

July 17, 2025**Kimberly-Clark de México, S.A.B. de C.V.
SECOND QUARTER 2025 RESULTS****Highlights:**

- Second quarter sales of Ps. \$14.1 billion. An all time quarterly record.
- Ps. \$500 million of savings from our cost reduction program for the quarter.
- EBITDA of Ps. \$3.6 billion, a 25.4% margin, well within our long term range despite a 17% YoY Peso depreciation.
- Net income of Ps. \$1.9 billion for the quarter; \$0.62 per share.
- LTM repurchased 49 million shares, more than 1.5% of total outstanding, which together with the cash dividend, totals a payment of 7.5%.

QUARTERLY FINANCIAL RESULTS

Prepared in accordance with International Financial Reporting Standards (IFRS)
Million pesos

	<u>2Q'25</u>	<u>2Q'24</u>
NET SALES	\$14,070	\$14,068
GROSS PROFIT	5,376	5,954
OPERATING PROFIT	3,046	3,538
NET INCOME	1,866	2,133
EARNINGS PER SHARE (Pesos)	0.62	0.69
EBITDA	3,569	4,033

Net sales were in line with last year, reflecting a slower economic and consumption environment. Consumer and Away from Home decreased 2% and 8%, respectively. Our brands remain strong and healthy, and our market position is stable. Exports increased 24% with double digit increases in both converted product and hard roll sales.

Gross profit decreased 10%, with a 38.2% margin, mainly reflecting a much weaker Peso. Against last year SAM and resins were favorable, virgin fibers were mixed, while recycled fibers and fluff compared negatively. The FX was significantly up, averaging 17% higher.

Our cost reduction program yielded very good results of approximately Ps. \$500 million of savings in the quarter.

Operating profit decreased 14%; margin of 21.7%.

EBITDA was lower by 12% to Ps. \$3.6 billion in the quarter. Margin was 25.4%, despite the Peso depreciation against the second quarter of last year, as well as raw material price increases.

Cost of financing was Ps. \$352 million in the second quarter, compared to Ps. \$356 million in the same period of last year. Net interest expense was slightly higher. Foreign exchange gain in the quarter was Ps. \$21 million compared to a Ps. \$37 million loss last year.

Net income decreased 13% and earnings per share for the quarter were \$0.62.

During the last twelve months, we invested Ps. \$2,176 million in Capex; paid Ps. \$5,839 million in dividends; paid down Ps. \$3,730 million in debt; and repurchased 49 million shares for Ps. \$1,540 million (more than 1.5% of total shares outstanding).

We maintain a very solid balance sheet. As of June 30, the company held Ps. \$11.0 billion in cash and equivalents. Total net debt was Ps. \$13.5 billion. All debt is denominated in Mexican pesos, and the ratio of net debt to EBITDA was 1.0 times.

In dollars, and US GAAP, net sales decreased 15%, operating profit 26% and net income 24%.

Share Buyback Program Year to Date

	<u>2025</u>	<u>2024</u>
Shares repurchased	17,193,417	-

YTD FINANCIAL RESULTS

Million pesos

	<u>6M'25</u>	<u>6M'24</u>
NET SALES	\$27,904	\$27,857
GROSS PROFIT	10,659	11,783
OPERATING PROFIT	6,022	6,938
NET INCOME	3,705	4,214
EARNINGS PER SHARE (Pesos)	1.22	1.37
EBITDA	7,039	7,927

FINANCIAL POSITION

Million Pesos

	As of June	
	<u>2025</u>	<u>2024</u>
<u>Assets</u>		
Cash and cash equivalents	\$ 10,954	\$ 16,875
Trade and other receivables	9,066	8,651
Current derivative financial instruments	-	871
Inventories	4,533	4,036
Property, plant and equipment	19,017	18,433
Right of use assets	1,051	914
Non-current derivative financial instruments	-	57
Deferred taxes	761	561
Intangible assets and others	<u>2,396</u>	<u>2,494</u>
Total	\$ 47,778	\$ 52,892
<u>Liabilities and equity</u>		
Current portion of long term debt	\$ 1,500	\$ 4,573
Current lease liabilities	333	272
Current derivative financial instruments	2	66
Trade payables	9,138	8,812
Employee benefits	1,150	1,438
Dividends payable	4,705	4,335
Provisions	3,212	3,436
Current income tax payable	514	630
Long term debt	19,327	20,567
Non-current lease liabilities	804	746
Non-current derivative financial instruments	2,455	2,217
Other liabilities	457	286
Equity	<u>4,181</u>	<u>5,514</u>
Total	\$ 47,778	\$ 52,892

CASH FLOW

Million pesos

	Six months ended June	
	<u>2025</u>	<u>2024</u>
Profit before tax	\$5,376	\$6,267
Depreciation and amortization	1,017	989
Other	646	671
Cash used in operations	<u>(3,457)</u>	<u>(3,235)</u>
Net cash flow from operating activities	3,582	4,692
Capital expenditures and others	(586)	(1,286)
Repurchase of shares	(565)	-
Payment of borrowings	(3,730)	(3,541)
Payments of lease liabilities	(190)	(178)
Dividends paid	(1,552)	(1,429)
Payment of interest and other	<u>(1,093)</u>	<u>(615)</u>
Net decrease in cash	(4,134)	(2,357)
Effect of exchange rate changes on cash	(494)	260
Cash and equivalents at the beginning of period	15,582	18,972
Cash and equivalents at the end of period	10,954	16,875

Conference Call Information

The 2Q'25 conference call will be held on Friday, July 18, 2025 at 10:30 am Eastern time (9:30 am Central time / 8:30 am Mexico City time). To participate in the call, please dial: US (800) 245-3047, international +1(203) 518-9765; conference ID: 12106.

A replay of the conference call will be available through July 25, 2025. To access the replay, please dial US (800) 839-3735, international +1(402) 220-2977.

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, wet wipes and soap. We are market leaders in almost all of our categories with brands such as Huggies, Kleen-Bebé, Kleenex, Cottonelle, Pétalo, Depend, Kotex, Evenflo and Escudo.

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