

October 23, 2025

**Kimberly-Clark de México, S.A.B. de C.V.
THIRD QUARTER 2025 RESULTS**

Highlights:

- Third quarter sales of Ps. \$13.4 billion. Up 2%. Consumer grew 5%.
- Ps. \$500 million of savings from our cost reduction program for the quarter.
- EBITDA of Ps. \$3.4 billion, a 25.0% margin.
- Net income of Ps. \$1.7 billion for the quarter; \$0.56 per share.
- LTM repurchased 46 million shares, 1.5% of total outstanding, which together with the cash dividend, totals a payment of 6.8%.

QUARTERLY FINANCIAL RESULTS

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

	<u>3Q'25</u>	<u>3Q'24</u>
NET SALES	\$13,410	\$13,155
GROSS PROFIT	5,192	5,212
OPERATING PROFIT	2,853	2,965
NET INCOME	1,681	1,824
EARNINGS PER SHARE (Pesos)	0.56	0.59
EBITDA	3,355	3,465

Comparisons in the third quarter were sequentially better with net sales growing and gross and operating profits recovering versus prior year, continuing the positive trend.

Net sales increased 2%. Consumer increased 5% and Away from Home was in line with last year. Our brands remain strong and healthy, and our market position is stable. Exports decreased 15% due to lower hard roll sales volume while converted products grew high single digit.

Gross profit was flat compared to last year, with a 38.7% margin, which was up 50 bps sequentially. Against last year SAM, resins and virgin fibers were favorable, recycled fibers were mixed, while fluff compared negatively. FX averaged 1% lower.

During the quarter, costs of goods sold reflected the higher prices of raw materials and the much higher FX from prior months, as those trickle down the inventory layers.

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

Operating profit decreased 4%; margin of 21.3%.

EBITDA was lower by 3% to Ps. \$3.4 billion in the quarter. Margin was 25.0%, within our long term target range.

Cost of financing was Ps. \$404 million in the third quarter, compared to Ps. \$287 million in the same period of last year. Net interest expense increased despite our lower gross debt because we earned less on our cash investments. Foreign exchange loss in the quarter was Ps. \$3 million compared to a Ps. \$4 million gain last year.

Net income decreased 8% and earnings per share for the quarter were \$0.56.

During the last twelve months, we invested Ps. \$1,907 million in Capex; paid Ps. \$5,962 million in dividends; paid down Ps. \$3,730 million in debt; and repurchased 46 million shares for Ps. \$1,484 million (1.5% of total shares outstanding).

We maintain a very solid balance sheet. As of September 30, the company held Ps. \$10.7 billion in cash and equivalents. Total net debt was Ps. \$13.4 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 increased 2%, while operating profit and net income decreased 2% and 6%, respectively.

Share Buyback Program Year to Date

	<u>2025</u>	<u>2024</u>
Shares repurchased	32,867,976	18,405,487

YTD FINANCIAL RESULTS

Million pesos

	<u>9M'25</u>	<u>9M'24</u>
NET SALES	\$41,314	\$41,012
GROSS PROFIT	15,850	16,994
OPERATING PROFIT	8,876	9,903
NET INCOME	5,386	6,039
EARNINGS PER SHARE (Pesos)	1.78	1.96
EBITDA	10,395	11,392

FINANCIAL POSITION

Million Pesos

	As of September	
	<u>2025</u>	<u>2024</u>
<u>Assets</u>		
Cash and cash equivalents	\$ 10,749	\$ 16,739
Trade and other receivables	8,416	7,933
Current derivative financial instruments	-	1,187
Inventories	4,239	4,323
Property, plant and equipment	19,120	18,799
Right of use assets	971	864
Non-current derivative financial instruments	-	25
Deferred taxes	756	624
Intangible assets and others	<u>2,384</u>	<u>2,468</u>
Total	\$ 46,635	\$ 52,962
<u>Liabilities and equity</u>		
Current portion of long term debt	\$ 1,500	\$ 4,923
Current lease liabilities	304	277
Current derivative financial instruments	7	48
Trade payables	8,786	9,323
Employee benefits	1,451	1,764
Dividends payable	3,153	2,906
Provisions	2,770	2,719
Current income tax payable	521	559
Long term debt	19,100	21,271
Non-current lease liabilities	742	712
Non-current derivative financial instruments	2,533	1,665
Other liabilities	456	285
Equity	<u>5,312</u>	<u>6,510</u>
Total	\$ 46,635	\$ 52,962

CASH FLOW

Million pesos

	Nine months ended September	
	<u>2025</u>	<u>2024</u>
Profit before tax	\$7,825	\$8,945
Depreciation and amortization	1,519	1,489
Other	1,051	958
Cash used in operations	<u>(3,419)</u>	<u>(3,560)</u>
Net cash flow from operating activities	6,976	7,832
Capital expenditures and others	(968)	(2,037)
Repurchase of shares	(1,114)	(605)
Payment of borrowings	(3,730)	(3,541)
Payments of lease liabilities	(295)	(272)
Dividends paid	(3,103)	(2,859)
Payment of interest and other	<u>(1,999)</u>	<u>(1,304)</u>
Net decrease in cash	(4,233)	(2,786)
Effect of exchange rate changes on cash	(600)	553
Cash and equivalents at the beginning of period	15,582	18,972
Cash and equivalents at the end of period	10,749	16,739

Conference Call Information

The 3Q'25 conference call will be held on Friday, October 24, 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) 267-6316, international +1(203) 518-9783; conference ID: 27635.

A replay of the conference call will be available through October 31, 2025. To access the replay, please dial US (800) 925-9351, international +1(402) 220-5383.

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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