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

October 20th, 2005.

## SELECTED INCOME STATEMENT DATA (1)

## Quarter ended

September 30th

|  | $\underline{2005}$ | $\underline{2004}$ | \%CHG |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| NET SALES | $\$ 5,369$ | 5,179 | 4 |
| OPERATING PROFIT | 1,322 | 1,270 | 4 |
| INTEGRAL FINANCING COST | 252 | 24 | N/A |
| NET INCOME BEFORE TAXES AND EPS | 1,070 | 1,246 | $(14)$ |
| NET INCOME | 659 | 732 | $(10)$ |
| EBITDA | 1,662 | 1,598 | 4 |

Earnings per share for the quarter were $\$ 0.57$ pesos ( $\$ 2.85$ pesos per ADS).
Third quarter operating results were positive and consistent with our guidance in the second quarter report. We continue to show a positive growth trend that begun with our strategy to penetrate deeper into the different segments of our consumer business. For the thirteenth consecutive quarter we posted real net sales growth; and for the sixth consecutive quarter we had an increase in operating profit. Net profit was affected by a high integral financing cost which continues to reflect the relative strength of the Mexican Peso during 2005. The financial position of the company continues to be solid.

Regarding our operation, net sales were $\$ 5,369$ million pesos and grew 4 percent year to year. This improvement was a result of volume growth of 5 percent with marginally lower pricing.

Quarterly operating profit of $\$ 1,322$ million pesos reflects a growth of 4 percent compared to one year ago, with an operating margin similar to the $24.6 \%$ of one year ago. The same operating margin is a result of the efficiencies gained by the higher volume in consumer products, a better mix and the cost reduction programs implemented across the company.

As to the different business groups, Consumer Business Group (PROCON) represents 75 percent of sales and 83 percent of EBITDA during the quarter. PROCON continues to show an important volume growth, more than 13 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 was below last year in real terms and net sales growth is 11 percent over last year.

The Industrial Products Business Group (PRODIN) represents 18 percent of sales and 12 percent of EBITDA. We had forecast a weaker third quarter compared to the second quarter and third quarter of 2004, due to higher sales of the "Back to School Season" during the second quarter of 2005.

Volume in PRODIN is 15 percent below last year, and although pricing has improved somewhat, the net result shows a decrease of 14 percent.

Net profit for the company was reduced by a higher integral cost of financing due to the relative strength of the Mexican peso experienced during the quarter, negatively impacting our hedging strategy. We have contracted a long USD position extending out to the first quarter of 2007.

The ending result of the hedging strategy will be dependent upon the exchange rate at the moment of their respective maturities.

The lower statutory tax rate by 2 percent from 33 percent in 2004 to 30 percent in 2005 positively impacts net income.

Solid financial position.
Our September cash position was $\$ 2,336$ million pesos (USD $\$ 217.1$ million) after having paid during the last twelve months to our shareholders the amount of \$3,141 million pesos ( $\$ 2,501$ million in cash dividends and $\$ 640$ million in our share repurchase program); paying down presently unneeded loans for $\$ 665$ million and investing in fixed assets (CAPEX) $\$ 793$ million pesos.

The above was possible due to the quality of our earnings and to our strict working capital management, which posted at quarter end reduced days of sale outstanding and a constant inventory turnover.

Under USGAAP, financial results posted for the quarter, in millions of US dollars, were net sales of $\$ 499$, ( 15 percent yoy), operating profit of $\$ 132$, ( 16 percent above last year) and net income of $\$ 65$, ( 5 percent over 2004).

The breakdown of Net Sales and EBITDA for the quarter is:

## Net Sales



## EBITDA



Consolidated Statements of Income (1)
Nine months ended September 30th, 2005 and 2004

|  | $\underline{2005}$ | \% | $\underline{2004}$ | \% |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | 16,121 |  | 14,994 |  |
| Cost of Sales | 10,052 |  | 9.363 |  |
| Gross Profit | 6,069 | 38 | 5,631 | 38 |
| Operating Expenses | 2,171 |  | 2,027 |  |
| Operating Profit | 3,898 | 24 | 3,604 | 24 |
| Integral Financing Cost | 720 |  | 137 |  |
| Income before Provisions | 3,178 |  | 3,467 |  |
| Income Tax \& Employee Profit |  |  |  |  |
| Sharing | 1,229 |  | 1,464 |  |
| Net Income | 1,949 | 12 | 2,003 | 13 |
| EBITDA | 4,890 | 30 | 4,575 | 30 |
| Share Buyback Program |  |  |  |  |
| Repurchased Shares during the first nine months | 12,198,500 |  | 241,600 |  |

Consolidated Financial Statement (1) as of September 30th, 2005 and 2004

(1) Prepared in accordance with Generally Accepted Accounting Principles in Mexico (Mex GAAP) and expressed in millions of pesos as of September 30th, 2005 purchasing power.

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

