January 22nd, 2009

Highlights:

Very good 4th quarter in operations.
Growth in net sales of 14 percent.
Increase in operating profit and EBITDA of 21 percent.
33 percent EBITDA margin for the quarter.
Cash position at the end of the year of more than $\$ 3$ billion pesos.

## SELECTED INCOME STATEMENT DATA FOR THE QUARTER

Millions of nominal pesos except earnings per share


| OPERATING PROFIT | 1,728 | 1,433 | 21 |
| ---: | ---: | ---: | ---: |
| INTEGRAL FINANCING COST \& PROFIT SH. | 1,110 | 124 | $\mathrm{~N} / \mathrm{A}$ |
| NET INCOME BEFORE INCOME TAX | 618 | 1,309 | $(53)$ |
| INCOME TAX | $(33)$ | 286 | $\mathrm{~N} / \mathrm{A}$ |
| NET INCOME | 651 | 1,023 | $(36)$ |
| EARNINGS PER SHARE (Pesos) | 0.59 | 0.91 | $(35)$ |
| EBITDA0 | 2,017 | 1,670 | 21 |

The operating results in the fourth quarter were very good, continuing with the positive trend in previous quarters in net sales and operating profit. Unfortunately, the international financial crisis caused an unexpected depreciation of the Mexican peso negatively affecting net income.

Net sales grew 14 percent. In consumer products, our main business, net sales grew 11 percent, driven by 3 percent volume growth and 8 percent better price and mix. Good volume growth was recorded in almost all of our products. Two of our newer businesses, wet wipes and adult incontinence products, grew at double digit rates. We also had significant volume growth in Professional products

The slowdown in the world economy and particularly in the United States has caused a drop in raw material prices. However, these price reductions were offset by a higher exchange rate, therefore the pressure in costs continued. Notwithstanding this effect, operating profit growth of 21 percent was heavily influenced by our internal efforts to contain and reduce costs; by the start-up of new investments focused on reducing costs and by higher production volume.

The worldwide financial and speculative crisis had a negative impact on the exchange rate. Even though Mexico's financial structure is solid, by December the peso depreciated 38 percent from its lowest point of the year. This negatively impacted a long position in dollars which derived in exchange losses that were partially offset by tax reimbursements. All this was reflected in a decrease in net income of 36 percent versus prior year.

## SELECTED INCOME STATEMENT DATA FOR THE YEAR

## Millions of nominal pesos except earnings per share

| Net Sales | $\$ 23,052$ | $\$ 21,023$ | 10 |  |
| ---: | ---: | ---: | ---: | ---: |
| Operating Profit | 5,951 | 26 | 5,510 | 25 |
| Integral Financing Cost \& Profit Sh. | 1,808 | - | 669 | - |
| Net Income Before Income Tax | 4,143 |  | 4,841 | $\mathrm{~N} / \mathrm{A}$ |
| Income Tax | 831 | - | 1,188 | $(14)$ |
| Net Income | 3,312 | 14 | 3,653 | $(30)$ |
| Earnings Per Share (Pesos) | 2.99 | 3.22 | 17 | $(9)$ |
| EBITDA | 7,106 | 6,532 | $(7)$ |  |

Full year 2008 results are: 10 percent growth in net sales, as a result of 4 percent volume increase and 6 percent better price and mix. Operating profit grew 8 percent and net income was lower by 9 percent due to the aforementioned devaluation of the peso.

An EBITDA of $\$ 7,106$ million pesos was generated during the year and as of December 31st, we ended with $\$ 3,018$ million pesos in cash after having made investments in the last twelve months of $\$ 1,915$ million pesos ( $\$ 1,072$ in capital expenditures (CAPEX), $\$ 843$ in the re-purchase of stock) and having paid out a dividend to our shareholders of $\$ 3,049$ million pesos.>

Under US GAAP, annual results were as follows: net sales were 8 percent higher; operating profit was up 9 percent; and net income decreased by 2 percent.

As of December 31st 2008, and as reported in the financial statements, the company has derivative financial instruments as a hedge to reduce the risk of the effects of its exposure to interest rates and the price of natural gas. Regardless of the market price of these instruments, their effect on the financial statements is not expected to be material.


## SELECTED INCOME STATEMENT DATA

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

|  | Quarter ended <br> December 31st. |  |  |  |
| ---: | ---: | ---: | ---: | :---: |
| Net Sales | $\$ 008$ | $\mathbf{2 0 0 7}$ | $\%$ CHG. |  |
| Operating Profit | $\$ 6,108$ | $\$ 5,38$. | 13 |  |
| Integral Financing Cost \& Profit Sh. | 1,728 | 1,439 | 20 |  |
| Net Income Before Income Tax | 1,110 | 125 | $\mathrm{~N} / \mathrm{A}$ |  |
| Income Tax | 618 | 1,314 | $(53)$ |  |
| Net Income | $(33)$ | 286 | $\mathrm{~N} / \mathrm{A}$ |  |
| Earnings Per Share (Pesos) | 651 | 1,027 | $(36)$ |  |
| EBITDA | 0.59 | 0.91 | $(35)$ |  |
|  | 2,017 | 1,678 | 20 |  |

## SELECTED INCOME STATEMENT DATA

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


| Net Income Before Income Tax | 4,143 |  | 4,942 | $(16)$ |
| ---: | ---: | ---: | ---: | ---: |
| Income Tax | 831 | - | 1,214 | $(32)$ |
| Net Income | 3,312 | 14 | 3,728 | 17 |
| Earnings Per Share (Pesos) | 2.99 | 3.29 | $(11)$ |  |
| EBITDA | 7,106 |  | 6,674 | $(9)$ |

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 $®$, Cottonelle ${ }^{\circledR}$, Depend $\circledR$ and Kotex $\circledR$,

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