

April 19th, 2012.

Highlights:

- Financial results under IFRS
- Quarterly record in net sales, 8 percent higher.
- Increased market shares.
- EBITDA 3 percent higher (excluding non-recurring expenses)
- CAPEX of more than \$1,000 million pesos in the last twelve months.
- Completed Evenflo acquisition.

SELECTED INCOME STATEMENT DATA

Prepared in accordance to IFRS

Millions of pesos except earnings per share

	Quarter ended March 31 st .		
	<u>2012</u>	<u>2011</u>	<u>% CHG</u>
NET SALES	\$7,166	\$6,650	8
OPERATING PROFIT	1,468	1,488	(1)
NET INCOME	931	959	(3)
EARNINGS PER SHARE (Pesos)	0.30	0.30	-
EBITDA	1,856	1,829	1

Excluding non-recurring expenses due to Evenflo acquisition:

OPERATING PROFIT	1,496	1,488	1
NET INCOME	949	959	(1)
EBITDA	1,884	1,829	3

We had good first quarter results, with a significant improvement versus the trend reported in the last quarters of 2011. When compared to the first quarter of last year, which was the best quarter, our net sales grew 8 percent, operating profit grew 1 percent (excluding non-recurring Evenflo acquisition expenses) and EBITDA grew 3 percent (excluding the above mentioned expenses).

The 8 percent net sales growth was driven by higher volume. Our consumer business grew 5 percent behind our strategy to incentivize consumers, increase volumes and gain market shares, which resulted in growth in most of our categories, with particularly strong increases in household products and wet wipes. In addition, our export and professional businesses posted important

growth rates and Evenflo also contributed with incremental sales in February and March.

On the cost side, some raw materials have shown a decreasing trend in dollar terms, but many, particularly oil derivatives, are higher than last year, and most raw material costs were affected by the year over year depreciation of 9 percent on average. Also, distribution and energy costs impacted our results.

Because of these impacts, which were partially offset by higher operating efficiencies and our cost containment and reduction programs, we had a 3 percent EBITDA growth. During the quarter we generated \$1,856 million pesos of EBITDA and sequentially increased our margin by 100 basis points. Net income was affected by a higher effective tax rate.

In the last twelve months we made investments of \$1,656 million pesos (\$1,041 in capital expenditures (CAPEX) and \$615 in the re-purchase of stock), and we paid a dividend to our shareholders of \$3,607 million pesos.

As of March 31, 2012 the company had \$3,100 million pesos in cash.

As previously communicated, on January 31, 2012 KCM acquired the Evenflo feeding accessory business from Evenflo Company Inc. This acquisition is in line with our strategy of pursuing new growth opportunities.

Under US GAAP, quarterly results were as follows: net sales flat over last year; operating profit was down 9 percent; and net income decreased by 10 percent. These results were significantly affected by the depreciation of the peso.

As of March 31st 2012, 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. Its effect on the financial statements is not expected to be material.

Share Buyback Program

	<u>2012</u>	<u>2011</u>
Repurchased shares during the quarter after the split	1,117,020	5,437,800

Consolidated Balance Sheets
Millions of pesos

March 31st,

	<u>2012</u>	<u>2011</u>
<u>Assets</u>		
Cash	\$ 3,100	\$ 6,039
Accounts and documents receivable	6,133	5,159
Inventories	2,153	2,004
Property, plant and equipment	16,119	16,397
Other assets	1,513	123
Total assets	\$29,018	\$29,722
<u>Liabilities and consolidated stockholder's equity</u>		
Bank loans	\$ -	\$ 37
Accounts payable	2,885	2,791
Employee's benefits	858	934
Dividends payable	3,805	3,627
Accumulated liabilities	1,816	1,550
Taxes to be paid	202	296
Long term loans	11,250	11,265
Long term derivatives	166	56
Deferred taxes	2,017	2,168
Other liabilities	228	216
Consolidated stockholder's equity	5,791	6,782
Total	\$29,018	\$29,722

Cash Flows
Millions of pesos

	Quarter ended March 31 st ,	
	<u>2012</u>	<u>2011</u>
Income before income taxes	\$ 1,370	\$ 1,376
Depreciation	389	342
Others	97	111
Cash used in the operation	(766)	(756)
Net cash provided by operating activities	1,090	1,073
Capital expenditures	(225)	(1,104)
Evenflo Acquisition	(1,638)	-
Repurchase of stock	(28)	(131)
Interest paid – net	(127)	(106)
Cash generated	(928)	(268)
Cash at the beginning of the year	4,028	6,307
Cash at the end of the year	3,100	6,039

Additional Financial Information

In order to facilitate a better understanding of ongoing KCM results, attached are our 2011 quarterly results prepared under International Financial Reporting Standards (IFRS). This information is a quarterly breakdown of the information provided in note 14 of our annual audited financial statements.

The main effect is on EBITDA and operating profit because of the recognition of the employee profit sharing as a cost and an expense.

In addition, there is an increase in the depreciation as a result of a revaluation of the assets.

**2011 Consolidated Income Statements under International Financial Reporting Standards (IFRS).
(Million pesos)**

	FIRST QUARTER			
	%		%	
	NIF	Sales	IFRS	Sales
Net Sales	6,649	100	6,649	100
Cost of Sales	4,034	61	4,180	63
Gross Profit	2,615	39	2,469	37
General Expenses	959	14	981	15
Operating Profit	1,656	25	1,488	22
Other Income (Expenses) Net	(141)	(2)	0	0
Integral Financing Result	(112)	(2)	(112)	(2)
Pre-tax Income	1,403	21	1,376	21
Taxes	423	6	417	6
Net Income	980	15	959	14
EBITDA	1,970	30	1,829	28

	SECOND QUARTER			
	%		%	
	NIF	Sales	IFRS	Sales
Net Sales	6,413	100	6,413	100
Cost of Sales	3,898	61	4,032	63
Gross Profit	2,515	39	2,381	37
General Expenses	863	14	883	14
Operating Profit	1,652	26	1,498	23
Other Income (Expenses) Net	(127)	(2)	0	0
Integral Financing Result	(143)	(2)	(143)	(2)
Pre-tax Income	1,382	22	1,355	21
Taxes	402	6	395	6
Net Income	980	15	960	15
EBITDA	1,973	31	1,846	29

	THIRD QUARTER			
	%		%	
	NIF	Sales	IFRS	Sales
Net Sales	6,538	100	6,538	100
Cost of Sales	4,112	63	4,230	65
Gross Profit	2,426	37	2,308	35
General Expenses	967	15	983	15
Operating Profit	1,459	22	1,325	20
Other Income (Expenses) Net	(106)	(2)	0	0
Integral Financing Result	(279)	(4)	(279)	(4)
Pre-tax Income	1,074	16	1,046	16
Taxes	331	5	325	5
Net Income	743	11	721	11
EBITDA	1,770	27	1,663	25

	FOURTH QUARTER			
	%		%	
	NIF	Sales	IFRS	Sales
Net Sales	7,132	100	7,132	100
Cost of Sales	4,490	63	4,612	65
Gross Profit	2,642	37	2,520	35
General Expenses	1,031	15	1,048	15
Operating Profit	1,611	23	1,472	21
Other Income (Expenses) Net	(113)	(2)	0	0
Integral Financing Result	(207)	(3)	(207)	(3)
Pre-tax Income	1,291	18	1,265	18
Taxes	353	5	346	5
Net Income	938	13	919	13
EBITDA	1,901	27	1,788	25

	YEAR			
	%		%	
	NIF	Sales	IFRS	Sales
Net Sales	26,732	100	26,732	100
Cost of Sales	16,534	62	17,054	64
Gross Profit	10,198	38	9,678	36
General Expenses	3,820	14	3,895	15
Operating Profit	6,378	24	5,783	22
Other Income (Expenses) Net	(487)	(2)	0	0
Integral Financing Result	(741)	(3)	(741)	(3)
Pre-tax Income	5,150	19	5,042	19
Taxes	1,509	6	1,483	6
Net Income	3,641	14	3,559	13
EBITDA	7,614	29	7,126	27

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 are: Huggies[®], Kleen-Bebé[®], Kleenex[®], Kimlark[®], Pétalo[®], Cottonelle[®], Depend[®] and Kotex[®].