April 14th, 2011.

Highlights:

Growth in net sales of 5 percent.
Increase in operating profit and EBITDA of 2 percent.
CAPEX of more than 1,100 million pesos during the quarter.
More than 6,000 million pesos in cash at the end of the quarter.

## SELECTED INCOME STATEMENT DATA FOR THE QUARTER Millions of pesos except earnings per share

## Quarter ended <br> March 31st.

|  | 2011 |  | $\mathbf{2 0 1 0}$ |
| ---: | :---: | :---: | :---: |
| NET SALES | $\$ 6,650$ | $\$ 6,357$ | 5 |
| OPERATING PROFIT | 1,656 | 1,625 | 2 |
| NET INCOME | 980 | 984 | - |
| EARNINGS PER SHARE (Pesos) | 0.92 | 0.91 | 1 |
| EBITDA | 1,970 | 1,930 | 2 |

Despite the difficult comparison versus last year, a complex demand environment and higher costs of raw materials, we posted good results in the first quarter of 2011. Net sales grew 5 percent, mainly due to better price and mix; volumes were stable in our main businesses. Operating profit grew 2 percent as a consequence of continued cost pressures experienced in the last twelve months. Net income was the same as last year.

With regards to sales, we had better selling prices in all of our businesses. Volumes posted were similar to last year, with the exception of wet wipes which continued to grow at double digit. Market shares of the main products were sustained.

The important and constant trend of higher costs of raw materials continued during the quarter. Pulp and recycled fiber have reached their highest levels and compare to much lower prices for the same period of last year. Also, oil derivatives have shown important price increases. Higher selling prices, in addition to our cost containment and reduction programs, as well as a lower exchange rate resulted in operating profit growth, but were not sufficient to completely offset such cost pressures.

During the quarter, our CAPEX was over 1,100 million pesos, which included the acquisition of productive assets for tissue household products. These assets are already integrated in our production capabilities. .

We generated $\$ 1,970$ million pesos of EBITDA during the quarter. In the last twelve months we made investments of $\$ 2,736$ million pesos ( $\$ 1,787$ in capital expenditures (CAPEX), $\$ 949$ in the re-purchase of stock), and we paid a dividend to our shareholders of $\$ 3,447$ million pesos.

As of March 31, 2011 the company had $\$ 6,039$ million pesos in cash.

Under US GAAP, quarterly results were as follows: net sales were 9 percent higher; operating profit was up 7 percent; and net income increased by 3 percent.

As of March 31st 2011, and as reported in the financial statements, the company has one derivative financial instrument as a hedge to reduce the risk of the effects of its exposure to interest rates. Regardless of the market price of this instrument, its effect on the financial statements is not expected to be material.

## Share Buyback Program

## Consolidated Balance Sheets Millones de pesos

| Assets |  |  |
| ---: | :---: | :---: |
| Cash | $\$ 6,039$ | $\$ 7,450$ |
| Accounts and documents receivable | 5,159 | 4,677 |
| Inventories | 2,004 | 1,941 |
| Long term account receivable | - | 202 |
| Property, plant and equipment | $\underline{14,837}$ | $\underline{14,238}$ |
| Total assets | $\$ 28,039$ | $\$ 28,508$ |

## Liabilities and consolidated stockholder's equity

| Bank loans | $\$ 37$ | $\$ 3,508$ |
| ---: | ---: | ---: |
| Accounts payable | 2,791 | 2,808 |
| Employee's benefits | 962 | 946 |
| Dividends payable | 3,627 | 3,468 |
| Accumulated liabilities | 1,550 | 1,688 |
| Taxes to be paid | 296 | 948 |
| Long term loans | 11,265 | 7,304 |
| Long term derivatives | 56 | 50 |
| Deferred taxes | 1,649 | 1,644 |


| Other liabilities | 216 | 243 |
| ---: | ---: | ---: |
| Consolidated stockholder's equity | $\underline{5,543}$ | $\underline{5,882}$ |
| Total | $\$ 28,039$ | $\$ 28,508$ |

## Cash Flows <br> Millions of pesos

Quarter ended
March 31st,

Others

Cash used in the operation

Net cash provided by operating activities

Capital expenditures

Repurchase of stock
\$1,403

315

140
2010
\$1,423

305

139

63
(374)
\$1,556
\$1,073

Currency effects in cash position

Cash at the beginning of the year

Cash at the end of the year
6,039
7,450

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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