## Financial Information $>$ Press Releases $>$ 2nd Quarter 2008

July 17th, 2008

Highlights:

Results highlight a positive trend.
Growth in net sales of 9 percent.
10 percent increase in operating profit, higher than net sales growth.
Growth in net income of 17 percent.
Start-up of new investments; COFORM start-up (Cost reduction).

## SELECTED INCOME STATEMENT DATA

Millions of nominal pesos except earnings per share

## Quarter ended

| NET SALES | $\$ 5,755$ | $\$ 5,286$ | 9 |
| ---: | ---: | ---: | ---: |
| OPERATING PROFIT | 1,488 | 1,352 | 10 |
| INTEGRAL FINANCING COST RESULT \& PROFIT SH. | 132 | 240 | $(45)$ |
| NET INCOME BEFORE INCOME TAX | 1,356 | 1,112 | 22 |
| IMPUESTOS | 403 | 295 | 36 |
| NET INCOME | 954 | 817 | 17 |
| EARNINGS PER SHARE (Pesos) | 0.86 | 0.72 | 19 |
| EBITDA | 1,777 | 1,612 | 10 |

Second quarter results are encouraging and show an important improvement versus the first quarter. Growth in net sales, operating profit and net income were achieved due to higher volumes, better selling prices and mix, costs containment and the start-up of new investments.

Net sales for the quarter grew 9 percent versus prior year, driven by a 4 percent volume growth and 5 percent better price and mix. We had volume growth in our household products, in infant care and a particularly strong increase in wet wipes of almost 50 percent in the quarter and for the year.

We continued to be affected by cost increases. Energy and natural gas have increased 40 and 50 percent respectively. With respect to other raw materials, pressures continued particularly in oil derivatives, pulp and recycled fibers.

These negative effects were offset by higher production efficiency due to increased volumes, to a comprehensive cost reduction and containment program, as well as savings derived from the start-up of new investments designed to reduce cost and to a better mix of products sold and improved selling prices. As a result, operating profit grew 10 percent versus last year and was higher than the net sales increase.

Net income grew 17 percent year over year driven by the growth in operating profit and a lower integral financing cost.

An EBITDA of close to $\$ 1,800$ million pesos was generated during the quarter and as of June 30th, we have $\$ 2,900$ million pesos in cash after having made investments in the last twelve months of $\$ 2,922$ million pesos ( $\$ 1,432$ in capital expenditures (CAPEX), $\$ 1,490$ in the re-purchase of stock) and having paid out a regular dividend to our shareholders of \$2,973 million pesos.

We continued executing our CAPEX program. We started up the production of the base sheet for wet wipes with an investment of more than $\$ 40$ million dollars. This process is
already providing important cost savings for the company.

Under United States generally accepted accounting principles (US GAAP), the quarterly results were as follows: net sales were 14 percent above; operating profit was 14 percent above; and net income was 15 percent higher than in 2007.

Share Buyback Program

|  |  | 2008 | 2007 |
| :--- | :--- | :--- | :--- |

## SELECTED INCOME STATEMENT DATA

Millions of nominal pesos except earnings per share

|  | Six months ended June 30th |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | \% |  | 2007 | \% |  | \%CHG. |
| NET SALES | \$11,315 |  |  | \$10,483 |  |  | 8 |
| OPERATING PROFIT | 2,807 |  | 25 | 2,772 |  | 26 | 1 |
| INTEGRAL FINANCING COST RESULT \& PROFIT SH. | 293 |  |  | 411 |  |  | (29) |
| NET INCOME BEFORE INCOME TAX | 2,514 |  |  | 2,361 |  |  | 6 |
| INCOME TAX | 716 |  |  | 605 |  |  | 18 |
| NET INCOME | 1,798 |  | 16 | 1,756 |  | 17 | 2 |
| EARNINGS PER SHARE (Pesos) | 1.62 |  |  | 1.54 |  |  | 5 |
| EBITDA | 3,381 |  |  | 3,292 |  |  | 3 |

## Consolidated Balance Sheets

Millions of nominal pesos


|  | Accounts and documents receivable | 4,376 | 4,258 |
| :---: | :---: | :---: | :---: |
|  | Inventories | 1,676 | 1,655 |
|  | Current assets from discontinued operations | - | 99 |
|  | Long term account receivable | 445 | 573 |
|  | Long term Derivatives | 149 | - |
|  | Property, plant and equipment | 14,560 | 13,653 |
|  | Total assets | \$24,066 | \$21,657 |
|  | Liabilities and consolidated stockholder's equity |  |  |
|  | Bank loans | \$72 | \$97 |
|  | Derivatives | - | 91 |
|  | Accounts payable | 2,349 | 2,052 |
|  | Accrued liabilities | 1,426 | 1,445 |
|  | Dividends payable | 2,293 | 2,218 |
|  | Taxes to be paid | 378 | 346 |
|  | Employee's benefits | 450 | 420 |
|  | Current liabilities from discontinued operations | - | 27 |
|  | Long term loans | 7,216 | 4,923 |
|  | Deferred taxes | 2,232 | 1,954 |
|  | Long term employee's benefits | 112 | 59 |
|  | Consolidated stockholder's equity | 7,538 | 8,025 |
|  | TOTAL | \$24,066 | \$21,657 |
| Consolidated Statement of Changes in Financial Position Millions of nominal pesos |  |  |  |
|  |  | Six mon June |  |
|  |  | 2008 |  |
|  | Net income | \$1,798 | \$1,756 |


| Depreciation | 574 | 520 |
| ---: | ---: | ---: |
| Deferred taxes | $(23)$ | 86 |
| Exchange rate fluctuation \& interests | 206 | 224 |
| Changes in working capital | $\underline{(111)}$ | $\underline{(21)}$ |
| Sources generated by operating activities | 2,444 | 2,565 |
| CAPEX | $(597)$ | $(628)$ |
| Discontinued operations | - | $(613)$ |
| Share repurchases | $(650)$ | $(754)$ |
| Dividends | $(773)$ | $(280)$ |
| Financing activities and interest paid | $(360)$ | $(499)$ |
| Derivative instruments | $\underline{(119)}$ | $(358)$ |
| Sources utilized | $(55)$ | 1,777 |
| Cash at the beginning of the year | 2,915 | 1,419 |

## Consolidated Statement of Income <br> 2008 millions of nominal pesos, 2007 millions of pesos of purchasing power of December 31, 2007 (except earnings per share)

|  | Segundo trimestre terminado el <br> $\mathbf{3 0}$ de junio de |  |  |  |
| ---: | ---: | ---: | ---: | ---: |
| NET SALES | $\mathbf{2 0 0 8}$ |  | $\mathbf{2 0 0 7}$ | \% CHG. |
| OPERATING PROFIT | $\$ 5,755$ | $\$ 5,449$ | 6 |  |
| INTEGRAL FINANCING COST RESULT \& PROFIT SH. | 1,488 | 1,394 | 7 |  |
| NET INCOME BEFORE INCOME TAX | 132 | 247 | $(47)$ |  |
| INCOME TAX | 1,356 | 1,147 | 18 |  |
| NET INCOME | 403 | 305 | 32 |  |
| EARNINGS PER SHARE (Pesos) | 954 | 842 | 13 |  |
| EBITDA | 0.86 | 0.74 | 16 |  |
|  | 1,777 | 1,662 | 7 |  |

## Consolidated Balance Sheets

2008 millions of nominal pesos, 2007 millions of pesos of purchasing power of December 31, 2007 (except earnings per share)

|  | Quarter ended June 30th. |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | \% | 2007 | \% |  | \% CHG. |
| NET SALES | \$11,315 |  | \$10,799 |  |  | 5 |
| OPERATING PROFIT | 2,807 | 25 | 2,856 |  | 26 | (2) |
| INTEGRAL FINANCING COST RESULT \& PROFIT SH. | 293 |  | 424 |  |  | (31) |
| NET INCOME BEFORE INCOME TAX | 2,514 |  | 2,432 |  |  | 3 |
| INCOME TAX | 716 |  | 623 |  |  | 15 |
| NET INCOME | 1,798 | 16 | 1,809 |  | 17 | (1) |
| EARNINGS PER SHARE (Pesos) | 1.62 |  | 1.59 |  |  | 2 |
| EBITDA | 3,381 |  | 3,392 |  |  |  |

## SELECTED INCOME STATEMENT DATA

2008 millions of nominal pesos, 2007 millions of pesos of purchasing power of December 31, 2007 (except earnings per share)


|  |  |
| :--- | :--- |


| Share repurchases | $(650)$ | $(159)$ |
| ---: | ---: | ---: |
| Dividends | $(773)$ | $(760)$ |
| Financing activities and interest paid | $(360)$ | $(519)$ |
| Derivative instruments | $\underline{(119)}$ | $(579)$ |
| Sources utilized | $(55)$ | 1,843 |
| Cash at the beginning of the year | 2,915 | 1,464 |

Kimberly Clark de Mexico is engaged in the manufacture and commercialization of disposable products for daily use by consumers within and away-from-home, such as: diapers and child care products, feminine pads, incontinence care products, bath tissue, napkins, facial tissue, hand and kitchen towels, wet wipes and health care products. Some of the main brands include: Huggies ${ }^{\circledR}$, Kleen-Bebé $\circledR$, Kleenex ${ }^{\circledR}$, Kimlark ${ }^{\circledR}$, Pétalo ${ }^{\circledR}$, Cottonelle $\circledR$, Depend ${ }^{\circledR}$ and Kotex ${ }^{\circledR}$,

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