

October 18, 2012

Kimberly-Clark de México, S.A.B. de C.V.
THIRD QUARTER 2012 RESULTS

Highlights:

- Sales growth of 9 percent, driven by a 9 percent increase in consumer products.
- Significant improvements in both gross and operating margins.
- More than \$1.9 billion pesos of EBITDA.
- Earnings per share increased 37 percent.

FINANCIAL RESULTS

Prepared in accordance with International Financial Reporting Standards (IFRS)
 Million pesos, except earnings per share

	Quarter ended September 30		
	<u>2012</u>	<u>2011</u>	<u>% CHANGE</u>
NET SALES	\$7,116	\$6,538	9
OPERATING PROFIT	1,578	1,325	19
NET INCOME	979	721	36
EARNINGS PER SHARE (Pesos)	0.31	0.23	37
EBITDA	1,936	1,663	16

We had a strong third quarter with net sales growing 9 percent, operating profit 19 percent and net income 36 percent.

Domestic demand continues to grow and we are being able to implement prices to mitigate the raw material inflation of the past years. As a result, organic sales growth was 6 percent driven by a strong performance in consumer products which grew 9 percent. This 9 percent was composed of 3 percent volume and 6 percent price and mix.

During the third quarter we grew in almost all of our consumer products categories, and those where we see great growth potential, like wet wipes and incontinence products continued to show accelerated growth. Sales of away from home products in our professional business posted an 11 percent increase.

Exports decreased as we allocated more production capacity to our consumer and professional products and as a consequence of Kimberly-Clark Corporation's recent converting equipment startups, which reduced their demand for our finished products. Sales of Evenflo continued to be in line with our initial projections.

This quarter we faced better raw material prices in dollar terms, but our costs continued to be negatively affected by the peso-dollar exchange rate which was 11 percent higher than the same period of last year. Overall, however, the cost scenario was positive as a

consequence of the results of our ongoing cost savings program and of better manufacturing efficiencies.

EBITDA for the quarter was \$1.9 billion pesos, a 16 percent increase. Net income grew 36 percent mainly as a consequence of a slight peso appreciation during the quarter, compared to a strong peso devaluation during the third quarter of 2011 which affected our position in foreign currency liabilities.

In the last twelve months we have invested \$3,079 million pesos (\$1,057 million in Capex, \$1,635 million in the acquisition of Evenflo and \$387 million in our share buy back program) and paid \$3,696 million pesos of dividends to our shareholders.

As of September 30 the company had \$3,723 million pesos in cash and equivalents.

For the first nine months of the year revenues grew 10 percent, operating profit 10 percent, net income 11 percent and earnings per share 12 percent. Organic sales growth was 7 percent.

In dollars, under US GAAP, quarterly results were affected by the 11 percent weaker peso. Net sales decreased by 2 percent, operating profit grew 6 percent and net income grew 20 percent.

The company has one derivative financial instrument to hedge interest rates. Changes in the market price of this instrument would not materially impact future results.

Share Buyback Program Year to Date

	<u>2012</u>	<u>2011</u>
Shares repurchased (split adjusted)	8,038,896	22,871,700

FINANCIAL RESULTS

Million pesos, except earnings per share

	Nine months ended September 30				
	<u>2012</u>	<u>%</u>	<u>2011</u>	<u>%</u>	<u>%</u> Cambio
NET SALES	21,546		19,600		10
OPERATING PROFIT	4,748	22	4,311	22	10
NET INCOME	2,925	14	2,640	13	11
EARNINGS PER SHARE (Pesos)	0.93		0.83		12
EBITDA	5,883		5,338		10

FINANCIAL POSITION

Million Pesos

	As of September 30	
	<u>2012</u>	<u>2011</u>
<u>Assets</u>		
Cash and cash equivalents	\$ 3,723	\$ 4,857
Trade and other receivables	5,792	5,482
Insurance receivable	120	-
Inventories	2,179	2,224
Property, plant and equipment	15,831	16,319
Intangible assets and others	<u>1,510</u>	<u>114</u>
Total	\$ 29,155	\$ 28,996
<u>Liabilities and equity</u>		
Current portion of long term borrowings	\$ 1,250	\$ 34
Trade payables	2,914	3,124
Employee benefits	777	590
Dividends payable	1,914	1,825
Provisions and other liabilities	1,938	1,529
Current tax payable	536	185
Long term borrowings	10,000	11,250
Derivative financial instruments	185	158
Deferred tax	1,820	2,109
Other liabilities	237	217
Equity	<u>7,584</u>	<u>7,975</u>
Total	\$ 29,155	\$ 28,996

CASH FLOWS
Million pesos

	Nine months ended September 30	
	<u>2012</u>	<u>2011</u>
Profit before tax	\$4,270	\$3,777
Depreciation	1,135	1,027
Other	478	534
Cash used in operations	<u>(1,282)</u>	<u>(2,307)</u>
Net cash flow from operating activities	4,601	3,031
Capital expenditures	(840)	(1,694)
Fire related book value	159	-
Evenflo acquisition net of cash	(1,635)	-
Repurchase of shares	(216)	(547)
Dividends paid	(1,891)	(1,802)
Payment of borrowings and net interest	<u>(483)</u>	<u>(438)</u>
Net decrease in cash	(305)	(1,450)
Cash and equivalents at the beginning of period	4,028	6,307
Cash and equivalents at the end of period	3,723	4,857

Kimberly Clark de México S.A.B. de C.V. is a Mexican company that manufactures and commercializes branded consumer products such as diapers, feminine pads, bath tissue, napkins, facial tissue, paper towels and wet wipes. We are market leaders in almost all of our categories with brands such as Huggies, Kleen-Bebé, Kleenex, Kimlark, Pétalo, Cottonelle, Depend, Kotex and Evenflo.