## Financial Information > Press Releases > 3rd Quarter 2007

October 18th, 2007.

Highlights:

Growth in net sales for the 21st consecutive quarter.

Improvement over the last quarter.

CAPEX program on track and on budget.

Cash position greater than \$3,500 million pesos.

ROIC of 24.0 percent versus 21.1 percent a year ago.

SELECTED INCOME STATEMENT DATA (1) & (2)

## Quarter ended September 30th. 2007 2006

20072006% CHG.NET SALES\$5,219\$5,0184INCOME AFTER GENERAL EXPENSES1,3131,373(4)INTEGRAL FINANCING COST RESULT & PROFIT S.135136-NET INCOME FROM CONTINUING OPERATIONS879877-

	103	N/A
879	980	(10)
0.78	0.76	3
1,580	1,645	(4)
	0.78	879 980 0.78 0.76

The results of the third quarter improved over the second quarter and showed growth in net sales compared to the third quarter of 2006, which posted high growths in all segment
However, the company continued experiencing the effects of weakness in economic activity and in increased cost pressures.

Net sales for the quarter grew 4 percent in real terms, 3 percent due to higher volume and 1 percent due to higher prices and product mix. The Company's market shares were sustained, confirming the demand slowdown.

Although the income after general expenses (previously operating profit) improved over previous quarter, it was 4 percent lower versus prior year. Pressures on cost continued for some of the Company's main raw materials such as recycled fibers, which presented price increases of more than 40 percent year over year, as well as cost increases derived from oil. During the month of September the company experienced lower production in four of its plants due to the lack of supply of natural gas during one week. In order to offset these cost increases the company has accelerated its programs and investments directed to reduce and contain costs.

In the first nine months of the year, net sales grew 4 percent mainly due to volume growth, income after general expenses decreased 2 percent and net income from continuing operations grew 8 percent over the prior year. Earnings per share from continuing operations grew 10 percent additionally supported by the share buyback program.

The quality of the corporation's earnings is reflected in a solid financial position and an important generation of cash.

We generated EBITDA of almost \$5,000 million pesos during the first nine months and as of September 30th, we ended with \$3,500 million pesos in cash after having invested \$2,392 million pesos (\$1,387 in capital expenditures and \$1,005 in the re-purchase of stock) and having paid out a regular dividend to our shareholders of \$2,904 million pesos plus an extraordinary one for \$3,021 million pesos in the last twelve months.

We continue with our CAPEX program. As part of this plan, we expect to start up a new tissue machine (\$75 million dollars) during the fourth quarter of this year, which will add 8

percent to the existing tissue capacity. Also, during the second quarter of 2008, we plan to initiate local production of raw materials for wet wipes (\$50 million dollars) which will translate into important cost savings.
Under United States generally accepted accounting principles (US GAAP), the quarterly results expressed in millions of dollars, were as follows: Net Sales of \$473, 8 percent above the prior year; Operating Profit of \$126, similar to the previous year; and, Net Income from continuing operations of \$77, 5 percent above 2006.

nsolidated Statements of Income Nine months ended September 30th, 2007 and 2006 (1) & (2)			
	2007	2006	% CHG.
Net Sales	15,857	15,182	4
Cost of Sales	<u>9,345</u>	<u>8,661</u>	<u>8</u>
Gross Profit	6,512	6,521	-
Margin	41%	43%	
General Expenses	<u>2,386</u>	<u>2,321</u>	<u>3</u>
Income after General Expenses	4,126	4,200	(2)
Margin	26%	28%	
Employee Profit Sharing and Other	364	363	-
Integral Financing Cost Result	<u>188</u>	<u>419</u>	<u>(55)</u>
Income before Income Taxes	3,574	3,418	5
Income Taxes	<u>913</u>	<u>956</u>	<u>(5)</u>
Income from Continiung Operations	2,661	2,462	8
Discontinued Operations	-	<u>219</u>	<u>N/A</u>
Net Income	2,661	2,681	(1)
Margin	17%	18%1	
Earnings per share from Continuing Operations	2.36	2.14	10
EBITDA	4,921	5001	(2)
are Buyback Program			
	2007		2006
Repurchased shares during the last twelve months	21,675,500		9,746,000
nsolidated Balance Sheets (1) & (2) as of September 30th, 2007 and 2006			
	2007		2006
Assets	3		
Cash	1	3,500	2,504
Accounts and documents receivable		3,810	3,634

Inventories	1,773	1,572
Current assets from discontinued operations	48	2,272
Long term account receivable	592	-
Property, plant and equipment	13,719	13,197
Long term derivatives	24	
Long term assets from discontinued operations		3,406
Total assets	23,466	26,585
Liabilities and consolidated stockholder's equity		
Bank loans	76	102
Derivative instruments	51	475
Suppliers	1,821	1,759
Accumulated liabilities	1,559	1,378
Dividends payable	1,484	1,409
Taxes and profit sharing payable	682	869
Current liabilities from discontinued operations	21	1,127
Long term loans	7,441	5,233
Deferred taxes	1,986	1,808
Long term liabilities from discontinued operations	-	656
Consolidated stockholder's equity	8,345	11,772
Total	23,466	26,585
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Consolidated Statements of Changes in Financial Position Balance from January 1st to September 30th, 2007 and 2006 (1) & (2)

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	2007	2006
Net income	2,661	2,681
Depreciation	794	801
Deferred Taxes	70	(130)
Changes in working capital	107	62
Sources generated by operating activities	3,632	3,414

Dividend payments	(1,518)	(1,455)
CAPEX	(969)	(447)
Share repurchases	(654)	(379)
Discontinued operations	(618)	78
Financing activities	2,337)	(105)
Derivative instruments	(526)	(520)
Sources generated	1,684	586
Cash at the beginning of the year	1,816	1,918
Cash at the end of the period	3,500	2,504

- (1) Prepared in accordance with Mexican financial information standards and expressed in millions of pesos as of September 30th, 2007 purchasing power.
- (2) Due to the divestiture of the Writing and Printing Papers and Notebooks businesses that was completed on October 27, 2006 and, in accordance with the guidelines established by the Mexican Financial Information Norms, the Financial Statements being presented include the detail of the operations of the Consumer, the Professional and the Export Products businesses that are the continuing operations plus a summary of the results for 2006 from the divested business as a separate line item denominated "Discontinued Operations" and finally the Net Income for the company.
- (3) Mainly taxes from the divestiture of the PRODIN business.

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®, Kleen-Bebé®, Kleenex®, Kimlark®, Pétalo®, Cottonelle®, Depend® and Kotex®.

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