

January 17, 2013

**Kimberly-Clark de México, S.A.B. de C.V.**  
**FOURTH QUARTER AND FULL YEAR 2012 RESULTS**

Highlights:

- Sales growth of 9 percent and organic growth of 6 percent.
- Gross and operating margins improved both sequentially as well as year-over-year.
- More than 2.2 billion pesos of EBITDA, a 26 percent increase.
- Earnings per share increased 34 percent.
- Record sales and EBITDA for a quarter and for a full year.

**FINANCIAL RESULTS**

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

	Quarter ended December 31		
	<u>2012</u>	<u>2011</u>	<u>% CHANGE</u>
<b>NET SALES</b>	<b>\$7,742</b>	<b>\$7,132</b>	<b>9</b>
<b>OPERATING PROFIT</b>	<b>1,887</b>	<b>1,472</b>	<b>28</b>
<b>NET INCOME</b>	<b>1,219</b>	<b>919</b>	<b>33</b>
<b>EARNINGS PER SHARE (Pesos)</b>	<b>0.39</b>	<b>0.29</b>	<b>34</b>
<b>EBITDA</b>	<b>2,251</b>	<b>1,788</b>	<b>26</b>

We had another strong quarter with net sales growing 9 percent, operating profit 28 percent and net income 33 percent.

Our strategies have worked and as a result, organic sales grew 6 percent highlighted by a 7 percent increase in consumer products.

All of our consumer products categories posted growth, and those where we see great growth potential, like wet wipes, kitchen towels and incontinence products continued to show accelerated growth. Sales of away from home products in our professional business posted a 14 percent increase.

Our exports business sales were lower than last year mainly because more production capacity was dedicated to our consumer products.

We had better dollar denominated prices in most raw materials which, in addition to improved manufacturing efficiencies, continuous cost savings, and a positive exchange rate comparison translated into a positive cost scenario.

Fourth quarter operating profit rose 28 percent, with an operating margin of 24.4 percent, up 380 basis points compared to the prior year. Our investment between-the-lines

increased 25 percent, as we now include Evenflo and as we continue to reinvest behind our brands.

EBITDA for the quarter was \$2.3 billion pesos, a 26 percent increase.

Net income grew 33 percent mainly as a consequence of our strong operating profit performance and also aided by foreign exchange gains that compare to foreign exchange losses in the same period of 2011.

In the last twelve months we have invested \$3,037 million pesos (\$1,024 million in Capex, \$1,635 million in the acquisition of Evenflo and \$378 million in our share buy back program) and paid \$3,784 million pesos of dividends to our shareholders.

As of December 31 the company had \$3,465 million pesos in cash and equivalents.

In dollars, under US GAAP, net sales grew 13 percent, operating profit grew 30 percent and net income grew 37 percent. These results were influenced by a 4 percent stronger peso.

## FINANCIAL RESULTS

Million pesos, except earnings per share

	Year ended December 31				
	<u>2012</u>	%	<u>2011</u>	%	% Cambio
<b>NET SALES</b>	<b>29,289</b>		<b>26,732</b>		<b>10</b>
<b>OPERATING PROFIT</b>	<b>6,635</b>	<b>23</b>	<b>5,782</b>	<b>22</b>	<b>15</b>
<b>NET INCOME</b>	<b>4,145</b>	<b>14</b>	<b>3,559</b>	<b>13</b>	<b>16</b>
<b>EARNINGS PER SHARE (Pesos)</b>	<b>1.32</b>		<b>1.12</b>		<b>18</b>
<b>EBITDA</b>	<b>8,134</b>		<b>7,126</b>		<b>14</b>

For the full the year revenues grew 10 percent, operating profit 15 percent, net income 16 percent and earnings per share 18 percent. Organic sales growth was 7 percent.

In dollars, under US GAAP the full year net sales grew 3 percent, operating profit grew 6 percent and net income grew 7 percent. These results were affected by a 7 percent weaker peso.

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>
<b>Shares repurchased (split adjusted)</b>	<b>13,386,620</b>	<b>30,376,800</b>

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.