# Kimberly-Clark de México, S.A.de C.V. 

January 19th, 2006.

## SELECTED INCOME STATEMENT DATA (1)

Quarter ended December 31st

|  | $\underline{2005}$ | $\underline{2004}$ | \%CHG |
| :--- | ---: | ---: | :---: |
|  |  |  |  |
| NET SALES | $\$ 5,606$ | 5,227 | 7 |
| OPERATING PROFIT | 1,404 | 1,322 | 6 |
| INTEGRAL FINANCING COST | 226 | 88 | 159 |
| NET INCOME BEFORE TAXES AND EPS | 1,178 | 1,234 | $(5)$ |
| NET INCOME | 926 | 987 | $(6)$ |
| EBITDA | 1,682 | 1,618 | 4 |

Earnings per share for the quarter were $\$ 0.80$ pesos ( $\$ 4.00$ pesos per ADS).
Fourth quarter operating results were positive; continuing a growth trend that began with our strategy to penetrate deeper into the different segments of the consumer business. For the fourteenth consecutive quarter we posted real net sales growth; and for the seventh consecutive quarter we increased operating profit in real terms. Net profit was negatively impacted by a higher integral financing cost which reflects the strength of the Mexican Peso during 2005, increasing exchange losses.

Compared to the same period of last year, net sales grew 7 percent year to year. This improvement was a result of volume growth of 9 percent with marginally lower pricing and mix.

Quarterly operating profit grew 6 percent compared to a year ago and with a similar operating margin (25\%). The quarter was impacted by increasing prices from derivatives of oil and natural gas such as packaging, resins and adhesives. In addition, energy prices where up substantially. These negative impacts where mitigated by the operating efficiencies gained through the higher volume in consumer products and the cost reduction programs implemented across the company.

As to the different business groups, the Consumer Business Group (PROCON), represented 79 percent of sales and 92 percent of EBITDA during the quarter and continues to reflect important volume growth, close to 12 percent compared to last year, driven by the good performance of its product portfolio, and more specifically due to disposable diapers and bathroom tissue. Price and mix show an improvement in real terms and net sales growth close to 13 percent over one year ago. This performance was on top of a very strong fourth quarter last year.

The Industrial Products Business Group (PRODIN) results in the second semester, particularly in October and November, reflect a reduction in demand due to a high inventory in American producers and to the strength of the Mexican currency, which did not permit price increases, despite the increase cost, and favored imports. PRODIN has marginal volume growth, lower pricing and mix, resulting in a net sales decrease of 8 percent compared to last year.

Net profit in the quarter is 6 percent lower than last year driven by a higher integral cost of financing and a lower deferred tax adjustment than in 2004.

Full year 2005 results indicate a real net sales growth of 7 percent, driven by 9 percent volume growth, marginally lower pricing and to higher growth rates in the lower tiers of the market. PROCON grew at double digit rates in all four quarters.

Operating profit growth of 8 percent in the year was basically driven by the good performance of PROCON.

The decrease in net income was negatively affected by the integral financing cost resulting from our long US dollar position and the appreciation of the peso vis a vis the US dollar.

The final result of our hedging strategy will depend of the effective exchange rate of the maturity of the respective contracts, the first of which matures during first quarter of 2006.

The lower 2005 statutory effective tax rate of $30 \%$, compared to 2004 's $33 \%$, favorably impacted net income.

Our December cash position was $\$ 1,803$ million pesos after investing $\$ 1,464$ million pesos (fixed assets (CAPEX) $\$ 995$ and $\$ 469$ in our share repurchase program) and having paid during the last twelve months dividends to our shareholders for $\$ 2,605$ million pesos. We also show an important improvement in our working capital management as reflected in the lower days outstanding from 65 to 63 days and in increasing our inventory turnover from 7.7 to 7.9 times.

Under USGAAP, financial results posted for the quarter, in millions of US dollars, were net sales of $\$ 520$, ( 17 percent yoy), operating profit of $\$ 136$, ( 16 percent above last year) and net income of $\$ 73$, (14 percent over 2004).

For 2005, under USGAAP, financial results posted in millions of US dollars are as follows: net sales of $\$ 1,981$, ( 16 percent yoy), operating profit of $\$ 521$, ( 16 percent above last year) and net income of $\$ 270$, (9 percent over 2004).

The breakdown of Net Sales and EBITDA for the quarter and year are:
Net Sales


EBITDA


## Consolidated Statements of Income (1)

Tweleve months ended December 31st, 2005 and 2004

|  | $\underline{2005}$ | \% | $\underline{2004}$ | \% |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | 21,983 |  | 20,459 |  |
| Cost of Sales | 13,679 |  | 12,718 |  |
| Gross Profit | 8,304 | 38 | 7,741 | 38 |
| Operating Expenses | 2,940 |  | 2,758 |  |
| Operating Profit | 5,364 | 24 | 4,983 | 24 |
| Integral Financing Cost | 958 |  | 227 |  |
| Income before Provisions | 4,406 |  | 4,756 |  |
| Income Tax \& Employee Profit |  |  |  |  |
| Sharing | 1,500 |  | 1,735 |  |
| Net Income | 2,906 | 13 | 3,021 | 15 |
| Profit per Share (pesos) | 2.50 |  | 2.56 |  |
| EBITDA | 6,649 |  | 6,266 |  |
| Share Buyback Program |  |  |  |  |
| Repurchased Shares during the year | 12,579,100 |  | 17,639,100 |  |

Consolidated Financial Statement (1) as of December 31st, 2005 and 2004

| Assets | $\underline{2005}$ | $\underline{2004}$ |
| :--- | ---: | ---: |
| Cash | 1,803 | 2,204 |
| Accounts and Documents Receivable | 4,822 | 4,583 |
| Inventories | 1,726 | 1,644 |
| Property, Plant and Equipment | $\underline{16,623}$ | $\underline{17,709}$ |
| Total Assets | 24,974 | 26,140 |
|  |  |  |
| Liabilities and Consolidated Stockholders' Equity |  | 682 |
| Bank Loans | 9,442 | 1,861 |
| Suppliers | 1,907 | 1,477 |
| Accumulated Liabilities | 593 | 830 |
| Taxes to be Paid | 5,021 | 5,438 |
| Long Term Bank Loans | 2,968 | 3,101 |
| Deferred Taxes and Others | $\underline{11,947}$ | $\underline{12,751}$ |
| Consolidated Stockholder's Equity | 24,974 | 26,140 |


| Consolidated Statements of Changes in Financial Position for January $1^{\text {st }}$ to December 31st, 2005 and 2004 (1) |  |  |
| :---: | :---: | :---: |
|  | 2005 | 2004 |
| Net Income | 2,906 | 3,021 |
| Depreciation | 1,285 | 1,283 |
| Deferred Taxes | (343) | (251) |
| Changes in Working Capital | 397 | 418 |
| Resources Generated by Operating Activities | 4,245 | 4,471 |
| Dividend Payments | $(2,605)$ | $(2,498)$ |
| Investing Activities | (995) | (572) |
| Share Repurchases | (469) | (586) |
| Financing Activities and other | (577) | (469) |
| Resources (Used) Generated | (401) | 346 |
| Cash at the beginning of the period | 2,204 | 1,858 |
| Cash at the end of the period | 1,803 | 2,204 |
|  |  |  |
|  |  |  |

(1) Prepared in accordance with Generally Accepted Accounting Principles in Mexico (Mex GAAP) and expressed in millions of pesos as of December 31st, 2005 purchasing power.

Kimberly Clark de Mexico manufactures markets and distributes consumer, personal care and paper based products.

