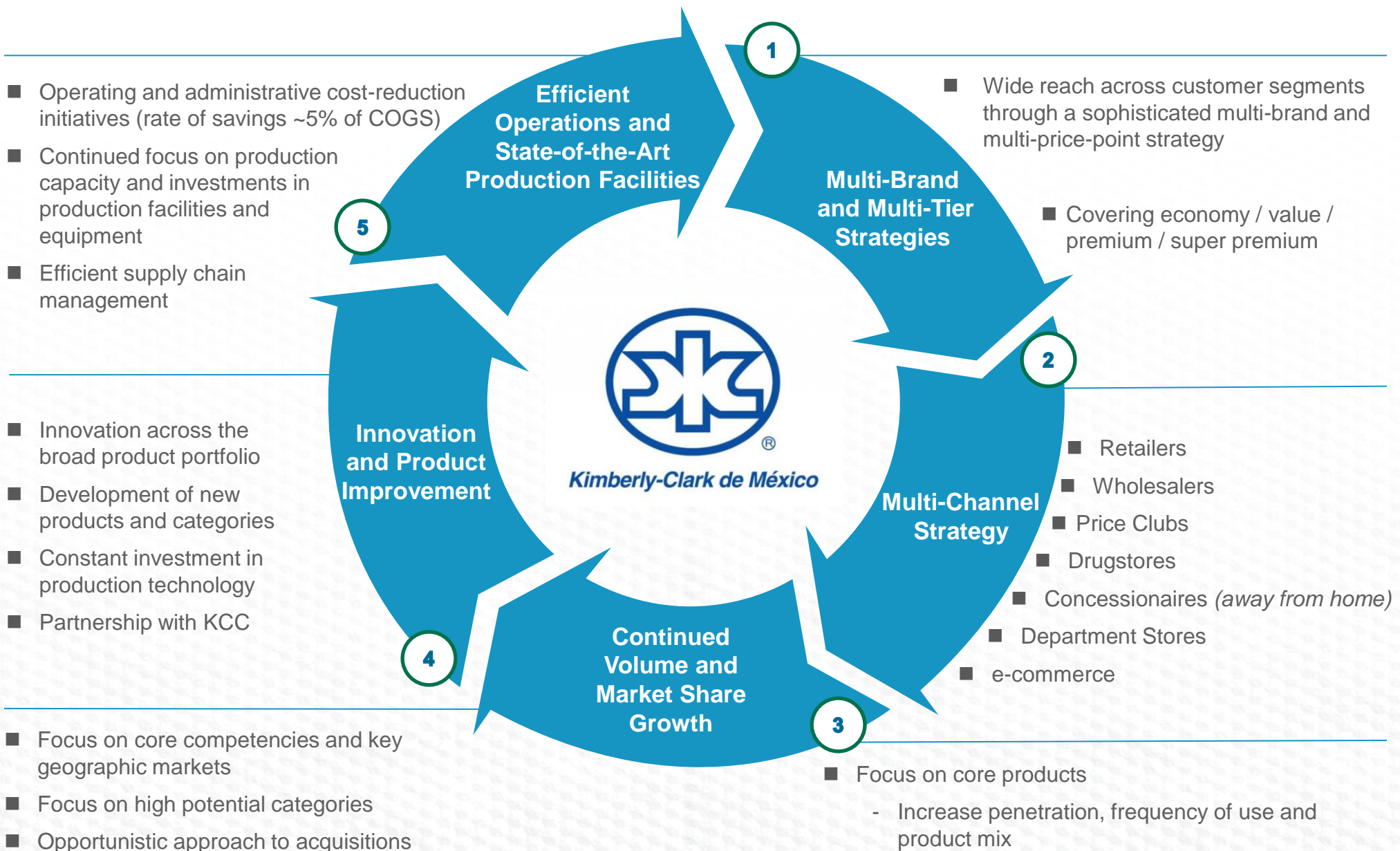
Challenging competitive environment

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



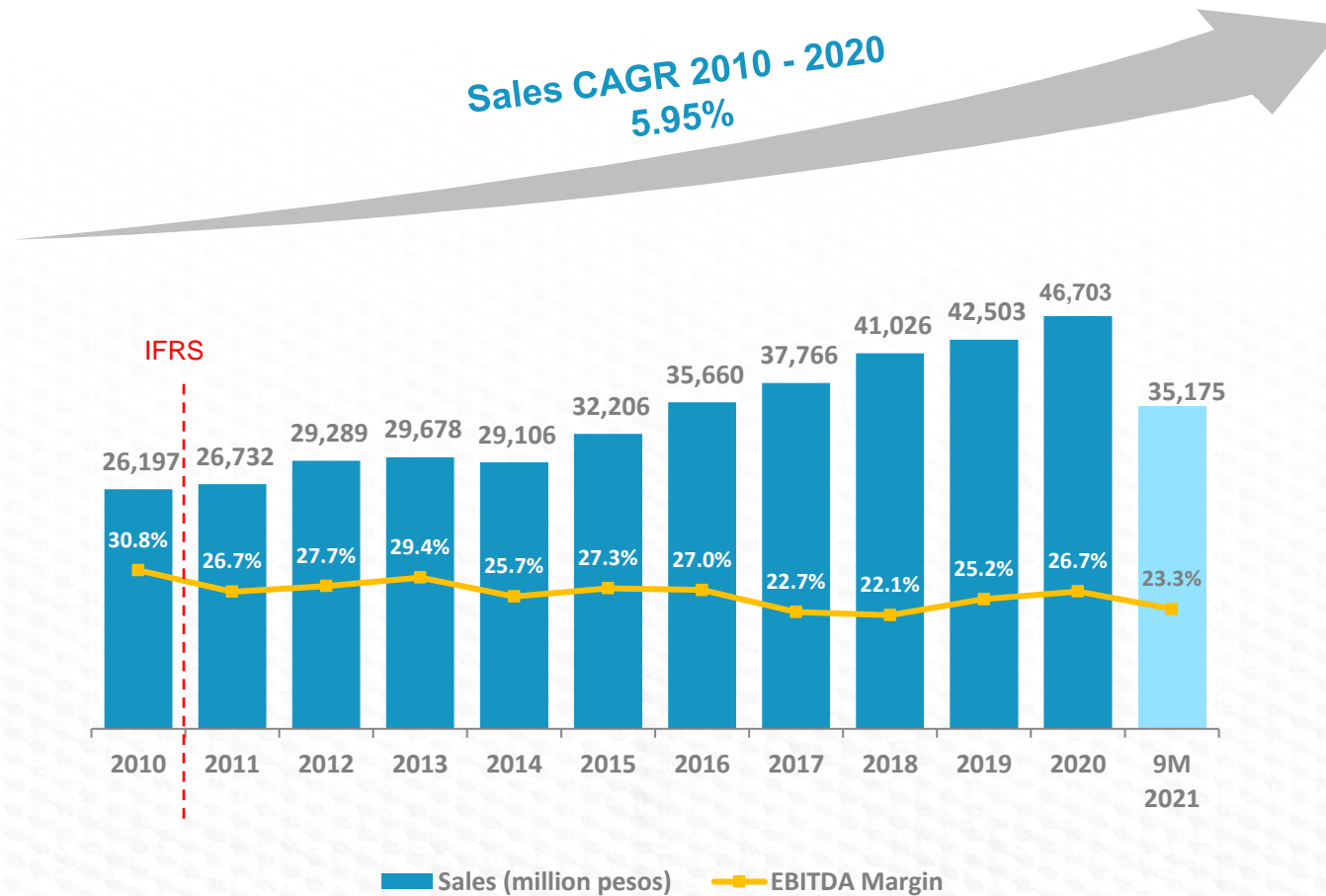
...Allows us to continue delivering results and positions us to outperform going forward.





Historical Financial Performance

(Figures in Ps. million)



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

3Q 2021 Results

	<u>3Q'21</u>	<u>3Q'20</u>	<u>CHANGE</u>
NET SALES	\$11,343	\$11,097	2%
GROSS PROFIT	3,598	4,203	-14%
OPERATING PROFIT	1,737	2,360	-26%
NET INCOME	879	1,348	-35%
EBITDA	2,235	2,845	-21%

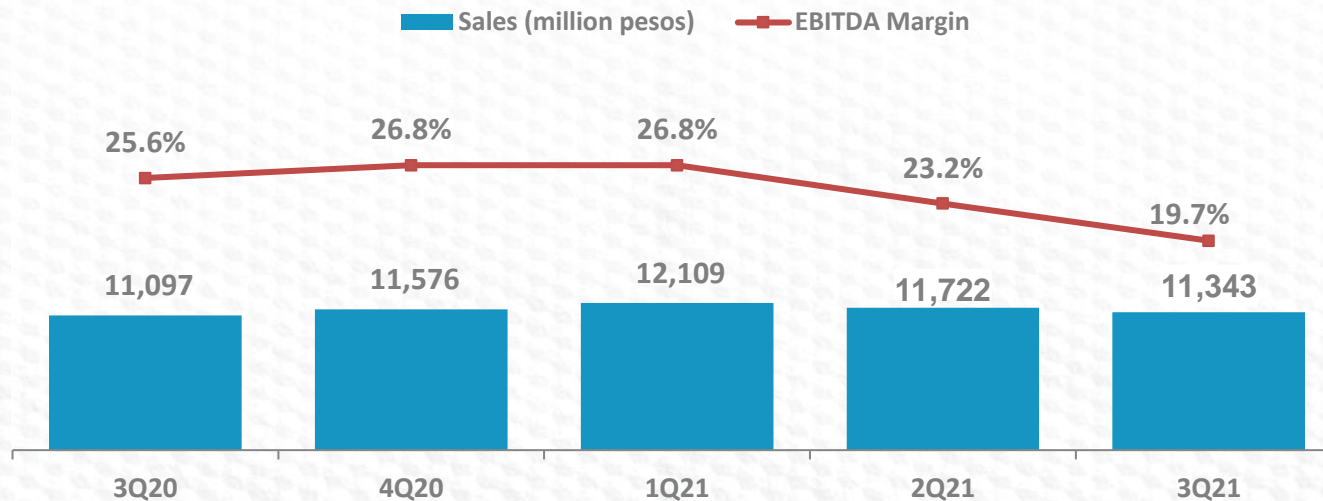
	<u>3Q'21</u>	<u>3Q'20</u>	<u>CHANGE pp</u>
GROSS MARGIN	31.7	37.9	-6.2
OPERATING MARGIN	15.3	21.3	-6.0
NET MARGIN	7.7	11.8	-4.1
EBITDA MARGIN	19.7	25.6	-5.9

Sales

- ✓ 3Q21 sales of \$11.3 billion pesos.
- ✓ Exports of converted products growing at accelerated rates.
- ✓ Away from Home up 38%.

Profitability

- ✓ Cost reduction program (Ps. \$350 million 3Q21).
- ✓ EPS of \$0.29



Multi-tier, multi-brand, multi-channel strategy

Strong brands

Price increases and mix improvements

Capex ramping up

Strong cost reduction program

Product innovations and improvements

Continue to support high potential categories



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