

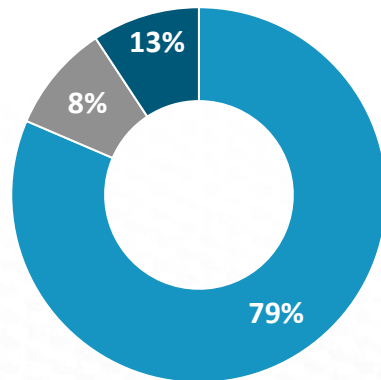
 **Kimberly-Clark** de México

Presentation 1Q22



3M 2022 Sales: US\$0.6bn⁽¹⁾

Market Cap of US\$4.3bn⁽²⁾



- Consumer Products
- Professional
- Exports

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

- Strong brands
- Above average profitability
- Great growth potential

- Solid financial position
- Access to leading technology & brands
- Very efficient production facilities

(1) 3M 2022 average FX rate 20.44
 (2) As of March 2022. (FX rate 19.89, share price \$27.98)

KCM is Well Positioned to Continue Delivering Industry-Leading Results

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

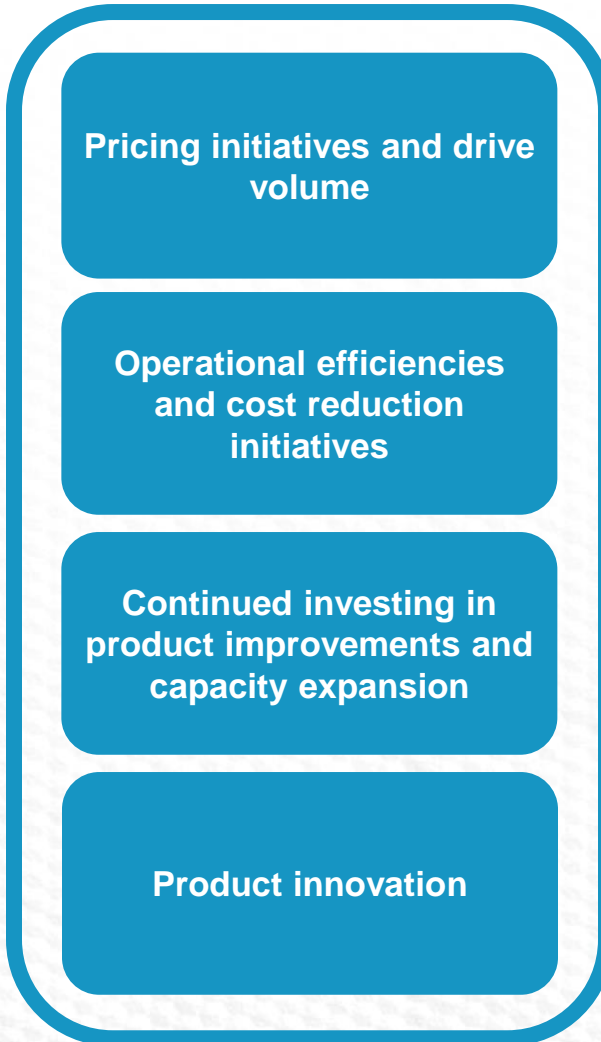
Market uncertainty

Higher raw material prices

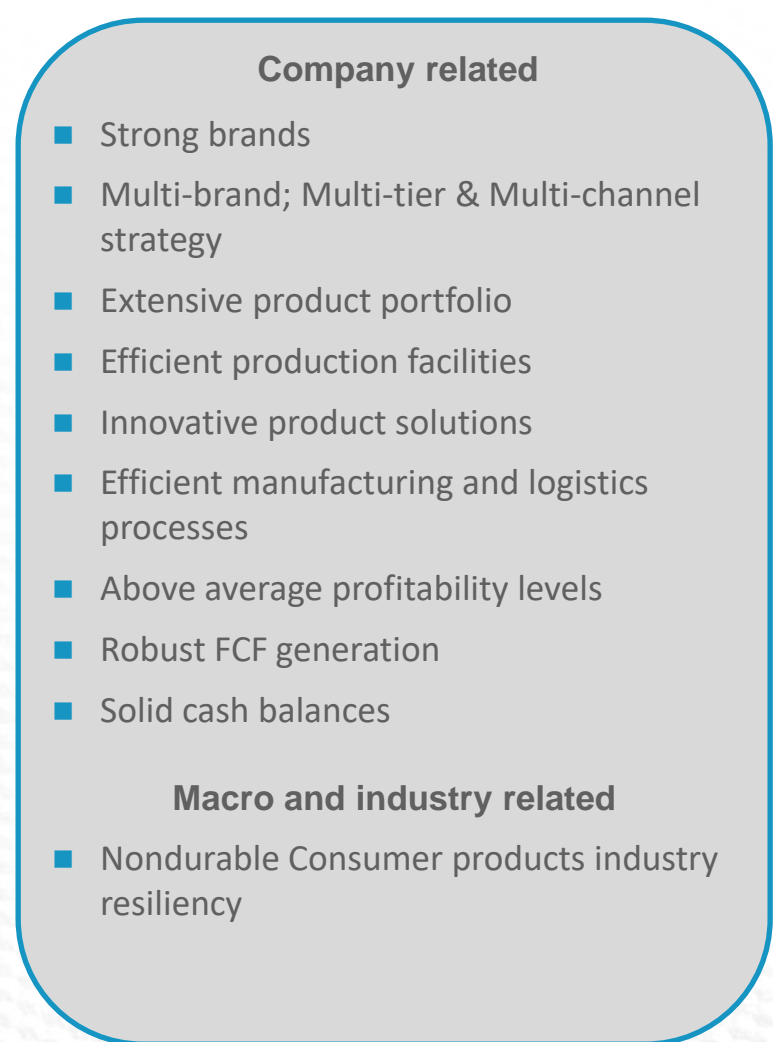
Weak consumption environment

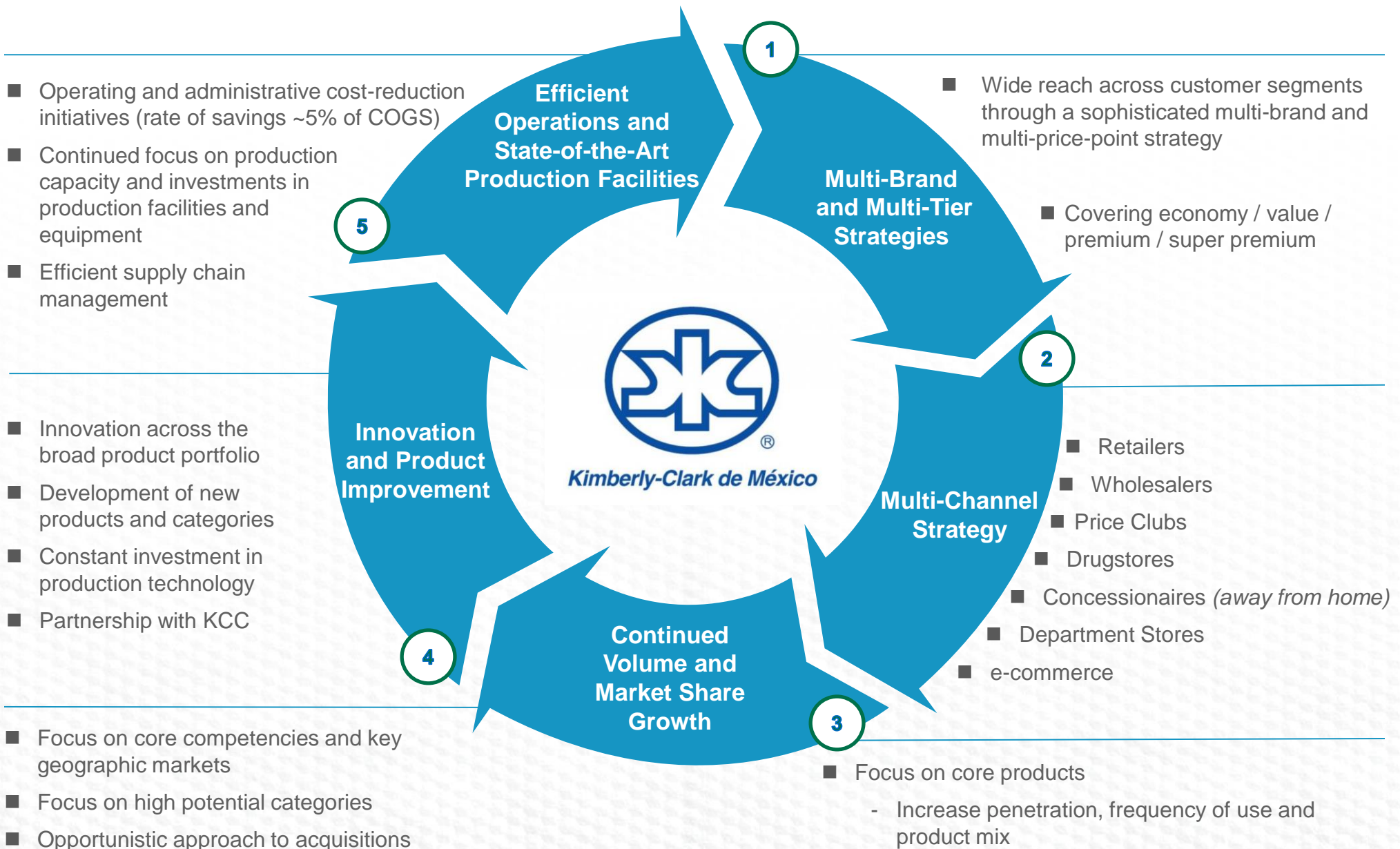
Challenging competitive environment

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



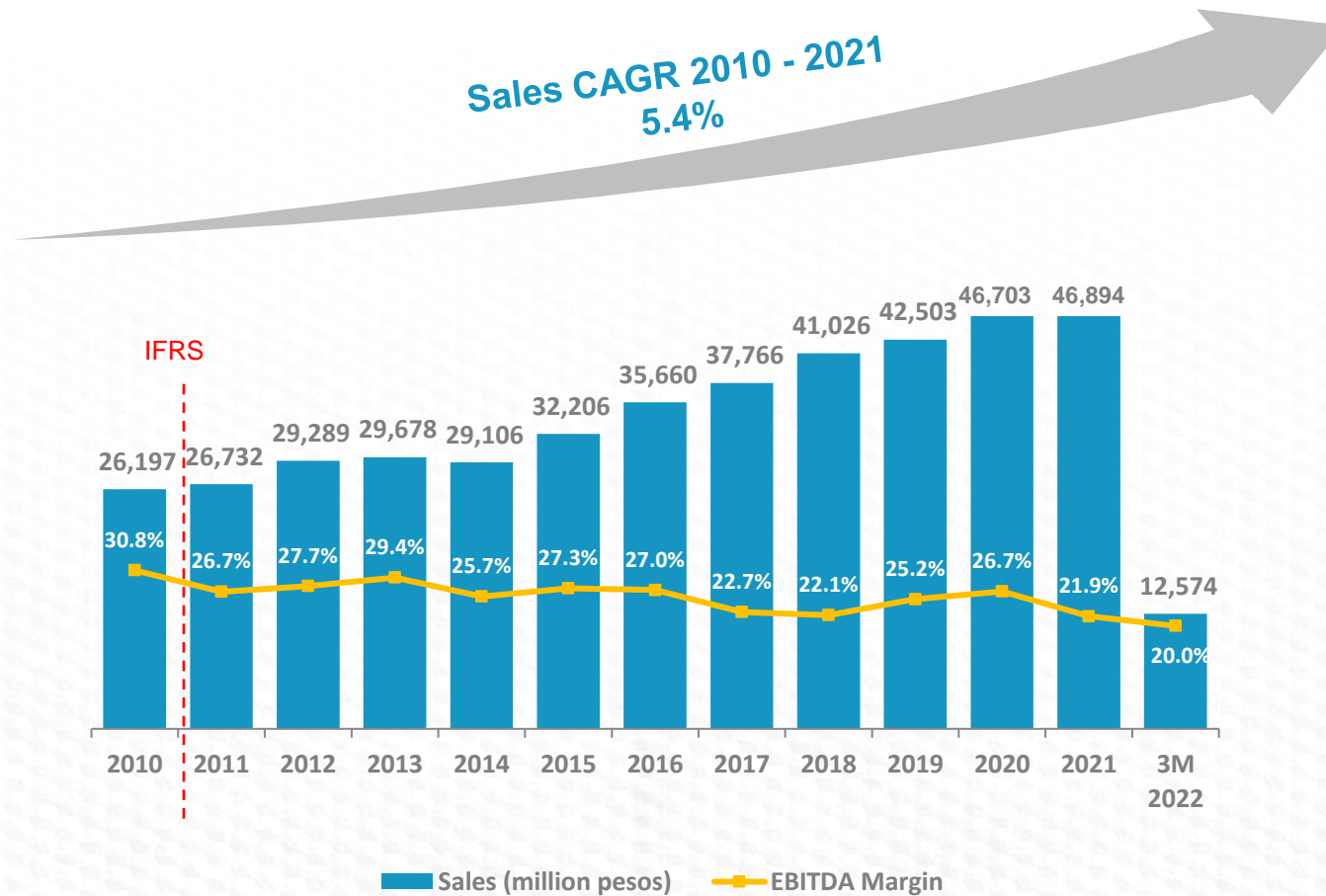
...Allows us to continue delivering results and positions us to outperform going forward.





Historical Financial Performance

(Figures in Ps. million)



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

1Q2022 Results

	<u>1Q'22</u>	<u>1Q'21</u>	<u>CHANGE</u>
NET SALES	\$12,574	\$12,109	4%
GROSS PROFIT	3,938	4,663	-16%
OPERATING PROFIT	2,006	2,741	-27%
NET INCOME	1,092	1,602	-32%
EBITDA	2,515	3,243	-22%

	<u>1Q'22</u>	<u>1Q'21</u>	<u>CHANGE pp</u>
GROSS MARGIN	31.3	38.5	-7.2
OPERATING MARGIN	15.9	22.6	-6.7
NET MARGIN	8.7	13.2	-4.5
EBITDA MARGIN	20.0	26.8	-6.8

	<u>1Q'22</u>	<u>4Q'21</u>	<u>CHANGE</u>
NET SALES	\$12,574	\$11,719	7%
GROSS PROFIT	3,938	3,481	13%
OPERATING PROFIT	2,006	1,638	22%
NET INCOME	1,092	790	38%
EBITDA	2,515	2,089	20%

	<u>1Q'22</u>	<u>4Q'21</u>	<u>CHANGE pp</u>
GROSS MARGIN	31.3	29.7	1.6
OPERATING MARGIN	15.9	14.0	1.9
NET MARGIN	8.7	6.7	2.0
EBITDA MARGIN	20.0	17.8	2.2

Sales

- ✓ Significant sequential improvement.
- ✓ 1Q22 sales of \$12.6 billion pesos, an all time high.
- ✓ Exports of converted products growing at accelerated rates (+20%).
- ✓ Export sales up 51%.

Profitability

- ✓ Cost reduction program (Ps. \$300 million 1Q22).
- ✓ Sequential EBITDA margin improvement of 220 bps.

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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