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

July 21, 2005.
SELECTED INCOME STATEMENT DATA (1)

| Quarter ended June 30th |  |  |
| :---: | :---: | :---: |
| $\underline{2005}$ | $\underline{2004}$ | \%CHG |
| \$5,566 | 5,045 | 10 |
| 1,401 | 1,237 | 13 |
| 381 | 132 | N/A |
| 1,020 | 1,105 | (8) |
| 630 | 622 | 1 |
| 1,724 | 1,555 | 11 |

Earnings per share for the quarter were $\$ 0.54$ pesos ( $\$ 2.70$ pesos per ADS).
Second quarter operating results were strong. Since the inception of our sales strategy into the lower tier market segments, our positive sales trend continues. For the twelfth consecutive quarter, we experienced important net sales growth as well as in operating profit for the fifth consecutive quarter. Both established quarterly records. Net income was affected by a high integral financing cost reflecting the peso's important appreciation during the quarter. The financial position of the company continues to be solid.

Net sales for the quarter were $\$ 5,566$ million pesos, 10 percent more than one year ago. This growth was lead basically by a strong 11 percent volume increase as pricing was marginally lower than last year.

Operating profit of $\$ 1,401$ million pesos during the quarter shows an important growth of more than 13 percent compared to last year. Operating margin improved to 25.2 percent when compared to last year and to first quarter of 2005. This improvement results from efficiencies gained by the additional volume, to generally improved pricing and to the results of our cost reduction programs implemented across the company.

As to the different business groups, Consumer Products Business Group (PROCON) represents 71 percent of sales and 77 percent of EBITDA in the quarter. PROCON continues showing important volume growth, more than 15 percent compared to last year, driven by the good performance of its product portfolio, and more specifically to disposable diapers and bathroom tissue.

The price increments implemented during the first quarter were consolidated during this quarter, and even though they continue to be below last year, the improvement compared to last year contributed to the strong year over year performance of the operating profit. Net sales growth in this business is 12 percent.

The Industrial Products Business Group (PRODIN) which represents 22 percent of sales and 19 percent of EBITDA, posted a strong quarter. Volume is similar year over year, but both pricing and mix improved and were reflected in net sales growth of 7 percent and an improvement in operating profit, posting a 21 percent operating margin in the quarter, almost 5 percent above last year.

Paper volume placed in the market was slightly lower year over year, but this was offset by the notebook volume. In both cases, pricing was above last year.

The company has covered its foreign currency exposure up to the first quarter of 2007 thereby generating a long US dollar position for the moment. Net income was negatively affected by the integral financing cost resulting from this long US dollar position and the recent appreciation of the peso vis a vis the US dollar.

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

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

Third quarter growth rates are expected to be lower than in the second quarter as "Back to School" season sales were front loaded in the second quarter, and to our less competitive position in export sales due to the strength of the Mexican peso.

Solid financial position.
Our June cash position was $\$ 1,444$ million pesos after having paid during the last twelve months to our shareholders the amount of $\$ 3,124$ million pesos ( $\$ 2,461$ million in cash dividends and $\$ 663$ million in our share repurchase program); paying down presently unneeded financial loans for $\$ 667$ million dollar and investing in fixed assets (CAPEX) $\$ 641$ million pesos. This was possible due to the quality of our earnings and to our strict working capital management which reduced our days receivables and maintained our inventory turnover.

Under USGAAP, financial results posted for the quarter, in millions of US dollars, were net sales of $\$ 508$, ( 20 percent yoy), operating profit of $\$ 137$, ( 23 percent above last year) and net income of $\$ 65$, ( 8 percent over 2004).

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

Net Sales



Consolidated Statements of Income (1)
Six months ended June 30th, 2005 and 2004

|  | $\underline{2005}$ | $\underline{\%}$ | $\underline{2004}$ | $\underline{\%}$ |
| :--- | ---: | ---: | ---: | ---: |
| Net Sales | 10,655 |  | 9,727 |  |
| Cost of Sales | $\underline{6,641}$ |  | $\underline{6,079}$ |  |
| Gross Profit | 4,014 | 38 | 3,648 | 38 |
| Operating Expenses | $\underline{1,461}$ |  | $\underline{1,334}$ |  |
| Operating Profit | 2,553 | 24 | 2,314 | 24 |
| Integral Financing Cost | $\underline{464}$ |  | $\underline{113}$ |  |
| Income before Provisions | 2,089 |  | 2,201 |  |
| Income Tax \& Employee Profit | $\underline{811}$ |  | $\underline{942}$ |  |
| Sharing | 1,278 | 12 | $\underline{1,259}$ | 13 |
| Net Income | 3,199 |  | 2,950 |  |
|  |  |  |  |  |
| EBITDA |  |  |  |  |
|  |  | $7,080,400$ |  |  |
| Share Buyback Program |  |  |  |  |
| Repurchased Shares during the semester | $8,496,200$ |  |  |  |

Consolidated Financial Statement (1) June 30th, 2005 and 2004

|  | $\underline{2005}$ | $\underline{2004}$ |
| :--- | ---: | ---: |
| Assets | $\underline{4}$ |  |
| Cash | 1,444 | 2,121 |
| Accounts and Documents Receivable | 5,144 | 5,005 |
| Inventories | 1,858 | 1,601 |
| Property, Plant and Equipment | $\underline{16,854}$ | $\underline{17,791}$ |
| Total Assets | 25,300 | 26,518 |
|  |  |  |
| Liabilities and Consolidated Stockholders' Equity |  | 115 |
| Bank Loans | 97 | 1,669 |
| Suppliers | 2,059 | 1,815 |
| Dividends to be Paid | 1,895 | 1,495 |
| Accumulated Liabilities | 2,060 | 474 |
| Taxes to be Paid | 576 | 6,254 |
| Long Term Bank Loans | 5,100 | 3,417 |
| Deferred Taxes | 2,771 | $\underline{11,279}$ |
| Consolidated Stockholder's Equity | $\underline{10,742}$ | 26,518 |
| Total | 25,300 |  |


| Consolidated Statements of Changes in Financial |  |  |
| :--- | ---: | ---: |
| Position for January 1 ${ }^{\text {st }}$ to June 30th, 2005 and 2004 (1) |  |  |
|  | $\mathbf{2 0 0 5}$ | $\mathbf{2 0 0 4}$ |
| Net Income | 1,278 | 1,259 |
| Depreciation | 646 | 637 |
| Deferred Taxes | $(230)$ | 64 |
| Changes in Working Capital | $(299)$ | $(464)$ |
| Resources Generated by Operating Activities | 1,395 | 1,496 |
|  |  | $(657)$ |
| Dividend Payments | $(360)$ | $(310)$ |
| Investing Activities | $(774)$ | $(219)$ |
| Share Repurchases | $(706)$ | $(59)$ |
| Financing Activities and other | $\mathbf{2 , 1 5 0}$ | 308 |
| Resources Generated (Used) | 1,444 | $\mathbf{1 , 8 1 3}$ |
| Cash at the beginning of the year |  | 2,121 |
| Cash at the end of the year |  |  |

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

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

